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## CIMdata News

### *Announcing PLM Road Map EMEA & PDT Europe 2023*

25 May 2023

CIMdata and Eurostep are pleased to announce that PLM Road Map EMEA & PDT 2023 Europe will take place on 15 & 16 November at the Renaissance Hotel in La Defense, Paris, France. The theme for the conference is **“The Digital Thread in a Heterogeneous, Extended Enterprise Reality: A Call for PLM Professionals to Share their Knowledge and Experience.”**

PLM Road Map & PDT 2023 will focus on the interests of the PLM Professional. With this in mind, our agenda will offer a mix of reports and case studies from industry experts, covering technologies, processes, and people. PLM Road Map & PDT 2023 seeks to advance our understanding of the Digital Thread. It will offer insights into where industrial end-user companies are today and how they plan to benefit from the Digital Thread in the future. Presentations will provide ways for attendees to learn from the knowledge and experiences of others and how to shorten the time for return on investment in the Digital Thread.

Agenda topics will seek to answer the following questions:

- How do we govern the creation and expansion of a Digital Thread?
- How do we implement a Digital Thread across a heterogeneous IT landscape?
- How do we implement a Digital Thread across an extended community of suppliers and customers?
- How do we address security issues with a Digital Thread across an extended enterprise?
- How does the Digital Thread enable sustainability and a circular economy?
- How does Digital Thread realization impact the management of legacy systems and data?
- How do we build a resilient Digital Thread?
- What is the relationship between Digital Thread and Configuration Management?
- What is the relationship between Digital Thread and Digital Twin?
- Digital Thread, will AI or Blockchain add value or disrupt?
- How do we explain the Digital Thread beyond the community of PLM Professionals?

According to CIMdata’s President & CEO, Peter Bilello, “2022 marked the return of the PLM Road Map & PDT conference to an in-person event after two years of virtual delivery. The level of enthusiasm from the PLM Economy was substantial. As evidenced by our successfully executed North American event, 2023 continues to build on that momentum, once again delivering valuable content and accessibility to PLM professionals from multiple industries across the globe. This year’s theme focuses on the elements that are vital to enabling a

successful PLM strategy—equipping the PLM Professional with insight on how to get the most out of the people, processes, and technologies that enable a successful PLM environment.”

“Product data is created and consumed everywhere in an enterprise,” says Håkan Kårdén, co-founder and Marketing Director, Eurostep Group. “PLM Road Map & PDT 2023 will investigate how this data is created, re-used, shared, and governed in a true end-to-end process, downstream and upstream over the life cycle of products and systems. The right vision and framework, investments in technology, people, and processes, will help us get the Digital Threads in place, piece by piece, addressing innovation, quality, lead times, and cost. Digital Threads should be designed to be robust and resilient yet allow a business to be flexible and agile, a need we have all been made aware of during recent years, a need that will also define the future. It is time to get together again, in person, to discuss, define and deliver to all stakeholders,” ends Mr. Kårdén.

For more information about PLM Road Map & PDT, please visit <https://www.cimdata.com/en/education/plm-conferences/2023-plm-road-map-pdt-emea>.

### *CIMdata Announces eBook on Digital Thread in Aerospace & Defense*

24 May 2023

*Research was commissioned by the Aerospace & Defense PLM Action Group in collaboration with PTC and other leading PLM solution providers.*

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the publication of a new eBook that summarizes the results of a multi-sponsor collaborative research program and highlights PTC’s perspective on the topic of digital threads. The CIMdata-administered Aerospace & Defense PLM Action Group commissioned the research in collaboration with PTC and four other leading PLM solution providers.

The concept of linking multiple representations of a product, each tuned to the needs of various creators and consumers along the lifecycle, is very powerful. Until recently, tracing these linkages has been primarily a manual process. But now, with recent advances in commercial PLM solutions, the digital thread, with automated linkages and traceability, has become a practical possibility.

Leaders in the Aerospace & Defense industry are starting to implement targeted digital thread solutions and envision expanding these solutions upstream and downstream throughout the product lifecycle. There is not much available historically in the way of lessons learned or actual value achieved, which represents a barrier to broader investments from within industry. The shared objective of this research was to gain understanding of needs and opportunities within industry that will inform digital thread solution strategy, roadmap planning, and guide industrial implementations.

The research findings clearly indicate that digital thread investment within the ecosystem of industrial users, their customers, suppliers, and solution providers is poised for rapid growth. Initial implementations of targeted digital thread solutions have provided proof points of value

and essential learnings. Now rounds of investment are ramping up, guided by these early achievements and with expectations driven by the value potential revealed.

According to Mr. James Roche, CIMdata's Aerospace & Defense Practice Director, "We know that investment in digital thread today is real and substantial, and the level of investment will continue to rise. That reality positions digital thread as an emerging strategic opportunity within the PLM ecosystem. Investing effectively in solution development as a software provider or solution implementation as an industrial user requires insight into current state enablers, barriers, and future investment drivers."

To download a complimentary copy of the PTC eBook, visit [www.CIMdata.com](http://www.CIMdata.com).

### *CIMdata to Participate in a Webinar on the Growing Interest in Digital Thread*

26 May 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that James Roche, Executive Consultant and Aerospace & Defense Practice Director at CIMdata, will participate in a webinar, "**New Research Findings: The Impact of Live Traceability™ on the Digital Thread.**" The webinar, organized by Jama Software, takes place on Wednesday, 7 June, at 11:00 AM EDT.

CIMdata will share key findings from recent Digital Thread research commissioned by the Aerospace and Defense PLM Action Group in collaboration with Jama Software and other leading solution providers. The research aimed to understand industry needs and opportunities that shape Digital Thread solution strategies, roadmaps, and guide industrial implementations. The webinar will also share the value of live requirements traceability. Jama Software's Director of Aerospace & Defense Solutions, Cary Bryczek, will also participate in the webinar.

According to CIMdata's James Roche, "We know that investment in Digital Thread today is real and substantial, and the level of investment will continue to rise. That reality positions Digital Thread as an emerging strategic opportunity within the PLM ecosystem. Investing effectively in solution development as a software provider or in solution implementation as an industrial user requires insight into current state enablers, barriers, and future investment drivers."

Register [here](#) to attend this complimentary webinar.

### *Innovation That Matters - Oracle Applications & Industry Analyst Summit - a CIMdata Commentary*

23 May 2023

#### *Key Takeaways*

- The Oracle Applications & Industry Analyst Summit brought together senior leaders from across Oracle and industry analysts from a wide range of firms for a one-day event in Redwood Shores, CA.
- The event mainly focused on Oracle's overall strategy, results, and key customer presentations, offering a nice update from Oracle CloudWorld in October 2022.

- Oracle is bringing more technology from their other enterprise offerings to their NetSuite portfolio, which is focused more on small- and medium-sized businesses.
- While Oracle rightfully touts offering the “most complete portfolio of applications and infrastructure,” they are investing heavily in new areas like the shop floor and lights-out manufacturing, which will provide data to feed their enhanced analytics and artificial intelligence capabilities.

CIMdata had the pleasure to attend the Oracle Applications & Industry Analyst Summit on April 25, 2023, in Redwood Shores, CA. [\[1\]](#) This one-day event brought together a large number of industry analysts representing a range of firms that cover different topics relevant to Oracle’s business and applications portfolio. The first half-day provided a broad view of Oracle and its strategic initiatives, including some focus on Oracle customers for the full audience. In the afternoon, the analysts splintered off into Industry Breakout sessions more aligned with respective coverage areas.

After a brief welcome by Mr. Simon Jones, Vice President of Analyst Relations and Public Relations, Mr. Steve Miranda, Oracle Executive Vice President for Applications Development, took the stage to provide an applications strategy update. They continue to move their company from a product company to a service company which, of course, impacts everything they do. Mr. Miranda described Oracle as having the “most complete portfolio of applications and infrastructure.” Their offerings do span from “chips to fingertips” as quipped by Mr. Larry Ellison, Oracle’s founder, Chairman, and CTO, at Oracle CloudWorld a few years ago. Their cloud infrastructure is powered by servers far evolved from their Sun acquisition in 2009. Oracle continues to expand that cloud infrastructure by adding data centers around the world. This infrastructure is accessible to customers primarily through Oracle Cloud Infrastructure (OCI), which is Oracle’s Infrastructure as a Service offering (IaaS). Their applications, many segment leaders, have been refashioned as part of their Fusion initiative to run natively on the cloud. The applications run on Oracle’s latest database technology, the dominant offering in that segment for decades.

Mr. Miranda also stressed the importance of their Redwood design system, the tools and templates used by Oracle’s developers to bring a new, consistent user experience (UX) across Oracle’s applications. [\[2\]](#) They are also making these tools, templates, and development guidance available to their partners and customers to ensure any extensions will provide the same UX. In an afternoon session, Mr. Jeff Price, Vice President of Product Management, shared a lot more details about how Oracle is enabling Redwood-based development. Those with the best intentions and tools can sometimes create poor UX. Perhaps Oracle can use their AI expertise to create a Redwood Advisor that assesses the UX of partner and customer applications according to their design philosophies. Just a thought.

This “new look and feel” is impressive and really highlights the potential benefits that their expanding analytics and artificial intelligence (AI) capabilities can bring to their customers. For several years CIMdata has emphasized the importance of “augmented intelligence” leveraging analytics and AI to bring actionable intelligence to the point of work. Oracle’s AI Platform for Business includes a range of capabilities to support this approach.

Mr. Miranda also provided an update on their “integrated services” capabilities with JP Morgan in banking and FedEx in logistics.<sup>[3]</sup> These companies run on Oracle Cloud Infrastructure, as do many of their customers. Those customers can transact with JP Morgan and FedEx essentially directly from their applications to those of JP Morgan and FedEx, disintermediating all of processes, paperwork, and human action. It is an interesting idea, one that Oracle expands to other global companies. For example, DHL and UPS are also Oracle customers. Mr. Miranda stated that more integrated services partners will be announced at Oracle CloudWorld in September.

Mr. Evan Goldberg, Executive Vice President, NetSuite (and company founder), was next up, a welcome development. The focus in analyst events is more on Oracle’s core enterprise offerings, not NetSuite, which is focused more on the midmarket and smaller businesses. Their cloud-native business platform exploded into a strong position in that segment, leading to NetSuite’s purchase by Oracle in 2016. NetSuite customers are benefitting from Oracle technologies as shown in Figure 1, below.



Figure 1--Oracle Technologies Enhancing NetSuite Value  
 (Courtesy of Oracle)

The application is optimized for the Oracle Cloud Infrastructure (OCI) and Oracle Autonomous Database. The NetSuite Analytics Warehouse leverages the Oracle Analytics Cloud and the Oracle Data Warehouse, also optimized for NetSuite. Bringing actionable intelligence to the point of work is even more important to the small- and medium-sized businesses targeted by NetSuite who may lack the resources to implement analytics and AI offerings themselves.

Mr. Gary Miller, Oracle Customer Success Officer (their first), described their new Customer Success Services Organization. Oracle is standardizing services globally and bringing together several existing organizational units to create this new organization. The notion of customer success in software companies dates back to the mid-1990s<sup>[4]</sup> but the concept is simple. It is not enough to just sell to a customer, the job of the “sales” organization. Yes, a one-time sale

provides revenue but happy and successful customers will come back for more. In this age of digital transformation customers need strategic partners to help them achieve their strategic objectives. CIMdata has seen this approach work at other software firms and expects it to work with Oracle too. It is also an important part of their move from a product to a service organization as noted by Mr. Miranda. Oracle intends to share more information on this topic after their June earnings announcement.

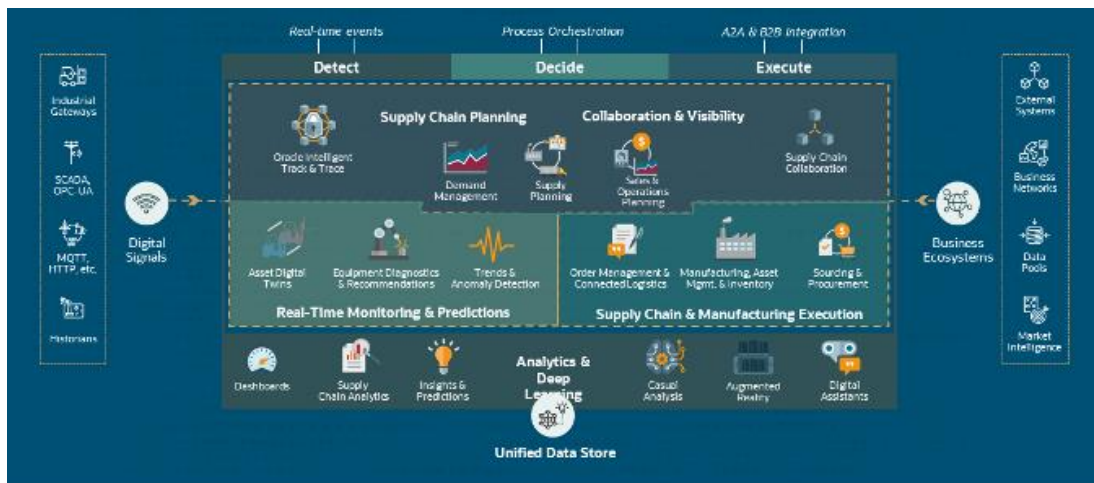


Figure 2--The Oracle Supply Chain Management (SCM) Cloud  
 (Courtesy of Oracle)

CIMdata attended the Industry Breakout focused on supply chain, the home within Oracle for their product lifecycle management (PLM) offerings and much more, of course. Figure 2 illustrates the span of Oracle’s supply chain vision and offerings. This figure highlights the foundational importance of analytics and deep learning to their approach. Oracle has always had extensive supply chain capabilities but at this event there was more emphasis on Industry 4.0 and advanced manufacturing. Oracle is working hard to extend their reach down to the shop floor to Industrial Internet of Things (IIoT) use cases. Their IIoT-enabled smart manufacturing vision includes connections to the factory floor to capture real-time status of manufacturing operations. This is an important part of the digital thread but shop floor specialists like Siemens and Hexagon, among others, focus on this area and Oracle will have to build a strong team to succeed. Their plan to support lights-out manufacturing leverages a number of existing Oracle offerings but a lot of work remains.

Conclusion

This commentary only touches on the content delivered by Oracle to the convened analysts. There were in-depth sessions on analytics and Oracle’s industry strategy. Oracle delivered a session on Investments for Good which focused on Oracle’s environmental actions and targets as a company and how they are helping their customers meet their Environmental, Societal, and Governance (ESG) objectives. But the overall message from the days agenda was the breadth and depth that Oracle offers.

Of course, that was always true but the message was delivered a bit differently at this event than it was at Oracle CloudWorld last September. The title of the CIMdata commentary for that event was “The Future is Multi-Cloud,” a recognition that many industrial companies will rely on multiple cloud infrastructure providers to implement their information technology landscapes. It was also acknowledged that the application landscape would be heterogeneous as well.

In contrast, in multiple sessions at the analyst summit, there was a three-point description of Oracle’s approach: complete end-to-end solutions; innovations that matter; and committed to customer success. The notion of Oracle as a one stop shop was stronger than at recent events, with less emphasis on supporting heterogeneous application landscapes. It could be just our perception from the event. Yes, Oracle can provide better support in many cases by supplying the full stack of applications. But we know from our industrial consulting work that many customers want heterogeneity. Sales teams will need to tread lightly at these prospects to ensure they can best support the customers’ vision.

Oracle previewed a range of topics at this event, as cited in this commentary, and CIMdata looks forward to learning more about Oracle’s expansive plans and results to date in their coming earnings calls and at CloudWorld in September.

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

[2] At the event, CIMdata noticed that Oracle’s slide templates and graphics had changed significantly, with a more updated look. Oracle confirmed that having the Redwood “design community” embedded in the company had brought their design expertise to their collateral development process. CIMdata has seen this occur at other software companies who also took this approach to UX.

[3] There is more detail on this topic in <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/20248-the-future-is-multi-cloud-oracle-cloudworld-2022-commentary>.

[4] <https://www.customersuccessassociation.com/library/the-history-of-customer-success-part-1/>

## Acquisitions

### *Accenture Completes Acquisition of Einr AS, Expanding SAP Supply Chain and Logistics Capabilities in the Nordics*

22 May 2023

Accenture has completed its acquisition of Einr AS, a business consulting company specialized in high volume logistics solutions using SAP® technologies to optimize the flow of products from manufacturers to consumers, headquartered in Oslo, Norway. The acquisition further enhances

Accenture's SAP capabilities, helping it to accelerate supply chain reinvention for organizations within the retail and consumer electronics industries. Financial terms of the transaction, previously announced on April 28, 2023, were not disclosed.

