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CIMdata News

Agenda Topics Announced for PLM Road Map & PDT Fall 2021

25 August 2021

CIMdata and Eurostep are pleased to announce the agenda topics for PLM Road Map™ & PDT Fall 2021. The theme for our 2021 PLM Road Map & PDT conferences is “Disruption—the PLM Professionals’ Exploration of Emerging Technologies that Will Reshape the PLM Value Equation.” The fall event will expand upon the topics discussed during the spring event with new presentations, speakers, and topics. The event will take place over two half-day sessions on November 16th and 17th.

PLM Road Map & PDT 2021 is an event customized to the interests of the PLM Professional. Our agenda will offer a mix of reports and case studies from teams of industry experts covering technologies, processes, and people. PLM Road Map & PDT 2021 will examine various emerging disruptive technologies looking at the value they promise to deliver and why they are disruptive. We will also look at the role of standards in ensuring the openness and interoperability of these technologies. Additionally, we will share some examples of applying these technologies in various industries, including aerospace & defense, automotive, high-tech, maritime, and heavy equipment. Presentations will include the following topics:

- Trends and enablers of digital transformation
- The business value of standards-based information interoperability for Aerospace & Defense
- Can standards and the combination of standards aspire to be disruptive?
- Indexing content
- Going model-based
- Infusing PLM with AI
- Digital disruption in maritime
- A balanced strategy to reap continuous business value from digital PLM
- Systems engineering and systems thinking

“The agenda topics are of high interest to any PLM professional, and we have a great line-up of speakers, matching previous PDT Europe and PLM Road Map events,” says Mr. Håkan Kårdén, Eurostep’s Director of Marketing. Technology is at the heart of everything we do today. What are the disruptive technology trends to keep an eye on? Are they disruptive at scale? How do we build teams that embrace technologies and deliver value? We are looking forward to delivering another must-attend event, again on-line,” added Mr. Kårdén.

According to Ms. Cheryl Peck, CIMdata’s Director of Marketing, “In May, we introduced the theme for this year’s event virtual series, one focused on disruptive technologies and the value they promise. Our fall event, in November, will expand upon the topics discussed previously with a set of new presentations, speakers, and topics. Keeping track of the many disruptors can be daunting and not optional if we do not want to miss out on the opportunities disruption affords. The agenda topics we have put together will expand our scope of thinking and help PLM Professionals learn how to harness the potential of using disruptive technologies to maximize organizational value.”

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

the industry germinate and take root.

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

Acquisitions

EAGLE POINT SOFTWARE ACQUIRES UK-BASED KNOWLEDGESMART

23 August 2021

Eagle Point Software Corporation has announced the acquisition of United-Kingdom-based KnowledgeSmart Ltd, a company that delivers skills gap analysis and benchmarking services to help AEC firms maximize their return on investment in technology, people and client services.

Eagle Point Software is the developer of the Pinnacle Series AEC e-learning system, which features a comprehensive library of videos, documents and other development resources that enables long-term employee training and on-demand problem-solving.

John Biver, President and CEO of Eagle Point Software, explained, "Although Pinnacle Series was the industry's first e-learning platform to integrate with KnowledgeSmart in 2018, we're now positioned to integrate the two platforms even further and evolve them to bring more value to the AEC and manufacturing spaces. By combining our world-class teams and solutions, Pinnacle Series and KnowledgeSmart are able to deliver rapid platform enhancements that help the design and construction markets upskill and work more productively."

Biver continued, "The world has evolved to a work from home or hybrid model virtually overnight. Combining that challenge with ongoing technological advancements, skills gaps in our industry are greater than they have ever been. This acquisition positions us to be able to provide more value than ever before."

Rory Vance, Managing Director of KnowledgeSmart, shared, "KnowledgeSmart has enjoyed a close working partnership with Eagle Point for the past five years. Our operational and management teams work well together, and the two organizations share common values with a strong team spirit plus complementary skills and technologies. By combining the industry-leading Skills Assessment platform with the most widely used e-learning and skills development system in the AEC sector, I believe we will achieve more."

Vance will continue in a leadership role and actively engage in the forward-looking strategy and execution-related integrations of KnowledgeSmart with Pinnacle Series. It is anticipated other key KnowledgeSmart employees will join Eagle Point and remain based in the United Kingdom.

Sandvik completes the acquisition of Chuzhou Yongpu Carbide Tools Co., Ltd

20 August 2021

Sandvik has completed the previously announced acquisition of 67% of Chuzhou Yongpu Carbide Tools Co., Ltd, a China based premium solid round tools company, with a call option to buy the remaining part in three years' time.

The company had revenues of approximately SEK 400 million for the twelve month period Q2 2020 to Q1 2021, an EBIT margin slightly dilutive to Sandvik Manufacturing and Machining Solutions. Impact on earnings per share will initially be neutral.

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The company will be reported in Sandvik Coromant, a division within Sandvik Manufacturing and Machining Solutions.

Sandvik to acquire leading CAM software company CNC Software Inc., creators of Mastercam

26 August 2021

Sandvik has signed an agreement to acquire US-based CNC Software Inc., a leading provider of CAD/CAM software solutions for manufacturing industries and the company behind Mastercam, the most widely used Computer Aided Manufacturing (CAM) brand in the industry.

By acquiring CNC Software, Sandvik gains a world-class CAM brand in the Mastercam software suite with an installed base of around 270,000 licenses/users, the largest in the industry, as well as a strong market reseller network and well-established partnerships with leading machine makers and tooling companies.

“This is in line with our strategic focus to grow in the digital manufacturing space, with special attention on industrial software close to component manufacturing. An acquisition of CNC Software and the Mastercam portfolio, in combination with our existing offerings and extensive manufacturing capabilities, will make Sandvik a leader in the overall CAM market measured in installed base. CAM plays a vital role in the digital manufacturing process, enabling new and innovative solutions in automated design for manufacturing,” says Stefan Widing, President and CEO of Sandvik.

CNC Software has a strong market position in CAM, and particularly for small and medium-sized manufacturing enterprises (SME’s), something that will support Sandvik’s strategic ambitions to develop solutions to automate the manufacturing value chain for SME’s – and deliver competitive point solutions for large original equipment manufacturers (OEM’s). Combining the strengths of Mastercam with Sandvik’s offering and know-how within machining is expected to be an important enabler in automating the customers’ end-to-end manufacturing processes.

“Mastercam will be the cornerstone in Sandvik’s CAM portfolio, further improving machining productivity by combining our machining know-how with their CAM expertise to improve quality and reduce waste for our customers. Specifically, we will leverage data capture and use to secure efficient tool selection and tool path optimisation for our customers. I look forward to welcoming the CNC Software team to Sandvik,” says Mathias Johansson, President of the Design & Planning Automation Division in Sandvik Manufacturing Solutions.

CNC Software is an independent, family-owned company founded in 1983, headquartered in Tolland, Connecticut, USA, with 220 employees.

“We at CNC Software are extremely excited to be joining the Sandvik family. The two companies share many of the same values and objectives, but above all we share a passion for manufacturing. Together we will harness our joint resources to accelerate the development of Mastercam, while continuing to maintain our unique standards of local support through our experienced global Reseller channel. I am personally very excited at the prospect of working with Sandvik as it will allow us to accelerate our progress in achieving our mission, ‘To create software and services that solve the world’s manufacturing challenges,’” says Meghan West, CEO CNC Software, Inc.

The transaction is expected to close Q4 2021, subject to customary regulatory approvals. CNC Software will organizationally belong to the Design & Planning Automation division within Sandvik Manufacturing and Machining Solutions.

Company News

Altium and Fair-Rite Announce New Nexar Partnership

19 August 2021

Nexar, an Altium business unit, is transforming the electronics industry by uniting the ecosystem of companies that provide products and services related to the design and manufacturing (realization) of electronics.

Through the Nexar cloud platform, API, and associated embeddable technologies, partners can connect to the digital fabric of electronics design, vastly improving the customer experience of their products and services.

To help partners achieve these goals, Altium has launched the Nexar Global Price & Availability (GP&A) embed tool, powered by Octopart. Once partners add the GP&A tool to their websites, their customers can quickly access pricing and inventory information from authorized distributors, backed by Octopart's best-in-class parts library and supply chain data.

"Nexar's embeds are "mini-applications" that can be easily embedded on any web page or within an application. Supply chain and manufacturing partners can use the new GP&A tool to embed Octopart's industry-leading search engine on their websites," explains Ted Pawela, Chief Ecosystem Officer at Nexar.

Fair-Rite Products Corporation, a ferrite product manufacturing company, is the first partner to launch Nexar's GP&A embed on their website, helping to expedite customer searches for stock availability from multiple distributors in one central location.

Connecting Customers with the Parts they Need in a Click

The GP&A embed tool is a plug-and-play experience that allows Fair-Rite to easily integrate the tool into their website and customize it using just a few lines of code.

The embed empowers Fair-Rite's customers, streamlining their data search process exponentially. They can easily access inventory information from multiple authorized distributors directly from Fair-Rite's website, viewing and comparing part information in real-time that's backed by Octopart's best-in-class search algorithms, parts library, and supply chain data.

Once Fair-Rite's customers are ready to purchase their desired components, they can purchase them from their distributors of choice with just one click. Their customers can easily find parts and distributors, as well as drill down for more granular part data.

Fair-Rite can easily customize the tool, and tailor their experience of how they want users to interact with data on their website, and how distributor information is displayed.

As Bridget Kane-Ferrigan, Head of Marketing at Fair-Rite, explains, "Distribution is a big part of our business. The GP&A tool showcases all of our distributors and what they have in stock up to the second; being able to remove pricing helps us showcase all of our distributing partners equally."

For Fair-Rite, a US-based manufacturer and distributor, the GP&A tool also helps them compete in a marketplace. As Kane-Ferrigan elaborates, "With the resurgence of onshoring, Fair-Rite has the flexibility of reducing lead time utilizing our US-based manufacturing facility and for our overseas partners utilizing our wholly-owned facility in Suqian, China; thereby competitively reducing lead time during this ongoing electronic component shortage."

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Bricsys North American reseller network expands with ABTECH

25 August 2021

Bricsys is pleased to announce that ABTECH Services Polytechniques Inc. has joined the North American Bricsys reseller channel, delivering BricsCAD 2D, 3D, and BIM solutions to firms in Ontario, Quebec, New-Brunswick and beyond.

For the past 25 years, ABTECH has specialized in the distribution of technology solutions that support the operations of its customers in many markets such as engineering, surveying, construction, architecture and more. ABTECH steps further into the software realm by adding BricsCAD® to their product portfolio.

BricsCAD is a software application for computer-aided design (CAD) developed by Bricsys N.V. It allows users to design in 2D, 3D, and Building Information Management (BIM) workflows. The full BricsCAD family of products is offered in five different versions – Lite, Pro, BIM, Mechanical, and Ultimate.

Martin Allard, Vice President of Marketing at ABTECH is pleased to add the BricsCAD solution to its product portfolio. He explains:

“Our customers will be amazed by the power and speed of BricsCAD. The solution is intuitive and very familiar to CAD users. It is a very competitive solution in terms of price, and our customers will welcome the idea of licensing flexibility. In today's market, it is rare to see a professional CAD solution offered in a business model other than an annual subscription. Giving customers the option to buy and own their own software makes a big difference.”

BricsCAD offers an all-in-one CAD solution that utilizes the .dwg file format. BricsCAD brings an innovative, cost-effective, and familiar multi-platform CAD solution to Windows, macOS, and Linux. BricsCAD is available via permanent/perpetual licenses or subscription, both for networked or stand-alone computers.

