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CIMdata News

Connecting the Product Lifecycle Across the Enterprise - A CIMdata Whitepaper

23 March 2021

CIMdata recently published a whitepaper, titled "Connecting the Product Lifecycle Across the Enterprise." The whitepaper highlights the issues faced by companies that need to manage their smart, connected products through their lifecycle, the emerging technologies that will help power their business strategy, and where they will need to make investments to reap the most benefits.

Key topics addressed in this paper include the digital thread, digital twins, platform trends in PLM and the enterprise, bill of material (BOM) management, configuration management, and the cloud.

The whitepaper can be downloaded for free [here](#).

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Dr. Raj Iyer, Chief Information Officer for IT Reform, United States Army to Keynote at PLM Road Map™ & PDT Spring 2021

24 March 2021

CIMdata, Inc. and Eurostep are pleased to announce that Dr. Raj Iyer, Chief Information Officer for IT Reform, United States Army, will make a keynote presentation at PLM Road Map & PDT North America Spring 2021. The event will take place virtually over two half days on May 19 & 20. The theme for this year's event is "Disruption—the PLM Professionals' Exploration of Emerging Technologies that Will Reshape the PLM Value Equation."

The United States Army (Army) is rapidly adopting disruptive digital technologies such as cloud computing, big data analytics, and Artificial Intelligence to achieve digital overmatch against peer and near-peer adversaries. The Army is embarking on an unparalleled modernization program, taking it from the industrial age to the information age. The modernization program includes developing and fielding new digitally-enabled weapon system platforms such as long-range precision fires, next-generation combat vehicles, future vertical lift platforms, air and missile defense, and a unified network to support Multi-Domain Operations. To achieve interoperability across these platforms, the Army needs to develop data standards and integrated architectures to enable data to be shared from the tactical edge to the enterprise to include the joint Combatant Commanders and allied nation partners. An integrated warfighting concept requires a revolutionary way to address how current technologies such as PLM should be adapted to support the development, fielding, and operations of the Multi-Domain Force.

In this keynote presentation, Digital Transformation Supporting Army Modernization – Challenges and Opportunities for PLM, Dr. Iyer will describe some of the challenges and opportunities for PLM to support Army modernization.

PLM Road Map & PDT Spring is a highly relevant event for PLM industry leaders and PLM practitioners globally, providing independent education where ideas, trends, experiences, and relationships critical to the industry germinate and take root.

For more detail on the agenda, please visit <https://www.cimdata.com/en/education/plm-conferences/plmrm-pdt-spring-2021>.

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About Dr. Raj Iyer

Dr. Raj Iyer is the United States Army's Chief Information Officer for IT Reform. In this role, he serves as the principal advisor to the secretary of the Army, setting the strategic direction and objectives for information technology and information management. He directs the execution of policies and programs for IT and information management areas, including integrated IT architecture, enterprise data management, cybersecurity, and cloud.

Previously, Dr. Iyer was employed at Deloitte Consulting LLP, where he served as a senior manager from 2015 to 2018 and then as a managing director from 2018 to 2020. While at Deloitte, he served as the Lead Engagement Partner for the Army Human Resources Command at Fort Knox, Technology Leader for the Huntsville market, and Market Leader for the Army Materiel Command.

Throughout his career, Dr. Iyer has supported a range of defense and commercial clients on a number of complex enterprise transformation challenges, including IT strategy, IT innovation, and IT modernization. He has established new organizations, including the first office of the chief technology officer in the Army Materiel Command, co-founded a successful technology startup, and led recovery programs such as Healthcare.gov. He also holds a patent and has published dozens of peer-reviewed papers.

He holds a Ph.D. in Electrical Engineering from the University of Texas at Arlington and multiple master's degrees, including a Master of Business Administration from the University of Michigan at Ann Arbor and a Master of Science in Electrical Engineering from The University of Texas at Arlington.

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Spanning the Digital Thread on the Cloud: The CassiniPLM Platform - a CIMdata Commentary

25 March 2021

Key takeaways:

- Cloud is pervasive in our daily lives and is rapidly taking over many enterprise application segments. Increasingly, that includes product lifecycle management (PLM).
- Cloud Software-as-a-Service (SaaS) helps reduce capital expenses (CapEx) and greatly simplifies operating expenses (OpEx) when compared with traditional on-premise offerings.
- A recent market entrant, CassiniPLM, delivers a cloud-native SaaS platform targeting small- and medium-sized businesses (SMB) that spans the lifecycle from idea through life.
- CassiniPLM's flexible modular platform is designed for ease of implementation and adaptation by their SMB targets.

Introduction

In the civilized world, it is almost impossible to escape cloud computing. Today, much of our business and personal lives are mediated by the cloud, a trend noted by the German government that is central to the Industry 4.0 vision driving investment in our increasingly smart and connected world.

Cloud is also powering a revolution in enterprise software to cloud-based SaaS. Cloud-based solutions offer a wide range of benefits, including reducing or eliminating capital expenses, greatly simplify operating expenses, and letting companies of all sizes leverage an up-to-date technology stack. Companies like Salesforce in the customer relationship management (CRM) software domain and

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NetSuite in the enterprise resource planning (ERP) software domain are leading that push.

In 2017 and again in 2021, CIMdata lead research on cloud PLM in collaboration with some of the leading PLM solutions providers. In the 2017 study, there was some interest but there were not that many offerings in the market. Since then, a number of new, innovative firms have entered the PLM market segment and in the 2021 survey CIMdata saw a great uptick in both interest and adoption. Barriers to entry to create scalable enterprise systems are lower than ever before. Infrastructure-as-a-Service (IaaS) and platform-as-a-service (PaaS) providers offer proven capabilities on which to leverage business and process knowledge to create new solutions. CassiniPLM is one such recent market entrant.[\[1\]](#)

CassiniPLM: Spanning the Digital Thread on the Cloud

Started by PLM and software industry veterans, CassiniPLM is a small company with a very expansive vision. Founded in India in 2015, company leaders felt there was a better way to support the end-to-end product lifecycle, and built a cloud-native SaaS offering that targets small- and medium-sized businesses. While founded in India, the company serves customers in India, Germany, and the United States, with local offices in each region.

CassiniPLM is leveraging modern technologies to build out a platform that spans from idea through life, as shown in Figure 1. CassiniPLM is a comprehensive solution that provides a unified, integrated platform for Product Engineering, Product Manufacturing, Product Quality, and Product Service modules, as shown in the corners of the figure. The company believes that this seamless integration across the product life is their key differentiator. CIMdata agrees that this expansive vision is particularly suited to supporting the SMB market, and is even broader than the offerings of many of their much larger competitors. To support product engineering within their customers, CassiniPLM offers direct integrations with many commercial mechanical computer-aided design (MCAD) solutions including SOLIDWORKS, CATIA, NX, Onshape, and Autodesk Inventor.



*Figure 1—The CassiniPLM Platform Spans Idea Through Life
(Courtesy of CassiniPLM)*

As documented in our global PLM market research, the leading PLM solution providers have always struggled to effectively serve the SMB market. Their solutions are often too complex and too expensive

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for SMB needs and budgets. The CassiniPLM team lived in this world and focused the design and implementation of their innovative solution on slashing the long deployment cycles typically found in the PLM market. As stated earlier, making PLM an OpEx instead of a CapEx is a great benefit to companies of all sizes, one that CassiniPLM believes is especially important to SMB firms.

Their cloud-native offering includes templates for many common processes as highlighted in Figure 2. The out-of-the-box (OOTB) templates provide a great starting point for adopters to tailor their own company-specific processes. This is a common practice among PLM solution providers and should work well for CassiniPLM’s target clients. The company’s near-term plans include building out industry-focused templates, often in collaboration with partners. Again, this is an important approach common in the PLM market, one that helps companies more rapidly adopt such offerings. Their product development roadmap includes IoT integration through a strategic partnership to support the management and analysis of machine data and provide digital twin functionality accessible from their core platform.



Figure 2—CassiniPLM Offers a Wide Range of Process Templates
(Courtesy of CassiniPLM)

CassiniPLM is available in public, private, and hybrid cloud environments. CassiniPLM offers one major release and one minor release each year, a slower pace than some other providers but one that offers a good balance between functionality enhancements and the ability of customers to consume them. Their near-term plans for their platform include the introduction of low-code/no-code capabilities, launching an App Store for ecosystem partners to sell applications built on top of CassiniPLM, and the continued expansion of their partner ecosystem. Low-code/no-code development is a hot topic in the PLM space today, one that offers companies the ability to greatly extend a solution’s capabilities to meet company-specific needs without customization or the use of solution-specific coding techniques common in this market segment. Today, almost all software companies strive to be a “platform” at the center of, hopefully, a growing ecosystem of software and service providers. Of course, companies want to be on platforms that they believe offer great business benefits, as we have seen in the explosive growth of the Salesforce platform and ecosystem. This is a trend that bears watching.

CassiniPLM claims early successes with customers in the United States, Germany, and India. Based on the customer examples provided to date their customers often start with one module in the a corner of Figure 1 and then expand to others over time. While their focus is on the SMB segment, they claim strong interest from larger companies higher up on the value chain. To serve all of these markets, and to expand into new ones, CassiniPLM plans to develop strategic partnerships with information technology (IT) services and leading consulting companies. The same phenomenon is true of growing service

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partner ecosystems: people will flock to platforms that they believe can help their business. CassiniPLM is just starting their App Store and partner ecosystem journeys and CIMdata is excited to see how this plays out in the market.

Conclusion

The Cloud is driving the world today, and the PLM market is growing its offerings and seeing increasing interest in moving to cloud-based offerings to support the product lifecycle from idea through life. Many new entrants have entered this market in the last five years, drawn in by the business opportunities and powered by new development approaches and cloud infrastructure. CassiniPLM is one of those companies and has a vision as broad as many companies at the top of CIMdata's ranking of leading global PLM solution providers. Their focus on SMB is a good choice, as this is a market that those large companies struggle to profitably serve, and their broad vision is spot on to support product companies looking to find their place in this smart, connected world. As CIMdata has learned during our nearly 40 year history, smaller companies have the same PLM needs and challenges as large ones, but do not have the financial resources or expertise to readily consume offerings from the larger solution providers. CassiniPLM's unified platform approach and the ability for customers to start with a module addressing their most pressing challenges and easily expand into other areas will serve them well with customers of all sizes. CIMdata looks forward to seeing how well their platform supports their growing customer base and how the company grows their technology and service partner ecosystem to support their broad vision and goals.

[1] Research for this commentary was partially supported by CassiniPLM.

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Acquisitions

IFS Acquires Axios Systems

22 March 2021

IFS, announces it has signed a definitive agreement to purchase Axios Systems PLC, a global provider of cloud-based Enterprise Service Management (ESM) software. Recognized as a leader in IT Service Management (ITSM) and IT Operations Management (ITOM), Axios Systems has built a reputation for the quality of its omnichannel service management solution, which many of the world's most respected brands rely on, including: Aviva, KPMG, FedEx and many more.

IFS is where service and value for customers come first. In the recent launch of IFS Cloud™ and in its growth strategy, IFS delivered on its goal to bring to market technology and industry-specific capabilities that support the customers' journey to digitalization and help them evolve to become more outcome and service-led. More and more companies are turning to IFS to help them deliver when it matters most to their customers—at the Moment of Service.

Over the years, IFS has significantly invested in its Service Management business, which grew over 100 percent year on year in 2020. The acquisition of Axios Systems adds further depth to IFS's capabilities with new ITSM and ITOM functionality that will help companies improve the design and automation of workflows, drive efficiency internally, and connect data across teams and systems to ultimately create opportunities to better serve its customers. The combination of IFS and Axios Systems is instrumental in

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extending IFS's ambition to cement itself as the market leader in the Service space.

Like all elements of the IFS proposition, the customer can deploy Axios Systems' Enterprise Service Management capabilities as a best-of-breed point solution or integrate it with other capabilities built into IFS Cloud. This puts IFS in a unique position to offer an end-to-end service solution that supports employees internally and in the field, as well as businesses as they deliver products, outcomes or indeed services. For the first time, customers will be able to connect both worlds and create a new level of visibility across their value chain so that they can delight customers in delivering great Moments of Service.

IFS CEO Darren Roos commented, "The acquisition is very significant for IFS: we are extending our Service Management proposition to help businesses address inefficiencies that can impact their ability to deliver delightful 'Moments of Service'. Beyond process and workflow design and simplification, Axios and IFS together create visibility across internal and external siloes. He elaborated, "The ability to monetize service creates a competitive edge. Today customers want service: reliably and consistently, but there is a missing piece; companies need to be able to leverage customers, people and assets and not only articulate the true value but also 'design for Serviceability'. With Axios, IFS is adding specific capabilities that bring visibility into the value delivered inside and out and highlight opportunities for ongoing improvements."

Tasos Symeonides, CEO and Founder of Axios noted, "As the founder of Axios, I am proud that my family and team have successfully established a global and well-respected provider of enterprise service management solutions. We are not done yet, we want to keep working with the great customers we already have and add new ones. To achieve this, we needed to join forces with a global software player who is as passionate about service management, delivering value, and creating great customer experiences, as we are. In IFS we found the ideal strategic partner and are now playing a role in helping IFS extend its leadership in enterprise service management!"

Ray Wang, principal & founder of Constellation Research Inc, commented, "Prospects and customers who see service as a differentiator will find value with this acquisition. Most organizations seek the ability to connect IT and the back office to the front office and customer acting teams. Bridging those silos and creating visibility with a rich ESM solution will help organizations drive service innovation and visualize the value."

Axios Systems enjoys an international blue-chip customer base across the US, Europe, Middle East and LatAm, and has successfully fostered strong user communities to build advocacy and drive product enhancements. Customers in the commercial sector include: Aviva, FedEx, Sobeys, EDEKA, KPMG; and in the public sector include: UK & Scottish Governments, State of Maine, Dubai Courts, Saudi Post and Fife Council.

Both Axios and IFS are highly rated by industry analysts.



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TRUMPF enters into close partnership with Lantek and expands software business

18 March 2021

The high-tech company TRUMPF acquires the software house Lantek and thus focuses on software in sheet metal processing that runs independently of the machine manufacturer. "TRUMPF is opening up to customers' production ecosystems with this acquisition," says Thomas Schneider, Managing Director

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of Machine Tool Development at TRUMPF. "Our customers' process is our focus - with Lantek, we comprehensively cover the sheet metal process chain, even with machines from different manufacturers. In this way, we are taking another big step toward efficient and connected sheet metal production and enriching the Smart Factory solution portfolio."

After participating in the development of umati, the open machine data interface, the development of omlox, the open positioning standard, and the cooperation with intralogistics expert Jungheinrich on automated guided vehicles, the cooperation with Lantek is a consistent step towards process optimization and connectivity for the sheet metal production of the future.

"We are looking forward to cooperating closely with TRUMPF. Lantek has been leading the sheet metal software for 35 years thanks to its ability to bring the best manufacturing solutions to any cutting machine, and this will continue to be our goal, assuring interconnectivity and independency between machine tool builders. Our customers benefit from a close exchange in the key technologies of the future AI, data models and holistic process control. This enables us to bundle our competencies and develop software for the future of sheet metal production in an even more open and customer-oriented way in the future," says Alberto López de Biñaspere, CEO of Lantek.