Approximately 42 people join the Accenture SAP Business Group in the Nordics, further strengthening Accenture's competencies in retail and supply chain management, transportation management, warehouse management and assortment planning.

### *AGACAD acquires SBS for 5D BIM capabilities and 7D potential*

22 May 2023

**AGACAD, the Lithuania-based developer of advanced technologies for building information modelling and management (BIM) which was acquired by France's ARKANCE Group in 2021, acquired SBS Group, another Lithuanian software creator specializing in quantification, budgeting and project management tools for construction and engineering.**

For AGACAD, whose software is used by over 13,000 architecture, engineering and construction professionals in 130 countries, the acquisition enlarges its already wide range of solutions for 3D design and data management with proven tools for the so-called fourth and fifth dimensions of BIM – time (project planning) and costs. It also expands AGACAD's team of developers with experience in software for the building and manufacturing industries.

"As an integral part of ARKANCE, we acquired SBS to fill out all five BIM dimensions and offer our clients full digital construction solutions with true BIM processes. We will integrate the SBS products under our brand and further invest to grow the team and journey on towards 6D and 7D BIM, i.e., sustainability and facility management," says Donatas Aksomitas, the Managing Director of AGACAD. "We'll make the tools available to users of our Wood Framing, Metal Framing and Precast Concrete packages for Revit, and to all for whom they're relevant."

Mr. Aksomitas notes that ARKANCE, Europe's leader in the digital transformation of construction and manufacturing and a subsidiary of France's GROUPE MONNOYEUR, has a large and fast-growing international network of software resellers and consultants. The group is actively investing in its what is becoming a strong developer hub in Lithuania. That positions it to sell proprietary products alongside those of major partners like Autodesk and Trimble, and to add further value for clients of all platforms through specialized custom development.

Gregoire Arranz, the CEO of ARKANCE, says: "We are delighted to have the SBS Group onboard. They further reinforce our software development team in Lithuania and extend our software production business with new capabilities to give our clients more control over the costs, impact and timeline of their projects."

### *Applied Intuition to Acquire Embark Technology to Enhance Products for AV Development*

25 May 2023

Applied Intuition, Inc., a tooling and software provider for autonomous vehicle development, and Embark Technology, Inc., an autonomous trucking software company, announced that the

companies have entered into a definitive merger agreement. Under the agreement, Applied will acquire Embark in an all-cash transaction with an equity value of approximately \$71 million.

Founded in 2016, Embark has built a robust autonomous software stack that uses machine learning methodologies for perception while relying on a safety-redundant compute system. Embark also developed a custom-built hardware platform optimized for autonomy and has performed extensive real-world testing and system deployment, with over 1.5 million miles of autonomous operations conducted on highways.

Applied aims to integrate Embark's internal tools, data, and software assets to further improve its offerings for customers in the trucking and automotive industries. Embark plans to retire its fleet of test vehicles as part of the transaction. Key Embark employees are expected to remain to support Applied and expand the company's suite of product offerings.

"We are excited to acquire Embark," said Qasar Younis, Co-Founder and CEO of Applied Intuition. "This acquisition should enable us to advance our products and solve more specific, complex challenges for our customers. We respect the work Embark has accomplished in the autonomous vehicle industry and look forward to leveraging their expertise to better serve our global customer base."

"Today marks an exciting, new chapter for Embark," said Alex Rodrigues, Co-Founder and CEO of Embark. "I would like to thank all past and present employees for their contributions over the past seven years. I appreciate everything they have done for the company, and I cannot wait to see where Applied takes the technology we have built."

Under the terms of the agreement, which has been approved unanimously by the boards of directors of both companies, Embark shareholders will receive \$2.88 per share in cash. The agreement comes after Embark's March 3, 2023 announcement that it was engaging in a process to explore, review, and evaluate a range of potential strategic alternatives.

The transaction is expected to close in Q3 2023 and is subject to approval by Embark shareholders and other customary closing conditions. Upon completion of the transaction, Embark shares and warrants will cease trading on NASDAQ, and Embark will become a privately held company.

## ***DELTEK REACHES AGREEMENT TO ACQUIRE REPLICON, A GLOBAL PROVIDER OF KNOWLEDGE WORKFORCE MANAGEMENT SOLUTIONS FOR PROJECT AND SERVICE-CENTRIC ORGANIZATIONS***

25 May 2023

Deltek, the leading global provider of software and solutions for project-based businesses, announced that it has entered into an agreement to acquire Replicon – a provider of unified time tracking solutions that bring together Project Delivery, Finance and HR on a single platform, purpose-built for project and services-centric organizations. This acquisition complements Deltek's robust portfolio of enterprise software and information solutions for project-based organizations.

Headquartered in Calgary, Canada, Replicon delivers more than 2,500 customers with best-in-class software for unified project time tracking, project billing, time and attendance, compliance, professional services automation, as well as automated time entry capabilities. Replicon's product portfolio is greatly established amongst some of the largest professional services firms in the world.

"Deltek is continuously looking at ways to expand our capabilities and add value to our customers. By acquiring Replicon, we will add another complementary solution – a sophisticated and intuitive project time tracking, knowledge workforce management and PSA solution suite, which will enable Deltek to serve the needs of even more project and service-centric organizations," said Deltek's President and CEO, Mike Corkery. "With this acquisition, Deltek will remain committed to Replicon and its partnerships and will continue to improve and expand integrations with leading HR, ERP and project management providers. We are incredibly excited to welcome the Replicon family of employees, customers and partners to Deltek Project Nation."

"We are thrilled about the combination of Deltek and Replicon," said Raj Narayanaswamy Co-founder & Co-CEO of Replicon. "Replicon has nearly 30 years of industry leadership in pioneering time management processes. Our proven solutions are loved by users, flexible and configurable, and integrate with any ERP, accounting, project management, HR or payroll system. We look forward to our future as part of Deltek Project Nation."

"Replicon has always been focused on empowering people with game-changing solutions and we are excited to continue that journey with Deltek," commented Lakshmi Raj, Co-founder & Co-CEO of Replicon. "Joining the Deltek team is a tremendous opportunity for our employees, our customers, and partners."

Under the terms of the agreement, the transaction is conditioned upon regulatory approval and the satisfaction of customary closing conditions and is expected to close in the coming weeks.

### *Stratasys to Combine with Desktop Metal in Approximately \$1.8 Billion All-Stock Transaction*

25 May 2023

Stratasys Ltd. ("Stratasys") and Desktop Metal, Inc. ("Desktop Metal") announced that they have entered into a definitive agreement whereby the companies will combine in an all-stock transaction valued at approximately \$1.8 billion. The transaction unites the polymer strengths of Stratasys with the complementary industrial mass production leadership of Desktop Metal's brands, creating an additive manufacturing company that is expected to be well-positioned to serve the evolving needs of customers in manufacturing.

Stratasys and Desktop Metal are expected to generate \$1.1 billion in 2025 revenue, with significant upside potential in a total addressable market of more than \$100 billion by 2032.

Under the terms of the agreement, which has been unanimously approved by the Boards of Directors of both companies, Desktop Metal stockholders will receive 0.123 ordinary shares of Stratasys for each share of Desktop Metal Class A common stock. This represents a value of

approximately \$1.88 per share of Desktop Metal Class A common stock based on the closing price of a Stratasys ordinary share of \$15.26 on May 23, 2023. Following the closing of the transaction, which is expected to occur in the fourth quarter of 2023, existing Stratasys shareholders will own approximately 59% of the combined company, and legacy Desktop Metal stockholders will own approximately 41% of the combined company, in each case, on a fully diluted basis.

“Today is an important day in Stratasys’ evolution,” said Dr. Yoav Zeif, CEO of Stratasys. “The combination with Desktop Metal will accelerate our growth trajectory by uniting two leaders to create a premier global provider of industrial additive manufacturing solutions. With attractive positions across complementary product offerings, including aerospace, automotive, consumer products, healthcare and dental, as well as one of the largest and most experienced R&D teams, industry-leading go-to-market infrastructure and a robust balance sheet, the combined company will be committed to delivering ongoing innovation while providing outstanding service to customers. We look forward to building on the complementary strengths of the combined business and leveraging the strong brand equity across the portfolio to deliver enhanced value to shareholders, customers and employees.”

“We believe this is a landmark moment for the additive manufacturing industry,” said Ric Fulop, Co-founder, Chairman and CEO of Desktop Metal. “The combination of these two great companies marks a turning point in driving the next phase of additive manufacturing for mass production. We are excited to complement our portfolio of production metal, sand, ceramic and dental 3D printing solutions with Stratasys’ polymer offerings. Together, we will strive to build an even more resilient offering with a diversified customer base across industries and applications in order to drive long-term sustainable growth. We look forward to combining with Stratasys to deliver profitability while driving further innovation for a larger customer base and providing expanded opportunities for our employees.”

### **Compelling Strategic and Financial Benefits of the Transaction**

- **Combined Company Creates Greater Opportunities for Growth:** The transaction establishes a uniquely scaled additive manufacturing company that is expected to be one of the largest companies in the industry, targeting \$1.1 billion in 2025 revenue. In addition, there are significant opportunities as additive manufacturing increases its offerings in mass production, with expected industry growth to more than \$100 billion by 2032.
- **Brings Together Complementary Portfolios:** Bringing together Stratasys’ and Desktop Metal’s additive manufacturing platform offerings, the combined company will have a broad product portfolio and attractive positions across multiple additive manufacturing technologies and solutions. Upon close, more than 50% of pro forma combined company revenue is expected to be derived from end-use-parts manufacturing and mass production, one of the fastest growing segments in additive manufacturing. The combined company is expected to offer customers end to end solutions from designing, prototyping and tooling to mass production and aftermarket operations across the entire manufacturing lifecycle.

- **Unites Robust Innovation and Technology Expertise:** The transaction brings together complementary IP portfolios with more than 3,400 patents and pending patent applications. Together, Stratasys and Desktop Metal have invested over \$500 million in R&D over the last four fiscal years. In addition, the combined company will have one of the largest R&D and engineering teams in the industry with over 800 scientists and engineers focused on driving innovation across a differentiated materials library.
- **Diversifies Customer Base Across Industries and Applications:** This combination brings together complementary products and technologies that cover a wide range of industry verticals and use cases. The combined company is expected to have superior global go-to-market capabilities with enhanced market access for recognizable brands, backed up by premier customer support capabilities. With more than 27,000 industrial customers, the combined company will have a large customer base across industries, materials and applications to drive significant recurring revenue from consumables.
- **Creates Opportunities for Meaningful Synergies:** The combined company is expected to generate approximately \$50 million in additional annual run-rate cost synergies by 2025, due primarily to cost reductions in sales, general and administrative expenses, supply chain management and optimization of operational processes. The combined company is expected to generate an additional \$50 million in annual run-rate revenue synergies by 2025 from enhanced market access.<sup>1</sup>
- **Increases Financial Strength:** The combined company is targeting 10%-12% adjusted EBITDA margins in 2025. Together, Stratasys and Desktop Metal had \$437 million<sup>2</sup> of cash and cash equivalents as of the first quarter of 2023, and this transaction accelerates the combined company's financial flexibility through a well-capitalized balance sheet to drive future growth.

### Leadership and Governance

Following the close of the transaction, Dr. Zeif will lead the combined company as Chief Executive Officer together with Mr. Fulop as Chairman of the Board. Upon completion of the transaction, the combined company's Board of Directors will be comprised of 11 members, five of whom will be selected by Stratasys, and five of whom will be selected by Desktop Metal, plus Dr. Zeif as CEO. Stratasys Chairman Dov Ofer will serve as lead independent director of the combined company.

### Timing to Close and Approvals

The transaction, which is expected to be completed in the fourth quarter of 2023, is subject to customary closing conditions, including the approval of Stratasys' shareholders and Desktop Metal's stockholders and the receipt of certain governmental and regulatory approvals.

### Conference Call and Webcast

Stratasys and Desktop Metal will host a joint conference call and webcast today at 8:30 A.M. ET to discuss the details of the transaction.

The companies have posted a presentation regarding the transaction on the Investor Relations sections of their websites.

The investor conference call will be available via live webcast on Stratasys' investor relations website at [investors.stratasys.com](http://investors.stratasys.com) and on Desktop Metal's investor relations website at [ir.desktopmetal.com](http://ir.desktopmetal.com), or directly at the following web address: <https://event.choruscall.com/mediaframe/webcast.html?webcastid=TAE4tFjn>.

To participate by telephone, the U.S. toll-free number is 877-524-8416 and the international dial-in is +1 412-902-1028. Investors are advised to dial into the call at least ten minutes prior to the call to register. The webcast will be available for six months at [investors.stratasys.com](http://investors.stratasys.com) and [ir.desktopmetal.com](http://ir.desktopmetal.com), or by accessing the above-provided web address.

Stratasys and Desktop Metal have also launched a website, [www.NextGenerationAM.com](http://www.NextGenerationAM.com), where the presentation and other materials related to the transaction are available.

## Company News

### *Alexander Varlahanov Promoted to Chief Technology Officer at Velo3D*

23 May 2023

Velo3D, Inc., a leading metal additive manufacturing technology company for mission-critical parts, announced the promotion of Alexander Varlahanov to the position of Chief Technology Officer (CTO). In his new role, Varlahanov will be responsible for driving innovation of Velo3D's additive manufacturing technology, which will help the company maintain its leadership advantage over its competitors.

With more than 25 years of experience in developing manufacturing technology, Varlahanov has been instrumental in designing and scaling Velo3D's fully integrated additive manufacturing solution since joining the company in 2017. This includes development and delivery of the company's Sapphire XC large format printer. Varlahanov most recently served as Vice President of Engineering, where he oversaw the company's hardware and software products. In his new role, he will also oversee the technology team, which is responsible for process development of new alloys and techniques, as well as advanced technology development.

"In his various roles at Velo3D over the course of his career, Alex has made tremendous contributions to the company and has been pivotal in developing our innovative technology," said Benny Buller, Founder and CEO of Velo3D. "These contributions have helped us quickly become one of the leaders in our category. I believe that in this new role Alex will continue to execute on our mission of helping innovators create the next generation of technologies that change the world."

As CTO, Varlahanov will oversee the improvement of existing hardware and software products as well as the development of new products. He will also work closely with the company's product, sales, and marketing teams to ensure that Velo3D's solutions continue to meet the needs of customers and evolve with industry trends.

“I’m excited to take on this new role as CTO at Velo3D and I welcome the challenges that await me and my team as we work to advance our technology, deliver new products, meet the needs of our customers,” said Varlahanov. “Velo3D has always strived to be the best in the metal additive manufacturing industry, and I am confident my team and I will be able to continue that legacy.”

Prior to joining Velo3D, Varlahanov spent more than 17 years at GUZIK Technical Enterprises, which provides test solutions to the disk drive industry, as well as waveform acquisition tools for applications in avionics, signal intelligence, military electronics, physics, astronomy, and semiconductors. He has a Master of Science in Applied Mathematics and Computer Science from Novosibirsk State University. He also holds four patents, including two during his time at Velo3D.

## *AVEVA Further Strengthens Executive Leadership Team with Four New Senior Roles*

25 May 2023

AVEVA, a global leader in industrial software, has further strengthened its leadership team announcing four new senior executive roles as the company drives forward its new business model.

The news follows the announcement in March of the company’s new Chief Executive Officer Caspar Herzberg, who took over the top job at AVEVA from Peter Herweck, now its chairperson. Herweck officially started as CEO of parent company Schneider Electric on May 4.

**Sue Quense**, currently AVEVA’s Senior Vice President of Americas, takes on the newly created role of **Chief Commercial Officer** responsible for Sales, Customer Success and Technical Support. Quense, based in Philadelphia, USA, has spent more than three decades in software sales leadership roles. She was a driving force at OSIssoft, which merged with AVEVA in 2021 to meet the expanding industrial intelligence of global enterprises and accelerate the evolution of the connected industrial economy.

**Marco Mueller**, a long-time technology industry leader, joins AVEVA as **Chief Marketing Officer** and will be based in London, UK. He was formerly Senior Vice President Global Demand Marketing at ServiceNow, a leading cloud computing platform company headquartered in California’s Silicon Valley, for two and half years. Before that, Marco spent more than a decade in marketing executive roles with SAP, a market leader in enterprise application software where he led marketing teams across the globe. He began his career as a management consultant at Accenture in the high tech and consumer products industries.