Alex Von Svoboda, Director, Channel Sales in North America at Bricsys®/Hexagon, said:

“ABTECH and Bricsys help people and companies to optimize their CAD productivity. ABTECH customers need a solution that improves their productivity in 2D/3D design and a partner that can really help them implement the best technologies in the market. This makes ABTECH a natural fit as an Authorized Bricsys Value-Added Reseller (VAR) for BricsCAD.”

Coreform LLC is fastest growing Computer-Aided Engineering software company on 2021 Inc. 5000 list

23 August 2021

Coreform LLC, *developer of next-generation computer-aided engineering software, announces that it has made the Inc. 5000 list of the fastest-growing private companies in America!*

Coreform is No. 699 on its annual Inc. 5000 list, the most prestigious ranking of the nation's fastest-growing private companies. The list represents a unique look at the most successful companies within the American economy's most dynamic segment—its independent small businesses. Intuit, Zappos, Under Armour, Microsoft, Patagonia, and many other well-known names gained their first national exposure as honorees on the Inc. 5000.

Coreform CEO Matt Sederberg responded, “Our team has done an incredible job this last year and they deserve to be recognized for the hard work that led to such outstanding growth. As we adjust to our new

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normal, our focus will remain on perfecting our unique isogeometric analysis technology so engineers around the world can solve simulation problems that traditional codes can't handle.”

Not only have the companies on the 2021 Inc. 5000 been very competitive within their markets, but this year's list also proved especially resilient and flexible given 2020's unprecedented challenges. Among the 5,000, the average median three-year growth rate soared to 543 percent, and median revenue reached \$11.1 million. Together, those companies added more than 610,000 jobs over the past three years.

Complete results of the Inc. 5000, including company profiles and an interactive database that can be sorted by industry, region, and other criteria, can be found at www.inc.com/inc5000. The top 500 companies are featured in the September issue of Inc., which will be available on newsstands on August 20.

“The 2021 Inc. 5000 list feels like one of the most important rosters of companies ever compiled,” says Scott Omelianuk, editor-in-chief of Inc. “Building one of the fastest-growing companies in America in any year is a remarkable achievement. Building one in the crisis we've lived through is just plain amazing. This kind of accomplishment comes with hard work, smart pivots, great leadership, and the help of a whole lot of people.”

Dassault Taps Kinetic Vision to Showcase Simulia

17 August 2021

A world leader in Product Design, Engineering, Manufacturing and Data Management software, Dassault Systèmes®, showcases Kinetic Vision in their newest video about SIMULIA, the company's 3D simulation software.

“Kinetic Vision is incredibly excited about being featured for our work using SIMULIA,” said Jim Topich, Senior Vice President of Kinetic Vision. “Dassault is a global leader in multiple software platforms and Kinetic Vision is honored to be showcased for our expertise with SIMULIA,” he added.

Utilizing SIMULIA and the 3DEXPERIENCE® platform gives Kinetic Vision's customers a time and cost advantage by having an 'all-in-one' system in their arsenal. “Having one system where your CAD model is tied directly to your mesh and directly to simulation inputs is fantastic. The benefit is that when you make small model tweaks upstream, everything downstream in the model updates,” says Shane Mooney, Group Manager of Kinetic Vision's Modeling + Simulation group. This advantage has helped Kinetic Vision serve clients with even more responsiveness. “Showing clients screens where they see changes and the end-to-end effect in real time is a powerful tool in solving their complex challenges,” added Mooney.

Another factor highlighted by the case study is the scalability of the SIMULIA software. “Being able to scale up using cloud resources and technology has helped us run projects faster and more efficiently,” said Topich. “Kinetic Vision is always thinking of the customer and pushing innovation to create better products and services, and SIMULIA is a key part of that process,” he added.

Infosys Announces New Digital Development Centre in Toronto Region to Nurture Digital-Ready Workforce

25 August 2021

Infosys, a global leader in next-generation digital services and consulting, announced that it will establish a new digital development centre at its largest Canadian office in Mississauga. This is aimed at creating 500 high quality jobs in the Toronto Region over the next three years.

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Spanning nearly 50,000 square feet and bringing significant investment from Infosys to the country, this digital development centre will train, upskill, and reskill employees in the technologies needed to help Canadian businesses accelerate their digital transformation. It will also enable Infosys to better collaborate with clients to develop cross-functional solutions to pressing business challenges. Infosys, in the Toronto Region, currently serves businesses in the financial services, healthcare, communications, retail, and natural resources sectors. Artificial intelligence, data science, automation, and machine learning are the core capabilities that this centre would nurture and expand.

In response to surging demand for training, re-skilling, and learning by employers, Infosys previously committed to double its Canadian workforce to 4,000 employees by 2023. The digital development centre will play a key role in this expansion and lead the building of digital capabilities and training for the next generation of IT talent to support Canadian businesses.

“We are proud to power digital Canada through the skills of the future and do our part in supporting post-pandemic economic recovery. The Toronto Region met all of our criteria when deciding where to set up the digital development centre, create new jobs and scale our business offerings,” said **Ravi Kumar, President, Infosys**. “Talent and high-tech know-how are in abundance, there is a real aptitude for new workplace development strategies, and many of our clients are based here. Even better, this will enable us to be part of an ecosystem that reaches across the region, linking the private sector with innovative research and learning institutions in Canada”, he added.

While the digital development centre is the first of its kind in Canada for Infosys, it is based on the proven model of six similar digital centres in the U.S. which hire from local colleges and provide training and digital career paths. Infosys’ unique training and education infrastructure builds a tech-savvy and agile workforce with the skills and experience that clients need to become fully digital businesses.

Infosys has seen exponential growth in Canada and is firmly committed to strengthening its presence and hiring top tech talent across major hubs. Within the last two years, Infosys has created thousands of jobs across Toronto, Vancouver, Ottawa, Montreal, and most recently, Calgary. The company hires graduates from 14+ local post-secondary educational institutions, such as the University of Toronto and University of Waterloo, to build a strong pipeline of tech talent. In 2021, it was recognized as one of the Best Places to Work in Canada, according to Glassdoor.

“Ontario's deep talent pool, cutting edge innovation ecosystem, and competitive business costs make our province an ideal place for investment,” said **Ontario Minister of Economic Development, Job Creation and Trade, Vic Fedeli**. “We thank Infosys for investing in Ontario’s post-pandemic recovery by developing this global competency hub, tapping local talent, and partnering with local academic institutions to help develop a skilled workforce that will deliver new solutions, and, in turn, help other businesses thrive and grow.”

“We are thrilled that Infosys has chosen to invest in Mississauga and has committed to bringing hundreds of jobs along with training opportunities to our local workforce,” said **Mississauga Mayor Bonnie Crombie**. “This announcement is a testament to the talent we have in Mississauga as well as our world-class ICT sector, which is one of the largest in the country. The arrival of Infosys will play a significant role in economic recovery and growth, not only here in Mississauga but also across the entire Greater Toronto Area,” she added.

The launch of this digital development centre and accompanying jobs commitment were announced at the virtual Infosys Canada C-Suite Forum today where executives shared strategies to reshape business for resilience and success in the post-pandemic world.

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Lantek Names Anupam Chakraborty U.S. Sales & Business Development Director

20 August 2021

Lantek USA, North American subsidiary of Lantek Sheet Metal Solutions S.L., has appointed Anupam Chakraborty to direct its sales and business development efforts in North America. Mr. Chakraborty brings extensive corporate leadership experience to his new position at Lantek.

His position prior to joining Lantek was Vice President of Metamation where he largely contributed to the areas of Sales and Product Management. He partnered with such OEMs as Trumpf, Mitsubishi, Cincinnati, and others and contributed to exponential business growth for Metamation. Before his time with Metamation he was Senior Manager - Strategy with Carborundum Universal Ltd. Earlier in his career he also held a Design and Engineering position at Thyssen Krupp.

Mr. Chakraborty holds an MBA in Finance and Marketing from T A Pai Management Institute – Manipal, India, and a BS in Electrical and Electronics Engineering from National Institute of Technology – Durgapur, India.

“I am delighted and excited to work with the Lantek group and its customer base here in North America,” said Mr. Chakraborty. “I look forward to sparking strategic growth in new areas and continuing to develop and refine Lantek’s software and digital solutions to the sheet metal fabricating market.”

The appointment is particularly significant for Lantek following its recent strategic partnership with Trumpf and the objectives of both companies to bring open solutions for digitization and the smart factory to manufacturers in the sheet metal sector. Mr. Chakraborty’s experience at Metamation and Trumpf brings in-depth knowledge of both sheet metal software and machine tools to Lantek’s USA operation.

Lantek is the acknowledged leader in the field of sheet metal software and digital transformation and its open software can drive hundreds of different makes and models of cutting and punching machines. With OEM partnerships with more than 120 machine tool suppliers worldwide, Mr. Chakraborty is committed to expanding OEM and reseller partnerships in the United States and, in turn, helping companies, irrespective of the make and model of the machines they use and their state of digital readiness, towards a smart factory.

Mr. Chakraborty adds, “The software tools that Lantek is developing in the field of Artificial Intelligence and Machine Learning have the potential to bring disruptive change to the sector. To be part of this transformation and bring it to American manufacturers is a privilege.”

PROS Honored by Microsoft for Outstanding Sales Achievement and Innovation with 2021/2022 Inner Circle Award

23 August 2021

PROS®, a provider of SaaS solutions optimizing shopping and selling experiences, has achieved the prestigious Microsoft Business Applications 2021/2022 Inner Circle award. Membership in this elite group is based on sales achievements that rank PROS in the top echelon of the Microsoft’s Business Applications global network of partners. Inner Circle members have performed to a high standard of excellence by delivering valuable solutions that help organizations achieve increased success.

2021/2022 Inner Circle members are invited to the Inner Circle Summit in March 2022 as well as virtual meetings between July 2021 and June 2022, where they will have a unique opportunity to share strategy and network with Microsoft senior leaders and fellow partners. This recognition of Inner Circle for

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Microsoft Business Applications coincided with Microsoft Inspire, the annual premier partner event, which took place July 14-15, 2021.

“In a year of deep business transformation for every company and every industry on the planet, it is extremely rewarding to be able to recognize Microsoft Business Applications partners from every corner of the world that accelerated our joint customers’ digital transformation and drove unsurpassed customer success,” said Cecilia Flombaum, Microsoft Business Applications Ecosystem Lead. “Our Inner Circle members are chosen based on their business performance as well as capabilities as an organization, whether that’s creating IP, developing solutions or having an industry leading focus on digital transformation. Microsoft is honored to recognize PROS for their achievements this past year, their dedication to our customers and their innovation around the Microsoft Cloud.”

PROS AI-powered pricing and selling solutions integrate with Dynamics 365 to give every business the ability to dynamically adapt their digital selling strategy to a highly fluid market while optimizing revenue profitability. PROS Smart Price Optimization and Management and PROS Smart Configure, Price, Quote, which are both part of the PROS Platform, make it possible for companies to drive a harmonized and interconnected selling motion within and across key components of the selling engine. Hosted on Microsoft Azure, PROS solutions deliver speed, precision and consistency for customers transforming their businesses through digital selling initiatives to ensure long-term leadership in their respective markets.

“It is an incredible honor to be named to the Microsoft Inner Circle for the third consecutive year,” said John Connolly Jr., PROS Global Vice President, Alliances and Partners. “PROS and Microsoft deliver innovative solutions and strong services with unparalleled value to our customers. Collectively, we help them drive the digital selling motions required to not only survive but thrive in this digital era. PROS and Microsoft are truly better together, and our longstanding partnership continues to fuel PROS aggressive growth strategy.”