The family-owned software specialist Lantek was founded in 1986 and is headquartered in Vitoria-Gasteiz, Spain. The company operates worldwide with 20 locations in 14 countries. More than 220 employees develop, implement, and maintain software for sheet metal and metalworking with any cutting technologies. This includes CAD, CAM, MES and ERP solutions. Lantek will continue to operate under its current name. An integration under the TRUMPF brand is not planned and Lantek continues committed to neutrality and independence from all machine tool builders.

Both companies have agreed not to disclose the financial details of the transaction.

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Company News

Armando Seixas to take the helm at Bechtle direct Switzerland

23 March 2021

Armando Seixas will be the new managing director of IT e-commerce provider Bechtle direct Switzerland effective on 1 April 2021. He has previously held the same position at Bechtle direct Portugal, which he has developed since its inception in 2009 and successfully embedded in the SME and public-sector market. In Switzerland, the 53-year-old succeeds Mario Düll, Executive Vice President, IT E-Commerce DACH at Bechtle, who has been leading the company since 2015.

Bechtle took its pick from within its own ranks to fill the newly vacant position of managing director of IT e-commerce subsidiary Bechtle direct Switzerland. After 12 years of calling the shots at Bechtle direct Portugal, Armando Seixas is set to take the helm of the Swiss B2B IT retailer with offices in Dübendorf and Morges. Before he joined the Bechtle Group, the Portugal native who is fluent in German held various leading roles in the textiles industry and worked for the Portuguese branch of the SSI Schäfer Group. Armando Seixas will continue to steer Bechtle direct Portugal as its managing director until the end of 2021, while moving his primary residence.

"I am glad that we are able to hand the reins of Bechtle direct Switzerland to Armando Seixas. A long-time member of the Bechtle family, he understands the ins and outs of our business and he has what it

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takes to continue our success story with our team in Switzerland,” says Mario Düll, Executive Vice President, IT E-commerce DACH, Bechtle AG.

“I am excited for this fantastic opportunity to take on a new challenge under the Bechtle umbrella. I appreciate the confidence shown in me and I am looking forward to contributing my management experience in a new environment,” says Armando Seixas.

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AVEVA and OSIsoft Combine to Unlock the Potential of Data to Drive Increased Performance for Industrial Organizations

22 March 2021

AVEVA, a global leader in engineering and industrial software, has joined forces with OSIsoft to meet the expanding information management needs of industrial companies and accelerate their digital transformation. The combined portfolio brings OSIsoft’s world-class data management together with AVEVA’s leading industrial software to unlock *Performance Intelligence*.

Providing greater operational agility and resilience, *Performance Intelligence* connects information and artificial intelligence (AI) with human insight, to enable faster and more accurate decision making, helping industries boost sustainability. By pairing the trusted capabilities of OSIsoft’s PI System with the leading industrial software of AVEVA, *Performance Intelligence* gives the people behind essential processes the rich, reliable data they need to better measure and understand the entire industrial lifecycle. Areas where *Performance Intelligence* is likely to have the most impact will include organizational productivity, operational agility, and sustainability.

The global big data and analytics market is growing exponentially and projected to be worth \$274 billion by 2022. Staying ahead of the curve requires a new understanding of the scope and scale of industrial information to leverage that data effectively. Insight into industrial information from edge to enterprise reduces downtime, production costs, and energy consumption – optimizing resources and driving sustainability. Our combined software portfolio is driving digital transformation for over 20,000 customers globally and operational efficiency to empower people, industries, and communities.

Craig Hayman, CEO at AVEVA, said, “Together we’re redefining the capabilities of industrial software. Through *Performance Intelligence*, we can see worlds of data from bold new angles, and inspire better understanding of complex value chains, to boost performance and drive sustainability. The combined impact of AVEVA and OSIsoft will enable our customers to manage complex industries more efficiently. Our expanded capabilities elevate AVEVA’s commitment to deliver operational agility that turns opportunity into business value for our customers.”

Philip Aiken AM, Chairman, AVEVA Group commented, “AVEVA’s sustained performance and growth has laid the groundwork that enables the acquisition of a market leader such as OSIsoft. Our joint portfolio of offerings and potential new capabilities will help deliver AVEVA’s long-term strategy for growth and market leadership in industrial software and information management by accelerating the solid growth trajectory and continuing to help customers on their digitalization journeys.”

Also commenting on today’s announcement, CEO and Chairman of Schneider Electric, supporting major shareholder and alliance partner of AVEVA, Jean-Pascal Tricoire, said, “AVEVA and OSIsoft joining forces creates an industrial software and data leader. Through its extended ecosystem and broader, deeper portfolio, AVEVA delivers an enhanced level of efficiency to support the digital

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transformation of industries. We support AVEVA's agnostic approach, working in collaboration with customers and partners to offer integrated solutions that elevate performance and operational agility."

"We stand in awe of the innovation of our customers – the people who operate our society's essential industries – who use our technology every day to improve performance, protect health and safety, keep the lights on and make the world run more smoothly," said OSIsoft founder, Dr. J. Patrick Kennedy. "They have inspired us to join forces with AVEVA so that we can broaden our scope and increase the value we can bring to their important work."

"This acquisition is a major milestone for AVEVA, enabling our team to draw on Dr. J Patrick Kennedy's vast leadership experience and domain expertise. We are honored to continue the journey together with Pat in his new role as Chairman Emeritus. With *Performance Intelligence*, we can confidently say that AVEVA is paving the way to become *the* industrial software and data leader, heralding the start of an exciting new chapter for the industrial software market," concluded Hayman.

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Capgemini announces launch of the AETA Earthquake Prediction Competition 2021

22 March 2021

Capgemini, in collaboration with Shenzhen Valley Ventures (SVV), Peking University Shenzhen Graduate School and the Chinese Software Developer Network (CSDN), today announced the launch of the second edition of the AETA Earthquake Prediction AI Algorithm Competition, part of a ten-year earthquake forecasting project, aimed at using the power of technology to build more sustainable futures for those living near earthquake prone zones in China, and eventually across the globe. This year's competition invites participants from research centers and universities across the world to develop innovative algorithms to solve the challenges in earthquake prediction using real-time data.

AETA, which stands for Acoustic & Electromagnetism to AI, is a broadband electromagnetic monitoring and prediction system developed by The Shenzhen Earthquake Monitoring and Prediction Technology Research Center of The Peking University Shenzhen Graduate School. Since 2016, the AETA team has deployed over 300 three-part sensory systems, developed by Shenzhen Valley Ventures (SVV), across the earthquake-prone region of Sichuan to collect data leading up to, during, and after an earthquake occurs. Using this data, the AETA team has been able to forecast earthquakes.

While progress has been made towards this effort, solving the problem of earthquake prediction requires further analysis and research. In 2020, the first AETA Earthquake Prediction competition saw participation from 183 teams across China and revealed 10 winners with an average forecasting accuracy above 70% — marking a breakthrough in the prediction of earthquakes. This year's global competition, launched in partnership with Capgemini's Applied Innovation Exchange (AIE) Shenzhen, will be hosted virtually and offers an opportunity to take forecasting one step further with an aim to achieve above 90% accuracy, to enable even more robust earthquake prediction.

The winning team will be determined based on three key factors: a yes/no accuracy rate for the prediction of whether an earthquake will take place, identifying the epicenter of the earthquake, and determining its magnitude. The team with the most accurate prediction will be declared winners and will qualify for a cash reward worth US\$15,000.

Pascal Brier, Group Chief Innovation Officer at Capgemini said, "*Capgemini is proud to be supporting the 2021 AETA Earthquake Prediction AI Algorithm Competition and the endeavor of using cutting-*

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edge innovation and technology to create a safer planet. The AETA project is evidence of the importance of combining hardware sensory systems and big data analytics, the strength of ecosystems and the power of collaboration to tackle natural disasters. This partnership between AETA and Capgemini's Applied Innovation Exchange in Shenzhen illustrates the Group's commitment to promote open and applied innovation, and its purpose of unleashing human energy through technology for an inclusive and sustainable future. We're excited to see the submissions and very much looking forward to discovering many inspiring and innovative solutions."

Launched in 2020, Capgemini's AIE in Shenzhen, in collaboration with Shenzhen Valley Ventures (SVV), is dedicated to creating waves of disruption through combined software and hardware innovations, leveraging advantages in supply chain and manufacturing, and leading advancements in emerging technologies to test and scale up new innovations.

Registration to AETA Earthquake Prediction AI Algorithm Competition 2021 is now open to participants until March 31, 2021. The competition stages will run from April 5 until October 31, 2021.



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Dassault Systèmes Joins the European Green Digital Coalition as Founding Member

23 March 2021

Dassault Systèmes announced that it is a founding member of the European Green Digital Coalition, a first-of-a-kind group of leading technology companies with a joint mission to support the green and digital transformation of the economy both inside and outside Europe.

The EGDC was formally established by the European Union on March 19, 2021 on the occasion of the "Digital Day 2021" conference, to emphasize the key role that digital networks, technologies and applications can play in delivering environmental and climate benefits that can transform the economy in response to concerns about climate change, the depletion of natural resources, pollution and biodiversity loss.

"Dassault Systèmes is a world leader in Product Life Cycle Management (PLM). Our science-based industry solution experiences are widely recognized across most of the manufacturing industries sector. Our roots are in Europe. Headquartered in the EU, we are proud to play a role as founder of this important coalition that reflects and actively supports the EU's commitment to the environment," said Bernard Charlès, Vice Chairman and CEO, Dassault Systèmes. "As part of our purpose to harmonize product, nature and life, we have a strategic ambition to become the world's leading partner for reinventing a sustainable economy. Sustainable innovation can only be achieved by leveraging virtual worlds to imagine radically new materials, products and processes that reduce industry's carbon footprint, and advance the circular economy. By working with other sectors as part of this coalition, we can take actions to drive this innovation and the role of our customers in contributing to a better world."

The EGDC will commit to investing in the development and deployment of green digital solutions in a wide range of sectors; developing standardized impact assessment methodologies for such solutions; and working across sectors to create deployment guidelines for them.

Dassault Systèmes' commitment to the EGDC aligns with its purpose to provide business and people with virtual universes to imagine sustainable innovations that harmonize product, nature and life. The company has outlined a sustainability strategy for 2025 to actively reduce both its own environmental footprint and that of its customers – from multinational corporations to startups. In addition to

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committing to set its own science-based emissions target and prioritizing partnerships with stakeholders to drive the role of digital technology in global sustainability efforts, this strategy involves helping its customers reduce their emissions by using the 3DEXPERIENCE platform to create virtual twins.

Already, the company's white paper with Accenture has confirmed the power of virtual twin technology for significantly reducing global carbon dioxide emissions. Five use cases in the construction, transportation and mobility, consumer packaged goods, life sciences and high tech industries showed that the use of virtual twins could reduce global CO2 emissions by 7.5 gigatons between now and 2030, which is roughly equivalent to the global emissions of the transportation industry every year.

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DELTEK LAUNCHES NEW GLOBAL PARTNER NETWORK

24 March 2021

Deltek, a leading global provider of software and solutions for project-based businesses, has launched its new partner program, the Deltek Partner Network. Building on a legacy of effective partnerships, Deltek announced this new program to enable partners in expanding their business in a way that best fits their unique needs – all supported by new tools, streamlined business processes and a new partner platform.

The Deltek Partner Network is comprised of three individualized programs: the Solutions Partner Program, the Marketplace Partner Program and the Advocate Program. Each is designed to align with different go-to-market approaches that enable partners to expand their business in a way that best fits their needs and the needs of their customers.

With the launch of the Deltek Partner Network comes a brand-new portal for Solutions Partners, designed to make doing business with Deltek easy. This best-in-class portal features on-demand access to resources and information critical to running a business – available anytime, anywhere. It features a streamlined interface to register and track opportunities, consume enablement resources, leverage marketing tools and access new partner program benefits.

“Our partners have always been central to our go-to-market strategy. They play a strategic role by expanding our global reach, keeping customers current on our latest technology solutions and enhancing our product offerings,” said Jonathan Eisner, Deltek’s Vice President of Global Partner Sales and Alliances. “We will continue evolving our programs, investing in our partners and equipping them with the latest tools and resources available to build their businesses and in turn, make our mutual customers successful. The Deltek Partner Network is a significant milestone that demonstrates our commitment to our partners and positions them to reach new markets with more products, faster. This launch is not our final destination, but a key milestone on our committed journey to more deeply harness the power of partners to grow Deltek Project Nation together.”

“As an international partner located in South Africa, miles away from Deltek's headquarters, Deltek's recent investments in the Partner Network have made our firm, team and our clients feel closer and more connected to Deltek,” said Jacques Du Buisson, Managing Director at Silversoft. “After more than ten years of close partnership with Deltek, we feel more supported than ever and this has given our firm the capability to better support our clients and continue our growth.”

“Deltek's increased investment with a new partner platform has a transformational impact on our entire ecosystem,” stated Sarah Gonnella, VP of Marketing and Sales with Full Sail Partners. “The culmination of these efforts result in a more effective partner program to help us grow our business while jointly

solving the challenges our mutual customers face.”

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George Hornig Named Chairman of the Xometry Board of Directors

18 March 2021

Xometry, the largest U.S. marketplace for on demand manufacturing, announced that George Hornig will serve as the company's first Chairman of the Board. Hornig has served on Xometry's Board of Directors since the company was founded in 2013. He has been a senior executive at large, global financial institutions for nearly 40 years as well as a venture capitalist. Hornig currently serves as the Chairman of The Seed Lab, an early stage venture capital fund, and co-Chairman of Healthwell Acquisition Corp.

"I am looking forward to serving as Chairman of Xometry," Hornig said. "It is the capstone of my career to help Xometry grow from inception to the unique custom, on demand manufacturing platform it is today. Given the \$260 billion size of the addressable global market, Xometry has a tremendous opportunity to continue its growth, including the introduction of additional services like cash flow financing and supplies. Moreover, Xometry's thousands of manufacturing partners are largely small manufacturing businesses, so it makes me proud to be part of a company that helps these companies thrive."

"George has been an outstanding Director and advisor to Xometry since our founding," said Randy Altschuler, Xometry's CEO. "His guidance has helped Xometry become the largest marketplace for on demand manufacturing. We're thrilled for him to lead Xometry's Board as we continue to grow our business."

Hornig is an experienced global financial industry executive having held leadership roles at PineBridge Investments, Credit Suisse Asset Management, Deutsche Bank, Wasserstein Perella & Company (where he was a co-founder), and The First Boston Corp. Before entering financial services, he practiced law with Skadden, Arps, Slate, Meagher, and Flom. Hornig holds an AB, MBA, and JD from Harvard University.

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HCL HELPS ENTERPRISES MOVE TO THE CLOUD WITH RISE WITH SAP

22 March 2021

HCL Technologies (HCL), a leading global technology company, announced its support for *RISE with SAP*, an offering by SAP that helps clients take their business-critical elements into the cloud, thereby accelerating their digital transformation and the value realization of their investments on their journey to becoming an “intelligent enterprise.” HCL’s partnership with SAP will enable organizations to move to the cloud SaaS model of *RISE with SAP* using HCL’s digital and application capabilities, while leveraging their existing investments in SAP configuration and extensions.

SAP S/4HANA® adoption is expected to rapidly grow over the next three years, with surveys from the Americas’ SAP Users’ Group (ASUG) and the German-Speaking User Group (DSAG) showing a significant increase among organizations in their investments in the product. HCL and SAP will work together to help clients realize the scalability and security benefits of the cloud, while providing them

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with access to best-in-class solutions, services and experience. This is an opportunity for HCL and SAP to further develop joint go-to-market initiatives to help clients accelerate their cloud transformation journey. These initiatives will utilize HCL's expertise in application and cloud services, including consulting, strategy implementation, architecture planning, roll-out and the management of key technologies.