With AVEVA’s goal to support end-to-end product innovation, the research & development (R&D) function and project delivery services will come together with the Business Units and Portfolio Management teams under the leadership of **Rob McGreevy, Chief Product Officer**.

**Iju Raj**, who has spent the last five years heading up AVEVA’s cloud platform, takes on the role of **Executive Vice President for R&D** and will report to McGreevy. Based in India, Raj will be responsible for the day-to-day leadership and operations of R&D, driving efficient development processes, programs, and software innovation.

**Caspar Herzberg, CEO of AVEVA, said:** “This is a pivotal moment in AVEVA’s 55-year heritage as a leading innovator of software and industrial sustainability. We are undergoing a portfolio-wide transition to a subscription-based business model, and I’m delighted to be adding such expertise and experience to the top table to further strengthen our growth plans.

“To accelerate access to modern solutions and meet dynamic business needs, customers can trade-in their existing perpetual licenses for subscriptions spanning any mix of cloud, hybrid, and on-premises solutions across the design-operate-optimize industrial lifecycle. Sue, Marco, Rob and Iju will be instrumental in further enhancing our leadership team and driving growth.”

**Sue Quense, newly appointed Chief Commercial Officer at AVEVA, said:** “This is an exciting time to be joining the executive leadership team, as we have ambitious plans. Our end-to-end portfolio brings together data throughout the entire industrial lifecycle across Design & Build, Operate and Optimize. With integrated intelligence across engineering, operations and IT, we are able to drive our customers' complex digital transformations for sustainable growth.”

**Marco Mueller, Chief Marketing Officer at AVEVA, said:** “Marketing is at the center of successful companies, particularly in our sphere, and a strategic partner to the business. The key story is that we help industrial teams to unify and visualize their data into a digital backbone so that they can understand how to boost efficiency, drive sustainability, and optimize supply chains by sharing information with partners, customers and suppliers, regulators. We call this industrial intelligence-as-a-service.”

**Rob McGreevy, Chief Product Officer at AVEVA, said:** “Bringing the corporate strategy, business, portfolio, delivery, and R&D together into one cohesive team makes a lot of sense as we evolve our business and drive towards an integrated portfolio and connected customer experience, enabled by our platform. We have an extraordinarily strong bench of research, development, portfolio, and domain experts – and I’m confident that the new structure will accelerate our ongoing transformation, both commercially and technically, to address our customers’ and partners’ shifting requirements.”

**Iju Raj, Executive Vice President of R&D at AVEVA, said:** “I’m honored to have the opportunity to lead R&D at a company with an exceptional history of innovation. It’s at the heart of what we do. We’re helping industries engineer smarter, operate better, and improve efficiency. Around the world and across the entire industrial lifecycle, we’re collaborating with business leaders to drive sustainable innovation. My key focus will be on delivering faster customer value and accelerating their cloud transformation.”

### *Bechtel reinforces business with highly scalable LoRaWAN® IoT*

23 May 2023

**Bechtel further expands its business with highly scalable solutions for the Internet of Things (IoT). The IT service provider is a newly signed up member of the LoRa Alliance®, one of the technology sector’s largest and fastest growing ecosystems. The LoRaWAN® open standard enables the realisation of bulk rollouts with low energy and infrastructure requirements and minimal administration. Joining the LoRa Alliance fortifies Bechtel’s strategic portfolio expansion as a full-service provider for innovative and low-resource IoT solutions.**

The LoRa Alliance maintains and develops the LoRaWAN standard, a low-power, wide-area network (LPWAN) technology and has authored a certification and compliance programme to ensure applications, devices or systems can communicate with each other. LPWAN comes into play primarily in networking low-power devices, such as battery-powered sensors connected at long distances.

### **At the cutting edge of development**

LoRaWAN networks in virtually all countries and on every continent are testament to the standard's global reach. The LoRa Alliance ecosystem, established in 2015, consists of more than 400 multinational telecommunication companies, device manufacturers and systems integrators as well as sensor manufacturers, startups, and semiconductor companies. Bechtle is the first German IT systems house to join the alliance.

“By collaborating and pooling market knowledge within the LoRa Alliance, Bechtle is at the cutting edge of technology development and the market. Our own experience in sectors such as retail, manufacturing, logistics, healthcare and public indicates that solutions that optimise energy consumption require very advanced and easy to deploy applications,” says Stefan Schweiger, IoT Solutions Business Manager, Bechtle AG.

### **Project support from consultation to full operation**

Bechtle systematically invests in expanding its IoT applications expertise and portfolio. In addition to deploying LoRaWAN certified hardware, Bechtle also manages proven IoT solutions across their entire lifecycle. “Our capabilities in this fast-growing segment of the IT market already span consultation to solution design, including device rollouts, application connectivity, and managed services. In this way, we support our customers looking to leverage the huge potential of IoT every step of the way,” says Stefan Schweiger.

“I am pleased to welcome Bechtle to the LoRa Alliance,” said Donna Moore, CEO and Chairwoman of the LoRa Alliance. “IoT system integrators are a key piece of the IoT value chain because they support companies as they develop and deploy end-to-end IoT solutions. This work is critical to driving LoRaWAN adoption and I look forward to Bechtle's collaboration within the Alliance to strengthen the LoRaWAN ecosystem and shape the future of IoT.”

### ***Beck Tech and Bespoke Metrics Partnership and Future Integration***

23 May 2023

Beck Technology and Bespoke Metrics, creators of subcontractor prequalification, bidding, and performance evaluation software COMPASS, announce their partnership. The partnership is the first phase of a future integration planned between COMPASS and DESTINI Bid Day; an integrated construction bid leveling software. The partnership teams up both companies to improve the accuracy and experience of subcontractor prequalification in the preconstruction phase of a construction project. The upcoming integration is slated to be completed in 2024.

COMPASS by Bespoke Metrics is a suite of software applications that use strict centralized data collection rules that offer transparent analytics and powerful visualization tools that mitigates project risk associated with subcontractor review and selection. Beck Technology plans to incorporate this powerful software suite into the DESTINI Bid Day bid leveling software so

preconstruction professionals can have greater confidence of team selection and updated subcontractor information integrated directly into their bid project.

“This partnership is a testament to our focus on improving risk management across the construction industry and our support of quality-based selection,” said Michael Ho, CEO of Bespoke Metrics. “Teaming up with Beck Technology is the right direction to create a better process and provide clarity during the bidding process for complex construction projects.”

“The COMPASS software suite is a tremendous value-add to estimating professionals,” said Stewart Carroll, President at Beck Technology. “Bespoke Metrics has a great understanding of what is entailed with subcontractor information, data, and selection. This partnership strengthens our commitment to creating a better future for the built environment and I am eager to grow our business relationship through our upcoming integration.”

### *CONTACT researches new technologies for Europe's shipbuilding industry*

22 May 2023

Eight partners from five countries share the goal of strengthening European shipyards in global competition. Based on CONTACT Elements, they will develop a platform that digitizes shipbuilding end-to-end and makes it more efficient. The EU is funding the research project through its Horizon Europe innovation program.

In the Smart European Shipbuilding project (SEUS), shipyards, software companies, and universities are bundling their expertise to raise shipbuilding in Europe to a new efficiency level. Their ambitious goal is to reduce development and assembly times by 30 and 20 percent through a collaboration platform. "To achieve this, we are developing an Industry 5.0 concept that considers all core tasks in shipbuilding right through to service," says Dr. Elisabeth Brandenburg from CONTACT Research.

The SEUS consortium will integrate shipbuilding-specific development tools, AI, and novel knowledge management techniques into CONTACT Elements, and leverage the platform's PLM and project management modules. This will create a comprehensive and user-oriented application environment that securely provides all product data, controls the development process, and documents it so that it can be tracked internally and externally at any time.

The economic benefits of such an industry platform are obvious: engineering, simulation, and software teams can collaborate closely from the early stages, include manufacturing-related and sustainability requirements in their design decisions, and bring new ships to market faster and at a lower cost.

"The digitalization of the entire product creation process also makes it possible to deploy our IoT applications," says CONTACT's project manager, Dr. Brandenburg. "This would allow staff to use the ships' operational data for predictive maintenance or product improvements, for example." Two shipyards with different profiles – the Norwegian Ulstein Group and the Spanish Astilleros Gondan SA – are contributing their know-how to the project and will test the practicality of the new platform and its solutions.

The SEUS project will run for four years and is supported with around 7 million euros by Horizon Europe, the EU's flagship program for research and innovation. The consortium leader is the Norwegian University of Science and Technology (NTNU). The Finnish company Cadmatic, a leading software provider of shipbuilding solutions and OEM partner of CONTACT, is responsible for the technical management. Other project members are SARC BV with its CAE expertise, the NHL Stenden University of Applied Sciences (both from the Netherlands), and the University of Turku in Finland.

### *Digital Twin Consortium Welcomes NEC as Member*

24 May 2023

The Digital Twin Consortium® (DTC) announced that NEC Corporation, a leader in the integration of IT and network technologies, has joined the consortium. NEC has a well-established history of supporting the sustainability of businesses and communities by leveraging the potential of digital twins to effectively visualize and respond to a wide range of challenges.

“Joining the DTC is a great opportunity to advance the role of digital twins as an important part of NEC’s technological strategy and a key enabler of DX business growth,” said Hiroshi Yamamoto, Managing Executive Chief Architect, NEC. “Going forward, we will continue to accelerate our DX journey while working closely with DTC and other industry leaders.”

“We’re excited about working with NEC as a member of the consortium,” said Dan Isaacs, GM, and CTO of DTC. “Their focus on using digital transformation and digital twins will create new value for businesses. Their digital transformation experience will be very valuable as we work together to drive the adoption of digital twins.”

### *Digital Twin Consortium Welcomes Qruise as Member*

26 May 2023

The Digital Twin Consortium® announced that Qruise has joined the consortium. Qruise develops software that helps scientists and researchers use machine learning (ML) tools in their day-to-day scientific workflows without having to worry about what’s under the hood. They are developing ML for science as a productized toolset, making ML driven discovery accessible to all. At the heart of the Qruise toolset is a detailed and comprehensive digital twin of the entire experiment – both the quantum part and all surrounding experimental equipment.

“As proud members, Qruise is eager to contribute our expertise in the quantum domain, with a primary focus on machine learning. We recognize the critical importance of detailed digital twins for quantum computers and quantum sensors, we are grateful to the Digital Twin Consortium for providing us the platform to be an integral part of this transformative ecosystem,” said Nicu Becherescu, BDM of Qruise. “Together, we’ll shape the future of digital twin technology and quantum innovation.”

“We’re excited about working with Qruise as a member of the consortium,” said Dan Isaacs, GM, and CTO of DTC. “Their expertise and experience in machine learning and quantum

computing will be very valuable as we work together to accelerate the adoption and use of digital twins across industry, academia, and government sectors.”

## *Enterprise CLM Market Leader Agiloft Appoints Nicole Milstead As Chief Marketing Officer*

25 May 2023

**Agiloft**, the global standard in no-code contract lifecycle management (CLM) software, announced the appointment of Nicole Milstead as Chief Marketing Officer. In a time of accelerated company growth, Milstead will advance Agiloft’s marketing strategy, further drive demand for the software, and help cement the brand’s position as a CLM market leader.

“We are delighted to have Nicole join our executive team. She brings over 25 years of experience leading enterprise B2B marketing teams and driving growth for industry leaders such as FinancialForce, Oracle, and SAP. Her expertise in go-to-market strategy, account-based experience, and demand generation paired with her thorough knowledge of the enterprise space will help Agiloft drive growth and further align sales and marketing,” said Eric Laughlin, Agiloft CEO. “Agiloft’s CLM platform continues to grow rapidly, and with Nicole’s expertise and experience I know we can amplify our success at a global scale.”

Most recently, Milstead was CMO of FinancialForce, now Certinia, the leading platform for services businesses. Prior to joining FinancialForce she served 14 years at Oracle, where she held numerous leadership positions, including Vice President of Business Development responsible for driving applications demand through segmented sales plays, marketing campaigns, and demand programs at scale. Prior to that, Milstead spent two years at SAP as Director of Analyst Relations.

“Agiloft combines several things that really attracted me to the company: an award-winning, flexible, no-code platform that leads to delighted customers; best-in-class leadership; passionate people; and a one-of-a-kind culture,” said Nicole Milstead. “Agiloft has become an undisputed CLM market leader and I look forward to continuing the platform’s rapid growth. I am thrilled to be joining the team and look forward to applying my experience toward building and growing the business.”

Milstead holds a master’s degree from the University of Pennsylvania and a bachelor’s degree from Lafayette College.

## *HCLTech Recognized As Intel Partner Of The Year*

25 May 2023

HCLTech, a leading global technology company, is recognized with the 2023 Intel Partner Award for Market Acceleration SI/CSP. The award honors Intel partners demonstrating excellence in technology innovation, go-to-market strategy and growth. This is a recognition of HCLTech’s long-standing and successful partnership with Intel to accelerate digital transformation for clients.

“This award celebrates our 30-year partnership and reinforces HCLTech's capabilities to leverage Intel's cutting-edge technologies with our world-class digital, hybrid digital workplace, engineering and cloud services to develop innovative, practical solutions for our clients,” said Anand Swamy, EVP and Head, Tech OEM and Telco Ecosystems and Strategy, HCLTech.

“We are thrilled to recognize Intel’s partner award winners across the APJ region,” said John Kalvin, Vice President and General Manager of Intel’s Global Partners & Support organization. “Our partners have achieved the highest standards in growth, innovation and market acceleration. Congratulations to HCLTech for your remarkable achievements. We value your Extreme Partnership and look forward to continued success as we unleash the future together.”

“We are proud to honor the exceptional partnership between Intel and HCLTech in driving innovation and excellence in technology. What makes this year's awards for our APJ partners extra special is our shared commitment in overcoming adversity, exemplifying resilience and determination amidst the prevailing macroeconomic headwinds. APJ continues to be a leading growth region and we value the collaboration with our partners in offering the best solutions and experiences to our customers. Thank You,” said Steve Long, Corporate Vice President and General Manager for Intel Asia Pacific and Japan.

The 2023 Intel Partner Award recognizes Intel partner organizations that are a part of the Intel Partner Alliance and have demonstrated commitment to leverage the technology advancements of Intel and its ecosystem, thereby impacting the enterprise IT landscape and securing its roadmap.

HCLTech and Intel have worked together to embed Intel optimizations into CloudSMART, HCLTech’s unique strategy that provides organizations with a complete, high-value cloud consulting and delivery platform that enables continuous modernization, increased agility and improved operational efficiency. This award also recognizes the acceleration of HCLTech’s Digital Workplace solutions and Intel’s technology portfolio as we continue to co-create solutions that enable seamless, connected and secure hybrid workplaces.

### *Rockwell Automation Announces Strategic Partnership with autonox Robotics to Enable New Manufacturing Possibilities*

23 May 2023

Rockwell Automation, Inc., the world’s largest company dedicated to industrial automation and digital transformation, and autonox Robotics announced a strategic partnership that enables companies in North America, Europe, Middle East and Africa to achieve new manufacturing possibilities through unified robot control solutions.

The two companies have collaborated to bring the industry-leading Kinetix® motors and drives of Rockwell with the robot mechanics of autonox together in a customer-friendly catalog-number-approach. The robot solutions are programmed and controlled in a single environment using Logix-based controllers and the Studio 5000 automation system design software. This removes the need to try and coordinate traditionally disparate machine control and robot systems, instead yielding a simplified system architecture helping teams work more efficiently,

deploy systems faster and create more effective robotic automation systems. This unified robot control solution will be possible using autonox's line of DELTA and DuoPod robot mechanics.

"Manufacturers everywhere are facing a need to implement automation that is more agile and more intuitive so that their teams can act quickly, and they can realize the full potential of a robotic implementation to optimize their processes," says Ritchie Logan, global lead, robotics technology partnerships, Rockwell Automation. "By using our unified robot control capability with autonox robots, companies can be better prepared to get the most out of their manufacturing assets today and be ready with flexible solutions that can meet future demands."

"We are incredibly excited to partner with Rockwell Automation to achieve our goal of providing innovative robotic solutions that can be operated directly with Rockwell drive technology. This meets the current requirements of most machine building customers worldwide," says Hartmut Ilch, chief executive officer, autonox Robotics. "We look forward to working with Rockwell to usher in a new era of productivity in plants across industries."

autonox Robotics DELTA and DuoPod robot mechanics are made of carbon fiber composites, stainless steels, titanium, aluminum and steel alloys, and are available in FDA-compliant materials, with special coatings, IP69K protection class and high-temperature resistant designs.