ROHM celebrates its 50th Anniversary in Europe: Focus on Power and Analog Solutions

26 August 2021

Founded in 1958 in Kyoto, Japan, the ROHM group has become a global player and supplier in the electronics industry. The company produces a wide range of solutions including integrated circuits for power management, SiC MOSFETs, diodes and modules, silicon power transistors and diodes, but also LEDs, resistors and many more electronic components. Being a vertically integrated semiconductor manufacturer, ROHM is largely independent of suppliers and can respond more flexibly to market changes.

ROHM Semiconductor Europe, founded in 1971, with Headquarters in Willich near Düsseldorf, Germany, is represented by eight offices in six countries today: Germany, France, UK, Spain, Finland and Italy. Additionally, ROHM’s production facility SiCrystal, located in Nuremberg, Germany, supplies the global markets with silicon carbide wafers.

The company’s European business activities – in line with the ROHM group’s Medium-Term Management Plan ‘MOVING FORWARD to 2025’ – aim to accelerate social contribution. “We focus on power and analog solutions and contribute to our customers’ needs for energy saving and downsizing of their products,” states Wolfram Harnack, President at ROHM Semiconductor Europe.

ROHM’s European business both serves the needs of automotive and industrial application areas. “For example, car manufacturers strongly demand our silicon carbide devices for their production of electric

cars. In addition, we also see exciting projects in the industrial field and expect a major growth in Europe – particularly in the area of infrastructure for e-mobility and alternative energies,” Harnack continues.

ROHM’s customer focus in Europe is reflected by the Power Lab, a modern laboratory for power electronics located at the company’s EU Headquarters in Willich. It provides important local technical support at application level to ROHM’s European customers. “With our (Application and Technical Solution Center (ATSC)) and Power Lab activities and expertise we enhance our local customer support to make their products even better – with state-of-the-art equipment and specialized measurements,” explains Aly Mashaly, Director of ROHM’s European Application and Technical Solution Center.

Additionally, ROHM's commitment to supporting its European OEM and Tier 1 partners is mirrored by various supplier awards and design-in projects.

TCS Launches New Google Cloud Garages for Enterprise Customers

19 August 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that it is expanding its strategic partnership with Google Cloud with the launch of Google Garages at its TCS Pace Port™ co-innovation and advanced research centers in Amsterdam, New York and Tokyo.

The TCS Google Garages provide an immersive experience for companies to evaluate cloud solutions, develop and prototype applications, apply analytics and artificial intelligence (AI) capabilities using design thinking and agile development to address business opportunities and create value. Further, they are enabling the availability of TCS’ rich portfolio of leading-edge, industry-centric products and platforms on Google Cloud. These include TCS BaNCSTM for core banking and financial services, TCS OmniStore™ for retailers to provide unified customer journeys powered by AI, TCS Optumera™ for merchandising and supply chain optimization, and TCS WaferWise™ for anomaly detection in semiconductor manufacturing.

To strengthen the partnership further, TCS and Google Cloud will jointly develop new industry-specific solutions with a focus on delivering digital consumer experiences in retail, modernizing manufacturing processes with AI and connected machines, and building multi-cloud platforms for the financial services industry.

“TCS and Google Cloud are helping enterprises reimagine and transform their businesses by harnessing the full value of cloud to enable greater resilience, speed and business value. Our expanded strategic partnership and the new Google Garages at TCS Pace Ports will help us empower enterprises with the vital capabilities needed to embrace cloud for purpose-led, sustainable growth,” said **Krishnan Ramanujam, Business Group Head, Business and Technology Services, TCS.**

TCS’ Google Business Unit offers customers a full complement of services and solutions leveraging TCS’ domain-focused innovation and Google Cloud’s suite of technologies, helping them achieve superior business outcomes from cloud transformation initiatives. TCS is a Premier Google Cloud partner and provides end-to-end services in the areas of cloud migration, application and data modernization, managed services, SAP on cloud, digital transformation and industry-specific propositions. TCS has developed a library of assets, blueprints and accelerators to automate delivery and management of different stages of the cloud lifecycle.

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TCS Pace Port is a global network of innovation hubs designed to enable multidisciplinary in-person and virtual collaboration between TCS, its customers, partners, universities, and local startups, for rapid prototyping, researching, and commercializing of advanced technologies and first-of-a-kind projects.

TRANSOFT SOLUTIONS EXPANDS ITS LEADERSHIP TEAM

23 August 2021

Transoft Solutions, developers of productivity-enhancing software and services for the civil, transportation, architectural, and aviation industry, is pleased to announce the appointment of Karen Giese to its leadership team as Vice President of U.S. Business Development.

Karen will be responsible for leading the Company's business development activities with a primary focus on identifying and capturing new business in North America—leveraging her technical background in transportation and her strong relationships in the industry.

Prior to joining Transoft, Karen has worked for prominent companies globally and brings a wealth of experience in the areas of transportation safety and research, Smart Cities Program Management, product management, training, and business development.

She holds a B.S. & M.S., in Civil Engineering, with a transportation focus, from Iowa State University. Karen is a registered P.E. and a member of the Seattle Regional Mobility Innovation Center Advisory Committee. She is also an active participant in industry associations including ITE, ITS America, and TRB.

“I have known this company and its people for much of my career and have watched it evolve and expand. I am thrilled to be a part of this team and am looking forward to contributing to Transoft's continued success and sharing all that Transoft has with our industry,” commented Karen Giese.

“We are excited to welcome Karen to Transoft,” said Daniel Shihundu President of Transoft Solutions. “Her in-depth understanding of the transportation industry combined with her business development experience is a valuable asset to our team as we continue to expand our footprint in North America, specifically in the area of traffic safety.”

Velo3D Expands Team in Europe to Support Growing Demand for Industrial Metal AM

24 August 2021

As global demand for top-quality 3D-printed industrial parts continues to grow, California-based Velo3D, Inc., a leader in advanced additive manufacturing (AM) for high-value metal parts, has announced the appointment of two new Europe-based senior executives.

Managing Director, Dr. Jose Greses, will be based between Germany and Spain while Sales Director, Xavier Fruh, will be located in France. They join Jon Porter, who was appointed earlier this year as European Business Development Director based in the U.K.

Dr. Greses holds a Ph.D. in laser welding from the University of Cambridge (U.K.) and a M.Sc. in Marine Technology from Cranfield University (U.K.). He has worked for a number of leading European manufacturing companies in laser welding and 3D-printing—most recently with GF Machining Solutions and, prior to that, for 14 years with German AM company EOS.

“Our goal is to help industries solve their engineering challenges by delivering unprecedented design freedom, part repeatability and quality in metal 3D printing,” says Dr. Greses. “We're here to provide the European markets with a seamless transition to Velo3D's end-to-end manufacturing solution

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including its advanced support-free technology.”

Xavier Fruh has a Master’s degree in electrical engineering from ESIGELEC Rouen and an M.B.A. from the Strasbourg School of Management, both in France. He has years of experience in the welding industry and most recently did business development around Europe for four years with AddUp, a French group specializing in AM technology.

“I am passionate about innovation and technology,” Fruh says. “I’m keen to support our customers in overcoming the limits of traditional manufacturing and to help them take advantage of everything that AM, the next generation of manufacturing engineering, has to offer.”

Benny Buller, founder and CEO of Velo3D, views his company’s European growth as a sign of greater awareness of the production metrics delivered by advanced 3D-printing systems. “Expanding our footprint in Europe comes in response to new demand for the very highest-achievable levels of metal AM quality that only Velo3D provides—as well as design freedom that can unleash innovation and improve competitiveness for industries such as aerospace, oil and gas, and alternative energy,” he says.

In March, Velo3D announced plans to merge with JAWS Spitfire Acquisition Corporation and become a public company.

Wipro and DataRobot Partner to Deliver Scalable Enterprise AI Solutions

26 August 2021

Wipro Limited, a leading global information technology, consulting and business process services company announced a global strategic partnership with DataRobot, a leader in Augmented Intelligence.

The partnership will deliver Augmented Intelligence at scale, to help customers become AI driven enterprises, and accelerate their business impact. DataRobot’s Augmented Intelligence platform complements Wipro’s expertise in enterprise AI. This collaboration will help accelerate the execution of AI strategy and will ensure quicker “data to value” for businesses. The partnership will streamline the process of infusing AI-led intelligence into customer business decisions, and positively impact their bottom line.

Harish Dwarkanthalli, President - Applications & Data, iDEAS, Wipro Limited said, “Wipro is committed to helping clients in their journey to become intelligent enterprises, and implement AI at scale. Our approach is to simplify AI deployment in enterprises using a democratized methodology and utilizing diverse skill sets to collaborate with our technology partners along with our Wipro Holmes AI platform. We are excited to work with DataRobot, a leader in this segment, to further enhance the value we create for our customers.”

This collaboration will strengthen Wipro’s partner ecosystem in the dynamic Enterprise AI segment and highlight its commitment to making AI accessible. Furthermore, DataRobot’s Augmented Intelligence platform will empower key stakeholders across organizations to conduct cutting edge data science at an enterprise level.

Gardner Johnson, Vice President, Worldwide Channels at DataRobot said, “As leaders in AI, Wipro and DataRobot are perfectly suited for collaboration. We couldn’t be more excited about our partnership with Wipro as we bring the power of AI to more organizations. We look forward to helping customers across every industry and geography achieve more value from their data.”

Tom Reuner, Senior Vice President, HFS Research said, “The partnership is all about accelerating the operationalization of AI across the enterprise. By helping clients to set up AI CoEs and to institutionalize MLOps methodologies, Wipro and DataRobot drive best practices and speed up

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automation. The joint effort on Data Science legacy modernization provides a clear differentiation in the market.”

Wipro announces opening of new delivery center in Arkansas, USA

24 August 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced that it will open a new delivery center in Sherwood, Arkansas. The company expects to hire up to 400 employees in the next two years in Arkansas.

Wipro will invest approximately US\$ three million to transform a 70,000 square-foot facility at Landers Road into a customer service center. The delivery center will provide operational services to Wipro’s clients across industry verticals.

“Wipro has been a technology leader for decades. With great pleasure, I welcome them to Arkansas,” said **Asa Hutchinson, Governor of Arkansas**. “These jobs will help improve the lives of citizens in Central Arkansas, and continue to reinforce our goal of making Arkansas a leader in information technology.”

“I’m thrilled that Wipro recognized the talent we have here in Central Arkansas and chose Sherwood as the site of its newest facility,” said **Mike Preston, Executive Director, Arkansas Economic Development Commission and Arkansas Secretary of Commerce**. “I know they will find the necessary support here that will continue to lead them on their path to success.”

“We are thrilled to welcome Wipro to our community,” said **Virginia Hillman Young, Mayor of Sherwood**. “This announcement is the beginning of a new partnership between our city and the company. We look forward to working closely with the local Wipro team as they grow and thrive in Sherwood.”

“This is a tremendous win for the City of Sherwood and their local economic development team,” said **James Reddish, Executive Vice President - Little Rock Regional Chamber**. “As a region, we know that the success of any one community is a success for all, and we look forward to supporting Wipro and Sherwood, as the company establishes and grows its presence in Central Arkansas.”

“We are thrilled to open the delivery center in Sherwood and improve our reach to customers in central Arkansas. This strategic investment will bring Wipro’s innovation, operational capabilities and organizational expertise to the region. This is part of our commitment to enable future expansion, and drive employment generation initiatives for local communities,” said **Nagendra P Bandaru, Managing Partner-iCORE, Wipro Limited**.