HCL is excited about the value that *Rise with SAP* will bring to our clients," said Anand Birje, Senior Corporate Vice President and Global Head Digital & Analytics, HCL Technologies. Organizations leveraging *Rise with SAP* can quickly realize the value and agility of a digital core and business platform architecture in the cloud. HCL enhances this journey with its transformation and consulting services for SAP Factory+ offerings that facilitate rapid migrations to SAP S/4HANA, in addition to its modern integration and data architecture services."

Kalyan Kumar, Chief Technology Officer & Head – Ecosystems, HCL Technologies, said, "*Rise with SAP* presents a great market opportunity over the coming years. This offering affords us the opportunity to demonstrate HCL's vast array of offerings and experience in the SAP space. We are uniquely positioned to provide a true 360-degree service to SAP clients moving into the cloud. Working together, we can help ensure existing on-premises investments are not lost as organizations transition to *Rise with SAP* and accelerate their move to the cloud."

The *Rise with SAP* offering helps simplify and accelerate our customers' move to the cloud and will help deliver continuous innovation throughout their journey to become an intelligent enterprise," said Dr. Uwe Grigoleit, Senior Vice President and General Manager, SAP S/4HANA, SAP. "Together with our strong ecosystem, we will help customers chart a course for their business transformation."

HCL has been an SAP partner for more than 25 years and currently has the distinction of being a global strategic services partner. This new offering expands HCL's reach to deliver complete end-to-end SAP capabilities, including include application services, implementation services, managed services, advisory services, and technical services.



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IMAGINiT Technologies Earns Autodesk Platinum Club Award

25 March 2021

Recognized once again for successfully translating product and industry expertise into innovative customer solutions, IMAGINiT Technologies has earned an Autodesk Platinum Award which was accepted virtually on March 24, 2021 at Autodesk's One Team Conference.

"Once again, IMAGINiT has been awarded one of our coveted Platinum Awards," says Pete Baxter, vice president Americas Sales, Autodesk. "Combining industry and product expertise with a full range of professional and consulting services, the IMAGINiT team consistently delivers solutions to complex customer challenges, and we're happy to recognize their continued excellence."

Working with its customers, the IMAGINiT team uncovers the root of the challenges that the customer faces, implements the required technologies, incorporates any proprietary tools that extend the functionality of Autodesk technology, and provides dedicated training and support to ensure successful adoption in order to maximize productivity.

"We are very thankful to Autodesk for acknowledging our solution driven approach to each customer engagement and to our customers who continue to trust us to work alongside them to help them solve

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their most pressing design challenges,” says Bill Zavadil, president, Rand Worldwide. “We’re also proud of the IMAGINiT team’s accomplishments and our history earning awards from our technology partners in the building design, civil engineering, construction, simulation and manufacturing industries.”

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L&T TECHNOLOGY SERVICES’ ANNUAL OPEN INNOVATION INITIATIVE TECHgium® CONCLUDES WITH RECORD-BREAKING PARTICIPATION OF ENGINEERING STUDENTS

25 March 2021

L&T Technology Services Limited, a global leading pure play engineering services company, announced the winners of its annual open innovation initiatives for engineering students, TECHgium®. For the first time held under the virtual mode, the fourth edition of TECHgium® saw record-breaking participation thereby placing the forum as one of the most sought-after by engineering students in India to gain exposure to solving real-life business challenges.

Over 22,500 engineering students from 354 reputed institutes participated in this year’s edition as compared to corresponding figures of 19,000 and 272 in 2019. The participation from faculty members witnessed an even higher surge with numbers jumping from 1,030 to 2,363.

The team from **Vellore Institute of Technology, Chennai** was declared as winners of the TECHgium® 4th edition for developing a solution that can blur personal information in vehicles. The runners up comprised of students from **Sri Ramakrishna Engineering College, Coimbatore** for their work on Energy Efficient Defrosting method for Evaporators. The team from the **Indian Institute of Science, Bangalore** won the third prize for their concept on Sewage Coagulation using Co-Culture of Bacteria.

TECHgium® is designed to usher in a new generation of engineers with skills and capabilities prized by the industry, enabling them to solve myriad engineering challenges and in the process enhance their career prospects and augment LTTS’ solutions practice.

Dr Keshab Panda, CEO & Managing Director, L&T Technology Services, commented, ‘The engineering services landscape in India is poised to be the sunshine sector for years to come and one key critical element for this to materialize is availability of a robust and wide talent pool of budding technologists. Our TECHgium® open innovation platform is an important step towards this as it aims to provide bright engineering minds an opportunity to gain exposure into real life business challenges. We are thankful to all the students, faculty members and institutes who have helped us achieve new milestones during this latest season of TECHgium®.’

TECHgium®’s successful fourth edition saw 61 innovative PoCs on real life technical challenges pertaining to domains such as AI, Compute Vision, 5G, Ergonomics, and Sustainability, covering major industries including Automotive, Plant Engineering, Telecommunications & Hi-Tech and Industrial & Consumer Products.

Conceptualized in 2017, TECHgium® has established itself as a forum increasingly sought after by the engineering student’s community. Student participation in LTTS’ popular platform increased by 221% since inception. The TECHgium® platform is also used as an avenue to hunt talent for hiring needs and to offer internships.

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The winning teams are facilitated with awards worth over ₹15 lacs with additional benefits such as continuation of work on the PoCs of interest, pre-placement offer and recognition by reputed industry professionals.

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NTT DATA Achieves Snowflake's Elite Services Partner Status

22 March 2021

NTT DATA, a global digital business and IT services provider, announced it has achieved Snowflake's Elite Services Partner designation. Elite Partner is the highest level in the Snowflake Partner Network and represents NTT DATA's commitment to enabling digital transformation for clients with Snowflake's Data Cloud.

"Snowflake's Data Cloud enables organizations to mobilize their data, including partners and third-party data sources, in their digital transformation journeys," Colleen Kapase, Vice President, WW Partner & Alliances, Snowflake said. "NTT DATA's achievement as an Elite Partner and their acquisition of Hashmap is a tribute to their commitment to helping organizations become successful on Snowflake with proven solutions and deep technical expertise. We look forward to continued collaboration and partnership with NTT DATA to delight customers."

This recognition reflects the growth of NTT DATA's strategic partnership with Snowflake and continues the company's focus on building a trusted data foundation to operationalize and scale artificial intelligence (AI) for its clients. The achievement is also a continuation of NTT DATA's investment in expanding its digital portfolio capabilities globally to help clients adopt and leverage modern, data-driven cloud solutions and AI applications.

"Snowflake's near-unlimited scalability and concurrency makes it an ideal data platform to enable our clients' digital success now and in the future," said Eric Clark, Chief Digital & Strategy Officer, NTT DATA Services. "NTT DATA is continuing to invest in innovative solutions and services, both through our own IP and through partnerships and acquisitions that accelerate our clients' modernization journey."

Kazumasa Taninaka, Head of AI & IoT Division, Business Solutions Sector, NTT DATA Japan said, "With the growing interest in AI and data democratization, Snowflake is an extremely important technology partner for a trusted data foundation because of its high performance and flexible architecture. Our partnership with Snowflake enables us to help our customers create value through data utilization. We integrate data & Intelligence technologies in a way that is easy for our customers to use and generate outcomes."

NTT DATA continues to scale its cloud, data, analytics, and solutions through the Global AI Center of Excellence to help clients manage increasing amounts of data within the cloud and as part of broader transformation initiatives. In a recent study by NTT DATA, "The Big Pivot: From Data Islands to Data Insights," 79% of executives said they recognize the value of data but only 10% are very effective at using it to adopt new business models and enter new markets.

Recently NTT DATA Services completed the acquisition of Hashmap. Together with Hashmap's insight and deep technical expertise in a modern cloud data environment and NTT DATA's strong digital transformation capabilities, the duo is positioned to help clients successfully migrate to Snowflake's

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platform and leverage the power of the Data Cloud so organizations can get the best business value from their investment.

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Plataine Partners with SAP to Integrate IIoT and AI-based Software for Digital Manufacturing as Part of Its Offering

22 March 2021

Plataine announced it has signed an Original Equipment Manufacturer (OEM) agreement with SAP. Through this agreement, Plataine's software integrates with SAP Manufacturing Execution, and will allow customers to benefit from a holistic smart factory solution that extends across production operations. Plataine's cloud-based IIoT and AI-based Software for Digital Manufacturing is now available on SAP® Store, which recently merged with SAP App Center as the single digital marketplace for SAP and partner offerings.

Amir Ben-Assa, Vice President, Marketing & Product Strategy at Plataine, commented: "SAP represents the gold standard in enterprise software, and we are very pleased to be working with SAP via the SAP PartnerEdge® program. The integration of Plataine's IIoT and AI-based Software for Digital Manufacturing with the SAP Manufacturing Execution solution results in a product that is unique in the market and offers manufacturers a single digital solution that extends across the operation – from initial planning stages right up to the finished product coming off the production line."

Plataine's technology complements the SAP offering by addressing the needs of manufacturers to meet the highest levels of productivity, quality and efficiencies.

Plataine's IIoT and AI-based Software for Digital Manufacturing brings AI and machine learning capabilities to the production floor to automate and optimize key manufacturing workflows, including Material Optimization, Equipment Optimization, Work in Process (WIP) Optimization and the Digital Thread for Traceability & Quality purposes. Plataine solutions act as Digital Assistants that automatically deliver actionable alerts and recommendations to production floor staff, empowering manufacturers to make optimized decisions in real-time, every time. Internet of Things (IoT) sensors and machine connectivity help eliminate the need for manual paperwork and further amplify the impact of Plataine's artificial intelligence (AI).

Arik Lev, ISV Manager at SAP, says: "Plataine's solution is set to deliver major benefits to our manufacturing customers. When it comes to manufacturing, it is clear that digital, cloud-based solutions are the future, and we are confident that Plataine's unique AI capabilities, combined with core solutions from SAP, can help deliver significant efficiency and productivity benefits to our customers."

SAP recently brought together SAP® Store and SAP App Center into one single marketplace at store.sap.com. It delivers a simplified and connected digital customer experience for finding, trying, buying, and renewing more than 1,800 solutions from SAP and its partners. There, customers can find the SAP solutions and SAP-validated partner apps they need to grow their business. And for each purchase made via SAP® Store, SAP will plant a tree.

Plataine is a partner in the SAP PartnerEdge® program. As such, it is empowered to build, market and sell software applications on top of market-leading technology platforms from SAP. The SAP PartnerEdge® program provides the enablement tools, benefits and support to facilitate building high-quality, disruptive applications focused on specific business needs – quickly and cost-effectively. The

program provides access to all relevant SAP technologies in one simple framework under a single, global contract.

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Implementation Investments

Biti's Steps Forward with Centric PLM

22 March 2021

Biti's, the Vietnamese footwear brand, has selected Centric Software's Product Lifecycle Management (PLM) solution. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Biti's began as a small-scale workshop in 1982. Today, Biti's has 200 stores and five factories in Vietnam and employs about 8000 people. Covering manufacturing to retailing, Biti's produces approximately 20 million pairs of footwear annually.

Seeking to replace an outdated PLM with a more effective platform, Biti's selected Centric Footwear PLM.

"Currently, our data is scattered and not centralized," says Jenny Vuu, VP R&D at Biti's. "Producing reports requires a lot of time and paperwork, and it is difficult to track sample phases in real time. This causes mistakes and wastes time and money. We wanted a new PLM to minimize mistakes, speed up reporting, track the range visually and monitor the product lifecycle in order to deliver products to market on time."

Jenny cites Centric PLM's agility, user-friendliness, functionality and a very fast time to value with the ability to go live in six months as critical factors in Biti's decision.

"Centric is a well-known PLM for many fashion brands, especially footwear, and we're very confident of the project's success. We'll be able to track delays, manage potential risks, track historical product development data, easily find information and optimize our processes. We expect to reduce time to market, react smartly to fast fashion trends and give R&D teams more time to focus on technical improvements. Our relationship with Centric is very promising, and we look forward to learning, sharing and growing together."

"We are happy to welcome Biti's as our latest customer in Vietnam," says Chris Groves, President and CEO of Centric Software. "Biti's has an ambitious vision to become a powerful manufacturer in Asia, and we are proud to be part of their plans as they implement Centric PLM."

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China's Deppon Express Selects Infor in Logistics Asset Management Overhaul as it Gears Up for Expansion

23 March 2021

Infor, the industry cloud company, announced Chinese integrated logistics services provider Deppon Express has selected Infor EAM to strengthen its corporate asset management, optimize allocation and

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leverage advanced management models to improve overall operational and business efficiency in the wake of rapid business development and expansion.

Founded in 1996, Deppon Express is an integrated, customer-centered logistics company. Deppon Express provides a wide range of solutions including less-than-truckload (LTL) transportation, full truckload (FTL) transportation, delivery services, and warehousing management. With an extensive network, an unbeatable pool of talented staff, and a deep understanding of the market, Deppon Express provides flexible and efficient logistics options to cross-industry clients. As one of China's largest full-spectrum logistics services providers, Deppon Express found itself in need of corporate asset management optimization. Of its 500,000 assets, there are 15,000 commercial vehicles, 26,000 courier vehicles and more than 1,200 business vehicles that needed to be brought under its asset life cycle management operations. Vehicle costs needed to be managed to better control expenditures associated with logistics capacity.

Deppon Express selected Infor EAM to help digitize and optimize operations to reach new levels of efficiency. The solution will help the logistics giant manage all its assets, boost efficiency of equipment and personnel, increase vehicle utilization, reduce equipment-related trips-per-order costs and lay the foundation for the reduction of overall equipment operating costs.

Infor's rich industry experience, proven track record in helping businesses with asset management capabilities, and its ability to closely meet Deppon Express's business demands made it the perfect partner for Deppon Express.

Ranked a Leader in Gartner's Magic Quadrant for Enterprise Asset Management Software, Infor EAM provides industry-specific solutions to address the unique challenges of businesses in any category. Specifically, clients can leverage Infor EAM to maximize the reliability and performance of assets, track labor costs and more.

Deppon Express began implementing Infor EAM at the end of December 2020 and plans to launch phase one of its asset management plan in March, with phase two to follow in August. The go-live is expected at the end of 2021.

"At Deppon Express, we have chosen Infor's solutions to help see us through our logistics asset management overhaul," said Howard Yin, CIO at Deppon Express Co., Ltd. "Infor EAM has the flexibility to suit our exacting business needs, and Infor's years of industry experience will help guide us through this streamlining of enterprise operations."

"We are proud to be helping Deppon Express achieve its business goals with Infor EAM," said Becky Xie, Infor managing director for Greater China and Korea. "Deppon Express selected Infor because of our robust and scalable EAM solution and our deep industry experience in the logistics and transportation sector. I am confident that Infor EAM will see Deppon Express through its future growth and expansion needs."

Industries continue to digitalize in 2021, including the logistics sector. As logistics service providers and other enterprises continue on in their digital journeys, Infor will continue to facilitate their development with industry-specific solutions that meet their needs.

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Cory Expands Asset Performance Management with Infor

24 March 2021

Infor, the industry cloud company, announced that Cory, a leading resource management, recycling and energy recovery company, has deployed Infor EAM to enhance its asset performance management. Already live in its main facility at Belvedere, London, with transfer stations and other sections of the business to follow, the platform is set to optimise the organisation, coordination and intelligence surrounding maintenance planning and associated inventory.