### *Rockwell Automation Names Matt Fordenwalt Senior Vice President, Lifecycle Services*

25 May 2023

Rockwell Automation, Inc., the world's largest company dedicated to industrial automation and digital transformation, announced that Matt Fordenwalt is named senior vice president, Lifecycle Services, effective June 1. He will report to Rockwell Chairman and Chief Executive Officer Blake Moret.

In this role, Fordenwalt will head the Lifecycle Services operating segment and will be responsible for leading one of the three operating segments in Rockwell Automation. Lifecycle Services is a way to deliver domain expertise at all touchpoints of a customer's experience and ensures the positive business outcomes that give Rockwell customers a faster return on their automation investment. Fordenwalt succeeds Frank Kulaszewicz who, after over 35 years with Rockwell, announced his intention to retire in calendar year 2024.

"I welcome Matt to my staff during a particularly exciting time in the Rockwell journey. He inherits a solid foundation from Frank, but with many new opportunities to grow customer value, along with Rockwell revenue and profitability," said Moret. "Matt has an excellent track record building sustainable businesses. We are also very fortunate to continue to benefit from Frank's unmatched experience and insight."

Fordenwalt has nearly 20 years with Rockwell, most recently serving as Vice President and General Manager of the Systems and Solutions Business in Lifecycle Services. He joined the company in a leadership role in the Information Technology organization focused on Global Process Transformation. He also held a business manager role, responsible for starting up the

Customer Support & Maintenance (CSM) consulting services capabilities in networks, safety, and security. Fordenwalt was promoted to senior director, Global Service Delivery in the CSM business, after holding multiple leadership roles of increasing scope and responsibility in Connected Services and CSM with profit and loss accountability.

Prior to joining Rockwell, Fordenwalt held roles at W.W. Grainger and Accenture leading business transformation programs across multiple vertical segments. His broad industry, IT/OT and service experience is key to addressing customer challenges faced by Rockwell's customers and teams. Fordenwalt holds a bachelor's degree in learning and organizational change from Northwestern University in Evanston, Illinois, and an MBA from Lake Forest Graduate School of Management in Lake Forest, Illinois.

## *Sage announces new partnership with PwC to deliver PwC Controls Insights with Sage Intacct*

23 May 2023

Sage, the leader in accounting, financial, HR and payroll technology for small and medium-sized businesses (SMBs) announced that PwC will integrate their Controls Insights with Sage Intacct.

Globally, board, investor, and stakeholder expectations around good governance and control are increasing. Organizations who are on a growth journey, looking to build a compelling equity story or seeking to meet regulatory requirements need to ensure their financial data is robust, reliable and stands up to stakeholder scrutiny. Having a strong control environment, supported by an effective financial operating model is key to facilitating this.

PwC in alliance with Sage Intacct is creating a new offering to enable this initiative with PwC Controls Insight for Sage Intacct. Controls Insight provides a live dashboard view of the health of the customer's financial control environment. This is derived through assessment against a series of key control indicators (KCIs), as well as a view of the maturity of the finance operating model in a prioritized read-out.

### **Key benefits for customers of PwC Controls Insight with Sage Intacct include:**

- Immediate insight into the health of their operating model and control environment
- Builds resilience and facilitates finance function maturity journeys
- Prioritized actions linked to Sage Intacct functionality and PwC experience
- Helps meet their growth ambitions, forming the foundation for a compelling equity story

Katie Griffin, Director, Governance, Risk and Compliance, PwC commenting on the partnership said, "PwC is focused on helping organizations thrive in change – not only by helping to manage their compliance requirements but also helping them stay ahead of risk and regulatory changes. We're excited to partner with Sage to offer PwC Controls Insights for Sage Intacct. This new offering complements the strong compliance controls provided by Sage Intacct with prioritized

and actionable compliance insights from PwC. These insights enable pre-IPO, public, and regulated organizations to automate monitoring of Sarbanes-Oxley (SOX) controls, building trust and long-term value with stakeholders.”

## *The Ohio State University to Establish Trimble Technology Labs for Agriculture and Construction*

23 May 2023

Trimble announced that the Ohio State University will establish two state-of-the-art Trimble Technology Labs for the College of Food, Agricultural, and Environmental Sciences (**CFAES**). The multidisciplinary labs will enhance Ohio State’s teaching, research and outreach activities in food and agricultural engineering and construction management.

The Trimble Technology Labs will officially open during Autumn Semester 2023 and will provide students with access to Trimble technology solutions used by professionals in the agriculture, construction and geospatial industries. The labs will be based on Ohio State’s Columbus campus and Agricultural Technical Institute in Wooster.

With the agriculture industry facing a variety of challenges including labor shortages and skill gaps, the labs will support training programs through Ohio State Extension to re-equip Ohio farmers and agricultural professionals with technologies that can improve productivity, increase efficiencies and drive sustainable farming practices. The labs will also include technologies to train students in civil engineering and construction management.

“CFAES is proud to be the home of the first Trimble technology labs focused on agriculture. The impact that this collaboration will have on our college and students is truly immeasurable,” said Cathann A. Kress, Ohio State vice president for Agricultural Administration and dean of CFAES. “It will allow us to be at the cutting edge of technology and innovation across our agriculture and environmental science disciplines.”

“The Trimble Technology Labs on the Columbus and Wooster campuses will become indispensable as we prepare students for the technology-driven careers of the future in agriculture, construction and natural resources. In addition, these labs will enhance the land-grant mission of Ohio State by placing state-of-the-art geospatial tools in the hands of researchers and Extension professionals to enhance the management of agriculture and natural resources across Ohio,” said Scott Shearer, professor and chair, Department of Food, Agricultural and Biological Engineering.

The Trimble Technology Labs at Ohio State will be the first to include Trimble agriculture solutions. The centerpiece of the labs are customized training workstations that simulate the use of Trimble agriculture hardware and software in the classroom, which include machine guidance and control, assisted steering as well as field leveling and water management systems. The workstations will enable students to interact with technology in the classroom before they begin working with equipment in the field.

“Ohio State is an educational leader in producing innovative research and top-level graduates in agriculture and construction,” said Darryl Matthews, senior vice president, Trimble. “In

addition, we have many Ohio State alumni who work on teams across Trimble's businesses, and we have a significant presence in Ohio with our operations. Supporting their important work by providing advanced technologies will help fuel their programs to develop professionals for the future."

Trimble has a history of partnering with Ohio State through philanthropic support dating back to 1987. The software and hardware represent the largest in-kind philanthropic investment to support teaching, research and extension in the history of CFAES. In recognition of the donation to Ohio State, Trimble has been selected as a winner of the Corporate Partner of the Year Award from National Agricultural Alumni Development Association (NAADA), a national philanthropic association for agricultural education institutions, and will be formally recognized at the association's conference in June.

In addition to the agriculture solutions, the lab includes a broad range of Trimble's industry-leading geospatial and construction solutions such as the Trimble® XR10 HoloLens hardhat, robotic total stations, 3D scanners and GNSS systems. Advanced software solutions include eCognition® geospatial analysis software, RealWorks® scanning software, TerraFlex™ Advanced GIS data collection, Trimble Access™ field software, Trimble Business Center Infrastructure Construction edition, Tekla® Structures, Tekla Structural Designer, Trimble Connect® collaboration software, Estimation MEP, FieldLink Office, Quadri, SysQue, and the company's popular 3D modeling software, SketchUp Pro and SketchUp Studio.

### *Wipro Engineering Edge Partners with Spartan Radar to Enhance Assisted and Automated Driving Solutions on its 'Cloud Car' Platform*

24 May 2023

Wipro Limited, a leading technology services and consulting company, announced a partnership between its Engineering Edge business line and Spartan Radar, an automated mobility sensor software provider, to build advanced vehicle solutions. In conjunction with this agreement, Wipro Ventures, Wipro's corporate investment arm, announced that it has invested in Spartan Radar's Series B funding round.

The partnership, and investment, will allow Wipro to leverage Spartan Radar's software-defined 4D imaging radar technology to build next-generation Advanced Driver Assistance Systems (ADAS) on the Wipro Cloud Car platform. The joint solution will be available to Automotive Original Equipment Manufacturers (OEMs) and their direct suppliers (Tier 1 suppliers) to enable assisted and automated driving solutions. These unique, cost-effective solutions will enhance safety and allow drivers to upgrade their cars with the features they desire.

"Most vehicles come with pre-set ADAS features that cannot be upgraded or retrofitted," said **Thomas Mueller, Chief Technology Officer, Wipro Engineering Edge**. "Our goal is to enable OEMs to install a highly capable, affordable, sensing stack on every single vehicle, thus making every car capable of advanced driver support and conditional autonomous driving. Our Cloud Car platform will bring Spartan technology to leading OEMs and Tier 1s, helping them deliver future-ready, cost-effective ADAS that support seamless scalability."

“Spartan fills the gaps in today’s ADAS and tomorrow’s autonomous vehicles,” said **Nathan Mintz, Chief Executive Officer and Co-Founder of Spartan**. “Our mission is to fundamentally resolve the shortcomings of radars, such as poor resolution, minimum range, and AI integration to create a disruptive, software-enabled 4D high-resolution imaging radar. Working with the Wipro Cloud Car team will allow us to equip the sector with high-quality safety improvements that are cost-effective.”

In addition, Spartan products will be integrated into Wipro’s Cloud Car Data Engine and AI pipeline IP, allowing OEMs to deliver on-demand ADAS features. This partnership will enable automotive manufacturers to build cars that continuously improve.

## Event News

### *Autodesk to present at upcoming investor conference*

26 May 2023

Autodesk, Inc. announced its executives will be speaking at the following investor conference:

June 7, 2023      Rosenblatt Securities 3rd Annual Technology Summit: The Age of AI

A live webcast and replay of the presentations will be available through Autodesk’s Investor Relations Website at [investors.autodesk.com](http://investors.autodesk.com). Please go to the website 15 minutes early to register, download and install any necessary software. More information will be available on [autodesk.com/investors](http://autodesk.com/investors).

### *Rockwell Automation to Present at Baird’s 2023 Global Consumer, Technology & Services Conference*

23 May 2023

Rockwell Automation, Inc. SVP & Chief Revenue Officer, Scott Genereux, will present at Baird’s 2023 Global Consumer, Technology & Services Conference on Tuesday, June 6, 2023, in New York, NY.

The fireside chat will be webcast beginning at approximately 2:35 p.m. EDT and will be available on the Rockwell Automation Investor Relations website at [www.rockwellautomation.com/en-us/investors.html](http://www.rockwellautomation.com/en-us/investors.html).

### *Rockwell Automation to Present at UBS Global Industrials and Transportation Conference*

24 May 2023

Rockwell Automation, Inc. SVP & Chief Financial Officer, Nick Gangestad, will present at the UBS Global Industrials and Transportation Conference on Wednesday, June 7, 2023, in New York, NY.

The fireside chat will be webcast beginning at approximately 8:00 a.m. EDT and will be available on the Rockwell Automation Investor Relations website at [www.rockwellautomation.com/en-us/investors.html](http://www.rockwellautomation.com/en-us/investors.html).

## *ZWorld Dubai UAE 2023: Strengthening Partnerships and Unveiling ZWCAD 2024*

24 May 2023

On April 25, ZWorld Dubai UAE 2023 was successfully held at the esteemed Sofitel Dubai The Obelisk. The event aimed to strengthen the relationship between ZWSOFT and its UAE partners and provide valuable insights into ZWSOFT's strategies for the Middle East and African region. Additionally, the ZWSOFT team unveiled the highly-anticipated ZWCAD 2024.

The event featured inspiring speeches by the ZWSOFT team, including Vice President: Kingdom Lin, International Business Director: Owen Ou, Regional Director: Johnson He, Country Manager: Vivek Kaushik. They highlighted ZWSOFT's unwavering commitment to the UAE market and outlined the company's ambitious growth plans in the region.

One of the most anticipated moments was the exclusive product demo of ZWCAD 2024 by Karan Singh, Technical Manager. ZWCAD is a powerful and cost-effective CAD software that empowers professionals from the architecture, engineering, and construction industries. The demo showcased the exciting new features and enhancements in ZWCAD 2024 version, with which architects, drafters and engineers can streamline their workflow and enjoy smooth designing experience while reducing costs.

ZWCAD 2024 introduces abundant new features and improvements that enhance productivity and efficiency for designers. Notably, with Flexiblock the users can apply rules to a 'Block' to configure properties to change the appearance of the block reference. FlexiBlock allows users to define custom 'Parameters' and 'Actions' to manage 'Block' efficiently and speed up the designing workflow.

The newly-added 'Point Cloud Attach' feature enables users to attach, and manage point cloud data with ease, enhancing design accuracy in industries like surveying and mapping. The 'Area Table' function can perform area calculations on the selected object area to generate an area table.

Furthermore, ZWCAD 2024 sets new performance standards with Multithreading optimization, hardware acceleration, and incremental saving, delivering faster file operations and an unmatched CAD experience.

Another highlight of the event was the ZWSOFT Middle East & Africa Partner Awards 2022 Ceremony, where ZWSOFT recognized the outstanding achievements of its partners in the UAE over the past year. This celebration of success acknowledged the invaluable contributions made by ZWSOFT's partners in driving growth and delivering exceptional service to customers in the region.

"We are delighted by the resounding success of ZWorld Dubai UAE 2023, which has greatly strengthened our partnership with UAE partners," said Kingdom Lin, Vice President at ZWSOFT.

"ZWCAD 2024 is a testament to our commitment to meeting the evolving needs of professionals in various industries, empowering them to achieve remarkable results."

By continuously innovating and delivering cutting-edge products like ZWCAD and ZW3D, ZWSOFT aims to empower designers and engineers, maximizing work efficiency and unleashing their creativity. ZWSOFT remains dedicated to working closely with partners to better serve customers in the Middle East and African region with advanced CAD/CAE/CAM solutions.

## Financial News

### *AUTODESK, INC. ANNOUNCES FISCAL 2024 FIRST QUARTER RESULTS*

25 May 2023

Autodesk, Inc. reported financial results for the first quarter of fiscal 2024.

*All growth rates are compared to the first quarter of fiscal 2023, unless otherwise noted. A reconciliation of GAAP to non-GAAP results is provided in the accompanying tables. For definitions, please view the Glossary of Terms later in this document.*

#### **First Quarter Fiscal 2024 Financial Highlights**

- Total revenue increased 8 percent to \$1,269 million;
- GAAP operating margin was 17 percent, down 1 percentage point;
- Non-GAAP operating margin was 32 percent, down 2 percentage points;
- GAAP diluted EPS was \$0.75; Non-GAAP diluted EPS was \$1.55;
- Cash flow from operating activities was \$723 million; free cash flow was \$714 million.

"We are deploying next-generation technology and services and end-to-end digital transformation within and between the industries we serve and shifting Autodesk from products to capabilities," said Andrew Anagnost, Autodesk president and CEO. "Autodesk remains relentlessly curious with a propensity and desire to evolve and innovate. Our transformation from products to capabilities will enable us to forge broader, trusted and more durable partnerships with more customers."

"Autodesk started the year strongly with rising renewal rates, robust free cash flow generation, and revenue toward the top end of our guidance range when adjusted for upfront revenue co-termined to later in the year," said Debbie Clifford, CFO of Autodesk. "With normal seasonality, peak second quarter currency and Russia headwinds, and a strong second-half pipeline of enterprise agreements last renewed three years ago in the immediate aftermath of the onset of the pandemic, we remain on track to achieve our full-year financial goals."

#### **Additional Financial Details**

- Total billings increased 4 percent to \$1,172 million.