Wipro is recognized globally for its comprehensive portfolio of services, strong commitment to sustainability and good corporate citizenship.

Wipro launches @now Studio in Texas, expands its Digital and Cyber Defense Center

20 August 2021

Wipro Limited, a leading global information technology, consulting and business process services company, today announced the launch of its @now Studio in partnership with ServiceNow to support digital transformations for customers, increase innovation, and develop unique industry solutions.

The @now Studio leverages ServiceNow’s digital workflows and simplified processes to develop customized solutions. The studio will focus on building competencies, serving as a platform to develop and showcase solutions, accelerating co-selling and co-creation with ServiceNow, and leveraging the

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ecosystem including universities and leading start-ups. Additionally, there will be a focus on ServiceNow Global Risk & Compliance and Security Operations to help clients protect their data and remain secure.

The @now Studio is located at Wipro's Technology Center in Plano, Texas where Wipro has a state-of-the-art facility focused on developing niche capabilities in new and emerging technologies. The Technology Center serves as a hub for advanced analytics and cloud technologies and is the company's US cyber security center. This is Wipro's first @now Studio. There are plans to launch additional studios in Europe and APMEA in the coming months.

The @now Studio also supports Wipro's continued efforts to create jobs throughout Texas and hire graduates from universities including the University of Texas at Dallas, University of Texas at Austin, University of North Texas, and University of Houston

Robert Allen, President and CEO, Texas Economic Development Corporation said, "Today's celebration marks an impressive journey for one of the world's leading IT companies. Over the past several years, Wipro has grown significantly throughout Texas and the DFW region. Texas continues to be the perfect fit for Wipro as they build capabilities to help their customers innovate, optimize and modernize."

Nagendra Bandaru, Managing Partner – iCORE, Wipro Limited said, "We are excited to strengthen our partnership with ServiceNow. We look forward to leveraging the @now Studio to increase our ServiceNow capabilities, build solutions across industries, and help our customers simplify processes and automate their workflows. We are also thrilled to expand our presence in Texas and leverage the ecosystem the state has to offer. The Studio also represents an expansion of our cybersecurity capabilities and leverages the local workforce to accelerate innovation. Our collaboration with local universities will enhance employment opportunities and expand our intellectual property in cybersecurity."

David Parsons, Senior Vice President, Global Alliances & Partner Ecosystem, ServiceNow said, "With companies across the world looking to improve business outcomes and experiences, we are proud to partner with Wipro to launch their @now Studio. This will serve as a great platform to help our clients accelerate their digital transformation journeys."

Event News

CGTech to Demonstrate VERICUT 9.2 at WMTS 2021

24 August 2021

CGTech will feature VERICUT version 9.2 in booth #334 at the Western Manufacturing Technology Show (WMTS). The trade show will take place at the Edmonton EXPO Centre in Edmonton, Alberta. VERICUT is the industry standard for simulating CNC machining to detect errors, potential collisions, or areas for improvement. VERICUT runs independently, but also integrates with leading CAM systems through direct interfaces.

WMTS is western Canada's premier trade show. Companies from diverse industries gather together in a hands-on, dynamic environment to showcase new ideas, trends, and solutions. Attendees can explore and evaluate technologies in machine tools and tooling, workholding, metalworking, welding, and advanced manufacturing solutions from additive manufacturing to automation, robotics, and industry 4.0.

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The latest version of VERICUT brings improvements in speed for both collision detection and overall performance, a new 3D Live interface that makes it easier to build realistic set ups using GDML format files, enhanced support for new tool types and hole making tools, plus new features and improvements for reporting and optimization.

“In addition to amazing advancements in simulation speed and our optimization technology, VERICUT 9.2 arms users with new dockable Graphs and Tool Use windows that provide valuable insights into machining processes,” says Gene Granata, VERICUT Product Manager. “Users visualize machining in a new way, to uncover inefficiencies and expose potential problem areas in machining. They can then adjust their strategies, or optimize their NC program to remove these deficiencies before NC programs are run on CNC machines.”

VERICUT 9.2 enhances optimization in both Force and OptiPath. Easily optimize NC programs by setting target Chip Thickness along with any combination of machining limits in Force, such as maximum cutting forces or spindle power, and maximum tool deflection (bending). Users can select “Learn From Results” in Graphs to send specific optimization settings (Force or OptiPath) to cutting tools, or change strategies for corresponding cutters.

Force is a physics-based module for VERICUT that analyzes and optimizes cutting conditions throughout the NC program based on the given material, cutting tool, and machining conditions. Force-optimized programs reduce machine times up to 25% or more while extending tool life by preventing excessive forces and tool deflections.

Hexagon to deliver on the Power of One at MINExpo

25 August 2021

Hexagon’s Mining division has released a preview of its technology launches and technical presentations planned for MINExpo in Las Vegas, Sept. 13-15. The latest integrations of sensors, software and autonomous solutions will be on display at Booth 4057, where a unique life-of-mine journey awaits visitors.

The company will present the technology behind its smart device ecosystem and introduce innovation for autonomous fleet management and drill and blast. A busy three-day schedule of tech talks in Booth 4057 covers topics ranging from planning and operations to monitoring, processing and autonomy.

Uniting Hexagon’s story of connected mining ecosystems is the Power of One, a theme central to the company’s message to the industry.

“We recognize that mines face enormous challenges,” said Nick Hare, President of Hexagon’s Mining division. “Fuel and commodity prices are volatile, the pressure to be safer and more sustainable is increasing. So, too, is scrutiny by authorities, shareholders and the public.

“Digital transformation can answer many of these challenges, but digital transformation demands more than niche technology and partial solutions. We believe Hexagon, as a global leader in digital reality solutions with deep experience and domain knowledge, is uniquely qualified as the one, trusted technology partner, capable of connecting all parts of a mine.

“That’s the power of one and we’re excited to share that strategy at MINExpo.”

OPEN MIND at EMO in Milan

23 August 2021

The EMO metalworking exhibition being held from 4 to 9 October 2021 will provide a great opportunity for manufacturers to meet the OPEN MIND Technologies AG team and discuss their challenges with machining specialists from many sectors in person. Version 2021.2, the most recent release of the *hyperMILL*[®] CAD/CAM suite, will also be presented at **booth G12 in hall 7**.

The CAD/CAM specialists will also be providing an early look at what's to come in Version 2022.1 as well as demonstrating the *hyperMILL*[®] VIRTUAL Machining Center that generates simulations based on real NC data and creates a perfect virtual rendering of reality in the machine, marking the first step in advanced process optimization and automation.

OPEN MIND provides innovative technologies for 2.5D to 5-axis simultaneous machining, additive manufacturing and automation. Playing a central role in process optimization is *hyperMILL*[®] VIRTUAL Machining, this simulates and optimizes machining operations using a digital twin, taking into account the individual machine kinematics.

Automatic alignment in the virtual machine

As one prime example of the new possibilities for interaction between CAM and machine, OPEN MIND will be demonstrating the *hyperMILL*[®] BEST FIT function at EMO. With it, the CAM developer is revolutionizing work preparation in machining, especially in the reworking and machining of 3D printed, welded and cast parts.

Instead of having to manually align the stock in the clamping fixture to the NC program, *hyperMILL*[®] aligns the NC program automatically to the component position. This new function takes full advantage of the options offered by the virtual machine in the CAM program and it communicates with a 5-axis machining center capable of 3D measurements to eliminate the uncertainty that comes with manual alignment.

Sneak peak of the upcoming version

In the new version the Optimizer module is extended. For machines with rotary and swivel axes on the table, the linking movements automatically generated in the Optimizer module are optimized specifically for the relevant kinematics of the machine. For greater ease of use, the most suitable strategies are identified automatically, and optimized values are utilized.

There will also be an early look at the upgrades coming to the CONNECTED Machining module. Version 2022.1 of *hyperMILL*[®] will feature a number of new features that streamline the interface with the machine. For instance, it will soon be possible to transfer data for individual tools or for entire tool lists electronically to the machine. This includes the tool name, tool number and dimensions. This eliminates the need to manually complete the tool table at the machine, which saves time and prevents errors. CONNECTED Machining facilitates the bi-directional exchange of data with the machine controller. Additionally, data can be sent to the machine and processed as well as received from the machine.

Machining examples to demonstrate functions

Alongside live demonstrations on CAM workstations, OPEN MIND will also be presenting machining examples to showcase the wide range of functions the software has to offer. The main attraction this time around will be an aluminum panther that will be on display on the booth. This extraordinary, highly detailed piece is the outcome of a collaboration with OPEN MIND and the tool clamping experts at HAIMER GmbH, who are sponsors of the German Ice Hockey League (DEL) team, the Augsburg Panthers.

Synopsys CFO Trac Pham to Speak at the Rosenblatt Securities Technology Summit

20 August 2021

Synopsys, Inc. announced that Trac Pham, CFO, will speak at the virtual Rosenblatt Securities Technology Summit: Age of AI Scaling conference on August 26, 2021, 2:00 p.m. ET (11:00 a.m. PT). This event will be broadcast live over the internet, via the Synopsys corporate website. The webcast replay will also be available at the Synopsys corporate website following the conclusion of the live presentation.

Financial News

Autodesk, Inc. Announces Fiscal 2022 Second Quarter Results

25 August 2021

Autodesk, Inc. reported financial results for the second quarter of fiscal 2022.

All growth rates are compared to the second quarter of fiscal 2021, 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.

Second Quarter Fiscal 2022 Financial Highlights

- Total revenue increased 16 percent to \$1,060 million;
- GAAP operating margin was 14 percent, down 2 percentage points;
- Non-GAAP operating margin was up 2 percentage points to 31 percent;
- GAAP diluted EPS was \$0.52; Non-GAAP diluted EPS was \$1.21;
- Cash flow from operating activities was \$202 million; free cash flow was \$186 million.

"Sustained and purposeful innovation to enable digital transformation in the industries we serve is changing our relationship with our customers from software vendor to strategic partner," said Andrew Anagnost, Autodesk president and CEO. "And that is enabling us to create more value through end-to-end, cloud-based solutions that connect data and workflows, and power business model evolution. By helping our customers grow, we will grow too, giving us confidence in our FY 23 goals and beyond."

"Robust growth in new product subscriptions, accelerating digital sales, and improving subscription renewal rates drove our strong second quarter results," said Debbie Clifford, Autodesk CFO. "Our strong start to the year means we are raising our FY22 revenue and margin guidance and shifting more of our EBA customers from multi-year paid up front to annual billings, benefiting both our customers and Autodesk."

Additional Financial Details

- Total billings increased 29 percent to \$1,015 million.
- Total revenue was \$1,060 million, an increase of 16 percent as reported, and 14 percent on a constant currency basis. Recurring revenue represents 98 percent of total.
- Design revenue was \$944 million, an increase of 15 percent as reported, and 13 percent on a constant currency basis. On a sequential basis, Design revenue increased 7 percent as reported, and 6 percent on a constant currency basis.
- Make revenue was \$90 million, an increase of 26 percent as reported, and 25 percent on a constant currency basis. On a sequential basis, Make revenue increased 10 percent as reported,

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and 9 percent on a constant currency basis.