Operating one of the largest ‘energy from waste’ facilities in the UK, Cory is located on the banks of the River Thames and operates a river-based infrastructure that transports waste on a fleet of barges, turning approximately 750,000 tonnes of waste each year into baseload partly renewable electricity.

The company selected Infor EAM as part of a modernisation project designed to support expansion plans that will add a new energy recovery facility and anaerobic digestion facility for food and green waste, solar power and battery storage. Infor EAM will facilitate enhanced knowledge, intelligence and decision making across a growing asset register, expanding the company’s capacity to manage waste as efficiently as possible. The cloud deployment utilising Amazon Web Services (AWS) infrastructure will help reduce both total cost of ownership (TCO) and data security risk.

Infor EAM’s advantages are many. It will provide the ability to optimise health and safety standards through effective equipment maintenance, and help meet compliance requirements. The solution will help extend the lifespan of assets and associated return on investment (ROI) for Cory’s equipment, from cranes to barges. Infor EAM will also help reduce risk by capturing knowledge in a consistent manner, and provide contextualised insights to boost productivity and circumnavigate skills shortages.

“As we gear up for major expansion, we identified a need to modernise, embrace the benefits afforded by the cloud, and ensure our predictive maintenance capabilities could facilitate intelligent insights, foster collaboration, and capitalise on the benefits of IoT,” comments Lee Barker, head of IT at Cory. “Having used Infor EAM since 2012, we had absolute confidence in the capabilities of the platform and selected the latest, cloud-based version of the solution to underpin our plans. The scale of capabilities in the system, ability to apply endless configurations to suit our specific assets and requirements, and in-depth management reports stand to help us really embed our principles of efficiency and squeeze every last drop of potential from the assets we manage.”

“As companies seek to maximise the performance of their equipment in order to reduce costs and waste, and enhance productivity, more and more are recognising the value of the right maintenance methodology in achieving best practice,” comments Kevin Price, Infor technical product evangelist and global strategist. “Through adopting asset performance management, supported by world-class EAM capabilities, organisations can harness relevant data from across the asset portfolio to predict asset failure and automatically direct a remediation process, and in doing so reduce downtime and increase the lifespan of equipment.”

About Cory

- Cory is one of the United Kingdom’s leading resource management, recycling, and energy recovery companies.
- Riverside is one of the largest energy-from-waste facilities operating in the UK, with a unique river-based infrastructure on the Thames for delivering waste.
- The company works directly with seven London boroughs including Hammersmith and Fulham,

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Kensington and Chelsea, Lambeth, Wandsworth, Bexley, Tower Hamlets, and the city of London.

- Key statistics from 2019 include:
 - 742 kilotons (kt) of nonrecyclable waste were diverted from landfill, saving 148,000 tonnes of CO₂ from being released into the atmosphere.
 - 304 gigawatt hours (GWh) of baseload energy were produced, equivalent to powering 92,000 homes.
 - 18 kt of air pollution control residue (APCR) were treated.
 - 69 kt of recyclable waste were sorted.
- £138.1 million revenue was made in 2019, with £66.8 million in profit (before tax).

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Dassault Systèmes Simulates Airflow in Paris Hospital to Reduce Risks of Exposure to COVID-19

23 March 2021

Dassault Systèmes is helping the Pitié-Salpêtrière hospital in Paris – part of AP-HP, Europe’s largest university hospital system – evaluate the risks of coronavirus infection during the COVID-19 pandemic by using airflow simulation technology. AP-HP is relying on Dassault Systèmes’ 3D simulation solutions to reinforce its existing hospital safety measures for reducing exposure risks in both patient care and workplace environments.

When France entered its second nationwide lockdown in October 2020, Dassault Systèmes’ simulation engineers collaborated with hospital teams and the Paris architect Arnaud Delloye. The hospital wanted to evaluate the refurbishment of a post-operative monitoring room before starting any work. They simulated different scenarios in the room shared by a dozen infected and uninfected patients, and examined possible solutions that would complement the hospital’s existing safety measures, in order to proactively reduce the risk of exposure for the uninfected patients as well as staff.

Dassault Systèmes’ SIMULIA simulation software was used to model and analyze the airflow as well as the deposits of droplets in the room. Simulation enabled them to determine that the optimal solution combines a dedicated exhaust fan above each infected patient, an airflow system similar to one that the architect had created for a Paris restaurant, and a partition. The combination of the hospital staff’s medical and site expertise and Dassault Systèmes’ simulation offered a new approach for the purpose of scientific understanding.

This project is the latest in a pro bono program by Dassault Systèmes since the pandemic’s outset that has already enabled another AP-HP hospital in Paris, Bichat – Claude Bernard, to rearrange a hospital trauma bay, optimize the layout of patient beds, help understand surface contamination, and add air filtration systems during an unprecedented health crisis. Each project is part of a targeted approach that must take an area’s particular characteristics into account in order to identify risks and solutions specific to that space. As part of this ongoing collective effort, the projects have also included inputs by students from France’s leading engineering university, Ecole Polytechnique. In the coming weeks, Dassault Systèmes will simulate and identify virus propagation risks in two AP-HP hospital cafeterias in order to recommend measures that reinforce those already in place for hospital personnel.

“We must continue to take a proactive approach in helping minimize the impact of this virus on our fellow citizens and healthcare systems,” said Claire Biot, Vice President, Life Sciences Industry, Dassault Systèmes. “Simulation can be used to improve safety in hospitals, nursing homes and specialized clinics, as well as to optimize the floor plans of hospitals that have not yet been built. This collaboration is all part of our mission to harmonize product, nature and life, and make the world a better, safer, healthier place.”

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Emirates Team New Zealand Sails to America’s Cup Victory Using Ansys Simulations

22 March 2021

Leveraging Ansys’ engineering simulation solutions to design and optimize its next-generation 75-foot foiling monohull racing yacht, Emirates Team New Zealand (ETNZ) retained the America’s Cup. ETNZ used Ansys to engineer rapid enhancements to its yacht to remain ultra-competitive — the simulation-driven development process helped lead to a 7-3 win against its challenger in the best-of-13 competition.

ETNZ combined its proprietary velocity prediction program with Ansys models and high-performance computing to create an enhanced, real-world modeling system that powered real-time simulation of the yacht. This helped the team generate the yacht’s digital prototype, which was used to test, evaluate and optimize the yacht’s performance — eliminating expensive physical wind tunnel and tow tank testing.

Ansys enabled the team to improve the yacht’s aerodynamics above the water and hydrodynamics below the water and measure how the vessel would behave under different sailing conditions. Simulations also validated that the yacht’s carbon composite components were as light as possible and strong enough to withstand harsh loads while sailing. Additionally, Ansys empowered the team to reduce its design concept review time from six months to a single week.

“We’re elated to defend the America’s Cup in New Zealand against incredibly strong opposition. Ansys has been the central tool of our structural and aerodynamic development,” said Steve Collie, aerodynamics coordinator, ETNZ. “Through the countless simulations carried out with Ansys, we accurately predicted the performance of these incredible sailing machines and then optimize and develop our race yacht, Te Rehutai, right down to the last race.”

ETNZ used Ansys simulations early in their design cycle to significantly optimize the yacht’s performance.

“With limits placed on physical testing in this campaign, ETNZ ran comprehensive simulations of fluid dynamics and composite structures using Ansys to help them rapidly, reliably and affordably test a range of design concepts,” said Nick Goodall, Ansys business manager, LEAP Australia, ETNZ’s dedicated Ansys channel partner. “We are proud of our longstanding relationship with ETNZ, who are an inspiration to all engineers in our region. Their success is proof that simulation powers innovation and provides a competitive advantage that helps achieve our engineering goal — whether it’s being first to the finish line or being first to market with a new product.”

“We congratulate ETNZ on this remarkable achievement. Swiftly solving complicated structural and fluid-dynamic issues is a major challenge for designing next-gen racing yachts,” said Shane Emswiler, senior vice president at Ansys. “By working closely with ETNZ, our combined resources empowered their engineers to shift from time- and cost-intensive physical trials to high-fidelity virtual testing —

delivering a cutting-edge craft that logged the fastest times around the courses to outsail and outrace the competition.”

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Medidata Acorn AI Supports EUSA Pharma’s Relaunch of SYLVANT® in the US Market

24 March 2021

Medidata, a Dassault Systèmes company, the global leader in creating end-to-end solutions supporting the entire clinical trial process, announced that its Acorn AI commercial data management technology was used by oncology biopharmaceutical company EUSA Pharma for the U.S. commercial relaunch of SYLVANT (siltuximab).

Medidata Acorn AI Commercial Data Solutions provides commercial pharmaceutical organizations with the data management and insights needed to maximize brand success. EUSA Pharma is using Medidata’s STRATA® end-to-end commercial data management platform and LUMEN Insights™ to empower its sales and marketing teams with data-driven insights to identify previously untreated patients, remove barriers to treatment, and improve patient adherence.

“We consider Medidata Acorn AI technology to be the cornerstone of our digital commercial analytics platform. This helped us maintain a lean infrastructure, and more importantly better understand our business,” said Mickey Baker, Head of U.S. Market Access & Operations at EUSA Pharma. “Medidata Acorn AI Commercial Data Solutions worked as a trusted extension of our team, not only from a technological viewpoint, but for their data expertise as well.”

The commercial data model developed through the Medidata Acorn AI Commercial Data Solutions team is designed to scale with new indications and products, which will complement EUSA Pharma’s planned commercial strategy and operations. The commercial data model will enable people at all levels of EUSA Pharma to access a single source of truth and create readable, intuitive reports about SYLVANT’s commercial performance.

“Our Commercial Data Solutions team completed a fully remote implementation of STRATA and LUMEN to support EUSA Pharma's SYLVANT relaunch,” said Frank Lane, Medidata Acorn AI, vice president, Customer Success and Delivery Excellence. “It speaks to our team's technical expertise and ability to be nimble and adjust during the COVID-19 pandemic, as we continue to help pharmaceutical companies execute on their launch strategies.”

From identifying and retaining patients, discovering biomarkers, accelerating diagnosis, and delivering insights into complex patient populations, Medidata is advancing oncology and rare disease trials by expediting outcomes and improving experiences. These diseases are often poorly understood with limited treatment options and data for physicians to select the most appropriate therapy for patients. For example, Medidata published research, in collaboration with the Castleman Disease Collaborative Network, which used Rave Omics to identify potential biomarkers for early response to treatment.

Medidata is a wholly owned subsidiary of Dassault Systèmes, which with its 3DEXPERIENCE platform is positioned to lead the digital transformation of life sciences in the age of personalized medicine with the first end-to-end scientific and business platform, from research to commercialization.

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Metropol Hotel Group Standardises on Infor

22 March 2021

Infor announced that Estonian hospitality leader Metropol Hotel Group has invested in Infor Hospitality Management Solution (HMS) in the cloud. The group consists of the 155-room Metropol Hotel and the 137-room Metropol SPA Hotel, both in the popular Rotermann quarter of the Estonian capital, Tallinn. Infor HMS replaces a legacy property management system that no longer supports the Metropol's ambitions for growth.

Following a thorough review of the market, Infor HMS was chosen based on its industry-specific functionality, improving guest experiences across the two distinct properties, transforming operations throughout check-in, housekeeping and registration with contactless processes. Infor HMS's large range of interfaces to other vendors will also help Metropol explore new capabilities, contributing to an ongoing evolution of the guest experience.

“Although we have two very distinct properties, our commitment to world-class customer service is consistent throughout the group,” said Anneli Hendrikson, hotel manager, Metropol Hotel Group. “This means we must continually look for technology that supports an improved guest experience as we grow, and this is precisely what we have found in Infor HMS.”

“Estonia and the whole Baltic region is a fantastic hotel market that is incredibly progressive and shows great interest in new and modern solutions,” said Kim Spolén, Infor's director for the Nordics hospitality industry. “Our modern web-based systems combine a lot of functionality with the ability to adapt for each individual customer, which customers here appreciate. Infor Hospitality has grown from zero to four hotels in Tallinn alone in 2020, and we continue to have a strong focus on expanding further in the Baltic market.”



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Red Bull Racing Honda and Oracle Partner to Elevate Data Analytics in Formula 1

25 March 2021

Red Bull Racing, the four-time Formula 1 World Champion team, has chosen Oracle as its official cloud infrastructure partner.

Red Bull will leverage the machine learning and data analytics capabilities of Oracle Cloud Infrastructure (OCI) to optimize the way data is used across its business; from on-track activities to putting more information in the hands of the Team's global fan base. The OCI-powered capabilities will help the team sharpen its already formidable competitive edge.

Formula 1 is a sport often described as being driven by data; teams have an obsession with analysis and minute details which could give them a competitive advantage on the track. This relationship, between two cutting-edge technology companies, will include work to optimize and elevate the use of data in improving car performance for Red Bull. This comes in the form of a multi-year roadmap, touching on both on and off-track engineering operations, leveraging the extensive artificial intelligence and machine learning capabilities of Oracle Cloud Infrastructure.

Welcoming the new partnership, Red Bull Racing Honda Team Principal, Christian Horner,

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said: “This is a hugely significant partnership for Red Bull Racing Honda. Oracle is a massive organization that has been at the forefront of technical innovation for more than four decades. As one of the industry’s most recognized and trusted names in database management and cloud computing, Oracle brings huge capability, innovation, and expertise to many of the world’s largest and most successful businesses. To be able to tap into that exceptional power and knowledge is a major step forward for our Team. Oracle’s expertise will touch many areas of the business from the development of major fan engagement and brand building mechanisms to providing rich new resources across the Team, including within the engineering and design departments.”

Red Bull Racing Honda requires a cloud infrastructure platform with the highest levels of performance, scalability, and security. Oracle Cloud Infrastructure brings unique capabilities enabling Red Bull to expand its use of data science and analytics, so it can accommodate the growing and diversifying engineering work undertaken on the Red Bull Technology Campus.

“This is the perfect alliance of two organizations that share a passion for design, performance, and winning,” **said Ariel Kelman, Chief Marketing Officer, Oracle.** “Red Bull Racing didn’t win multiple Drivers’ Championships and Constructors’ Championships in its relatively young existence without pushing boundaries. Oracle is committed to working with Red Bull Racing Honda to discover and create the technologies and designs that will allow it to surpass expectations and set new standards in Formula 1.”

Red Bull is also known in Formula 1 circles for being passionate about its global fan base, producing exceptional content and engagement opportunities. The partnership will leverage Oracle’s extensive Customer Experience (CX) applications portfolio including Oracle Unity Customer Data Platform, Oracle CrowdTwist Loyalty and Engagement, and Oracle Responsys Campaign Management to give fans easy access to statistics and metrics, so they can feel closer to the action on the track. Together, the two businesses hope to provide the best possible fan experience, delivering greater insights and engagement opportunities during race weekends and opening up the world of Formula 1 to new fans globally.

Oliver Hughes, Red Bull Racing Chief Marketing Officer, added: “We’re excited to bring a major partner such as Oracle into Formula 1, and with a focus on pushing the limits in everything that we do, finding the right partner for our journey to the Cloud was absolutely crucial. Layering Oracle’s CX Marketing Cloud expertise with Red Bull Racing Honda’s creativity and global fanbase is going to open up the next chapter in our evolving martech journey, and hopefully deliver something unique and special for our fans. From a technology perspective, our engineering team can’t wait to get their hands on the array of tools that Oracle have to offer in order to bolster our data science and AI teams with world-beating expertise.”