- Total revenue was \$1,269 million, an increase of 8 percent as reported, and 12 percent on a constant currency basis. Recurring revenue represents 98 percent of total.
- Design revenue was \$1,086 million, an increase of 8 percent as reported, and 12 percent on a constant currency basis. On a sequential basis, Design revenue decreased 2 percent as reported and on a constant currency basis.
- Make revenue was \$121 million, an increase of 17 percent as reported, and 20 percent on a constant currency basis. On a sequential basis, Make revenue increased 2 percent as reported, and on a constant currency basis.
- Subscription plan revenue was \$1,193 million, an increase of 10 percent as reported, and 13 percent on a constant currency basis. On a sequential basis, subscription plan revenue decreased 2 percent as reported, and 1 percent on a constant currency basis.
- Net revenue retention rate remained within the range of 100 to 110 percent, on a constant currency basis.
- GAAP operating income was \$217 million, compared to \$214 million in the first quarter last year. GAAP operating margin was 17 percent, down 1 percentage point compared to the first quarter last year.
- Total non-GAAP operating income was \$404 million, compared to \$397 million in the first quarter last year. Non-GAAP operating margin was 32 percent, down 2 percentage points compared to the first quarter last year.
- GAAP diluted net income per share was \$0.75, compared to \$0.67 in the first quarter last year.
- Non-GAAP diluted net income per share was \$1.55, compared to \$1.43 in the first quarter last year.
- Deferred revenue increased 20 percent to \$4.48 billion. Unbilled deferred revenue was \$904 million, a decrease of \$30 million compared to the first quarter of last year. Remaining performance obligations ("RPO") increased 15 percent to \$5.39 billion. Current RPO increased 12 percent to \$3.51 billion.
- Cash flow from operating activities was \$723 million, an increase of \$289 million compared to the first quarter last year. Free cash flow was \$714 million, an increase of \$292 million compared to the first quarter last year.

## First Quarter Fiscal 2024 Business Highlights

### *Net Revenue by Geographic Area*

	Three Months Ended April 30, 2023	Three Months Ended April 30, 2022	Change compared to	Constant currency change compared to prior fiscal year
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	prior fiscal year						
					\$	%	%
<i>(In millions, except percentages)</i>							
Net Revenue:							
Americas							
U.S.	\$	456	\$	398	\$ 58	15 %	*
Other Americas		97		86	11	13 %	*
Total Americas		553		484	69	14 %	14 %
EMEA		474		449	25	6 %	11 %
APAC		242		237	5	2 %	8 %
Total Net Revenue	\$	1,269	\$	1,170	\$ 99	8 %	12 %

\* Constant currency data not provided at this level.

### Net Revenue by Product Family

Our product offerings are focused in four primary product families: Architecture, Engineering and Construction ("AEC"), AutoCAD and AutoCAD LT, Manufacturing ("MFG"), and Media and Entertainment ("M&E").

	Three Months Ended April 30, 2023		Three Months Ended April 30, 2022		Change compared to prior fiscal year	
					\$	%
<i>(In millions, except percentages)</i>						

AEC (1)	\$	582	\$	537	\$	45	8 %
AutoCAD and AutoCAD LT (1)		349		327		22	7 %
MFG		246		225		21	9 %
M&E		71		68		3	4 %
Other		21		13		8	62 %
Total Net Revenue	\$	1,269	\$	1,170	\$	99	8 %

(1) During fiscal 2023, the Company corrected an immaterial classification error and reclassified certain revenue amounts between Architecture, Engineering and Construction and AutoCAD and AutoCAD LT. The results for the fiscal quarter ended April 30, 2022, were updated to conform to the current period presentation. These reclassifications did not impact total net revenue.

### Business Outlook

The following are forward-looking statements based on current expectations and assumptions, and involve risks and uncertainties, some of which are set forth below under "Safe Harbor Statement." Autodesk's business outlook for the second quarter and full-year fiscal 2024 considers the current economic environment and foreign exchange currency rate environment. A reconciliation between the fiscal 2024 GAAP and non-GAAP estimates is provided below or in the tables following this press release.

#### *Second Quarter Fiscal 2024*

<b>Q2 FY24 Guidance Metrics</b>	<b>Q2 FY24 (ending July 31, 2023)</b>
<b>Revenue (in millions)</b>	\$1,315 – \$1,325
<b>EPS GAAP</b>	\$0.81 – \$0.85
<b>EPS non-GAAP (1)</b>	\$1.70 – \$1.74

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(1) Non-GAAP earnings per diluted share excludes \$0.90 related to stock-based compensation expense, \$0.09 for the amortization of both purchased intangibles and developed technologies, \$0.01 for acquisition-related costs, partially offset by (\$0.11) related to GAAP-only tax charges.

*Full Year Fiscal 2024*

<b>FY24 Guidance Metrics</b>	<b>FY24 (ending January 31, 2024)</b>
<b>Billings (in millions) (1)</b>	\$5,025 – \$5,175 Down 13% – 11%
<b>Revenue (in millions) (2)</b>	\$5,355 – \$5,455 Up 7% – 9%
<b>GAAP operating margin</b>	Approx. flat year over year
<b>Non-GAAP operating margin (3)</b>	Approx. flat year over year
<b>EPS GAAP</b>	\$3.68 – \$4.02
<b>EPS non-GAAP (4)</b>	\$7.07 – \$7.41
<b>Free cash flow (in millions) (5)</b>	\$1,150 – \$1,250

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(1) Excluding the impact of foreign currency exchange rates and hedge gains/losses, billings guidance would be down approximately 11% to 9%.

(2) Excluding the impact of foreign currency exchange rates and hedge gains/losses, revenue guidance would be up approximately 11% to 13%.

(3) Non-GAAP operating margin excludes approximately 13% related to stock-based compensation expense, approximately 2% for the amortization of both purchased intangibles and developed technologies, and less than 1% related to acquisition-related costs.

(4) Non-GAAP earnings per diluted share excludes \$3.33 related to stock-based compensation expense, \$0.36 for the amortization of both purchased intangibles and developed technologies, and \$0.03 related to acquisition-related costs, partially offset by (\$0.33) related to GAAP-only tax charges.

(5) Free cash flow is cash flow from operating activities less approximately \$35 million of capital expenditures.

The second quarter and full-year fiscal 2024 outlook assume a projected annual effective tax rate of 24 percent and 18 percent for GAAP and non-GAAP results, respectively. Shifts in geographic profitability continue to impact the annual effective tax rate due to significant differences in tax rates in various jurisdictions. Therefore, assumptions for the annual effective tax rate are evaluated regularly and may change based on the projected geographic mix of earnings.

#### **Earnings Conference Call and Webcast**

Autodesk will host its first quarter conference call today at 5 p.m. ET. The live broadcast can be accessed at [autodesk.com/investor](http://autodesk.com/investor). A transcript of the opening commentary will also be available following the conference call.

A replay of the broadcast will be available at 7 p.m. ET at [autodesk.com/investor](http://autodesk.com/investor). This replay will be maintained on Autodesk's website for at least 12 months.

#### **Investor Presentation Details**

An investor presentation, Excel financials and other supplemental materials providing additional information can be found at [autodesk.com/investor](http://autodesk.com/investor).

## **Implementation Investments**

### *Diageo Partners with SAP and IBM on Five-Year Global Digital Transformation Program*

24 May 2023

Diageo, the maker of Guinness, Smirnoff and Johnnie Walker, announces a five-year business transformation program in partnership with SAP and IBM. This new initiative, which marks the company's most significant ever investment in technology and services, will redesign and improve Diageo's processes across the 180 countries where it operates.

Fully global in nature, the program will revolutionise Diageo's IT environment by introducing intuitive processes, powered by market-leading technology, to provide more information to enable the company to make better and quicker decisions. This transformation will enhance Diageo's business resilience in a constantly evolving external landscape, improve its customer service offering and help the company adapt to a fast-changing consumer base.

The program involves a move to RISE with SAP S/4 [HANA Cloud](#), with the support of IBM Consulting. Diageo's implementation of the new cloud-based model will ensure its IT infrastructure is simplified and supported in a unified way.

IBM Consulting, which has been selected to lead the project, has a proven track record in the consumer sector and supporting client transformations and migrations to the SAP S/4 HANA Cloud platform. Diageo, SAP and IBM will work together to apply the latest technology to make Diageo's business more efficient.

The five-year program will transform Diageo's business finance operations in a number of areas:

- Advanced workflow solutions will allow orders to be tracked in real-time on a global scale and facilitate more effective customer engagement and better customer service.
- By moving to a single operating platform, Diageo will simplify its technology support model and IT landscape, making it easier for the company to do business and evolve amid changing consumer trends and market needs.
- The program will transform Diageo's performance reporting capabilities, giving the company better insight into trade and growth opportunities.
- The digitisation of controls and compliance will make the business more robust, resilient and adaptable to changing market conditions.

**Lavanya Chandrashekar, Chief Financial Officer, Diageo**, said: "This partnership with IBM and SAP demonstrates our continued investment in digital transformation. It will enable greater agility in how we respond to our global consumer and customer needs. It will provide us with world-class actionable insights and enhanced data capabilities to support growth whilst allowing us to be more efficient in our day-to-day operations."

**Scott Russell, Executive Board Member, Customer Success, SAP**, said: "In today's disruptive consumer goods industry, success lies in navigating unpredictable supply chains, managing ongoing macro-economic volatility and staying one step ahead of ever-shifting customer demands. Through our continued partnership with Diageo, one of the world's leading brand builders, we're proud to support them in building a more resilient business that is enhancing the customer experience and can adapt to rapidly changing market pressures, realising its vision to revolutionise the consumer goods industry."

**Rahul Kalia, Managing Partner, IBM Consulting, UK & Ireland**, said: "The consumer goods industry is striving to address the challenges posed by inflationary pressures and supply chain disruptions, while staying focused on delivering exceptional products and services for its

customers and consumers. IBM is proud to partner with Diageo and SAP to bring our global business and digital transformation experience on this exciting journey.”

### *Galardi Group Inc. Turns to Tango to Accelerate Expansion Plans*

22 May 2023

Tango, the leading provider of Integrated Workplace Management Systems (IWMS) and Store Lifecycle Management (SLM) solutions, announced a new partnership with the Galardi Group Inc., the parent company and franchisor of Wienerschnitzel, Hamburger Stand and Tastee Freez LLC in support of their restaurant development efforts.

In the past few years, Quick Service Restaurants (QSRs) have experienced unprecedented change, including a dramatic shift in consumer buying behavior. Galardi selected Tango Predictive Analytics, Tango Transactions, and Tango Lease solutions to manage their retail location strategy, support their growth, and address the increased complexity in the site selection process when factoring in drive-through, third-party and digital sales.

“Galardi has bold growth plans, but we currently lack the data and insights we need to develop a comprehensive expansion strategy that would support our business goals,” said Laurie New, Director of Real Estate at Galardi Group. “I worked with Tango in the past, and know their solutions will help us understand which locations are suitable for expansion, as well as identify new opportunities for our franchisees. With Tango, we can streamline our efforts into one platform to improve accuracy and achieve our goals.”

Tango helps retail and restaurant companies address the changing demands of today’s consumers through AI-driven predictive analytics that inform location strategy and execution – including sales forecasting and market optimization models for omnichannel experiences – while simultaneously tackling core real estate and development requirements.

“From omni-channel experiences to enhanced technology, rapid shifts in dining behaviors and expectations have redefined the restaurant industry,” said Pranav Tyagi, President and CEO at Tango. “We are excited to work with the Galardi Group to help position their business to quickly adapt to new consumer behaviors, and ensure their real estate strategy results in long-term success for their franchisees.”

### *Graduate Hotels Partners with Infor Hospitality*

22 May 2023

Infor®, the industry cloud company, announced that Graduate Hotels®, a collection of hand-crafted hotels located in dynamic university-anchored towns, has selected Infor Hospitality Management Solution (HMS) for its property management system (PMS) and will fully standardize on the Infor cloud-based platform. Graduate Hotels has been marking successful go-lives with Infor’s software at 31 properties since June 2022, with the most recent at its Eugene, Oregon, location. With Infor, Graduate Hotels has modern technology at its fingertips to unify and refine operations, deliver superior guest experiences, and implement and execute intelligent strategy.

After a thorough search of all applicable vendors, Infor was selected because of its customer support, industry-specific advanced functionality, and cloud-hosted nature of Infor HMS, which helps to make it an intuitive, innovative and user-friendly platform.

“Each hotel reflects the culture and charm of the nearby university, and we knew that it was necessary to update our software platform with more modern tools to aid our teams in providing that unforgettable guest experience. We evaluated our current property management system, and in the end decided to move ahead with Infor to better support our growth and expansion plans,” said Benjamin Heiland, vice president of hotel technology at Graduate Hotels. “We are excited to partner with Infor to help standardize operations across our entire brand so we can make daily tasks more streamlined, putting more focus and effort on delivering exceptional guest experiences.”

Infor HMS is a fully integrated property management system built for the cloud with flexibility, security, efficiency, and mobile capabilities that help streamline operations, maximize profitability, deliver great guest experiences, and compete globally. The solution utilizes mobile applications for guest check-in and housekeeping, features automated and customizable reporting capabilities, and includes optional offerings around revenue management, point-of-sale (POS) and business intelligence (BI) tools to support the full range of unique needs for hospitality organizations.

“Travel and leisure are two of the fastest-growing sectors in the world, but also the most competitive. Strategic organizations understand how critical it is to keep pace with innovative, scalable technology that can help support future growth, changes in consumer demand, and price flexibility to adapt to changes in the economy,” said Joe Vargas, Infor senior vice president for hospitality. “Infor’s partnership with Graduate Hotels will help the organization continue to advance and grow, maintain compliance, and support internal teams so they can focus on providing more memorable interactions with guests.”

### *IFS Cloud ERP and EAM to streamline the digital operations of Nordic construction company NCC*

23 May 2023

IFS, the global cloud enterprise software company, announced that leading Nordic construction company, NCC, has chosen IFS Cloud™ to streamline efficiency and productivity across its operations across all four Nordic countries.

The decision to implement IFS Cloud comes at a time when the construction industry at large has struggled with low-profit margins, insufficient project control and low financial-operation alignment. NCC had been looking for a long-term standard industry solution that would enable it to align its central contract, finance and project accounting processes to optimize project control. After a comprehensive selection process, NCC decided that IFS Cloud was the best option available on the market to meet these needs.

IFS Cloud will replace NCC's current Infor Lawson ERP, and IBM Maximo EAM solution. The solution will provide NCC with end-to-end visibility across their business, improve operational efficiency, and streamline accounting processes.

In April, NCC's subsidiary NCC Industry successfully went live with 535 users for IFS Cloud EAM to improve productivity and reduce costs. The implementation project was supported by IFS partner Cillco. IFS Cloud EAM is designed to handle the construction industry's complex asset demand. The single solution will enable NCC to support the maintenance of their operational assets, resulting in improved sustainability through extended asset lifespans.

NCC also required a solution that would complement their ongoing focus on sustainability, able to support its digital transformation goals. With enhanced visibility of their operations, IFS Cloud will enable NCC to better build, manage and measure their sustainability investments around ESG.

Kari Kulotie, CIO, NCC said: "We are going through a strategic digital transformation journey and becoming increasingly data-informed is one of our key targets on the road to reach our goals and maintain the highest levels of service for our customers."

Kulotie continued: "The construction industry has a challenging and highly competitive market, and by becoming more data-informed and being able to take decisions based on correct data, we will gain better control of our business. We are confident in IFS Cloud being the right choice for this task and look forward to continuing working with IFS."

NCC has also chosen IFS success services to support ongoing management and services sized to meet its business needs.

Ann-Kristin Sander, Nordic Managing Director at IFS, said: "We are very pleased to be chosen to support NCC in this exciting transformation. NCC is an important player in the Nordic construction industry. We very much look forward to helping NCC reach their goals of being increasingly data-informed, enhancing their control over core processes. We also strongly believe in investing in sustainability and the value it can give businesses. NCC's focus on sustainability is a good fit to our values, making this an even greater match."

## ***JAGUAR LAND ROVER PARTNERS WITH TCS TO LAUNCH ITS OPEN INNOVATION PROGRAMME IN ISRAEL TO CO-CREATE MOBILITY SOLUTIONS WITH START UPS***

23 May 2023

Tata Consultancy Services (TCS) and Jaguar Land Rover (JLR) announced the launch of the latter's its Open Innovation programme in Tel Aviv. The programme will foster disruptive mobility innovation and strengthen relationships between JLR and Israeli start-ups, scale-ups, corporate entities, investors, and academia as part of JLR's Reimagine strategy.

TCS has been a partner to JLR for more than a decade, contributing to the success of key transformation initiatives across its value chain, including sustainability and digital services. This latest partnership will help expand JLR's Open Innovation programme to Israel, and support its Reimagine strategy to accelerate its electric first modern luxury future.

The programme will leverage TCS' Co-Innovation Network (COIN™) in Israel, to identify local technology offerings and scale them to global mobility solutions and services. It will explore opportunities in electrification, connectivity, digital services, metaverse, intelligent enterprise, manufacturing, supply chain and sustainability.