- Subscription plan revenue was \$1,017 million, an increase of 21 percent as reported, and 19 percent on a constant currency basis. On a sequential basis, subscription plan revenue increased 7 percent as reported and on a constant currency basis.
- Maintenance plan revenue was \$17 million, a decrease of 67 percent as reported and on a constant currency basis. On a sequential basis, maintenance plan revenue decreased 12 percent as reported, and 13 percent on a constant currency basis.
- Net revenue retention rate was within the range of 100 to 110 percent.
- GAAP operating income was \$148 million, compared to \$146 million in the second quarter last year. GAAP operating margin was 14 percent, down 2 percentage points.
- Total non-GAAP operating income was \$331 million, compared to \$262 million in the second quarter last year. Non-GAAP operating margin was 31 percent, up 2 percentage points compared to the second quarter last year.
- GAAP diluted net income per share was \$0.52, compared to \$0.44 in the second quarter last year.
- Non-GAAP diluted net income per share was \$1.21, compared to \$0.98 in the second quarter last year.
- Deferred revenue increased 15 percent to \$3.30 billion. Unbilled deferred revenue was \$843 million, an increase of \$375 million compared to the second quarter of last year. Remaining performance obligations (RPO) increased 24 percent to \$4.14 billion. Current RPO increased 24 percent to \$2.85 billion.
- Cash flow from operating activities was \$202 million, an increase of \$111 million compared to the second quarter last year. Free cash flow was \$186 million, an increase of \$122 million compared to the second quarter last year.

Second Quarter Fiscal 2022 Business Highlights

Net Revenue by Geographic Area

	Three Months Ended July 31, 2021	Three Months Ended July 31, 2020	Change compared to prior fiscal year		Constant currency change compared to prior fiscal year
<i>(In millions, except percentages)</i>			\$	%	%
Net Revenue:					
Americas					
U.S.	\$ 347.3	\$ 309.5	\$ 37.8	12 %	*

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Other Americas	75.5	62.0	13.5	22 %	*	
Total Americas	422.8	371.5	51.3	14 %	14	%
EMEA	410.2	354.7	55.5	16 %	12	%
APAC	226.7	186.9	39.8	21 %	18	%
Total Net Revenue	\$ 1,059.7	\$ 913.1	\$ 146.6	16 %	14	%
Emerging Economies	\$ 132.8	\$ 113.7	\$ 19.1	17 %	16	%

* 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").

<i>(In millions, except percentages)</i>	Three Months Ended July 31, 2021	Three Months Ended July 31, 2020	Change compared to prior fiscal year	
			\$	%
AEC	\$ 478.7	\$ 397.0	\$ 81.7	21 %
AutoCAD and AutoCAD LT	304.4	271.9	32.5	12 %
MFG	207.7	185.5	22.2	12 %
M&E	58.5	53.3	5.2	10 %
Other	10.4	5.4	5.0	93 %
	\$ 1,059.7	\$ 913.1	\$ 146.6	16 %

Business Outlook

The following are forward-looking statements based on current expectations and assumptions, and

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involve risks and uncertainties, some of which are set forth below under "Safe Harbor Statement." Autodesk's business outlook for the third quarter and full-year fiscal 2022 takes into consideration the current economic environment and foreign exchange currency rate environment. A reconciliation between the fiscal 2022 GAAP and non-GAAP estimates is provided below or in the tables following this press release.

Third Quarter Fiscal 2022

Q3 FY22 Guidance Metrics	Q3 FY22 (ending October 31, 2021)
Revenue (in millions)	\$1,110 – \$1,125
EPS GAAP	\$0.50 – \$0.56
EPS non-GAAP (1)	\$1.22 – \$1.28

Non-GAAP earnings per diluted share excludes \$0.64 related to stock-based compensation expense, (1) \$0.10 for the amortization of purchased intangibles, \$0.02 for acquisition-related costs, partially offset by (\$0.04) related to GAAP-only tax benefit.

Full Year Fiscal 2022

FY22 Guidance Metrics	FY22 (ending January 31, 2022)
Billings (in millions) (1)	\$4,875 – \$4,975 Up 18% – 20%
Revenue (in millions) (2)	\$4,345 – \$4,385 Up 15% – 16%
GAAP operating margin	Approx. 15%
Non-GAAP operating margin (3)	Approx. 31%
EPS GAAP	\$2.43 – \$2.58
EPS non-GAAP (4)	\$4.91 – \$5.06
Free cash flow (in millions) (5)	\$1,500 – \$1,575

(1) Excluding the approximately \$50 million impact of foreign currency exchange rates and hedge gains/losses, billings guidance would be \$4,825 – \$4,925 million.

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- (2) Excluding the approximately \$55 million impact of foreign currency exchange rates and hedge gains/losses, revenue guidance would be \$4,290 – \$4,330 million.

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

Non-GAAP earnings per diluted share excludes \$2.49 related to stock-based compensation expense, \$0.40 for the amortization of purchased intangibles, \$0.10 related to acquisition-related costs, partially
- (4) offset by (\$0.03) related to gains on strategic investments and dispositions, and (\$0.48) related to a GAAP-only tax benefit.
- (5) Free cash flow is cash flow from operating activities less approximately \$75 million of capital expenditures.

The third quarter and full-year fiscal 2022 outlook assume a projected annual effective tax rate of 16 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 second quarter conference call today at 5 p.m. ET. The live broadcast can be accessed at 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. 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.

To help better understand our financial performance, we use several key performance metrics including billings, recurring revenue and net revenue retention rate ("NR3"). These metrics are key performance metrics and should be viewed independently of revenue and deferred revenue. These metrics are not intended to be combined with those items. We use these metrics to monitor the strength of our recurring business. We believe these metrics are useful to investors because they can help in monitoring the long-term health of our business. Our determination and presentation of these metrics may differ from that of other companies. The presentation of these metrics is meant to be considered in addition to, not as a substitute for or in isolation from, our financial measures prepared in accordance with GAAP.

Invitation to Tecsyst's Conference Call on September 9, 2021, Covering First Quarter FY2022 Results

26 August 2021

Tecsyst Inc. will release its financial results for the first quarter of fiscal year 2022 ended July 31, 2021 on September 9, 2021. Tecsyst President and CEO, Peter Brereton, and CFO, Mark J. Bentler, will host a conference call on September 9, 2021 at 1:00 p.m. EDT to present and discuss the results with the

analysts.

Subject: Q1 FY2022 Financial Results Conference Call

Date: September 9, 2021

Time: 1:00 p.m. EDT

Phone number: (877) 232-4484 or (416) 981-9028

The call can be replayed until September 16, 2021 by calling (800) 558-5253 or (416) 626-4100 (access code: 21996813).

Implementation Investments

BN3TH Partners with Centric PLM to Drive Growth

23 August 2021

BN3TH (pronounced ‘beneath’) the men’s underwear and apparel company, has selected Centric Software®’s Product Lifecycle Management (PLM) solution, Centric SMB for emerging brands. 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.

Based in Vancouver, British Columbia, Canada, the idea for BN3TH began in 2010 when friends Dez Price and Dustin Bigney had an idea to produce the ultimate comfort in men’s underwear. After running the company on the side with prototypes and small production runs, they made the company their full-time careers in 2013. A patented MyPackage Pouch Technology™ provides support to their underwear and base layers for any activity—from outdoors and sports to days at the office. Ever mindful of sustainability, BN3TH as a company, strives to minimize the environmental impact of its business.

Nora Shaughnessy, Director of Product at BN3TH describes how she had looked at quite a few different PLM systems on and off over five years. “With launching about 500 SKUs annually among 60+ different styles, it was becoming overwhelming to manage the approval of the testing and the rest of the product development activities. It was kind of like a ticking time bomb as to when we could actually implement PLM.”

Centric was a front runner because one of its main factories, Venitra, already uses it. Other considerations are that they want a solution that doesn’t require customization as they would have to put full-time people against it. “Our team is lean. Also, I want to make sure that I wasn’t trying to retrofit something to how we currently work. We want an experienced PLM partner that can impart best-practices knowledge to us,” Shaughnessy says. “Centric SMB is really interesting because it can grow with you. A lot of the PLMs that are available to smaller companies are limiting, and then when you get to a certain size, you have to overhaul your whole system and go to something else that has an enterprise version.”

As with most companies, COVID-19 shook up BN3TH. Their sales and market reach actually improved but supply chains were disrupted, and being a smaller company, they were worried about losing out on raw materials because larger companies were able to forecast earlier. Says Shaughnessy, “We’re moving to have a more forecast-planned and less booking-based business model.”

With Centric PLM, the main benefit that they want to achieve is clarity. “Trackability, clarity and fewer balls dropped. We need our design department to know that all the information is there, up to date and accurate. They can create BOMs in the system. We’ll reduce errors from copying and pasting between

styles,” says Shaughnessy. And then, “It made sense to us—there are just too many right things to *not* go with Centric.”

Chris Groves, President, and CEO of Centric Software says, “We are proud to be partnering with a fresh, innovative company like BN3TH. Their products are winning high praise from the general public, athletes, and celebrities alike. We look forward to seeing what the future brings.”

Duke Energy Teams with Accenture and Microsoft to Develop First-of-its-Kind Methane-Emissions-Monitoring Platform

23 August 2021

Duke Energy announced it is working with Accenture and Microsoft on the development of a new technology platform designed to measure actual baseline methane emissions from natural gas distribution systems.

This unique platform will provide near-real time data collection, allowing Duke Energy’s field response teams to more rapidly identify and repair methane leaks.

The cloud-hosted platform will track and prioritize data associated with leaks using advanced detection methods such as satellites, fixed-wing aircraft and ground-level sensing technology. The new sensor technology can detect trace-levels of methane emissions that current technology may not identify. The new platform will augment the company’s drive toward net-zero methane emissions in its natural gas business by 2030.

As a part of this effort, the companies will execute monthly satellite captures in Greenville, S.C., beginning in August to further refine the technology for identifying methane leaks on Duke Energy’s pipeline system. Duke Energy anticipates implementing its methane-monitoring platform by October 2021.

Duke Energy began testing satellites for detecting leaks on its natural gas system in 2020. The company found satellite detection has the potential to be more accurate and an expedient way to locate leaks when compared to traditional leak survey methods such as aerial and foot patrols.

“This platform will reimagine how natural gas local distribution companies calculate methane emissions and perform leak surveys and improve the expediency in which leaks may be repaired, resulting in dramatically lower methane emissions,” said Brian Weisker, senior vice president and chief operations officer, natural gas at Duke Energy. “The current industry standard uses calculated data to report methane emissions, which leaves room for inaccuracies when it comes to actual methane levels.”

To help design the Microsoft Azure-based platform to handle a high volume of data from a variety of sources, Accenture – in collaboration with Avanade, its joint venture with Microsoft – will apply its experience in analytics, artificial intelligence and cloud computing. These technologies will help drive the insights from the platform for improving operations and delivering on the methane emissions goal.

“Our work with Duke Energy and Microsoft demonstrates how technology, innovation and artificial intelligence can help address sustainability challenges,” said Mark Schuler, a managing director in Accenture’s utilities practice. “Together, we can show others how to achieve their sustainability goals and make it an integral part of delivering value for all stakeholders, and not as one-off practices.”

“We are looking forward to contributing to this collaboration with Duke Energy, Accenture and Avanade in supporting Duke Energy’s progress to net-zero methane by 2030,” said Darryl Willis, Microsoft corporate vice president of Energy and Sustainability. “This is a great example of innovation and collaboration coming together to enable industries to more accurately detect, calculate and report on

emissions and take action.”

Methane makes up nearly 10% of all greenhouse gas emissions every year, according to recent estimates from the U.S. Environmental Protection Agency, with the energy sector being one of the largest sources of U.S. methane emissions.

HCL SIGNS CONTRACT WITH MUNICH RE TO TRANSFORM DIGITAL WORKPLACE SERVICES IN 40 COUNTRIES

23 August 2021

HCL Technologies (HCL), a leading global technology company, has signed a contract with Munich Re, one of the world’s leading reinsurers, to create a next-generation digital workplace for its workforce.