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Rendra AS and Takenaka Corporation Announce New BIM Partnership Agreement

24 March 2021

Rendra AS, a company within the JDM Technology Group, announced a new three year enterprise agreement with Takenaka Corporation of Japan, which affirms and supports Rendra’s strategy of supplying its StreamBIM software to the global AEC industry.

StreamBIM enables users to view Building Information Models (BIM) on many devices, including PCs, smartphones, and tablets, and manage different document types including 2D drawings. StreamBIM

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helps facilitate communication and construction activities for the entire building cycle.

“We have been working with Takenaka for more than a year and our relationship has been a true pleasure,” said Ole Kristian Kvarsvik, Managing Director at Rendra. “When Takenaka wanted to extend its use of BIM during the construction stage, they looked for a proven BIM construction and collaboration product.”

To date Takenaka has deployed StreamBIM on more than 60 projects and this agreement will empower Takenaka to further extend its digital construction expertise.

“We believe there will be innovations and synergies when we bring the leaders of Japanese project delivery and Scandinavian BIM knowhow together in our product,” said Ole Kristian Kvarsvik. “The Takenaka team is very well-informed regarding construction technology. We are humbled they have chosen Rendra as their partner.”

“Our site visits to Backe project Lindelia and the Vasakronan project Celsius showed us the value of deploying BIM on our construction projects,” said Hiroaki Yamasaki, Senior BIM manager at Takenaka. “With a collaborative BIM software, we will have a complete digital record of the building, which is much more valuable to us than paper documents and will improve our construction process substantially.”

Rendra will establish an office in Japan and work alongside Takenaka’s progressive R&D department and professional project delivery teams.

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Tata Consumer Products Digitally Transforms Supply Chain with Blue Yonder and Accenture

24 March 2021

Tata Consumer Products Limited (TCPL) has created an autonomous and integrated supply chain with Blue Yonder, world leader in digital supply chain and omni-channel commerce fulfillment, and implemented by Accenture. Leveraging solutions in Blue Yonder’s LuminatTM Planning, the digital transformation of TCPL’s supply chain will improve end-to-end visibility across the value chain to meet growing consumer demands and enable purposeful growth.

The project was powered by Microsoft Azure, Blue Yonder’s strategic partner for SaaS-based solutions.

Based in India, TCPL is a consumer products company uniting the food and beverage interests of the Tata Group. The company’s portfolio of products includes tea, coffee, water, salt, pulses, spices, and packaged food offerings. The company is innovating with new marketplace models and expects a larger play in the food and beverage industry, which requires enhanced capabilities for demand planning, inventory optimization, sales and operations planning (S&OP), and supply planning and replenishment to be successful.

“With more people working from and staying home, tea consumption by consumers has gone up. By digitally transforming its supply chain, TCPL can be better prepared for these kinds of shifts in behavior thanks to the strong demand, inventory optimization and S&OP capabilities of Luminat Planning powered by Microsoft Azure,” said Vishal Dhawan, group vice president, APAC sales, Blue Yonder.

Tata Consumer Products has teamed with Accenture and Blue Yonder to digitally transform its #SupplyChain for greater efficiency, resilience and #sustainability.

By working with Accenture and choosing Blue Yonder’s Luminat Planning solutions, TCPL will

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increase service levels, reduce logistics costs and emissions and improve delivery responses, as well as put the decision-making power at the frontline of the sales organization.

“The digital transformation of TCPL’s supply chain will allow for more intelligent planning and better execution that helps achieve greater efficiency, sustainability and resilience,” said Vineet R. Ahuja, a managing director for Accenture in India. “With the combined value of our consumer goods industry experience and responsible supply chain expertise, TCPL will now have a future-proof, customer-centric supply chain and dynamic retailer sales intelligence that brings TCPL closer to end consumers.”

By underpinning its SaaS-based supply chain footprint with Azure, TCPL can combine rich internal and external data from across its digital supply chain assets, allowing the company to gain real-time visibility into issues, take quick resolution actions and plan for scenarios. In APAC, Azure fuels Blue Yonder’s ongoing SaaS momentum allowing its Luminate Planning solutions to deliver a seamless experience for Blue Yonder customers who can then make smarter business decisions that lead to profitable business growth.

“Companies like TCPL add value by integrating the Blue Yonder Luminate Planning solutions with Microsoft Azure,” said Venkat Krishnan, executive director, Commercial Partners, Microsoft India. “Luminate Planning helps TCPL tackle a variety of planning needs, ensuring customers have the right products when and where they need them thanks to the enterprise-grade reliability that Microsoft Azure provides.”

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TCS BaNCS Powers Societe Generale Securities Services’ Transformation of Pan-European Custody Platform

25 March 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that Societe Generale Securities Services (SGSS), a recognized global custodian, has successfully deployed TCS BaNCS as its next-generation, multi-entity asset servicing platform in Germany, UK, France, Ireland and Luxembourg.

SGSS was looking for a platform that met its strategic objectives of providing standardized corporate actions processing and cash management services, and consistent customer experiences across their multiple locations in Europe. It selected the Corporate Actions and Account Management components of TCS BaNCS to build an integrated, innovative platform to deliver real-time customer experience across the custody lifecycle.

The new platform is one of Europe’s first real-time and true multi-entity, unified platforms for corporate actions and securities-based cash operations. It has enabled a hub and spoke model, where the core processing is carried out in a highly automated fashion in the central hub, while the spokes are client facing and local. TCS BaNCS for Corporate Actions offers SGSS the ability to handle processing across custody and investment banking on the same platform and enhances cash payment services via exhaustive real-time position keeping and liquidity management. This further improves the quality of its customer experience.

Mathilde Guerin, Head, Transformation & Technology Delivery, Societe Generale Securities Services, said: “*Leveraging the TCS solution and industry knowledge, SGSS has set up a technology platform aiming at providing the highest standard of service to its clients, well adapted to their business*

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development requirements. With this successful deployment, sign of a strengthened cooperation, we offer a comprehensive suite of services, providing 24by7 true multi-entity, real-time processing with quick time to market. With the TCS BaNCS solution being at the forefront of the fintech industry, we provide better user experience to our clients while improving our operational efficiency.”

R Vivekanand, Co-Head, TCS Financial Solutions, said: *“TCS BaNCS for Corporate Actions at SGSS is one of the first integrated asset servicing platforms to provide access to high quality data in real-time. The solution automates and standardizes processes across systems, enhancing throughput and transparency, while reducing risk. TCS BaNCS is also unique in its ability to handle processing across custody and investment banking on the same platform. We continue to invest in our market leading asset servicing solutions to further enhance the experience of our customers.”*

TCS BaNCS for Corporate Actions offers a comprehensive, rules-driven processing engine with high rates of Straight Through Processing, which can seamlessly interface with any external system, via an integration layer or API. It is fully ISO15022, ISO20022 and DTCC20022 compliant, with automated end-to-end processing for all types of events and products, including derivatives, across all global markets. It supports different business lines, including custody, brokerage, investment banking, asset management, retail and private banking, all within the same implementation.

The award-winning solution is used by more than 40 customers worldwide, who help the product continually evolve by proactively contributing to the development of its roadmap, making it a solution designed by, and for, end users.

About TCS Financial Solutions

TCS Financial Solutions is a strategic business unit of Tata Consultancy Services. Dedicated to providing business solutions to financial institutions globally, TCS Financial Solutions has compiled a comprehensive product portfolio under the brand name of TCS BaNCS. The TCS BaNCS universal financial solution is designed to help financial services institutions enhance end customer experience, enabling them to embrace open and innovative technologies that embody true digital customer engagement. Deployed at more than 450 installations worldwide, it is the largest collection of components, enterprise and consumer apps for the financial industry made available through the cloud, helping firms become more agile and intelligent by leveraging the power of new and extended ecosystems.

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TCS to Help Skanska Become a More Digitally Advanced Construction Company

23 March 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, has been selected by Skanska, one of the world’s leading project development and construction groups, as a strategic partner to help achieve its ambition of becoming the most digitally advanced company in the construction industry.

As a part of this multi-year partnership, TCS will leverage its Machine First™ Delivery Model (MFDM™) framework to streamline Skanska’s journey to the cloud and help it transition to a more proactive IT model with automated processes, such as a chatbot for support services. TCS will also be responsible for the application management of the company’s Oracle Cloud applications across finance, projects, procurement, supply chain, human capital management and analytics planning functions. By

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moving IT operations to the cloud and driving automation, Skanska's IT employees will be freed up from routine support activities and can focus on more sophisticated, value-adding tasks.

"To achieve Skanska's strategic goal, it is imperative we work with partners who take the time to understand our business and our corporate values of being honest, open and collaborative," said **Per Boström, Chief Information Officer, Skanska**. *"In TCS we have found a partner that understands our business and corporate values. Thanks to TCS' deep domain knowledge of the engineering, procurement and construction (EPC) industry, digital thought leadership alongside its best-in-class capabilities on Oracle Cloud platform, they will be an essential partner in supporting us while we continue our journey to the cloud and overall digital transformation."*

"Progressive companies in the construction industry are prioritizing investments in capabilities that enhance their adaptability and resilience and help them deliver superior customer experiences," said **Avinash Limaye, Regional Head of TCS Scandinavia**. *"This partnership with Skanska marks a new area of growth for TCS in the Nordics. Using our global expertise in the EPC industry and expertise in digital technologies, we will ensure Skanska achieves its long-term strategic objectives."*

For over 30 years, TCS has played an instrumental role in developing the digital capabilities of some of Sweden's largest organizations. From banking and manufacturing, to engineering, procurement and construction, TCS has brought its customers the latest innovations to ensure they achieve their long-term ambitions. For the last eight years, TCS has been ranked #1 in customer satisfaction in the largest independent survey of CxOs of the top IT spending organizations in Europe.

TCS' MFDM leverages automation, robotics and artificial intelligence to help enterprises achieve their business outcomes faster, with reduced risk by giving technology the first right of refusal in the performance of tasks. Automating basic, repetitive tasks, enables humans to evolve from being the performers of work to becoming the harbingers of transformation and enables enterprises to capitalize on highly reliable services that open up a world of business and digital opportunities.



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Product News

3DS OUTSCALE Heads to Japan, its Asian Hub

23 March 2021

3DS OUTSCALE, the Cloud subsidiary of Dassault Systèmes, is establishing operations in Japan—the leading Cloud market in the Asia-Pacific region—and is continuing its international development. OUTSCALE K.K. is now 3DS OUTSCALE's Asian hub with the deployment of three data centers around Tokyo.

3DS OUTSCALE Enters the Japanese Market

With a strong presence worldwide, 3DS OUTSCALE sets foot in the land of innovation and industry with the opening of a Cloud Region made up of two Availability Zones (AZs) spread across three data centers around Tokyo.

3DS OUTSCALE's strategic establishment in Japan is driven by the country's increasingly significant investment in its IT infrastructure, the government's commitment to Cloud services, and the growing adoption of Cloud services by small and medium-sized businesses.

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3DS OUTSCALE is making the most of a strong and sustainable expansion to Japan and offers its expertise and talents to create the best possible user experience for local customers wishing to carry out industrial and Smart City projects via Cloud services.

3DS OUTSCALE will provide its main Cloud computing services and its catalog of on-demand, flexible and secure resources:

- Compute: customized virtual machines (VMs).
- Storage: the full range of storage services in block mode (BSU) and object mode, including the recently launched OUTSCALE Object Storage (OOS) service.
- Network and Security: Virtual Private Cloud, Virtual Private Network, Load Balancer Unit, and DirectLink services.

Sovereignty and Excellence in its DNA

Through the creation of a local company —OUTSCALE KK— 3DS OUTSCALE guarantees data sovereignty and security according to local regulations. This measure further honors the promise to be a trusted multi-local Cloud.

3DS OUTSCALE relies especially on its cutting-edge technology and its certifications meeting the highest international standards.

To provide the best possible experience for its users, three data centers have been deployed (two Equinix and one Digital Realty), two of them corresponding to two different Availability Zones and the last one being dedicated to the BRP (Business Continuity Plan) to ensure the availability of on-demand, flexible and secure resources.

Japan, a High-Potential Market

According to IDC, Japan's public Cloud services market will grow by approximately 18.7% annually from 2019 to 2024.

The Japanese market is estimated to be worth approximately \$26.4 billion in 2024, which is 2.4 times the size of the market in 2019 due to the swift adoption of Cloud services by small and medium-sized Japanese businesses.

Japan is the world leader in innovation and the country that devotes the largest share of its GDP to R&D (3.5%). In addition, Japan has one of the most important fiber broadband deployments with the highest number of optical fiber users in the world.

David Chassan, Chief Strategy Officer at 3DS OUTSCALE said: "The adoption of Cloud computing and the strong growth potential of the Japanese market make it a very attractive hub for our customers in Asia. 3DS OUTSCALE is becoming a reference for European companies wishing to establish themselves in Japan and we are proud to act as a reference of the trusted Cloud in this land of innovation."

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Aras Systems Architecture Connects MBSE to Full Lifecycle Digital Thread

24 March 2021

Aras, the only resilient platform provider for digital industrial applications, announced the release of Systems Architecture, a new application that coordinates systems model definition with tool

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independent data from all engineering disciplines including mechanical, software, electronics, simulation, and more. For the first time, a uniform view of all related systems models and their design intent is directly connected with the other aspects of the engineering process to form the digital thread improving collaboration and reducing risk.

Organizations can now provide a uniform view of the overall systems model and its design intent across the entire enterprise. The Aras approach enables holistic analysis of systems-of-systems designs to optimize performance and identify undesirable emergent properties between sub-system boundaries. By having the systems architecture become a central connective tissue in the product's Digital Thread, design and business risks are more easily mitigated.

Systems engineers can select their modeling methodology and MBSE tool of choice. Aras Systems Architecture harmonizes incompatible system modeling methodologies, languages and tools - breaking down data silos – to enable creative freedom in Model-Based Systems Engineering (MBSE). By doing so, Aras accommodates emerging trends in systems modeling such as SysML 2.0 along with future breakthroughs in MBSE methodologies and tools.

Aras delivers the most scalable, flexible and open solution for managing systems models. Aras Systems Architecture captures the descriptive parts of the systems model – often referred to as the Functional and Logical breakdown of a product – and connects them with other aspects of the design such as Requirements definition and Physical representations of the product, together called the RFLP (Requirements/Functional/Logical/Physical).

With the ever-increasing complexity of today's smart connected products, organizations can now address interdisciplinary collaboration across the supply chain. Enterprises are now able to shift their focus beyond just mechanically-oriented physical structures and conventional Bill of Materials representations. Aras provides a system architecture-centric view of products with traceability to all related details, regardless of the tool used to create the model. Globally distributed teams are able to track functional and logical breakdowns of a product, as well as relationships to requirements, physical parts and other product data through a customizable systems model schema that is semantically rich.

“Aras Systems Architecture together with Aras Requirements Engineering, Aras Simulation Management, and Aras Product Engineering provide a key enabler for systems thinking and digital transformation strategies at our customers. These interconnected applications on the Aras platform enable Model-Based Systems Engineering to truly become the driver of next generation design.” said John Sperling, SVP Product Management at Aras.

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Architects and engineers can now create building component libraries parametrically with new built-in parametric object design tool for Archicad users on both Windows and macOS from GRAPHISOFT

22 March 2021

GRAPHISOFT, the leading Building Information Modeling (BIM) software solution for architecture, released PARAM-O as a built-in parametric design tool on both Windows and macOS. Thanks to an easy-to-use interface developed with the architect in mind, Archicad users can create custom parametric library objects and building elements quickly and easily — without

writing a single line of GDL code or script.