**Igor Murakami, Director, New Services, Software and Open Innovation, JLR**, said: *"We are delighted to extend our Open Innovation programme to Israel and leverage the research and technology innovation excellence of TCS. TCS is a global leader in digital and business transformation and this unique set-up will accelerate the co-creation of pioneering solutions under JLR's Reimagine strategy. The programme will be vital in giving us a footprint within the region, opening up opportunities to innovate with a range of disruptive Israeli start-ups to help us deliver uncompromised and sustainable modern luxury."*

**Ben Gilad, Head, TCS COIN**, said: *"With the automotive industry transitioning into electrification, innovation is the key differentiator for success. We are pleased to be working with JLR, leveraging our research and innovation capabilities in the automotive sector as well as that of our local COIN ecosystem partners, to help accelerate their transformation and growth. We look forward to collaborating to identify new technologies to help drive the future of mobility and modern luxury. We encourage Israeli start-ups and innovators to join us in this initiative."*

TCS has more than 40 research and innovation centres across the world. TCS COIN brings together a network of experts from the start-up, research, academics, and corporate worlds to work on collaborative innovations for TCS' Fortune 1,000 customers. It currently includes over 100 academic and 2,750 start-up partners.

Present in Israel since 2005, TCS helps some of the largest organisations in the region define the blueprint for their business transformation, innovate and adopt new technologies to improve operational resilience, embrace new business models, and enhance customer experience. TCS' approximately 1,100 employees based in Petah Tikvah, Jerusalem, and India work with clients in the banking and financial services, travel and transport, public services, hi-tech, retail and manufacturing industries, bringing the latest innovations to enable them to stay ahead of the curve. JLR and TCS will be present at the EcoMotion Week 2023 at Tel Aviv to interact with start-ups and explore new opportunities.

### *L&T Technology Services and Critical Manufacturing to Support Danfoss' Smart Manufacturing Journey*

24 May 2023

L&T Technology Services Limited, a leading global pure-play engineering services company, announced its partnership with Critical Manufacturing, the provider of innovative, future-ready Manufacturing Execution Systems (MES). The strategic alliance initially sees the companies working with the multi-national engineering group, Danfoss, to implement a comprehensive digital framework that harnesses cutting-edge technologies and next-gen capabilities.

LTTS works with plant operators worldwide to optimize efficiency, improve productivity, and simplify operations while ensuring compliance with global sustainability standards. The Critical Manufacturing MES is designed from the ground-up to embrace Industry 4.0 technologies and provide a comprehensive pathway to smart manufacturing of sophisticated and complex products.

**Abhishek Sinha, Chief Operating Officer and Board Member at L&T Technology Services**, said, *“The advanced Critical Manufacturing MES complements our industry-leading technology services. Our combined expertise and understanding of the markets we serve, supported by the most modern MES platform for Industry 4.0 success, will enable us to drive better business outcomes for our manufacturing and industrial clients.”*

The selection of the Critical Manufacturing MES is part of a Smart Manufacturing Journey for Danfoss, with aims to achieve greater visibility, create transparency, enhance quality, secure IT/OT operations, and faster time to market. The platform will help standardize operations and processes to improve business process outcomes, compliance, and risk management.

*“We selected the Critical Manufacturing MES because of its best of suite capabilities that allows users to take advantage of different functionalities within the same unified architecture which is expected from a modern MOM platform,”* comments **Tarun Chopra, Sr. Director, Head of Manufacturing Service, Danfoss Group IT**. *“The product has been designed for the future and will enable us to drive innovation within our business. The improvement in operational efficiency and cost management control gives us a clear return on investment and will enable us to respond more quickly to changing market demands.”*

Danfoss has a large global presence with 97 factories in more than 20 countries worldwide. The initial MES deployment will be within the Danfoss Climate Solutions segment. This segment is focused on leading the way to a greener future with integrated, energy-efficient heating and cooling solutions that enhance sustainability across areas including buildings, cold chains, industry, and infrastructure.

LTTS offers consulting, engineering, and implementation services to drive global digital transformation initiatives across sectors including semiconductors, electronics, medical devices, and discrete manufacturing. These are sectors where the Critical Manufacturing MES offers rich functionality and is recognized as being one of the most innovative, flexible, and comprehensive platforms to support businesses on their journey to Industry 4.0.

Chopra continues, *“While the Critical Manufacturing MES is being implemented in our Climate Solutions segment, we are also in the process of defining a global MES roadmap. The ease of deployment of the platform and its performance is an important element as we continue our pathway to digitalization and standardization throughout the global Danfoss group.”*

*“The use of DevOps within our platform means that new functionality and upgrades can be quickly and easily deployed and new sites added, ensuring the system is always future-ready,”* comments **Augusto Vilarinho, Head of Global Sales at Critical Manufacturing**. *“This supports Danfoss, LTTS and Critical Manufacturing’s aligned visions to take manufacturing to a*

*future state that will deliver new benchmarks in the levels of efficiency, quality, agility, and sustainability.”*

*“The Danfoss digitalization project is an important starting point for our partnership. Going forward, we will work together to uncover opportunities and drive better business outcomes for our joint global customers. Together, we will engineer a sustainable tomorrow and build a better future for the world,” adds LTTS’ COO Abhishek Sinha.*

Critical Manufacturing works closely with a strong network of certified global partners to ensure customers have access to domain and application experts and are supported throughout their projects.

**Vilarinho** concludes, *“This is an exciting time for our companies, and we are looking forward to a long relationship with Danfoss and LTTS as a strategic partner. I strongly believe that together we will reach new goals and raise the bar for manufacturing worldwide.”*

## *LIHOO’s Selects Centric PLM to Power Food Innovation*

23 May 2023

Centric Software®, the Product Lifecycle Management (PLM) market leader, is pleased to announce its partnership with LIHOO’s, a leading Chinese food technology company. 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.

Founded in 2010, LIHOO’s is headquartered in Tsingtao, China. LIHOO’s is a leading comprehensive high-tech food enterprise integrating R&D, manufacturing and standardization of the whole industrial chain of ultra-large supercritical extraction equipment in China. The company also creates customized food products and has expanded into the prepared food industry, focusing on product refinement and strengthening their supply chain to set industry standards and meet the quality demands of the Chinese food market.

As the company’s customer base has expanded, the requirements for customized products have become more diversified. However, the period from the approval of a new product to its formal production and sale was too long, making it difficult to adapt to a rapidly changing market. Having always invested heavily in R&D, LIHOO’s implemented Centric PLM® to improve R&D efficiency. LIHOO’s recognizes the flexibility of Centric PLM and is confident that Centric’s rich industry experience will drive business development and create a benchmark PLM case in the prepared foods industry.

*“Together with Centric, we have built the first PLM project in the prepared dish category in China, and we hope to use PLM to quickly improve the digital capabilities of our enterprises and promote their sustainable development,” says Mr. Pengfei Fan, General Manager of LIHOO’s. “As a food company with both B2B and B2C customers, the main purpose of our new system is to serve customers more efficiently.”*

The goal of the PLM project is to support the company's product-first and customer-first perspective, enabling them to efficiently and accurately achieve continuous product iteration and a more agile supply chain. The project aims to promote collaboration, systematization and standardization to enhance digital R&D by establishing a one-stop data platform.

"We are honored to work with LIHOO's, a leader in the food technology industry in China," says Chris Groves, CEO of Centric Software. "Now that LIHOO's has started to implement Centric PLM, we look forward to working closely with them to drive product innovation and provide their customers with more efficient, intelligent and market-led solutions."

### *LWK + Partners Paves the Way for BIM Adoption in Hong Kong Architecture Industry*

17 May 2023

**Graphisoft, the leading Building Information Modeling (BIM) software solutions developer for architecture and engineering, today announced that LWK + Partners, the leading architectural firm in Hong Kong, has successfully integrated BIM into their workflow and project life cycles, improving design efficiency and project outcomes.**

LWK + Partners has delivered world-class design and comprehensive architectural solutions for its clients for over three decades, with more than 1,100 staff across 12 branches worldwide. BIM-integrated technology is used early in the design stage to ensure better project coordination and collaboration with stakeholders, efficient workflows, and 3D visualizations — revolutionizing how architectural and design companies automate their day-to-day operations.

William Cheung, Director at LWK + Partners, said, "We are pleased that our pioneering efforts in BIM transformation have paid off. Switching to BIM was a game-changer for our design process. Gone are the days of sifting through piles of drawings and endlessly coordinating changes. With just one model, we can do the work of hundreds of detailed drawings, and the results are so much better."

With BIM, firms and architects saw the potential to reach new heights — proving further that BIM is not a trend but an essential methodology for the AEC industry. The successful implementation of BIM by LWK + Partners using Archicad has set a new standard in Hong Kong's architectural market. With offices in multiple locations, Archicad's collaboration and design tools have enabled the firm to work on projects in real-time, even when team members are in different parts of the world.

Utilizing BIM technology also contributes to the practice's vast database, at which point its professionals can analyze real-time data to optimize future designs and accelerate the realization of smart cities. Many of their recent projects have already adopted these concepts.

**Huw Roberts, Graphisoft CEO**, commented, "We are committed to delivering innovative BIM software solutions to all our customers, including LWK + Partners. We congratulate them on their successful leadership in Hong Kong's BIM transformation. We aim to help our customers stay ahead of the curve and design great buildings for their clients."

## *Oracle Cloud Elevates the Customer Experience at Prada Group*

23 May 2023

Oracle announced the successful deployment of its cloud-based retail solutions at Prada Group. The leading, luxury brand is on a journey to combine its physical and digital offerings to get to know its customers better and use data to deliver an increasingly personalized experience. Through the mobile deployment of Oracle Retail Xstore Point-of-Service (POS) and Oracle Retail Customer Engagement Cloud Service, Prada Group can collect customer preferences and purchase habits. This data can then be analyzed and translated into strategic actions to increase loyalty.

“A global player like the Prada Group takes the time to understand the data around its customers, including attributes, behavior, and preferences,” said Mike Webster, senior vice president and general manager of Oracle Retail. “The marriage of planning and analytics with the customer experience technology allows a retailer to predict, personalize and deliver on its brand promise. We are delighted to celebrate the successful deployment of our cloud-based, AI-infused retail planning and forecasting solutions integrated with our omnichannel solutions at Prada Group.”

“Understanding our customers and their journey is critical to our success,” said Lorenzo Bertelli, Prada Group Marketing Director and Head of Corporate Social Responsibility. “Technology can help with that and allow us to innovate faster to drive value, and ultimately growth. With Oracle, we have built a trusted relationship and know we can rely on the team and their technology to meet our business needs.”

Most recently, Prada Group successfully deployed Oracle Retail Cloud Services for Merchandise Financial Planning, Assortment, and Item Planning to optimize its merchandising process. This includes enhancing sales and forecasts, performance analysis, as well as inventory management and allocation. With this data, the Prada Group aims to better understand its operations process, scenario plan more effectively, and react more quickly as the market evolves.

In the next phase, Prada Group will deploy Oracle Retail Demand Forecasting Cloud Service, an enterprise forecasting engine within the Oracle Retail Analytics and Planning suite.

## Product News

### *3Dfindit is now even more user-friendly*

23 May 2023

#### **3Dfindit users can log in to the platform via single sign-on**

Since mid-May 2023, logging in to 3Dfindit has been even easier: the portal now allows logging in via single sign-on (SSO). Designers, planners, engineers and architects worldwide use the 3Dfindit download platform from CADENAS to download components as CAD, CAE and BIM models. The intuitive user interface is particularly popular with users.

#### **What are the advantages of SSO for users?**

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Thanks to SSO, designers can access the unlimited 3D CAD, CAE and BIM models in 3Dfindit's unlimited 3D CAD, CAE and BIM models. To download product data, they can log in with their existing Google, Autodesk or LinkedIn access data. So if you already have an account here, you can simply use it for 3Dfindit and download high-quality datasets even faster. This way, users don't have to remember another password.

## *ActCAD 2023 New Version 1411 Released, Dt.19 May, 2023*

19 May 2023

ActCAD 2023 new update 1411 released for all products. This is a general maintenance release that includes few improvements and bug fixes. Below is a list of enhancements in this update:

- Updated ODA dwg libraries
- Fixed FMCYLINDER gets wrong height when created with snapping and incorrectly positioned
- Fixed error applying FMEXTRUDE
- Fixed FBbody not rendering properly
- Fixed AUTOPUBLISH wrong layouts order
- Fixed the issue of ORTHO doesn't work in LISP getpoint function
- Fixed crash issue while saving manually and closing a drawing containing an imported FMBody
- Fixed unable to fillet - fails to extend an arc
- Fixed issue with Trim and Join Error
- Fixed error applying 'Polyline' option in FILLET command
- Fixed print preview zooming does not work correctly in PDF printer
- Fixed PDF Underlay printing with PDFCreator creates a PDF with inverted background
- Fixed FM cannot do a specific Boolean subtract
- Fixed the issue of FMBOX object is not created at correct location for the Center option
- Fixed Solids and FM Meshes on a locked layer should not be modified
- Fixed 3DSOLID does not change to FMBODY when FM3DCONVERT is executed
- Fixed FM cannot do a specific Boolean subtract
- Fixed FMHELID turns option doesn't accept Enter for the default value
- Fixed impossible to cancel FMHELIX command when in submenu
- Fixed FMIN/FMOUT commands
- Fixed FMREVOLVE not working in non-World UCS when using the "Entity" option
- Fixed FMPIPE invalid length value handled incorrectly

- Fixed FMSPHERE and FMTORUS disappear in Realistic / Conceptual visual style
- Fixed slow creation of lines in WinGLES device
- Fixed crash issue of entity selection having huge coordinate values
- Fixed crash with "Create Entity Data"
- Fixed crash while creating a layer state
- Fixed issue creating Circle TanTanTan
- Fixed FLATTEN does unnecessary recreation of entities and loses properties
- Fixed impossible to dimension a radius on XREFed geometry
- Fixed FMEXTRUDE drawing becomes corrupted after using the FMEXTRUDE command

The new versions are available from ActCAD download page. Existing ActCAD 2023 users can use "Check for updates" command to get the latest version.

### *Altair Announces Release of Simulation 2022.3 Software Update*

23 May 2023

Altair, a global leader in computational science and artificial intelligence (AI) announced the latest updates to its simulation portfolio, Simulation 2022.3. These updates build on the enhancements brought by Simulation 2022.2 and focus on cloud collaboration and computing, efficient end-to-end simulation workflows, and superior design creation with AI-powered simulation.

#### **Transforming Collaboration and Computing in the Cloud**

Simulation 2022.3 brings updates to Altair One – Altair’s Cloud Innovation Gateway™ – that allow users to eliminate data silos, IT constraints, and access barriers. In addition, new seamless digital thread workflows connecting Altair One and Altair® HyperWorks® – Altair’s design and simulation platform – empowers users to preview and modify models, track data, access online libraries, and more. Best of all, users can do this and more within a single sign-on ecosystem that’s available from any location.

#### **Efficient End-to-End Simulation Workflows**

Simulation 2022.3 also brings new end-to-end workflows and capabilities to Altair® HyperMesh®, Altair® Inspire™, Altair® SimLab®, and more. Users can utilize Inspire Fluids to create, modify, and change part and assembly shapes that meet hydraulic design objectives. Moreover, Inspire now supports the Linux user interface and offers a new set of geometry creation tools. And electronic system design improvements give users the power to perform battery module modeling and thermal analysis of complex electronic systems with greater efficiency than ever.

#### **Unlocking Superior Designs with AI-Powered Simulation**

Lastly, users can better capture expert decision-making for improved design-of-experiments (DOE) outcomes with Simulation 2022.3's capabilities. Part and element properties can vary within a design exploration and expanded integration lets users create general links between variables of any type and create responses from external file types. Other enhancements improve efficiency by automatically upgrading models with design variables from any exploration run.

### *BOBCAD-CAM V35 Service Pack Just Released*

22 May 2023

The second service pack, V35 Service Pack 2 | Build 4865 is available for download and includes an enhancement/corrections to the User Interface along with CAD, BobART, CAM, Posting, and the NC Editor.

### *Configit Enables Fast Generation of Configurable Bills of Materials*

25 May 2023

Configit, the global leader in Configuration Lifecycle Management (CLM), announced that its Configit Ace® offering can now more effectively leverage product models during the design of Configurable Bills of Materials (cBOMs) and support quotation processes more efficiently.

The continuous demand for more customizable and personalized products requires more configurable product designs. However, designing and working with cBOMs, otherwise known as 150% BOMs or Super BOMs, can be challenging. Generating a valid BOM for a configurable product can be time-consuming and can require a great deal of manual effort.

Existing solutions for automatically generating or exploding a cBOM are often slow. Ideally, the cBOM and product model should be developed at the same time, but so far, there has been no way to leverage product models in the cBOM design process.