Building on the successes of its strategic digital transformation partnership with Munich Re, HCL will now modernize and standardize workplace services for more than 16,000 employees in 40 countries. HCL will adopt a “glocal” strategy to support Munich Re’s global workforce in multiple languages, including German, Spanish and Mandarin, from near-shore locations. It will also implement a highly personalized service desk solution and leverage the power of automation and self-service capabilities to improve efficiency and enhance employee user experiences.

Munich Re selected HCL as its preferred partner due to the strength of the existing relationship and its proven track record creating a modern digital workplace for other leading German and global organizations. HCL’s Fluid Workplace Solution offers Munich Re the flexibility to rapidly modify remote working practices as business needs evolve to mitigate the risks associated with the uncertainty surrounding the pandemic. In addition, HCL’s WorkBlaze solution will provide predictive analytics and AI for IT Operations capabilities, which will help Munich Re proactively enhance user experiences and pave the way toward a self-healing digital workplace.

“The last 12 months have triggered the biggest change in how companies empower and support their employees,” said Robin Johnson, Group CIO, Munich Re. “Now, user experience transformation has become a strategic priority to us. It was essential to have a partner that could help us create a modern digital workplace powered by the latest technology innovation to deliver a next-generation user experience to our employees. It was also imperative for our partner to offer global multilingual support capabilities. The strength of HCL’s digital workplace offerings and our existing relationship made it an easy decision to partner with HCL.”

“We’ve already achieved significant success with Munich Re in modernizing its applications and supporting its core insurance platforms,” said Rahul Singh, President of Financial Services, HCL Technologies. “Flexibility and user-experience transformation are now of greater importance, and this deal reflects the growing value organizations like Munich Re see in HCL’s innovative Fluid Workplace model. This alliance also represents another significant stride in HCL’s growth in Germany, where we continue to invest in expanding our footprint and developing new solutions to support our clients.”

JICA Selects Accenture to Apply Digital Technologies to Development Challenges

22 August 2021

Accenture has been selected by the Japan International Cooperation Agency (JICA) to support a group of digital transformation (DX) projects in six countries across Asia and Africa.

As Japan’s central governmental organization providing economic and social aid for developing nations, JICA is prioritizing the application of digital technologies to address development challenges. In June

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2020, JICA established the Office for STI and DX in the Governance and Peacebuilding Department to leverage digital technologies in Japan's international development operations to boost development impacts.

To further this movement, Accenture will support pilot programs in the six countries — Cambodia, India, Mauritius, Thailand, Uganda and Vietnam — through February 2022. JICA intends to then extend and develop the pilots into model projects for digital transformation mainstreaming in international cooperation and development.

The JICA pilot projects include:

- Cambodia – digital currency verification;
- India – a public-private platform to improve loan efficiency;
- Mauritius – feasibility study of smart city OS for disaster management;
- Thailand – assessing the feasibility of using artificial intelligence for water pipeline management;
- Uganda – using data integration and analysis for refugee support facilities; and
- Vietnam – facilitating citizens' behavioral change through predictive modeling of water quality.

For the Mauritius pilot, in particular, Accenture will conduct a feasibility study for a digital platform (Smart City OS *) for disaster management in the country — which, being located in the southwestern Indian Ocean, experiences frequent cyclones, torrential rains, storm surges, floods, landslides and other disasters, causing extensive human and economic damage. The Smart City OS pilot will test the effectiveness and explore further utilization of a centralized information management system, including weather forecasting and other disaster-related data. The team expects that the integration of meteorological information, satellite photos, water quality, data on animal and plant habitats and coastal environments, and berthing will yield benefits beyond disaster prevention and mitigation, supporting tourism and the protection of coral reefs.

Mikiya Saito, who leads the Office for STI and DX in the Governance and Peacebuilding Department at JICA, said, “The rapid development of digital technology is inspiring an increasing number of emerging countries to adopt new technologies and services to accelerate their development of industry and social services. JICA is committed to addressing a wide-range of development challenges around the world, and through this project, we hope to create a new model of cooperation leveraging digital technologies and data.”

Joichi Ebihara, who leads Accenture's Strategy & Consulting group for the company's healthcare and public service industry practices in Japan, said, “This collaboration with JICA on digital experience mainstreaming is a perfect fit for Accenture's knowledge and experience in using digital technology to empower communities, public agencies, businesses. As a company dedicated to helping our clients deliver value to their clients and stakeholders, we are especially excited to help JICA prioritize digital capabilities when serving serious needs in other countries. This initiative marks an exciting new chapter in recognizing the power of 'digital' in economic development.”

* Smart City OS is a digital platform that serves as the foundation for data collaboration and service provision in smart cities. With Accenture's Smart City OS, citizens can opt-in to provide their personal data to gain access to personalized services, and the government can use such data to shape policies and urban development. Accenture's Smart City OS was first implemented in Aizu Wakamatsu City in Fukushima Prefecture in 2015 and has subsequently been introduced in several other municipalities. Among the wide range of smart city services on the Smart City OS is "My Hazard," which guides

citizens to appropriate evacuation routes based on their location data at the time of a disaster. This project for JICA will be the first time that Accenture's Smart City OS is being tested for implementation outside Japan.

Manitoba Public Insurance Awards legacy modernization contract to Infosys Public Services

26 August 2021

Infosys Public Services Inc. (IPS), a subsidiary of Infosys, a global leader in next-generation digital services and consulting, announced that it will enable Manitoba Public Insurance (MPI), a Crown corporation that delivers auto insurance and driver services, to digitize driver licensing, vehicle registration, and International Registration Plan (IRP) services for over 900,000 Manitobans.

Infosys has partnered with Celtic Systems – a leading DMV solutions provider – to implement the Infosys Celtic Vehicle and Licensing Solution, built on Celtic's portfolio of products (Celtic Motor Vehicle System – CMVS and Celtic Transportation Services – International Registration Plan – CTS-IRP) for Manitoba.

Infosys Celtic Vehicle and Licensing Solution consists of interoperable modules that digitize both the core and ancillary functions including driver licensing, vehicle registration, billing, analytics, and reporting for motor vehicle agencies. Infosys Celtic Vehicle and Licensing Solution provides a modern, customer-centric platform with the native flexibility to meet new business and technical requirements, and deploy them quickly with minimal disruption to the business. This future-ready platform is built on Microsoft and other leading technologies with a highly scalable architecture that is easy to implement and use.

“We are honored and excited to be selected by Manitoba Public Insurance to help navigate this mission-critical digital transformation initiative,” said **Eric Paternoster, Chief Executive Officer, Infosys Public Services**. “Over the last few years, Celtic and Infosys Public Services have helped 19 jurisdictions across North America modernize and digitize various vehicle and driver licensing processes, reducing cost of operations and improving the constituent experience. We look forward to executing this program leveraging our shared experience, enabling Manitoba to build a modern digital foundation to serve their residents more efficiently.”

The initiative will be executed using a hybrid agile approach that balances the ability to prototype and rapidly implement new ideas with longer-term designs that lead to real and meaningful change.

“We are pleased to work with Infosys Public Services to modernize the motor vehicle and licensing system, enabling the province to deliver more efficient online supported services to our residents,” said **Shayon Mitra, Vice President & Chief Transformation Officer, Digital and Transformation, MPI**. “Through the solutions' agile modular deployment capabilities, we have an incredible opportunity to effectively adapt to changing regulatory and market needs allowing us to better serve millions of residents across the province.”

New ERP Solution is the Accelerator for Transformation

23 August 2021

The automotive industry is in the midst of great upheaval. The change to e-mobility poses altogether new challenges for manufacturers and suppliers. As a leading global supplier of drive components, SEG Automotive is in the midst of this transformation. To optimize its processes and efficiently master the new challenges, the automotive supplier is now relying on Infor CloudSuite Automotive.

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In the automotive industry, the high speed of transformation and increasing complexity in the networking of hardware and software are leading to the fact that established players have to change to survive in the market — in terms of their product portfolio, their processes, and their digital tools.

This is why SEG Automotive is now relying on the Infor CloudSuite Automotive as an essential part of its digital transformation to efficiently optimize and manage its business processes on a single global multi-tenant cloud platform.

"Infor's solution convinced us with its digitization options," says Tim Zimmermann, ERP director, SEG Automotive. "We can improve not only our workflow management but also utilise modern methods in digital manufacturing and machine learning. This allows us to raise both production optimization and automatized monitoring of our production to a new level."

With this solution tailored to the automotive industry, the global supplier can streamline, optimize, and accelerate its processing landscape. The project started in 2019, with the first locations already converted at the end of 2020. The whole system will be implemented globally by 2023.

Digital networking with all business partners and the provision of data in a centralized data lake will lead to faster and more efficient decision-making and easier reporting in the future. A central view of all company data is guaranteed, which means that industry 4.0 and machine learning initiatives can be implemented strategically.

SEG Automotive is a leading global supplier of solutions for the automotive industry. The company emerged in 2018 from the Starter Motors & Generators division of Bosch and stands for over 100 years of innovation in the industry. It offers a broad product portfolio to make the powertrain more efficient: from alternators to (start-stop) starter motors and e-machines for hybridization and electrification. In the light of the digital revolution SEG Automotive has taken numerous measures to assert and further expand its role as a technological pioneer not only in terms of its own product portfolio. This requires lean corporate processes that do not delay the development of innovations but, on the contrary, actively promote them. The intelligent use of collected data and information is also essential. SEG Automotive has launched several initiatives to achieve this goal, including using Industry 4.0 technologies in production and robotics in administrative processes — and is now relying on the multi-tenant cloud from Infor for corporate management.

The automotive supplier's cloud-first strategy guarantees the company's long-term competitiveness through innovation and agility. The solution approach enables the standardization of digital business processes to continuously make innovations and extensions available automatically. The transparency achieved in this way across all company processes will create the prerequisites for initiating further measures relating to technologies such as integrated business planning and AI in the future, among other things.

"We are already working with Infor on concrete new solutions for artificial intelligence around digital manufacturing and production optimisation," Zimmermann said.

Infor CloudSuite Automotive is not only tailored to the automotive industry, it is also ideal for global companies by covering many local requirements. For SEG Automotive, this includes e-invoicing in the Mexico plants or creating and processing transport declarations in Hungary, among other things. Thus, the Infor solution enables the global supplier to further develop the areas of Internet of Things (IoT) and machine connection and to use integrated EDI functions.

The scalability of the system and the implementation of the highest security aspects are guaranteed by the cloud solution. Merino Consulting Services as an Infor partner is supporting the implementation at SEG Automotive locations worldwide. Numerous pilot project branches are already connected. Go-live

worldwide is planned by 2023 at the latest.

“We did not take the selection of a new ERP system lightly,” says Frank Lorenz-Dietz, CFO, SEG Automotive. “For us as a globally operating mid-sized company, it is crucial to differentiate ourselves through smart, lean processes and solutions as well. I am convinced that Infor can make a significant contribution to this.”

"Our CloudSuites enable our customers to successfully implement their digitization strategies," says Joachim Harb, Infor senior vice president and general manager of central Europe. "Since the German automotive industry is known worldwide for high-quality vehicles and components, we are all the more pleased to support one of the most important suppliers to the industry with our multi-tenant cloud."

Standard Bank Selects TCS BaNCS™ Cloud for Digital Claims Transformation in Short Term Insurance

26 August 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that Standard Bank’s short-term insurance business in South Africa has selected TCS BaNCS™ Cloud for Insurance to power its digital claims transformation and reaffirm its leadership in the region.