First introduced as a technology preview on Windows in July of last year for Archicad 24, the latest update makes PARAM-O available for users on macOS as well. Today's announcement aligns with GRAPHISOFT's approach to releasing quality and feature improvements as they become ready. This makes it easy for existing users to upgrade and benefit from the latest capabilities right away — even mid-project.

With PARAM-O, **architects and designers** can quickly create parametric design components with endless variations. **Architecture students** can create unique shapes and forms quickly and easily and experiment with various designs and shapes, making PARAM-O the next-gen tool for their next-gen designs.

Large architectural practices will appreciate that they can develop custom, reusable, manufacturer-specific object libraries that comply with their own offices' design and documentation standards — saving time and resources — thanks to the parametric capabilities of the objects created with PARAM-O.

“The nodes make it so easy to work in PARAM-O,” said Peter Koncz, BIM Manager at Leroy Street Studio in New York. “Because we carefully design every project down to the smallest detail, we need to build a lot of custom components. Creating reusable parametric objects without writing code has made this process quick and easy for us,” he added.

Other improvements in this update focus on an enhanced Integrated Design workflow: Using a predefined or customized Excel database file to automatically map Manufactured Profiles to SAF Cross Sections at export saves time and effort compared to mapping by hand. The same database file can be used at import, export, or both.

“Our commitment to continuous improvement of our software solutions is key to reacting to customer needs. In today's fast-paced environment, agility is at the core of innovation,” said Zsolt Kerecsen, Vice President, Software Success, at GRAPHISOFT.

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Autodesk Fusion Lifecycle Changes Name to Autodesk Fusion 360 Manage

24 March 2021

On their blog, Autodesk announced a name change of Autodesk Fusion Lifecycle to Autodesk Fusion 360 Manage. While Autodesk Fusion Lifecycle, with the development of a new offering, the Fusion 360 Manage Extension, which provides enhanced support for users of Autodesk Fusion 360, their cloud-enabled mechanical computer-aided design (MCAD) solution. This name change is similar in nature to other product name changes made by the company.

For more details, please see:

<https://blogs.autodesk.com/inventor/2021/03/15/fusion-lifecycle-name-changes-to-fusion-360-manage/>

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Azore-Pointwise Integrated Workflow for Efficient CFD Simulation

2 March 2021

Azore Software, provider of practical CFD that you can trust, is proud to announce the release of the latest version of their flagship simulation package AzoreCFD®. A key addition to version 3.208 of AzoreCFD is a native interface with the Pointwise® meshing software. This allows AzoreCFD users to effortlessly import CFD meshes created in Pointwise.

The new functionality for the mesh import to AzoreCFD is based on collaborative development with Pointwise, Inc. personnel and their plugin SDK. The latest version of Pointwise, V18.4 R3, includes the AzoreCFD plugin, allowing immediate export of the mesh to an AzoreCFD format.

“AzoreCFD continues its software development with a focus on accurate simulations for a wide range of flow and heat transfer applications,” said Robert Mudry, Azore Software’s President. *“We are proud to team up with Pointwise to make the CFD workflow more seamless. The new AzoreCFD plugin for the Pointwise meshing software will provide users an easy path to import high-quality meshes into the AzoreCFD solver for quick, trustworthy results.”*

AzoreCFD is offering free 30-day trials with their Basic and Advanced packages and low-cost monthly subscriptions that allow organizations to meet their flow simulation requirements in an affordable and efficient way.



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Bentley Acceleration Initiatives Launches OpenTower iQ, a Digital Co-venture with Visual Intelligence and Aeroprotechnik for 5G Towers

23 March 2021

Bentley Acceleration Initiatives announced the availability of *OpenTower® iQ*, a digital twin solution “powered by iTwin” for telecom towers that provides 3D visualization, real-time decision support, and predictive design from the ground up. *OpenTower iQ* is the result of a digital co-venture between Bentley and Visual Intelligence, a Houston, Texas-based sensor technology company, and Aeroprotechnik, an aerial inspection engineering company based in Viseu, Portugal.

Bentley Acceleration Initiatives is Bentley Systems’ (Nasdaq: BSY) strategic investment fund and incubator initiative. Its objective is to bring together ecosystem partners in a digital co-ventures to accelerate the go-to-market of creative cloud solutions based on the Bentley iTwin platform. *OpenTower iQ*, ‘powered by iTwin,’ is a textbook example of co-venturing that combines innovative digital technologies from entrepreneurial companies to address a market need in double-quick time.

As the demand for data continues to grow, tower companies and engineering firms are looking for all-inclusive, engineering-grade solutions to co-locate, modify, and maintain telecom infrastructure for the 5G rollout. *OpenTower iQ* makes it easy to modify existing towers and maintain accurate models, automating the repetitive work of producing as-built models and using artificial intelligence to detect critical components.

Tower companies can use *OpenTower iQ* to monitor the health of their towers and gain access to shared, secured data through an easy-to-understand portal. Data analytics provide cost benefit analysis to boost operational efficiency and revenue assurance. Improved accuracy of tower inspections and smart

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inventory management saves time, cost, and improves safety. *OpenTower iQ* is designed to handle the large asset portfolios of operators, easily processing and analyzing tens of thousands of towers.

Combines artificial intelligence and patented drone technologies

To accelerate the launch of *OpenTower iQ*, Bentley Acceleration Initiatives acquired digital twin technology from Aeroprotechnik, a leading aerial inspection engineering company that specializes in automated asset data capture and digitalization solutions. The technology included artificial intelligence and reality modeling capabilities that provide detailed information on current site conditions, which helps tower companies speed up rollouts, enhance decision-making, and shorten sales cycles.

Bentley Acceleration Initiatives also partnered with Visual Intelligence whose patented dual-sensor drone technology digitalizes physical infrastructure with millimeter accuracy to reliably deliver 3D, engineering-grade asset intelligence. Visual Intelligence is able to map more measurable surface area than alternative aerial and ground-based methods. Its patented drone sensor technology has the unique ability to capture the components of a tower including bolts, wires, ladders, and other items with an extremely high degree of accuracy that was not previously possible.

Now, with a comprehensive millimeter accurate digital twin, a tower company can virtually inspect their tower, see if it has been constructed correctly, determine if the tower's structural integrity is intact, and run co-location scenarios. Unlike rudimentary reality models produced from other cameras, Visual Intelligence enables a digital twin with such accuracy that it can support advanced analyses such as connection integrity analysis and mount mapping analysis.

“The objective of Bentley Acceleration Initiatives is to incubate new businesses and augment existing ones using Bentley iTwin technologies. We provide a go-to-market accelerator to rapidly bring to users the innovative ideas from Bentley's research and development in partnership with emerging industry leaders and technology specialists such as Visual Intelligence and Aeroprotechnik. Bentley Acceleration Initiatives helped incubate *OpenTower iQ* by funding its development, seeking out technology partnerships to fill whitespaces, and creating a comprehensive go-to-market strategy,” said Santanu Das, senior vice president, chief acceleration officer, Bentley Acceleration Initiatives. “Our next step is to invite additional interested ecosystem partners to kick start new digital integrator services to capture huge emerging opportunities for enterprise integration and implementation for towers. The telecom industry is going through a rapid transformation as multinet network operators are expanding their portfolios through consolidation and moving from a 4G platform to 5G. Without a doubt, digital twin solutions like *OpenTower iQ*, ‘powered by iTwin,’ will help tower owners make the most of the industry's burgeoning opportunities.”

“*OpenTower iQ* for tower planning and management is a game changer for the telecom market. Within a couple of days, we had a high-quality reality model available with the reports and other aspects of the projects. Now, all the tower data is available in digital form—and it's accurate and current,” said Nikhil Jani, vice president, telecom and utilities, Genesys International.

“Until now, drone data has failed to live up to its promise to the tower industry. This is largely because survey-grade drone sensors can't collect the fidelity of data required to extract engineering-grade tower intelligence. Our patented drone sensor technology is the first of its kind to collect millimeter-class tower information. We partnered with Bentley to utilize *OpenTower iQ* to translate this new fidelity of data into as-built digital twins, and then apply AI to automate and unlock new kinds of tower insights. With *OpenTower iQ*, we're enabling new applications of drone data and accelerating the value of digital twins to tower companies worldwide,” said Ted Miller, founder and chairman of Visual Intelligence and former chairman and CEO of Crown Castle International (NYSE: CCI).

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“Bentley Acceleration Initiatives proved to be an effective platform for ecosystem partners like Aeroprotechnik to scale up artificial intelligence-based solutions, transforming emerging technologies into real value for Bentley’s users,” said Nuno Marques, founder of Aeroprotechnik.

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CAMWorks® releases new wire EDM module with single click model-to-G-code functionality

15 March 2021

HCL Technologies (HCL), a leading global technology company, announced a new wire EDM (Electrical Discharge Machining) module for the CAMWorks suite of CAD/CAM software. The wire EDM module includes new cutting-edge functionality that takes the design model to G-code in one click. Once the user clicks the “Solid to G-code” button, the system automatically searches the part for machine-able features, identifies them, generates all the operations with the users’ preferences and settings (including tool offsets, cutting conditions and start holes), creates the toolpaths, and posts the G-code. Using the new wire EDM module, even complex 2-axis parts, 2-axis parts with tapers, and full 4-axis wire EDM parts can now be programmed in a single click.

The new CAMWorks wire EDM module also includes enhanced feature recognition for non-planar geometry. Instead of the user needing to project the geometry for the top and bottom of the part and create 2D sketches, the new wire EDM software uses geometry directly from the solid model to construct and create the correct top and bottom profiles automatically.

Additional highlights include automatic angular wire threading, support for SOLIDWORKS patterns, and automation based on face colors. Automatic angular wire threading analyzes the part and automatically recognizes when angular threading would be required. It then creates the toolpaths necessary to allow for angular threading of the wire and to machine the part. Support for SOLIDWORKS patterns simplifies the NC code and streamlines the programming process by automatically identifying the patterns and utilizing them to simplify the CNC program. The technology based on face colors allows the user to easily identify and manage features that are to be programmed, as well as how they need to be machined. By assigning a color to the face of a part or to the entire part, user-defined machining strategies are assigned automatically to streamline the programming process.

The technology included in the new module has been field tested on the most advanced EDM machines and is expected to position CAMWorks wire EDM module as the easiest-to-use, most advanced wire EDM programming package available.

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Cost Estimation Software Expands Trimble's Connected Construction Portfolio

25 March 2021

Trimble announced a cloud-based Software-as-a Service (SaaS) estimating and budget management software for civil construction professionals. Trimble® Quest™ estimating software is designed for civil engineering contractors who need detailed cost estimates to effectively bid and manage budgets for civil construction projects.

Team Collaboration

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The software allows contractors to quickly and accurately develop a bid by creating a pricing database, which can be reused from project to project, improving the speed and accuracy of the preconstruction and bidding process. Once the bid is developed, Trimble Quest software can be used to develop a blueprint that can be referenced to optimize the procurement, planning and cost control processes. Contractors, estimators and project managers can communicate changes, track and record on-site progress quantities, produce claim certificates and report on utilization of individual resources. This cloud-based software benefits project teams who need to collaboratively manage and control the budgets of complex construction projects from multiple stakeholders and locations.

Increased Efficiency

Estimators working on a tight deadline can reuse costing libraries, rapidly produce detailed cost estimates, and manage and compare supplier and subcontractor quotes to quickly price a bid. The pricing library is designed to mirror the stages of the construction project, enabling fast information access to quickly make pricing changes.

Budget Management and Forecasting

Trimble Quest software captures on-site progress, provides a view of budget versus actuals and monitors resource allocation to help civil contractors extract insights and manage their budget in real-time. Contractors can link their estimate to a schedule to forecast resource requirements, plan for cash flow and view real-time dynamic reporting on project performance.

"Armed with sophisticated, advanced estimating software, contractors can develop and manage construction cost estimates with real-world accuracy," said Shelly Nooner, general manager, Trimble Civil Design and Engineering Division. "Pricing bids, monitoring on-site progress and forecasting requirements are seamlessly handled by Trimble Quest's innovative approach to budget management. Adding cost estimating and budget management to Trimble's Connected Construction portfolio expands our civil software capabilities to better address preconstruction planning as part of the project lifecycle."

Availability

Trimble Quest estimating software is available now and can be purchased with an Essential License for a private, single user workspace or with an Enterprise License, which offers a fully-featured, multi-user workspace.



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EPLAN eMANAGE: Easily upload, share and manage projects in the cloud

17 March 2021

Innovative cloud services and the systems of the EPLAN Platform are now become increasingly integrated. As a first step, the new software solution EPLAN eMANAGE Free was launched in mid-March. This free, cloud-based software enables the easy uploading of projects from the EPLAN Platform and web browsers into the secure ePULSE cloud environment. A fee-based version of the software will be released in August that will offer expanded functionality.

Cross-project collaboration

EPLAN eMANAGE makes it easy to upload, manage and share projects in the cloud. Since today's ecosystem of industrial automation is characterised by many media discontinuities when processing and transferring documentation, the advantages of this system are clear: the EPLAN Platform systems in

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connection with this new cloud service will network control cabinet manufacturers and panel builders, OEMs and system integrators as well as machine and plant system operators. They all work together in a central project that can be synchronised on the EPLAN Platform via eMANAGE in roundtrip engineering. Clear access rights and role assignments ensure data security and provide flexibility for project access. Users of EPLAN Electric P8 and EPLAN Pro Panel are already benefitting from these integrated processes whereby they can easily upload their projects into the cloud and transfer them back to the EPLAN Platform for further processing.

Direct data transfer to EPLAN eVIEW

Users also need just one click to publish their project data directly in EPLAN eVIEW. This allows defined stakeholders the opportunity to look and comment on entire projects. It further enables cross-company review processes to be digitally implemented. And thanks to this clear, central availability in the cloud, eMANAGE supports project participants in quickly searching for specific content.

Synchronised, current data

EPLAN eMANAGE means that the EPLAN Project is synchronised for all project participants and stakeholders. Changes in the project are visible to all participants and the project documentation is always current – across the entire project life cycle and even into operations and service scenarios.



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Ganister PLM Software 1.6.0 Release

22 March 2021

What's new in 1.6.0

It may doesn't seem like it at first sight, but this new revision is a pretty big deal for us. Mainly because we have had new comers over the last few month and they have been involved in this new release which was a great test for our development process, our release process, our capability to teach our system to new people. It went great and we are very happy about this new release. We hope you will like this latest solution even if you haven't played with Ganister PLM yet.

Upgrades

Not much new on the upgrades side except that datamodeldiff is gone. We don't manage datamodel diff as a specific file anymore. If you are upgrading to 1.6.0 you will see that your datamodel is been managed with one file per nodetype. It seems like a lot of files but after the few customer projects we have had we realized it was a lot easier to manage the datamodel with splitted files. Get in touch for more details, because it becomes more technical ;).

For Cloud customers, you don't need to worry about upgrades ! We will talk to you and let you know when we can run an upgrade if you want it.

Ganister Server

Many improvement have been done on the server side. If you are not in production yet with Ganister, you won't notice it. We have parametrized most of our cypher query to the database which should speed up all our queries due to the neo4j caching mechanism.

We have reworked the way custom methods are called. You can catch a method fail without stopping the whole process (in case you are fetching optional data from another system for example)

If you are running Ganister PLM yourself, notice that we depreciated the use of neo4j versions older

than 4.1.