To address these challenges, the **Configit Ace® BOM Solve API** helps manufacturers **rapidly generate a BOM for a configurable product** by leveraging product models. This will enable engineers and product modelers to collaborate and develop the cBOM and product model at the same time.

The BOM Solve API uses an existing cBOM and a specific product configuration as inputs and then instantaneously generates a configured BOM, or 100% BOM, for the given configuration. This can be used by engineers to test and debug cBOMs and product models during the design process.

With a valid configurable sales BOM and configuration, the BOM Solve API can immediately **generate a Sales BOM as part of a Configure-Price-Quote (CPQ) process**. The BOM Solve API doesn't rely on either the cBOM or the product model being developed in any order. Because of this, the solution accommodates 120% BOMs, in which some configuration choices are left open for further engineering input as part of a partial Engineer-to-Order (ETO) process.

The BOM Solve API is the first of a series of solutions focused on engineering configuration and BOM challenges that Configit intends to deliver in upcoming releases.

**Henrik Hulgaard, Vice President of Product Management and Co-founder, Configit**, said: “With the BOM Solve API, we’re offering a powerful solution that **enables collaborative design on cBOMs and product models** that can identify many issues upfront rather than trying to resolve differences when the cBOM and product model are designed in isolation. The ability to instantaneously generate BOMs for configurable products enables manufacturers to leverage product models in a whole new way and we’re continuing to evolve our solutions to help tackle configuration challenges more effectively.”

### *DXC’s Luxoft Partners with Red Hat to Enable Car Manufacturers to Accelerate the Development of Software-Defined Vehicles*

22 May 2023

Luxoft, a DXC Technology Company, has announced a collaboration with Red Hat to accelerate the development of software-defined vehicles (SDVs) with open source technologies.

Through the partnership, the companies will build on the power of open source and the latest advances in automotive software, to accelerate new ecosystems, business models, and post-production revenue streams for the car industry.

Luxoft, one of the leading providers of automotive software, will provide various tools and services that enable car manufacturers to build platform-driven businesses which seamlessly deliver personalized services to customers via their vehicles. Red Hat In-Vehicle Operating System and related offboard technologies provide an open and secure Linux-based foundation for software-defined vehicles, fostering innovation.

Luxoft aims to optimize its offerings on Red Hat platforms including Red Hat OpenShift and Red Hat In-Vehicle Operating System, enhancing control, functionality and management of various applications including Over The Air (OTA) updates, vehicle tracking, AI and more. Car manufacturers benefit from increased consistency in edge deployments.

“Red Hat is pleased to collaborate with Luxoft to help accelerate the move towards software-defined vehicles using open source technology. Through these efforts, we can help propel the automotive industry to broader adoption of open source software that will deliver a more modernized, scalable and reliable model for vehicle fleets and the corresponding SDV ecosystem of tomorrow,” said Francis Chow, Vice President and General Manager, Red Hat In-Vehicle Operating System and Edge, Red Hat.

Luz G. Mauch, Executive Vice President of Luxoft Automotive, said, "DXC Luxoft works with 8 out of 10 of the top automotive companies, enabling them to successfully pivot to a software-defined future. Open source-based services and solutions can help car manufacturers innovate faster and increase their ability to collaborate with others across the automotive ecosystem. For this reason, we are delighted to partner with Red Hat – a global leader in open source.”

## *HCLTech Launches ADvantage Code On AWS Marketplace*

18 May 2023

HCLTech, a leading global technology company, has announced the availability of its ADvantage Code (ADC) software solution on AWS Marketplace. HCLTech's ADvantage Code (ADC) software solution enhances and automates cloud-native application development.

Enterprises can now easily access HCLTech's ADC software solution to streamline operations and respond effectively to changing market trends. It helps enterprises scale, standardize and reduce infrastructure costs. The software solution boosts application development by auto-generating parts of code. DevOps pipelines then continuously review the code, test it for quality and security and deploy it on the target platform.

"Today, digital services are critical to business strategy. We specialize in offering clients a portfolio of innovative IPs, frameworks and software solutions. HCLTech ADvantage Code is a one-of-a-kind solution that leverages intelligent automation to bring productivity to AWS native app development," said Prabhakar Appana, Senior Vice President and Head, AWS Ecosystem, HCLTech. "By fusing our CloudSMART strategy and expertise in digital business services with AWS's world-class cloud infrastructure, we enable organizations to rapidly innovate and scale their operations with agility and flexibility."

The availability of HCLTech's ADC software solution on AWS Marketplace provides a platform for HCLTech to reach a wide customer base and increase product visibility. Customers can benefit from a trusted source for finding, testing and buying software solutions with flexible pricing and deployment options. With HCLTech's ADC solution, enterprises can leverage automation to streamline their development process, reduce costs and drive revenue growth.

## *IFS Cloud May 2023 release to advance business resilience efforts through optimization and connectivity capabilities*

25 May 2023

IFS, the global cloud enterprise software company, announced the general availability of the first of its twice-yearly IFS Cloud releases. The update will support customers as they enhance business agility, build resilience and mitigate risk in a world of constant change.

Every IFS Cloud release strengthens the IFS vision to deliver capabilities for an intelligent autonomous enterprise. With a focus on automation, Artificial Intelligence (AI) and Machine Learning (ML), IFS Cloud optimizes people, assets and services to drive value and empower transformation.

Across all industries, organizations are trying to alleviate the effects of rising inflation, disrupted supply chains, climate change and environmental regulations by investing in digitalization to improve productivity, agility and drive excellence.

IFS's approach enables customers to leverage automation and business intelligence to better understand key challenges across their operations, work more efficiently and increase productivity.

These continued investments translate into each of the company's core industries, as the latest release of IFS Cloud offers the tools designed to help businesses:

- Optimize People, Assets and Services
- Connect Global Operations
- Achieve ESG goals profitably

Using the latest release of IFS Cloud, organizations are empowered to deliver faster time-to-value and respond effectively to changing conditions while ensuring long-term sustainability.

#### **Optimizing People, Assets and Services:**

IFS Cloud uses AI, ML, and automation to optimize growth by streamlining processes related to people, assets, and services. Improvements include better data quality, automation, and compliance:

- **Optimize operations:** Increase production planning and capacity utilization with new scheduling scenario functionality in Manufacturing Scheduling & Optimization (MSO) (*Enterprise Resource Planning*)
- **Align asset maintenance to daily operations:** Support business decisions, anticipate and prepare for maintenance needs with "What-if-scenarios" (WISE) (*Aviation Maintenance*)
- **Foster collaboration and user engagement:** Personalize and improve employee productivity with bookmarked navigation (*IFS Cloud User Experience*)

#### **Connect Global Operations:**

IFS Cloud simplifies operations, improves customer service, reduces downtime, and ensures compliance by integrating isolated operations, offering advanced management capabilities:

- **Drive efficiency with enhanced logistic management:** Streamline assets between sites, and reduce administration effort for logistic teams and maintenance planners (*Enterprise Asset Management and Enterprise Resource Planning*).
- **Reduce process complexity:** Provide autonomy for technicians with scheduling exception handling, match skill levels to service requests to deliver faster and more accurate services (*Service Management*);
- **Improve productivity and performance:** Deploy faster with improved data migration manager; Ensure system uptime and efficiency through ready-to-use dashboards (*IFS Cloud Platform*)

#### **Achieve ESG Goals Profitably:**

IFS Cloud is a modern tool for managing ESG goals. The latest update offers improved capabilities for measuring Scope 1 and Scope 2 emissions and achieving their objectives profitably:

- **Effective measurement of data and reporting of ESG performance:** Adopt sustainable and circular manufacturing operations with the Eco footprint capability supporting regulatory reporting (*Enterprise Resource Planning*)
- **Increase asset resilience:** Gain rapid insights into the comparative health of critical assets to enable data driven-investment decisions (*Enterprise Asset Management*)
- **Reduce emissions and travel downtime:** Advanced remote assistance to reduce downtime and eliminate travel to site (*Service Management*)

IFS Pioneer customers like Cimcorp, Morgan Motors, and Suzuki Garphyttan have shown that developing business resiliency is not just a proactive measure but also a chance for innovation, differentiation, and growth for the future.

**Christian Pedersen, Chief Product Officer, IFS, said:** “Since launching IFS Cloud, we have continuously improved our product in response to customer’s needs. Through each release, we have emphasized the importance of digital capabilities and connectivity in boosting productivity, business agility, and achieving operational excellence. It is that focus and consistency that allows our customers to deliver exceptional Moments of Service™.”

**He continued,** “Over the last few years many organizations have battled disruption; in this latest release to IFS Cloud, we have not deviated from our strategic priorities and ensured that our technology equips companies to build a composable enterprise. Our expertise lies in empowering organizations with the latest technology because we are clear on the ongoing value it delivers when embedded into their business.”

### *Infor Complements its Food & Beverage Industry Cloud Platform with World-Class Route-to-Market Solution from Ivy Mobility*

24 May 2023

Infor®, the industry cloud company, today announced at the Infor Food & Beverage Connect event in Chicago that it has formed a partnership with Ivy Mobility to strengthen the solution ecosystem for consumer packaged goods (CPG), food and beverage manufacturing and distributing businesses requiring mobile solutions for direct store delivery (DSD), and merchandizing and in-store operations.

Ivy Mobility offers intelligent route-to-market solutions for consumer goods manufacturers and distributors. The company supports DSD, merchandizing and in-store activities with mobile solutions. Ivy Mobility is a modern cloud-based solution that fits well with Infor’s industry cloud platform. Ivy Mobility has its head office in Singapore and has operations in North America, Europe, Asia, the Middle East, and Latin America. The company has operations in 57+ countries.

“Infor has more than 1,000 food and beverage manufacturing and distributing customers, many of which are in markets and product categories that are delivered directly to stores and other points of sale, such as bars, restaurants, schools, hospitals, and fuel stations,” says Marcel Koks, Infor’s industry and product strategist for the food & beverage industry. “This sales channel

requires advanced and easy-to-use mobile solutions for the workforce on the road and in the stores that are available on- and offline.”

Ivy Mobility and Infor CloudSuite Food & Beverage are complementary software solutions. Infor CloudSuite Food & Beverage manages the customer and product master data, sales order entry, warehousing and accounts receivable. Ivy Mobility covers the execution of route deliveries, van sales, taking field orders and returns, accepting credit card payments, as well as executing merchandizing and in-store activities. Ivy Mobility also supports route and visit planning, van load and end-of-day van stock reconciliation.

"Ivy Mobility is excited to partner with Infor and give our 100+ global CPG customers access to the combined portfolio of solutions. As our industry looks to adapt and excel in a post-COVID world, there is a growing need for partnerships between best-in-class solutions," says Douglas Remick, senior sales director and global partnership lead at Ivy. "With this partnership, CPG companies around the world can access clear and organized information in real time, enabling the frontline to execute at a much higher level."

### *Informatica Announces Integration of its Intelligent Data Management Cloud with Microsoft Fabric*

23 May 2023

Informatica, an enterprise cloud data management leader, will further strengthen its deep collaboration with Microsoft through seamless integration of its cloud-native, generative AI-powered Intelligent Data Management Cloud (IDMC) with Microsoft Fabric, the next generation data and analytics platform announced at Microsoft Build 2023. Existing and potential IDMC customers can enroll in private preview with access available starting June 2023.

Informatica is one of the first ISV design partners for Microsoft Fabric and brings Azure customers access to IDMC’s comprehensive suite of capabilities as a first-party service. The integration allows Azure customers to have:

- Seamless integration with Informatica’s Data Quality solution to identify and provide high quality, trusted data within Microsoft Fabric’s OneLake using custom data quality rules developed using natural language processing.
- Data Democratization for all users to rapidly discover, identify and gain access to trusted, reliable, quality data through Informatica’s Cloud Data Marketplace
- Data integration from 200-plus sources into the open and governed OneLake Delta Parquet format

“For the last 18 months, we’ve worked closely with our partners at Microsoft to develop the seamless integrations between IDMC and Fabric, and we are excited to be one of the first ISV design partners for Microsoft Fabric,” said **Jitesh Ghai, Chief Product Officer at Informatica**. “The Informatica IDMC-Microsoft Fabric integration offers frictionless delivery of our trusted data management capabilities and provides Azure customers confidence that their data is of the highest quality to power their tier-one business objectives.”

IDMC already enjoys a seamless integration with Azure portal and Marketplace, with the platform announced as **an Azure Native ISV Service** earlier this month at Informatica World, Informatica's annual customer conference. Additionally, Informatica's **Cloud Data Governance and Catalog was also launched natively on Azure**, with the pair of innovations providing Azure customers a more unified experience and trusted data capabilities.

"It was an easy decision to work with Informatica as a design partner and find a way to harness the power and performance of Informatica's Intelligent Data Management Cloud on Azure into the Microsoft Fabric experience," said **Arun Ulagaratchagan, Corporate Vice President, Azure Data at Microsoft**. "Now, Fabric customers around the world can leverage Informatica to help to build a trusted data foundation for all their AI and analytics workloads."

### *Infosys Springboard Collaborates with Adobe Training to Transform Digital Workforce of the Future*

24 May 2023

Infosys, a global leader in next-generation digital services and consulting, announced its collaboration with Adobe to transform the digital workforce through Infosys' online learning platform, Infosys Springboard, under its Tech for Good charter. Both organizations will aim to create over 10,000 new Adobe certified experts globally by 2025.

Through this engagement, Infosys will help reskill and bridge the skill gap of aspirants by enabling free access to advanced digital learning content offered by Adobe on Infosys Springboard. Aspiring professionals as well as lifelong learners can explore their interests and access Adobe's curriculum to learn more about Adobe Experience Cloud. The collaboration will help deliver corporate learning experiences available on any device and create a pool of upskilled, aspiring professionals.

**Anil Chakravarthy, President, Digital Experience Business at Adobe**, said, "To succeed in today's digital economy, it is imperative that businesses focus on ensuring the ongoing readiness and success of their most important asset, their own people. Scalable training can help bridge the tech talent gap, and our collaboration with Infosys will empower the future workforce to upskill their digital proficiencies using Infosys Springboard."

**Rajesh Varrier, EVP, Head Americas and Global Head of Digital Experience, Infosys**, said, "Infosys Springboard is designed to empower people, communities, and society with skills to be successful in the 21st century. Together with Adobe, we will provide free access to Adobe's training program to develop digital competence at scale, create a skilled workforce and enhance employability."

Congruent with its ESG Vision 2030, Infosys aims to enable digital skills at scale and empower over 10 million people in India by 2025 through the Infosys Springboard program. Infosys Springboard continues to expand its reach to learners by growing its thriving community to more than 5 million registered users in India, since its launch.

## *Launched today: Infosys Topaz - An AI-first offering to accelerate business value for global enterprises using generative AI*

23 May 2023

Infosys, a global leader in next-generation digital services and consulting, launched Infosys Topaz - an AI-first set of services, solutions and platforms using generative AI technologies. It helps amplify the potential of humans, enterprises and communities to tap into the next generation of opportunities to create value from unprecedented innovations, connected ecosystems and pervasive efficiencies. Infosys Topaz leverages Infosys applied AI framework to build an AI-first core that empowers people to deliver cognitive solutions that accelerate value-creation.

**Accelerate growth:** Infosys Topaz converges the power of Infosys Cobalt cloud, and data analytics to AI-power business, deliver cognitive solutions and intuitive experiences that revitalize growth. Over 12,000 use cases, help seed and fast track new ideas. For example, a food and beverages chain leveraged Infosys Topaz to autonomously connect unconnected data signals coming in from new partners to deliver superior off-store consumer experience with >95% accuracy. Infosys Topaz Generative AI Labs delivers ready-to-use industry solutions to bring the value of AI to more functions, thus helping businesses become more cognitive, faster.

**Build connected ecosystems:** Infosys Topaz democratizes data and intelligence to bring value to more participants in the connected ecosystem, enabling them to create disruptive business models, AI-led products, services and new revenue streams. For example, a national railway company took advantage of Infosys Topaz to build a smart hub for profitably creating agile value-chains, with best-fit partners from the market, for functions such as first and last mile logistics. Infosys Topaz enables businesses, across industries, with support from an ecosystem of over 100 industry networks and partnerships.

**Unlock efficiencies at scale:** Infosys Topaz creates efficiencies across the enterprise. Infosys' AI-first specialists use smart tools, platforms, and autonomous software engineering for business agility. Infosys Topaz drives organization-wide synergies by reimagining user personas, data architecture and engineering blueprints for the future. It also helps build self-supervisory capabilities from harnessing enterprise knowledge with generative AI. For example, a British bank used Infosys Topaz to transform over 2000 customer service processes to operate in near real-time instead of a week.