TCS BaNCS Cloud for Insurance will be offered on a SaaS model on AWS Cloud and will help the insurer harmonize more than 60 products spread across four claims administration platforms, enabling faster and accurate claims processing. The solution will also integrate with 16 different downstream applications including the enterprise GL system, payment gateway, CRM, business intelligence solutions, as well as all other peripheral systems identified in Standard Bank Insurance’s technology roadmap.

Combined with a cloud-first approach, a faster claims processing engine and high configurability, the solution will help Standard Bank Insurance improve operational efficiency and streamline claims management. TCS BaNCS APIs will help Standard Bank Insurance connect to ancillary systems easily and offer personalized experiences to their customers. Additionally, TCS’ analytics and data-driven insights tool will help in decreasing customer churn and speed up decision-making related to claims settlements.

Dr Nolwandle Mqoqi, Head of Insurance, Standard Bank South Africa, said, “Customer satisfaction and loyalty are of utmost importance to us and with TCS BaNCS Cloud for Insurance’s SaaS-based solution, we expect to vastly improve policy holder claims experiences, deliver superior performance in a secure environment and benefit from the scale that a highly configurable solution offers. We have been a leading cloud adopter in the region and selecting TCS BaNCS Cloud as one of the partners is the next step in this journey. Availing TCS’ analytics tool for intelligent insights, we will approach product innovation differently, take advantage of new opportunities and deliver differentiated customer experiences.”

R Vivekanand, Co-Head, TCS Financial Solutions, said, “TCS cherishes the over 20-year relationship with the Standard Bank Group and our long-standing commitment to the South African financial services industry. We are pleased to be selected as the strategic partner to the company for this engagement. TCS BaNCS Cloud for Insurance will help Standard Bank’s short-term insurance enhance customer experience, reduce operational risk, improve claims efficiencies, and take advantage of emerging opportunities by seamlessly collaborating with an extended innovation ecosystem of insurtechs. This claims transformation sets up Standard Bank well for its next leg of thought leadership

and client-centered delivery in the South African market.”

TCS BaNCS Cloud for Insurance is an end-to-end rules-driven core insurance platform spanning capabilities in underwriting, customer policy servicing, claim processing, co-insurance, finance, reporting and branch operations across P&C, Health and Life insurance businesses.

This SaaS offering has been adopted by banks and financial institutions of varying sizes across the globe for its future-ready digital architecture, functionality, business agility and operational efficiency. Its proven application architecture ensures anytime, anywhere digital access, scalability, resilience, high performance, and compliance. Cloud agnostic, it ensures that customers gain from a standardized and consistent platform. With a predictable and committed roadmap, systematic regulatory updates, and a complete operational model it provides customers with the reassurance to concentrate on their core competencies rather than on building and maintaining costly IT infrastructure. TCS BaNCS Cloud handles over 100 million transactions per month for more than 220 customers across the world.

Synopsys Enables First-Pass Silicon Success for Achronix's New FPGA for Data and AI Acceleration Applications

24 August 2021

Synopsys, Inc. announced that Achronix Semiconductor Corporation achieved first-pass silicon success for its new Speedster7t FPGA using comprehensive design, verification and IP solutions from Synopsys. Achronix selected Synopsys to meet the high-bandwidth and artificial intelligence/machine learning (AI/ML) workload requirements of its high-performance computing FPGA design while accelerating time-to-market.

"Achronix's new 7-nm Speedster7t FPGA supports the massive amounts of data processing required for high-performance applications," said Chris Pelosi, Achronix VP of Hardware Engineering. "Selecting Synopsys verification and golden-signoff-enabled design technologies helped our team achieve better overall design convergence. Additionally, we accelerated our schedule by months due to the easy integration of the high-quality Synopsys DesignWare IP. The breadth of solutions from Synopsys helped us to both minimize design risks and achieve our stringent design and time-to-market targets."

The Synopsys DesignWare® IP portfolio helped Achronix meet the Speedster7t FPGA's memory performance and real-time data connectivity requirements. Compared to competitive solutions, the DesignWare Logic Library IP offers 4% better area and an 8% improvement in timing, which is significant for high-speed designs. In addition, the DesignWare Embedded Memory IP, including dual-port SRAMs, reduced the Speedster7t FPGA's power consumption. The DesignWare DDR4 IP offers comprehensive and extensive reliability, availability and serviceability (RAS) capabilities. The low-latency DesignWare IP for PCI Express (PCIe) 5.0, with 512-bit datapath width supporting x16 links, provides maximum bandwidth and power efficiency. Achronix plans to continue its longstanding collaboration with Synopsys by using DesignWare IP in its next design.

The Synopsys Fusion Design Platform™ was critical to Achronix achieving the performance necessary to deliver market-shaping levels of high-bandwidth compute in both an area- and power-constrained form factor. The unique fusion of test, implementation and golden-signoff technologies enabled the company to minimize design margins on a broad and systemic scale, achieve better overall design convergence and accelerate its ability to achieve right-first-time silicon.

The Synopsys Custom Design Platform was instrumental in reducing the time and effort required to design, lay out and simulate the high-performance custom circuits in the 7-nm Speedster7t FPGA, with node-specific features that improved designer productivity.

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Achronix also adopted key functional verification products from the Synopsys Verification Continuum® Platform to verify its FPGA. Synopsys' VCS® simulation solution enabled accelerated simulation performance, while its Verification IP delivered faster verification environment creation and VC SpyGlass™ RTL static signoff tool provided early detection of design bugs.

"Hyperscale data center designs continue to evolve due to tremendous internet traffic growth, requiring a combination of high-performance and low-latency solutions to help deliver total system throughput," said John Koeter, senior vice president of marketing and strategy for IP at Synopsys. "Synopsys provides companies such as Achronix with the industry's most comprehensive design, verification and IP solutions that address the stringent requirements of high-performance computing designs."

Industry-Leading Solutions from Synopsys

Achronix's Speedster7t FPGA features an array of new machine learning processors (MLPs) optimized for high-bandwidth and AI/ML workloads. The company achieved optimal benefit from utilizing multiple Synopsys solutions, including:

- Fusion Design Platform (including Design Compiler®, IC Compiler™ II, PrimeTime®, PrimePower, StarRC™, and SiliconSmart®)
- Custom Design Platform (featuring Custom Compiler™ and PrimeSim™ Continuum)
- IC Validator™
- Verification Continuum Platform (featuring VCS, VC SpyGlass and Verification IP (VIP))
- DesignWareIP

Toy Partner Modernizes its Management Systems with Infor

26 August 2021

Infor, the industry cloud company, announced it has closed an agreement with Toy Partner, a Spanish company that for more than 40 years has been importing and distributing exclusively a wide range of consumer products, especially toys. The five-year SaaS deal will help modernize and streamline its enterprise management system with a more modern, robust and flexible cloud service, suitable to meet new IT challenges the company will face.

The implementation of Infor CloudSuite Distribution Enterprise, running on AWS, will be carried out by Acter Consulting, a partner with extensive experience working with Infor.

"After years of working with a robust but not very user-friendly system, the need arose to migrate to a more modern, flexible system with greater management possibilities," said Julio Rubini, executive director of Toy Partner. The company's main needs were to manage information in a more open way, ensure that processes worked correctly and improve interfaces with third parties.

"This is an ideal opportunity to review database structures and improve processes and management systems in the company," Rubini says. "Although we analyzed several options, Infor is the one we trust the most, both in terms of the preparation of the proposal and the way it works. Acter Consulting's advice has also been a key factor, making it easier for us to understand and be sure that the system is the right one and that it will perfectly meet our requirements."

José Velázquez, Infor's general manager for Iberia, comments: "We are confident that our collaboration with Toy Partner will be long and productive. We are very pleased to be part of this modernization and process improvement project to which Toy Partner is so committed."

UCAS Announces Major Core Technology Contract with Infosys

24 August 2021

Infosys, a global leader in next-generation digital services and consulting, announced the signing of a new minimum three-year contract with UCAS, the admissions service for UK higher education.

UCAS and Infosys have enjoyed a successful technology partnership since 2015 but following an extensive tender process the new contract represents a major step change in the relationship, focusing on delivering seamless customer service experiences through greater automation, innovation and efficiency.

UCAS provides vital admissions and information services to students, schools, advisers, and higher education providers, offering over 30,000 courses to prospective applicants each year. The service delivers the single biggest infrastructure event within the UK education sector annually on results days every August. UCAS supports approximately 700,000 applicants every year– with 60,000 more this year than in 2020, and current predictions suggesting there will be 1 million applicants to higher education in the UK by 2025.

The partnership between UCAS and Infosys is fundamental to the support and delivery of a professional and stable platform that students and the people advising and supporting them, can rely on when navigating their journey to higher education.

As part of the new agreement Infosys will provide a wide range of digital services that will enable UCAS to further develop the capabilities that connect learners to universities, awarding bodies, schools, and other organisations, built on a dynamic digital suite of systems able to rapidly respond to the evolving UK higher education sector. Infosys will continue to concentrate on helping UCAS achieve its ambitious targets on lowering costs, optimizing, and enhancing services for students, delivering more robust security, and providing business-as-usual (BAU) services between legacy and new digital systems.

Today's announcement follows UCAS' busiest Results Day ever on 10th August, with 1.5 million logins registered in UCAS Track (peaking at 2000 logins per second), 182,126 page views on the Career Finder tool, and UCAS teams supporting more than 11,000 students with queries on the phone or via social media. The traffic is the highest volume to UCAS' systems ever seen on the most important day of the year for UCAS.

Sander Kristel, UCAS' Chief Operations Officer said, "I cannot emphasise enough the importance of this new agreement with Infosys, and the benefits to UCAS staff and customers. It represents a real shift in our partnership, and will focus extensively on automation, innovation, and efficiency across the business, which is key to delivering on our strategy for the future.

UCAS is seeing an increase in student demand across all areas; a demographic uplift, and a growing demand from mature students and overseas applicants means that we are anticipating a million undergraduate applicants by 2025. We need to ensure that the future services that we provide reflect the diverse range of options that applicants will have, for instance when looking for an apprenticeship. That is why this new contract with Infosys is fundamental for us to continue to deliver an efficient and effective service for all of our customers and stay at the top of our game as the go to place for higher education across the globe."

Ashiss Kumar Dash, EVP and Segment Head - services, utilities, resources, energy at Infosys emphasized, "Our relationship with UCAS spans the last six years, and our renewed partnership is testament to the great success we've achieved in that time, delivering on UCAS' digital vision. In the next three years, we will continue to bring together industry leading capabilities, ecosystems and talent

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to deliver new experiences that reflect the growing expectations and changing dynamics in the higher education sector. With a focus on delivering greater innovation and seamless customer service experiences, we look forward to supporting UCAS retain its position as a highly trusted and accessible service.”

Wipro awarded Partner of Choice by E.ON for Digital Transformation of their Corporate Business Functions

24 August 2021

Wipro Limited, a leading global information technology, consulting, and business process services company, announced that it has been awarded a strategic multi-year contract to partner with E.ON in their digital transformation journey in the financial area. Wipro will provide Application Maintenance & Support Services (AMS) for innovative projects on SAP S/4HANA.

As part of the contract, Wipro will manage E.ON’s new IT system that will support more than 16000 users spread across eight countries in Europe. Wipro will provide E.ON, Application & technology services for business-critical application portfolios leveraging its experience and capability in providing flexible and efficient cost saving solutions. E.ON is building the framework for group wide, harmonized processes in the commercial area, and this partnership will help lay a strong foundation for E.ON’s digital transformation journey.