Change list for Ganister Server :

- Rework the Datamodel management, no more datamodeldiff!
- Automatically create datamodel nodetypes indexes in Neo4j
- Store Custom methods as Js files to enhance Git Version management
- Rework Methods trigger management
- Add Triggers around GET Functions
- Normalize data query format
- Enhance Db Queries with Cypher optimization
- Add Nutriscore calculation for Food PLM
- Add a core _releasedUntil date property
- Integrate with Convert API to enable Word to PDF conversion

Ganister UI

We have added several UI components or mechanisms. It should give more potential answers to customers needs.

- multiselection field
- nutriscore (for food PLM)
- new boolean switch
- conditional Tabs
- conditional Fields
- translations for left panel menu
- in-grid list filters
- klay graph view for project management

G-Config

In addition to many small UI enhancements, the main upgrade in g-config is the complete rework of the Groups and Permissions management. This was a very logical UI but not very user friendly. With the help of customers suggestions and graph representations, we've built a much better experience for configuring your organization's accesses.

few other improvements for g-config:

- Separate Core and non-Core properties in dropdown lists
- enhance multiselection lists for reverse relationship config
- Allow to change ECO actions labels
- Totally redesign user & permission management
- Initiating a listing of the Open Source components we use
- Enhance list of values editor design
- Round states position in lifecycle graphs, helps aligning
- Add more translation capabilities

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- Fix Custom Packages management
- Allow to set Mandatory props and relationships on lifecycle promotion
- Allow to define if a custom method fail stops the process or not"

If you are registered as a partner you can have access to the list of changes on our secure portal.

Word from our CEO

"This 1.6 release is a great achievement for Ganister. We developed it while growing the headcount of the company which is a great challenge to demonstrate our company's foundations. We also mix more and more our initial intuitions with customers direct inputs and enhancement request. We live at a great time for software development. We are doing our best to convert this into greater and more flexible PLM solutions." says our CEO Yoann Maingon.



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GLOBALFOUNDRIES and Cadence Add Machine Learning Capabilities to DFM Signoff for GF's Most Advanced FinFET Solutions

23 March 2021

GLOBALFOUNDRIES® (GF®), the world's leading specialty foundry, and Cadence Design Systems, Inc. announced a collaboration to facilitate design for manufacturing (DFM) signoff with machine learning (ML) prediction capabilities. As part of the collaboration, the Cadence® Litho Physical Analyzer, a DFM pattern analysis tool integrated with GF-developed ML models, has been qualified for GF's 12LP and 12LP+ solutions.

The ML-enhanced Cadence Litho Physical Analyzer, optimized for GF's 12LP and 12LP+ solutions, provides customers with in-design automated DFM hotspot detection and fixing capabilities to speed implementation and time to market. The ML-based enhancement delivers up to 33% greater detection efficiency versus traditional pattern-matching checks with less than 10% runtime impact.

GF has released a corresponding ML-enhanced DFM kit as an update to its 12LP process design kits (PDKs), with the 12LP+ version scheduled for release in the second quarter of 2021, providing customers with a simple path to speed design and production of chips optimized for the artificial intelligence (AI), data center, internet of things (IoT) and other markets.

GF's most advanced FinFET solution, 12LP+ is optimized for AI training and inference applications and offers chip designers an efficient development experience and a fast time-to-market. 12LP+ builds upon GF's established 14nm/12LP platform, of which GF has shipped more than one million wafers. 12LP and 12LP+ deliver a superior combination of AI power, performance and area (PPA) benefits without the need to migrate to smaller and much costlier geometries.

"By incorporating ML capabilities into the Cadence Litho Physical Analyzer, customers using GF's 12LP platform and 12LP+ solution can verify signoff quality during implementation, thereby achieving better silicon quality," said Jim Blatchford, vice president of technology enablement at GLOBALFOUNDRIES. "Our collaboration with Cadence also allowed the swift enablement and seamless integration with our customers' design flows through the delivery of this new capability in our 12LP and 12LP+ PDKs."

The Cadence Litho Physical Analyzer, enhanced with ML, seamlessly integrates with the Cadence Innovus™ Implementation System and Cadence Virtuoso® custom IC design platform, providing

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customers with a smoother design experience through a common, familiar interface. The Litho Physical Analyzer is part of the broader Cadence digital full flow, which supports Cadence's Intelligent System Design™ strategy, enabling system-on-chip (SoC) design excellence.

“Not only does our Litho Physical Analyzer tool include ML capabilities, but the entire Cadence implementation platform has ML capabilities as well, which let us provide customers with a highly sophisticated solution,” said Michael Jackson, corporate vice president, R&D in the Digital & Signoff Group at Cadence. “Through our latest collaboration with GF, customers can leverage our tools with the added boost of ML capabilities to achieve design success using GF's 12LP/12LP+ solutions. Furthermore, our Litho Physical Analyzer with ML capabilities enhances GF's DRC+ capabilities and improves yield based on the tool's ability to effectively catch more hotspots and repair previously undetected hotspot patterns.”

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GUC and Ansys Expedite Advanced-IC Designs for Next-Generation Applications with State-of-the-Art Simulation Workflow

25 March 2021

Global Unichip Corporation (GUC) is adopting a groundbreaking simulation workflow developed by Ansys to accelerate Advanced-IC design. The workflow enables enhanced innovation across CoWoS, InFO and interposer designs, including GUC's newly announced, silicon-proven GUC multi-die interLink (GLink) interface, which is essential for developing leading-edge AI, HPC and data center networking applications.

To maintain market leadership, GUC engineers must create, simulate and optimize Advanced-ICs with unprecedented speed, achieving first-pass design success and optimal device performance. However, major roadblocks stall the simulation process, especially in complex areas such as CoWoS, InFO design manipulation and device meshing.

Ansys HFSS 3D Layout's workflow empowers GUC engineers to simulate faster and solve challenging geometries by incorporating several innovative tools, including ECADExplorer — a powerful new GDS editing platform that simplifies design manipulation to drive rapid simulation. Integrating cutting-edge meshing technologies coupled with Ansys' industry-leading 3D HFSS solver, the workflow reduces simulation set-up time from hours to minutes. This helps GUC Advanced-IC designers efficiently extract S-parameter models of their devices with the highest fidelity. Additionally, it spurs the development of game-changing technologies such as GLink, which provides 6-10 times less power consumption than an alternative solution and occupies two times less silicon area.

“Advanced-IC package designs are highly sophisticated due to the ever-growing demand for increased functionality and lower power consumption within a smaller footprint. The strong momentum of GLink adoption by our AI, HPC and networking customers supports our commitment to building a wide IP portfolio and deepening GUC's advanced packaging design expertise,” said Igor Elkanovich, chief technology officer at GUC. “HFSS 3D Layout helps our engineering team decrease Advanced-IC design complexity, integrate heterogeneous chips and improve multi-chip performance to ensure customers receive new AI, HPC and Data Center Networking products much sooner.”

“Through this enhanced workflow, Ansys increases the productivity for GUC Advanced-IC designers by significantly simplifying the design process,” said Shane Emswiler, senior vice president at Ansys. “Leveraging HFSS 3D Layout, GUC engineers are swiftly creating fully parametric models, performing

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design studies of electronic packaging and exploring more design options than ever to evaluate tradeoffs prior to production — delivering considerable reductions in development time and expense.”

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Infotech® and EarthCam Partner to Offer Fast, Efficient Data Visualization Integration

25 March 2021

Infotech®, a leader in infrastructure construction software solutions, and EarthCam, a global leader in webcam technology and services, announced a new integration with Infotech’s Doc Express® service. Infotech and EarthCam together have nearly 70 years of experience serving state Departments of Transportation and the infrastructure engineering and construction community. This integration creates an essential visual timeline from the project site, inserting that data directly into daily workflow and enhancing the audit trail.

“As the leader in construction camera technology and services, we recognize that the infrastructure and heavy civil market will become one of the fastest growing sectors,” said Brian Cury, CEO and Founder of EarthCam. “Partnering with Infotech, the dominant provider of field inspection and workflow services, will create a fantastic combination of expertise to develop valuable visual information solutions for our clients.”

Accurate construction documentation is essential for inspections and daily reporting. By using an EarthCam camera on a jobsite with Infotech’s services, Infotech users are now able to view digital jobsite activity remotely in real-time to make informed decisions and have a visual historic record of progress. Images can automatically be pushed to specific contracts in Doc Express such as compliance reports. The frequency of image uploads can be set according to jobsite activity levels and can include metadata such as weather, project title, and date/time stamp.

One state transportation agency is currently under pilot with the EarthCam and Infotech integration on a \$24 million bridge replacement project. After setting up an EarthCam camera onsite, the agency was able to quickly capture images and instantly access visual information with Infotech’s Doc Express service.

“Visual data is the way of the future to increase productivity and efficiency for infrastructure construction projects,” Ron Perkins, Infotech Senior Manager of Strategic Partnerships said. “By integrating EarthCam cameras with our contract management solution, we are helping DOTs and engineering firms create a more informed jobsite with real-time visual assets that add key value for the overall success of the project.”

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Launch of the VibSEA project: prediction of aircraft engine vibrations

25 March 2021

Controlling high frequency vibrations of aircraft engines

The VibSEA project is a response to the need of aircraft engine manufacturers to extend the field of observation and control of the vibratory behavior of designed systems. In pre-dimensioning or design phase, the numerical methods commonly used show limitations when the analysis focuses on high

frequencies. VibSEA proposes to implement a systematic method to predict these vibratory behaviors up to 10kHz, based on an approach hybridizing finite elements analysis (FEA) and statistical energy analysis (SEA).

Medium and high frequency methods based on the statistical representation of energy

As the frequency of analysis increases, the vibratory phenomena size down and are localized on homogeneous zones (subsystems) of the structure between which energy transfers occur according to the excitations. Traditional finite element analysis (FEA) require in practice a very refined discretization (requesting excessively large computing resources) associated with dispersion management. Whereas the statistical energy analysis (SEA) enables a description of these subsystems based on the average vibratory energy response to a given excitation. This energy is transmitted via connections between subsystems through the overall system studied.

Established a few decades ago and implemented at ESI in the VA One software, SEA is a predictive method that has won its spurs throughout various industry sectors, including aeronautics.

Recently, innovative approaches enabled the implementation of a hybrid method coupling SEA subsystems via FEA substructures in order to simulate medium frequencies. Indeed, the FEA method allows to better represent the more rigid parts of the model at these frequencies than the SEA. This hybrid FEA-SEA method has been implemented in the VA One software used for the VibSEA project to combine the contributions of each approach and to study the system on a wide frequency spectrum.

The modeling choices are qualified, along with a test campaign carried out on real parts. The simulations are implemented in order to establish a systematic approach differing from the empirical practices which require an increased experience of the energy methods. This methodological approach is a strong component of the VibSEA project in terms of objectives.

A project initiated by a first-tier supplier and funded by the European Union

ESI and CETIM have joined forces to carry out this project supported by CleanSky, an integral part of the European Horizon 2020 research program under grant agreement no. 831893.

The VibSEA project will last three years (2019 to 2022) and is led by CETIM, which also contributes its technical expertise in experimental characterization, while the simulation part is led by ESI Group.

The prospects of the project are significant for the manufacturer's teams, who will be able to rely on predictive analyses of high-frequency vibrations, conducted on the concepts of the new generations of aircraft engines. To this end, the project initiator is making one of the key components of its propulsion systems available to the collaborators as a study part.



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Siemens delivers next-generation, comprehensive hardware-assisted verification system

26 March 2021

Siemens Digital Industries Software unveiled its next-generation Veloce™ hardware-assisted verification system for the rapid verification of highly sophisticated, next-generation integrated circuit (IC) designs. This is the first complete, integrated offering that combines best-in-class virtual platform, hardware emulation, and Field Programmable Gate Array (FPGA) prototyping technologies and paves the way to leverage the latest powerful hardware-assisted verification methodologies.

New products in the Veloce hardware-assisted verification system are:

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- Veloce HYCON (HYbrid CONfigurable) for virtual platform/software-enabled verification. Veloce HYCON delivers innovative technology that allows customers to engineer and deploy complex hybrid emulation systems for their next-generation system-on-chip (SoC) designs.
- Veloce Strato+, a capacity upgrade to the Veloce Strato hardware emulator. With an industry-leading capacity roadmap that scales up to 15 billion gates, Veloce Strato+ combines the industry's highest total throughput with its fastest co-model bandwidth and time-to-visibility.
- Veloce Primo for enterprise-level FPGA prototyping, an internally developed enterprise prototyping solution that combines industry-leading runtime performance with exceptionally fast prototype bring-up.
- Veloce proFPGA for desktop FPGA prototyping. With a modular approach to capacity, the Veloce proFPGA family of products delivers scalability across a range of capacity requirements.

This highly cohesive system sets a new standard for the future direction of hardware-assisted verification methodologies. The system takes hardware, software and system verification to the next level of intelligent digitalization by streamlining and optimizing verification cycles while helping to reduce verification cost.

This seamless approach to managing verification cycles emphasizes running market-specific, real-world workloads, frameworks, and benchmarks early in the verification cycle for power and performance analysis. This enables customer-built virtual SoC models early in the cycle and the integration to begin running real-world firmware and software on Veloce Strato+ for deep-visibility to the lowest level of hardware. Customers can then move the same design to Veloce Primo to validate the software/hardware interfaces and execute application-level software while running closer to actual system speeds. To make this approach as efficient as possible, Veloce Strato+ and Veloce Primo use the same RTL, the same virtual verification environment, the same transactors and models to maximize the reuse of verification collateral, environment and test content. This is a necessary foundation for a seamless methodology.

“As we enter the new semiconductor mega-cycle, the era of software-centric SoC design requires a dramatic change in functional verification systems to address new requirements,” said Ravi Subramanian, Senior Vice President and General Manager, Siemens EDA. “The introduction of the next-generation Veloce system that addresses these key new requirements is a direct result of the focused investment from Siemens to offer our customers a complete, integrated system with a clear roadmap for the next decade. With today’s announcement, we are establishing a new standard for a system that is capable of supporting the new verification requirements across a diverse set of industries—spanning computing and storage, AI/ML, 5G, networking, and automotive.”

Keys to the expanded Veloce hardware-assisted verification system

Innovation in chip, system, and software design enables Veloce Strato+ to deliver to the capacity roadmap published in 2017 when the Veloce Strato platform was introduced. The innovative design and manufacturing of the Crystal 3+—a new, proprietary 2.5D chip—increases system capacity by 1.5x over the previous Veloce Strato system. This innovation enables Veloce Strato+ to lead in the emulation market with marketing-leading available capacity of 15B gates. This capacity, which is the largest effective capacity available today, is now in use at multiple Veloce Strato+ customers.

“AMD utilizes Veloce Emulation platforms as part of our pre-silicon verification and validation solutions,” said Alex Starr, corporate fellow, Methodology Architect, AMD “The high-performance designs we create demand scalable, dependable and innovative emulation solutions. We are delighted to have worked with Siemens to pioneer high-capacity Veloce Strato+ system deployment at AMD. Furthermore, we’re excited to see 2nd and 3rd Gen AMD EPYC™ processors qualified for use with

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Veloce Strato and Veloce Strato+ platforms. The high-performance capabilities of both families of processors bring new levels of productivity to the Veloce ecosystem and its customers, like AMD.”

The Veloce Strato system is also expanding the list of qualified processors by adding the AMD EPYC™ 7003 series processor, starting today. These new processors are fully qualified to run with the Veloce Strato systems as run time hosts and co-model hosts.