**Salil Parekh, CEO & MD, Infosys,** said, "Infosys Topaz is helping us amplify the potential of people – both our own and our clients'. We are seeing strong interest from our clients for efficiency and productivity-enhancing programs, even as businesses are keen to secure their future growth. Our own business operations have been hugely benefited by Infosys Topaz bringing the power of generative AI platforms and data solutions. Today, our clients are building new paths to expand revenue-creating opportunities and grow with Infosys Topaz."

Infosys Topaz is an asset for businesses across verticals and geographies:

**Caroline Flaissier, General Manager of the Fédération Française de Tennis (FFT)**, said, “We are delighted to be using Infosys Topaz to improve the experience lived by players, viewers and fans, journalists, and broadcast partners. At Roland-Garros, we have always believed in an AI-first approach to re-imagine our sport. AI-powered videos help players analyze their performance and match strategy, AI-Assisted Journalism helps journalists produce more insightful reports, and the match center, powered by AI-driven insights, helps fans understand every nuance of the game, beyond the numbers. All these innovations help us amplify the way Roland-Garros is experienced, and our partnership with Infosys, renewed in 2022, has been instrumental in keeping our tournament at the cutting edge of sports innovations.”

**Hemanth Adapa, Product Owner - Predictive Analytics, BT E-Serve (India)**, said, “As part of our continuous efforts to deliver value for our clients, at British Telecom, we engaged with Infosys Topaz to offer AI-powered predictive analytics for various domains such as network performance, sustainability, and security. This has been recognized and appreciated by our clients who can now amplify their mission-critical services with never-before reliability.”

“As organizations look to AI to solve business challenges, from improving efficiency to driving growth, AI-powered innovations need to be purpose-built to create enterprise-scale impact. Offerings like Infosys Topaz provide enterprises with services, frameworks, solutions, and platforms to help organizations not only reengineer business and IT processes but also accelerate ROI from AI services and solutions,” said **Jennifer Hamel, Research Director, Analytics and Intelligent Automation Services at IDC**.

Infosys is taking an AI-first approach to its own transformation. The company is applying Infosys Topaz to bring the power of generative AI, analytics and cloud to accelerate its own market offering evolution, enterprise transformation, even as it builds incremental value from micro-changes, to improve client service, reimagine business processes, software engineering and boost productivity. Nearly 50,000 reusable intelligent services, applied in over 25,000 instances, amplify employees today.

### *LTIMindtree Launches A Comprehensive Suite Of Assurance & Compliance Services Platform, Rely, For S/4HANA Programs In Collaboration With Tricentis*

16 May 2023

LTIMindtree, a global technology consulting and digital solutions company, in collaboration with Tricentis, a global leader in enterprise continuous testing and quality engineering, has launched its latest suite of automated testing tools for SAP S/4HANA.

Called ‘Rely’, the LTIMindtree platform for SAP’s latest-generation enterprise resource planning software offering – S/4HANA – is a comprehensive suite of assurance and compliance services designed to streamline the execution of S/4HANA programs. The platform provides a built-in framework for innovative testing tools and methodologies, enabling enterprises to maximize their business optimization on S/4HANA.

Enterprises migrating to S/4HANA often face significant challenges, owing to the dependence on manual testing process and longer testing cycles. There is an urgent need to mitigate risks

associated with delayed release and production defects, while reducing costs and increasing efficiency. LTIMindtree's 'Rely' aims to de-risk S/4HANA program by offering automation testing and ensuring that all critical business processes are thoroughly tested and validated. It eliminates delays in production releases and helps enterprises accelerate time-to-market, helping them meet the demands of customers.

"IT complexity and inefficient testing process prevent many enterprises from fully realizing the business benefits of their S/4HANA migration," said Vineet Moroney, Executive Vice President & Global Head – Enterprise Applications at LTIMindtree. "Our partnership with Tricentis and experience with S/4HANA solutions through Rely equip us with a powerful set of capabilities and expertise that can help customers navigate their business transformation with S/4HANA, compete more effectively in a challenging global business environment, and cater to the demand for environmentally responsible products."

"S/4HANA releases new functionalities frequently. Organizations following traditional testing methods stand to experience major challenges as they try to keep pace," said VJ Kumar, SVP and GM of Strategic Partnerships, Tricentis. "By partnering with LTIMindtree, we are pleased to help more organizations automate continuous testing so they can optimize their use of S/4HANA during and post migration."

### *New Qualtrics Pulse Innovations Help Leaders Stay in Step With Employee Feedback and Drive Better Outcomes*

23 May 2023

Qualtrics, the leader and creator of the experience management category, announced new capabilities in Qualtrics Pulse, the solution for frequent employee listening. With these new capabilities, Pulse can now automatically analyze employees' feedback and then distribute it to leaders and managers so they can take faster, more proactive action. With Pulse, HR teams can set up an ongoing program that automatically solicits employee feedback from specific teams, and then delivers real-time, actionable insights to respective leaders and managers.

According to Qualtrics research, 87% of HR leaders say their organizations should be more nimble. Keeping an ongoing census of employee sentiment becomes even more critical around key moments of change—in fact, 82% of HR leaders believe their organizations should listen to their employees more frequently. However, it can be difficult to know how to make the biggest impact on employee engagement and the bottom line.

"Senior leaders are facing challenging economic headwinds—which often result in fewer resources. They have to navigate difficult organizational changes and rely more on overworked frontline managers to keep their teams focused, supported and productive," said Qualtrics Head of Employee Experience Product Management Wojtek Kubik. "The new capabilities in Pulse empower leaders and managers to more quickly and efficiently improve employees' experiences at work and retain top talent."

### **Increasing process efficiency to address employee concerns in real time**

Qualtrics Pulse helps organizations simplify the way HR administrators set up automated pulse programs, helping them customize how often they ask for feedback from various groups of employees. Now available for HR teams and senior leaders, and coming soon for frontline managers in late 2023, the new capabilities in Pulse will enable HR administrators to automatically share employee feedback from specific teams to respective leaders and managers through unique dashboards, giving them quicker access to insights they need to take more frequent, proactive action. With the new capabilities announced today, leaders and managers can automatically get a more real-time understanding of how their teams think and feel about their day-to-day experiences at work, and how larger organizational changes impact key drivers of engagement such as trust in leadership and intent to stay.

For example, an organization asking employees to return to the office can set up a weekly Pulse to understand how employees are feeling and identify opportunities to ease the transition back, automatically sending the Pulse to a randomly selected 10% of their workforce on a weekly basis to avoid overwhelming employees. With the new Pulse capabilities, the organization's people team can more quickly and easily distribute summaries of topical employee feedback to senior leaders, enabling them to take real-time action to support the transition.

"Our organization is in the first year of a merger that significantly expanded the number of communities we serve. With tens of thousands of employees across dozens of hospitals and hundreds of clinics spread across seven states, it is incredibly important for us to keep an ongoing pulse of how our teams are feeling and what they are thinking in order to recruit and retain world-class talent," said Matt Turner, director of caregiver experience at Intermountain Health. "Partnering with Qualtrics, we've been able to efficiently and effectively listen to our caregivers on a continuous basis enabling us to take quicker action to improve our culture."

### **Leveraging frequent employee sentiment to inform customer outcomes**

Organizations know that engaged employees lead to more satisfied customers and better business outcomes. Research confirms that 81% of HR leaders believe there's value in better understanding the elements of the employee experience that have the strongest impact on their organization's customer experience.

For many organizations, new customer feedback data is available daily as those interacting with their business share real-time feedback on various transactions. In contrast, employee experience data gathered through traditional employee engagement surveys is only collected on an annual or quarterly basis. Frequent Pulse feedback from employees better enables organizations to more closely mimic the pace of their customer experience data, allowing them to connect employee engagement to customer experiences and business results on an ongoing basis.

## *Qualtrics Announces General Availability of New Frontline Care Solutions*

24 May 2023

Qualtrics, the leader and creator of the experience management (XM) category, announced the general availability of three new contact center innovations: Qualtrics Real-Time Agent

Assist (RTAA), Automated Call Summaries (ACS), and Frontline Team Assist. These new solutions will empower organizations to create future-proofed operating models for customer care.

**Real-Time Agent Assist** uses AI and machine learning to analyze customer needs and emotions, then deliver real-time coaching so contact center agents can take the best next step for customers.

**Automated Call Summaries** drastically reduces manual work for contact center agents by instantly creating a comprehensive summary after each customer call. In seconds, agents can see how long the call lasted, why the customer called, as well as a recap of how the agent responded, and any offers that were provided to remedy the customer's issue.

**Frontline Team Assist** enables managers to easily review agent performance and provide targeted, meaningful coaching to keep them engaged and effective. The solution leverages service quality evaluations and uses Qualtrics AI and Natural Language Understanding (NLU) to surface key insights on their performance and service quality.

Frontline Team Assist provides access to Qualtrics Frontline Agent Coaching, an easy-to-use self-coaching solution that puts personalized insights in agents' hands, provides positive reinforcement from customers, and empowers them to identify opportunities for improvement to drive their own development.

### *Taulia and ANZ enter into strategic relationship to advance working capital management solutions and help strengthen financial supply chains*

17 May 2023

Taulia, a leading provider of working capital management solutions, and ANZ, a leading bank in Australia, have signed an agreement to collaborate across a range of working capital finance solutions.

As part of the agreement, ANZ will provide supply chain finance and dynamic discounting solutions enabled by Taulia's front-end platform and integrated technology. With the strength of ANZ's presence in the Asia Pacific region as well as its trade finance expertise, this collaboration is focused on helping clients enhance the resilience and sustainability of their supply chains, allowing their suppliers to gain access to capital more efficiently and cost-effectively. The goal is to offer this functionality to customers before the end of 2023.

Over the coming months, ANZ and Taulia will work together to extend the reach of their working capital finance solutions across both existing and new client networks. This will be further strengthened through Taulia's acquisition by SAP, unlocking further opportunities across SAP's growing ecosystem to deliver a differentiated experience for buyers and suppliers.

"This agreement marks yet another milestone in our journey to grow our bank network and work closely to deliver working capital solutions for our clients across Asia Pacific," said Steve Scott, Head of Asia Pacific, Taulia. "With inflation still a key concern globally, we believe that CFOs should focus on their cash strategy to ensure they can not only survive but thrive during these turbulent times. Through this strategic relationship, we will be able to deliver cash to businesses when and where it is needed."

“Providing our clients with working capital tools is a key priority in ensuring they can navigate the current landscape,” said Alan Huse, Head of Product Management, Transaction Banking at ANZ Institutional. “We’re looking forward to working with Taulia to explore new and innovative ways as we continue to help our clients effectively manage their supply chains.”

“The signing of this agreement signals the importance of the APAC region to global trade flows and our commitment to creating more resilient supply chains for our joint customers,” said Thomas Mehlkopf, Head of Working Capital, Taulia and SAP. “Ensuring that working capital is flowing unencumbered throughout the region is vital for recovery post-pandemic and to ensure continued growth.”

## *Vertica by OpenText and Anritsu Sign New Deal for Next-Gen Architecture and 5G Network Capabilities*

17 May 2023

Vertica by OpenText and Anritsu Service Assurance announced the extension of their long-running partnership providing a new generation of analytical database technologies to Anritsu’s next-generation architecture, designed to meet the demands of 5G networks around the world.

Anritsu Service Assurance delivers trusted insights and support to global telecommunication service providers. It is enhancing its portfolio to meet the new demands service providers face with implementing 5G, particularly the operational agility required for the wide range of use cases that 5G offers. Critical to the success of an agile 5G network is low latency at massive scale, new edge-computing services, and digital services, all of which increase network traffic and data. The Vertica analytical database capabilities embedded in the Anritsu architecture will allow for multi-petabyte scale data processing.

"The fast-paced evolution of 5G networks means service providers need to balance the network and operational demands at scale while ensuring their customers' experience. Our continued partnership with Vertica by OpenText scales our ability to bring customers the best possible solutions for managing their needs and the complexities of 5G," said Ralf Idling, CEO of Anritsu. "Vertica's powerful database technology will be a valuable asset as we continue to help our customers deliver the highest levels of service quality to their customers."

"Adopting 5G in the telecommunications industry requires robust, fast networks, which can only be achieved with increased levels of artificial intelligence (AI), machine learning (ML), and modern data architectures," said Muhi Majzoub, EVP and Chief Product Officer at OpenText. "The advanced data analytics capabilities of the Vertica analytical database will play a significant role in Anritsu’s architecture. The result is that Anritsu customers can easily meet the demands associated with data-intensive workloads and fast data transaction requirements in the cloud."

Vertica by OpenText will help Anritsu meet its 5G and next-generation architecture needs by providing:

- auto-scaling capabilities with Kubernetes
- reduced hardware footprint leading to a lower TCO

- faster and easier fixes and upgrades that do not impact the network, storage and deployment choices for Anritsu clients
- AIOps for network automation
- a clear path for network upgrades

### *What's new in Opcenter Intelligence Cloud 2304*

18 May 2023

In a post published on the Siemens blog Alessandro Cereseto announced an update to Opcenter Intelligence Cloud. Alessandro lists the main benefits of this release as:

- “Enhanced insight into manufacturing data to improve trend analysis and decision-making
- Used eDHR data model to streamline device maintenance and enhance performance
- Minimized production line downtime by identifying and eliminating the causes
- Improved data analysis ability within a user’s natural workflow equipped with full control over data look and feel that perfectly matches the client’s application
- Gained valuable insights into the causes and impacts of nonconformances
- Used paginated reports to efficiently deliver structured information”

Read the full blog post here: <https://blogs.sw.siemens.com/opcenter/whats-new-in-opcenter-intelligence-cloud-2304/>

### *Wipro Expands Google Cloud Partnership to Advance Enterprise Adoption of Generative AI*

23 May 2023

Wipro Limited, a leading technology services and consulting company, announced an expanded partnership with Google Cloud to bring its advanced generative artificial intelligence (AI) capabilities to clients across the globe.

Wipro will integrate Google Cloud’s full suite of generative AI products and services—including Vertex AI, Generative AI App Builder, and the Model Garden collection of foundation models—with its own AI intellectual property (IP), business accelerators, and pre-built industry solutions. The expanded partnership will help unlock new value within enterprises and transform how large-scale businesses operate.

As part of the partnership expansion, Wipro will also train 20,000 associates on Google Cloud’s generative AI technologies to help clients realize the full potential of AI and drive secure, AI-led transformations at scale.

“Generative AI offers incredible opportunities ahead,” said **Thierry Delaporte, CEO and Managing Director, Wipro Limited**. “Expanding our partnership with Google Cloud allows us to help our clients accelerate the adoption of this technology – safely, securely, and responsibly. We are investing in skills as well as new capabilities in this area, so that Wipro can define and

drive our clients' AI-led transformation. This expanded partnership with Google Cloud is an important step in that direction.”

“Wipro has helped some of the world’s largest companies transform their businesses with our technology, and their investments in our generative AI capabilities has the potential to deliver new levels of innovation for customers,” said **Thomas Kurian, CEO, Google Cloud**. “Through our expanded partnership, Wipro and Google Cloud will use generative AI to solve some of the biggest challenges businesses are facing today, safely and securely.”

Together with Google Cloud, Wipro will build and deploy new generative AI solutions to help enterprises tackle unique industry challenges, while also improving common enterprise functions such as consumer experiences, marketing, supply chain performance, financial modeling, workforce management, and sustainability.

As part of the partnership, Wipro will build generative AI as a core solution within its extensive set of consulting services, which include digital marketing, customer experience, design thinking, and financial services, as well as within its global innovation labs (Lab45). Additionally, Wipro will leverage its crowdsourcing platform, Topcoder, to build and scale solutions that address client challenges.

Wipro’s AI Centers of Excellence in Bangalore, London, New Jersey, Dallas, and Mountain View will be open to clients looking to explore use cases for generative AI and develop individualized generative AI strategies. Generative AI will also become a core technology within the Wipro FullStride Cloud Studio, helping accelerate cloud strategy and adoption and further advancing Wipro’s support for the Google Cloud Rapid Migration Program (RaMP).

For more than two years, Wipro has been investing in a Generative AI Center of Excellence, conducting research with leading academic institutions, building accelerators and frameworks like WeGA (Wipro Enterprise Generative AI), developing competency through Wipro AI Academy, and executing key pilot programs for clients.