Veloce Primo and Veloce proFPGA represent the industry’s most powerful and versatile approach to FPGA prototyping. The enterprise-level FPGA prototyping system, Veloce Primo, simultaneously delivers outstanding performance, with capacity scaling up to 320 FPGAs and a consistent working model with Veloce Strato in terms of software workloads, design models and front-end compilation technology. This fundamental alignment between emulation and prototyping contributes to reducing the cost of verification by leveraging the right tool for the task where the emulation and the prototyping work together as complimentary solutions for a better outcome in the shortest cycle. Veloce Primo also supports both virtual (emulation offload) and in-circuit-emulation (ICE) use models for highest possible performance while maintaining accurate clock ratios in both modes.

“The increasing demand for computing in all industries means time to market is critical,” said Tran Nguyen, senior director of design services, Arm. “The Veloce Primo enterprise FPGA prototyping solution from Siemens helps Arm quickly resolve design issues and achieve verification objectives so that our ecosystem can deliver quality Arm-based SoCs to support the rapid pace of innovation.”

“We are delighted to welcome Siemens to the FPGA prototyping market with their launch of Veloce Primo,” said Hanneke Krekels, senior director, Core Vertical Markets, at Xilinx. “Xilinx has a long-standing relationship with Siemens both as a customer and as a collaboration partner, and we’re excited to provide our recent and industry-leading Virtex UltraScale+ VU19P device enabling scalability and capacity to this new product offering.”

Veloce proFPGA brings a proven, world-class desktop platform to the Veloce hardware-assisted verification system (via an OEM agreement with Pro Design). With a modular approach to capacity, the Veloce proFPGA family of products delivers scalability across a range of capacity requirements – from 40M gates to 800M gates – based on high-end FPGAs including Intel Stratix 10 GX 10M and Virtex UltraScale+ VU19P device.

“The advanced technology found in the proFPGA family delivers many advantages for validating today’s AI/ML, 5G, and data center ASIC designs,” said Gunnar Scholl, CEO of Pro Design. “We are excited to partner with Siemens. Our collective experience, insight and strategy for the FPGA desktop prototyping market is being recognized, and we are excited to accelerate market penetration in this space through the collaboration with Siemens.”

Availability

The full Veloce Hardware-Assisted Verification system is now available and in production use at leading customers worldwide.



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Simulation Management with Aras Provides Greater Scalability, Flexibility and Open Connectivity

23 March 2021

Aras, the only resilient platform provider for digital industrial applications, announced the latest release of Aras Simulation Management, the most scalable, flexible and open solution for enabling simulation

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across the lifecycle. The application delivers capabilities for managing process and data for the full range of simulation types from a wide variety of vendors. Analysis data and results become part of the digital thread connecting simulation to the business with closed-loop traceability to requirements.

Today, ever-increasing product complexity is driving the need for more simulations and more types of simulation – 3D, systems, math models, electronics, embedded software – in more areas with tools from many different vendors. In most enterprises, simulation is managed separately in silos that are often optimized for tools from a single vendor and only accessible to small groups of simulation specialists. The disconnected nature of simulation limits the use and value of analysis, leads to error-prone inefficiencies, and prevents digital thread traceability.

“It is critical for organizations to have a simulation strategy in place that ensures input data and simulation findings are fully connected to the right product configuration, completing the digital thread,” said Peter Bilello, President & CEO of CIMdata. “With the release of the Aras Simulation Management application, Aras now provides users with the ability to connect simulation to the digital thread of product data, enabling simulation to become an integrated, traceable, and repeatable step in the development, manufacture, and support of complex products.”

“Aras Simulation Management is not a stand-alone modeling capability,” said John Sperling, SVP Product Management at Aras. “It is part of the overall suite of applications on the Aras platform, and along with Aras Requirements Engineering, Aras Systems Architecture, and Aras Product Engineering is a key enabler of Systems Thinking and Digital Transformation strategies for our customers.”

For the first time, organizations can manage all different types of simulation connected with engineering, manufacturing and maintenance processes across the enterprise. With a resilient platform as its foundation, Aras Simulation Management delivers best-in-class scalability to handle geometrically increasing simulation data sets along with far greater flexibility for process transformation.

Aras Simulation Management enables simulation experts to focus on modeling, analysis and methodologies while eliminating redundant administrative tasks. Simulation inputs such as accurate product configuration variants, mixed-fidelity models and parameter values are automatically part of simulation studies, while analysis results are exposed in mainstream processes as part of the digital thread. Large scale simulation management is essential when there are hundreds or thousands of cases to be evaluated over a large number of product variants. Teams throughout the lifecycle can then easily compare findings from one design variation to the next and run repeatable simulation processes in order to make timely decisions using results connected to the right version of the product.

Using Aras Simulation Management enables global companies to achieve better simulation coverage to meet the needs of today’s engineering requirements, mitigate the impact of multi-discipline product complexity, and quickly evolve business strategies that involve simulation at scale now and into the future.

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Synopsys Collaborates with Keysight Technologies to Deliver Integrated Custom Design Flow for 5G Designs

24 March 2021

Synopsys, Inc. announced a collaboration with Keysight Technologies to seamlessly integrate Keysight's RFPro solution with Synopsys's Custom Compiler™ solution, enabling mutual customers to create 5G

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system-on-chip (SoC) designs. This integration adds electromagnetic (EM) analysis to the full-custom design flow based on the Synopsys Custom Design Platform and has been deployed at CoreHW, a fabless semiconductor company developing state-of-the-art RF ICs, accelerating the design, extraction, simulation and delivery of radio frequency (RF) chips.

The collaboration between Keysight and Synopsys includes developing and validating a tightly integrated solution that enables customers to use RFPro and Custom Compiler in a unified RF design flow. The custom design flow enables a more productive design and verification solution that delivers significantly faster layout and design closure, providing designers an accelerated path to meet their speed, bandwidth and data throughput requirements and time-to-market targets.

"The complexity of design requirements for advanced integrated circuits for wireless data transmission such as transceivers and RF front-end components continues to grow," said Tomi-Pekka Takalo, CEO at CoreHW. "The full-custom flow we are deploying, based on the Synopsys Custom Design Platform integrated with Keysight RFPro, provides our designers with an accelerated predictive process for creating high-quality full-custom RF, analog and mixed-signal ICs."

Like 5G cellular communications, next-generation wireless systems target a range of new capabilities including higher bandwidth, more connected devices, lower latency and better coverage. To address these requirements, designers need to measure RF performance, spectrum, wavelength and bandwidth. The collaboration between Synopsys and Keysight will help customers achieve power and performance optimizations and deliver 5G designs more efficiently.

"As the leader in RF/microwave circuit design tools, Keysight continues to push the envelope on simulation performance and ease-of-use. By collaborating on an integrated flow with Synopsys' Custom Design Platform, we can provide our customers accurate, repeatable results at higher frequencies and wider bandwidths," said Tom Lillig, general manager of PathWave Software Solutions at Keysight Technologies. "This is critical for 5G, 6G, and beyond. We're excited about this collaboration with Synopsys and foresee additional opportunities to work together to further streamline our customers' workflows."

RFPro is the industry's first EM environment dedicated for RF and microwave circuit design. RFPro is seamlessly integrated with Keysight PathWave Advanced Design System and now also with Synopsys Custom Compiler. RFPro makes performing EM (Momentum, FEM) analysis as easy as running circuit simulations, dramatically simplifying EM-circuit co-simulation of RFIC, MMIC and RF module designs for 5G, IoT and defense-aerospace applications. The custom design flow enables EM analysis with Keysight's RFPro within the Synopsys Custom Design Platform by utilizing the OpenAccess database and industry-standard interoperable PDKs provided by the foundries.

"Synopsys continues to support the IP and analog design community with robust custom design solutions that integrate signoff technologies and simulation workflows, enabling key differentiating advantages for 5G designs," said Aveek Sarkar, vice president of engineering at Synopsys. "Thanks to our deep collaboration with Keysight Technologies, our customers can now take advantage of the advanced features within the Custom Design Platform, while using Keysight RFPro for simulating electromagnetic IC and packaging effects for 5G applications to improve productivity and achieve silicon success."

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TCS Launches New Solution on RDK for Media and Communication Service Providers to Create Rich Connected Consumer Experiences

24 March 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, has launched the TCS Connected Consumer Home solution based on RDK, to enable media and communication service providers (CSPs) to offer intuitive and exciting connected consumer experiences.

TCS Connected Consumer Home is a scalable, intelligent, and secure solution that simplifies customization, enables comprehensive device management, enhances the service provider's control over software roadmaps, and helps build a rich and consistent customer experience across apps, devices and channels. It provides non-invasive device telemetry-enabled data analytics to generate insights for improving services, and introducing new features based on user behavior data within the connected home ecosystem, across next-gen video, OTT, internet gateway and IoT connected devices.

Further, the company recently launched the TCS EngineeringtheFuture-Media Lab to build and showcase world class solutions on the RDK platform. The lab is an advanced product research and design facility that helps customers innovate, rapidly prototype and create ready to deploy solutions.

"We are excited to announce this strategic relationship with RDK that will help our media and CSP customers innovate faster and transform themselves. The open source platform fosters collaboration among different partners to build purpose-centric and boundaryless ecosystems," said **Regu Ayyaswamy, Global Head, Engineering and Industrial Services and IoT, TCS.** *"The TCS Connected Consumer Home Solution standardizes core functions used in video, broadband and next generation smart home IoT solutions, helping deliver superior user experiences, and enabling new business models and innovation in this segment."*

"RDK solutions represent a tremendous opportunity for communication service providers to develop and deploy a common approach to device software, across various hardware platforms and network architectures," said **Steve Heeb, President, RDK.** *"With its global presence, wide-ranging industry experience, deep product engineering expertise and consultative approach, TCS is well-positioned to help meet the evolving needs of global communication service providers. By working with TCS, operators and OEMs will be well-positioned to benefit from faster adoption of RDK to support innovative new service offerings and business models."*

TCS is a trusted partner to leading communications, media and hi-tech companies globally, helping them scale up product innovation and accelerate their growth and transformation journeys. Leveraging extensive domain expertise across industries and customer specific contextual knowledge, TCS offers a comprehensive suite of services and solutions to help these companies build purpose centric and future-ready businesses.



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Ventilation systems leader Soler & Palau renews its trust in the TraceParts platform for the eighth year running

24 March 2021

The Soler & Palau Group, a world leader in the most energy-efficient ventilation systems for domestic,

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commercial and industrial environments, has partnered with TraceParts to help digitize and make its products available to engineers and designers around the world.

Since 1951, Soler & Palau has been sensing the needs of a constantly changing market by incorporating new ventilation products and solutions into its catalogs based on efficiency and energy savings.

The teams at Soler & Palau are highly focused on giving their customers the highest standards of product quality and service. Ventilation solutions, compliance with new regulations, IAQ, IoT connectivity and innovation are just some of the keywords that perfectly epitomize the Soler & Palau Ventilation Group.

Eight years ago, the Soler & Palau Group chose the TraceParts solution to promote its ventilation systems.

Alex Maymó from S&P's Digital Innovation & Smart Data Department explains the reasons behind the choice:

When we embarked on our strategy, TraceParts helped us address a market need for 2D/3D files. Requests started flooding into Soler & Palau. That's why we were determined to make that information available to our customers and prospects.

We chose TraceParts, because their platform is widely known among the engineering and design community and since it can provide 2D/3D files in every format, so it was a practical decision. In addition, we were recently able to incorporate 3D objects into our EasyVent selection software, representing a tremendous step forward for the Soler & Palau Group and our customers.

The Soler & Palau product range is now available in two catalogs published on the TraceParts.com platform. Their CAD models can be downloaded in over 60 different formats:

- A global catalog containing 149 series and over 5,000 products
- A dedicated catalog for its Mexican customers, including 42 series and close to 400 products

Soler & Palau parts are also available in 2D/3D on the EasyVent site and can be downloaded in the dwfx, dwg, fbx, iam, sat and stp formats.

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World's first wireless laser scanner for measuring parts within CNC machines eliminates part inspection and alignment bottlenecks

25 March 2021

Hexagon's Manufacturing Intelligence division has launched a wireless multi-sensor laser scanner with metrology levels of precision, designed specifically to work inside CNC machine tools.

The m&h LS-R-4.8 can capture around 40,000 measurement points a second – compared to the status quo of taking individual points with traditional touch probes – and securely transmits the data to the receiver, via radio, which enables operators to change the sensor automatically without manual intervention.

Measuring on the machine tool, whether for workpiece inspection, temperature, or tool control, is a valuable source of information in the machining process. With this data, workpieces can be controlled before, or even in between, machining. In this way the quality of products can be assured, and measurement results used to flexibly improve production – for example through automatic part alignment. These small improvements accumulate to improve production efficiency.

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The wireless scanner will remove bottlenecks by taking inline measurement for in-process enhancements away from CMM machines. In modern production, manufacturing often must stop until the results come in. This new wireless laser scanner provides quick measurement on the machine tool, and the results are quickly sent to relevant areas of the production, such as quality engineers or production managers.

Capturing 40,000 measurement points a second provides information about the complete part, rather than just selected individual points. This enables users to evaluate production quality, enhance production processes by identifying problems early, better align the parts for steps later in the workflow, and an insight into the complete part quality. Manuel Müller, product marketing manager comments: “Wireless connectivity means these measurements are now all possible without moving the part away from the machine or installing external mobile measuring devices – both of which would be time consuming.”

The improved time-saving and higher throughput gained from using the scanner is particularly important where multiple machines are used for sequential production steps. Parts must be precisely positioned in order to start milling accurately each time. Manuel Müller explains: “The laser increases the speed of throughput by capturing the complete surface of the whole part instantly, rather than slowly measuring many individual points. Measuring parts with manual devices between each step takes considerably longer than using an integrated laser scanner.”

The wireless scanner deploys laser triangulation to deliver high levels of speed and accuracy. The laser beam is projected on to the component, and its reflection passes through a lens where it is detected by an imager. The position measurement points are then determined by that information.

Dedicated modular software presents the data in an easy-to-understand format, making it simple for machine operators or quality teams to quickly identify quality issues and correctly align a part for reworking while it is still fixed to the machine tool. The wealth of data laser scanning brings to the machine tool also offers machine OEMs and their operators powerful new capabilities:

- Creating colour maps that superimpose the clamped part onto the source CAD model to identify deviations
- Measuring freeform surfaces with up to five axes, which guarantees that almost every part of the component can be measured
- Scanning a part while it is on the machine tool, to exporting an STL file to CAD, create a point cloud for reverse engineering, for example with Hexagon’s REcreate software.
- Generation of correction values using a “Best-Fit” software module, that can be loaded to the machine control for automatic part adjustment.


The new package includes the wireless scanner, modular software, and RC-R-100 multi-sensor receiver. The scanner is stored directly in the tool magazine inside the CNC machine and is inserted to the spindle automatically without any manual intervention.

Working principally with machine tool companies, enabling them to deliver added value to their customers, Hexagon is providing a solution which can be used on multiple machines from different machine tool OEMs. The laser is just one of a series of Hexagon measuring devices which turn a machine tool from any supplier into a full multi-sensor device. For example, separate probes can capture temperature and wall thickness, and now full surface data is captured with the laser.

Everything runs with just one receiver, and Manuel Müller explains that the wireless technology switches between them seamlessly: “We’re working with OEMs who will fit several sensors to their

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machines, which can simply be switched automatically for particular applications, depending on the program the user is running.”

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