Michael Seiger, Country Head - Germany, Wipro Limited said, “Technology convergence and operational agility have become strategic needs for organisations in the energy industry to improve efficiency and effectiveness. We are delighted to be selected as E.ON’s strategic partner for this important milestone in our existing relationship. E.ON is driving the green energy transition in Europe and we look forward to supporting them with innovative technologies to meet the challenges of a rapidly changing prosumer world.”

Michael Syring, Head - Corporate Digital Technology, E.ON Digital Technology GmbH, said, “The S4U Program is a key element of our digital transformation. It is the common platform for highly automated and excellent commercial processes. We are confident that Wipro as a strategic partner will accompany us in executing our Digital Transformation strategy reliably and efficiently.”

Frank Wendiggensen, Vendor & Transformation Manager, E.ON Digital Technology GmbH, said, “Wipro’s deep expertise in new technologies like SAP S/4 HANA backed by extensive global experience, will support us in delivering this crucial part of E.ON’s Digital Transformation.”

Note: This deal was signed in February 2021.

Product News

TCS MasterCraft™ Products are Now Available on the Microsoft Azure Marketplace

24 August 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting, and business solutions organization, announced that TCS MasterCraft™, a suite of intelligent automation products that optimize IT service delivery, is now available on the Microsoft Azure Marketplace. Additionally, MasterCraft TransformPlus, TCS’ intelligent automation product for end-to-end enterprise application modernization, has been listed as a Microsoft preferred solution. Enterprises can choose the solution for accelerating application and data modernization, while embarking on their cloud transformation journey.

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Using TCS MasterCraft TransformPlus, organizations can analyze their legacy mainframe and distributed applications for cloud-readiness and migrate them to Azure through automated refactoring. They can build new, cloud-ready application components using microservices architecture and containerize their applications. Organizations can also seamlessly migrate their data from legacy to one or more new-age databases. This significantly speeds up modernization initiatives, and thereby accelerates enterprises' move to the cloud. The MasterCraft product suite is also 'IP co-sell ready' on Azure Marketplace, which further increases the availability of the offerings for Azure customers.

Vijayalakshmi Gopal, Business Head, TCS MasterCraft, said, *“The TCS MasterCraft suite’s availability on Azure Marketplace will now enable the vast community of Microsoft customers to harness the power of intelligent automation to accelerate their migration to the cloud and power their growth and transformation.”*

TCS is a Microsoft Gold Competency Partner, the highest-level in the Microsoft Partner Network community, and has best-in-class capabilities to deploy an array of Microsoft business solutions. Additionally, it is a designated Microsoft Azure Expert Managed Service Partner, recognizing TCS’ proven expertise in delivering the highest quality of service on Azure. Recently, TCS won two 2021 Microsoft Partner of the Year Awards – Azure Intelligent Cloud in France and Dynamics 365 Field Service in the US, for demonstrating excellence in innovation and providing outstanding solutions and services based on Microsoft technology.

Spacewell Releases Opportunity Simulator for Offices

23 August 2021

Spacewell, a global provider of building and workplace software and technology solutions, launched its new Opportunity Simulator dashboard for the post-pandemic workplace.

For some years now, forward-looking corporates have been using sensor technologies to monitor and benchmark occupancy for space planning. COVID-19 has raised the stakes. Due to the rise of hybrid working, the potential waste of space has become even more substantial.

According to Gensler research, 83% of corporate real estate executives rank space utilization as the most important metric for making effective workplace decisions, while a recent CBRE survey found that 80% of occupiers expected to reduce their office footprint over the next 3-5 years.

“I’m thrilled with the release of the Opportunity Simulator,” said Gilles Ghyssaert, Global Solution Consultant at Spacewell. “It’s a great extension of our Space Monitor dashboard and a powerful new tool for workplace leaders to eliminate wasted space and better align the workplace with new work patterns and employee needs.”

Spacewell this year also published a white paper on the ROI of smart workplace investments, focusing on space optimization and workplace experience.

CENOS is becoming a leading simulation software for induction heating applications

24 August 2021

Electromagnetics simulation software company CENOS (Riga, Latvia) continues on its mission to democratize simulation software by releasing its latest version of induction heating simulation software.

In two years since the CENOS Induction Heating simulation software's first version was released in

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2019, it is used by more than 50 customers in 12 countries and more than 100 academic users in universities across the world. CENOS's main customers are induction heating equipment manufacturers and induction heating equipment end-users - production plants, mostly enterprises in automotive supply chains and OEM producers.

CENOS co-founder and CEO Dr. phys. Mihails Scepankis: "We are very proud of what we've achieved in the last two years, but we're not stopping here. We commit ourselves to help induction heating professionals to become more effective by using highly focused simulation software. We've noticed that this industry was underserved by the use of the computer simulation software provided only by large enterprise-level vendors. In the meantime induction heating is quite advanced technology and requires a very specific functionality that can only be provided by custom solutions like CENOS. We are happy to provide exceptionally easy-to-use software not only for professionals but for any hands-on engineer."

The latest software version now features industry-standard multi-CPU acceleration, which allows getting simulation results multiple times faster than before. A very unique feature in CENOS is a scanning application which has been a huge selling point so far, now it has become even easier to set up. "It's like a walk in the park," company's CEO Mihails comments, "and last but not least - we've set a very high standard for our customer satisfaction with our instant live chat with support built right into the software - giving direct access to our simulation engineers."

CENOS is becoming a leading software supplier for the induction heating industry - mainly because of the simple and straightforward user experience and the specialization and focuses on a single industry. Commenting on the increasing induction heating simulation user base growth Mihails adds: "We've noticed that there is a synergy between induction heating equipment manufacturers and end-users, our software is being recommended by manufacturers to their customers. We're starting to see signs of mass adoption of the simulation. Also, I expect that the additive manufacturing adoption will double the use of simulation in the next few years."

Version 3.0 has proved to be very advanced and on a high technological level, and raised the customer support standard to a new level. Earlier this year CENOS released another industry-specialized application for radiofrequency and antenna designers. With recently attracted investment funds and a fast-growing developer team, the company is making constant progress forward.

PROCAD and ACATEC launch joint product configurator

24 August 2021

PROCAD and **ACATEC** joined forces in developing and launching a new product: their "PRO.FILE Product Configurator powered by ACATEC" integrates product lifecycle management with configure, price, quote (CPQ) capabilities to create a joint solution. The newly developed product configurator establishes a single source of truth and gives customers a low code environment that can be easily adapted to their needs without requiring coding skills.

One-stop solution for the digital product lifecycle

Product configuration enables manufacturers to propel forward the digital transformation of their business processes and boost their productivity by a factor of five. As a one-stop solution for the digital product lifecycle, "PRO.FILE Product Configurator powered by ACATEC" is uniquely suited for overcoming the industry's hesitance to merge PLM and CPQ. The "PRO.FILE Product Configurator powered by ACATEC" eliminates data silos and knowledge islands and is built on an integrative approach that brings together two systems. With its level of standardization, the configurator is the first

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of its kind on the market in addition to being the first product born from the merger of PROCAD and ACATEC in March of 2021. The “PRO.FILE Product Configurator powered by ACATEC” is available starting now.

Combining the strengths of PROCAD and ACATEC

“Our speedmaxx product configurator and PROCAD’s PLM solutions perfectly complement one another. Our collaboration has created a one-stop solution for an all-around smart digital product lifecycle – from product configuration by the customer at the point of sale and manufacturing to operation and servicing of the product,” points out Henning Bitter, Managing Director at ACATEC.

“Companies looking to configure their products need both PLM and CPQ. We developed the PRO.FILE Product Configurator in an effort to integrate these two types of systems. By unifying PLM and CPQ into a single solution we drive down complexity rather than creating just another interface,” explains Gerhard Knoch, Managing Director for the PROCAD Group. “This combination of PLM and CPQ system benefits our customers by enabling them to significantly improve their processes – both in terms of quality and speed.”

All advantages in a nutshell

The “PRO.FILE Product Configurator powered by ACATEC” allows manufacturers to streamline their processes by digitally transforming and preconfiguring them from sales all the way down to the production floor. Engineers can rely on rule-based workflows and the automation of CAD and PDM processes. The product configurator:

- integrates PLM and CPQ into a single solution
- creates a unified coding framework
- eliminates data silos
- establishes a low code environment that makes configuration fast and easy
- ensures CAD automation of configuration (assemblies, parts, drawings, and features)
- uses graphical configuration to visualize the product
- automates quoting (datasheets, calculations, quotes)
- automatically generates product structures incl. BOM
- replaces 150 percent BOM with class searches
- is able to combine engineer-to-order (ETO) with configure-to-order (CTO)
- automatically creates configuration to save time and resources

PROS Willingness-to-Pay (WTP) Forecasting and Optimization Technology Powers the Future of Airline Revenue Management

24 August 2021

PROS[®], a provider of SaaS solutions optimizing shopping and selling experiences, highlighted the power of its willingness-to-pay (WTP) forecasting and optimization technology with the implementation at Malaysia Airlines. WTP is available in PROS RM Advantage, an edition of Airline Revenue Management, that gives airlines access to the latest in technology and revenue management best practices and workflows. With WTP, airlines can overcome common buy-down challenges in priceable demand markets by utilizing the power of artificial intelligence (AI) and pricing science at scale to improve demand forecasting and inventory management and to drive efficiency across all aspects of

their revenue optimization programs.

As travel demand continues to increase, airlines are refining their business strategies that require innovative solutions to accelerate revenue and to capitalize on a stronger recovery. Moreover, revenue management teams want greater control over fares and offers to meet evolving passenger expectations. The optimal path to achieve this is through leveraging AI-powered capabilities that deliver real-time demand forecasting and inventory control. By having the power to price beyond a static price point and in between two fares, revenue managers can capture much-needed incremental revenue.

“Malaysia Airlines operates in a highly competitive environment, where evolving passenger demands and buy-down are real challenges that we must continually overcome,” said Malaysia Airlines Berhad Group Chief Executive Officer Captain Izham. “With PROS WTP capabilities, Malaysia Airlines can deliver a personalized offering for every passenger, tailored to their needs and ultimately giving them more choice in offers that they book, while at the same time enhancing revenue.”

WTP is a method in which demand is forecast as a function of price to ultimately capture the price sensitivity of customers – something traditional forecasting methods cannot easily achieve. PROS WTP forecasting is designed to scientifically predict the price sensitivity of passenger demand, incorporate that price sensitivity into an optimization algorithm, and then adjust seat availability based on the optimal decision. PROS WTP is implemented using the PROS Bayesian forecast engine, which has an established track record of success within the airline industry as the model can continuously learn and update itself while receiving new data and information.

PROS RM Advantage is part of the PROS Platform for Travel which connects the critical pieces of revenue management, offer creation, distribution and digital retailing to reduce inefficiency and create consistent and revenue optimal offers across all channels.

“Airlines today are looking for advanced, proven ways to improve revenue generation,” said PROS President, Travel Benson Yuen. “Malaysia Airlines’ adoption of willingness-to-pay methodology is a testament of its focus to undertake transformation by adopting new revenue management innovations and to drive efficiency across its revenue optimization program. PROS is proud of its long-standing partnership with Malaysia Airlines.”

Tecsys Bolsters Its Industry Leading End-to-End Elite™ Healthcare Supply Chain Execution Platform with Consolidated Pharmacy Inventory Management

24 August 2021

Tecsys Inc., an industry-leading supply chain management software company, announces another significant milestone to its end-to-end Elite™ Healthcare supply chain execution platform with its end-to-end consolidated pharmacy inventory management solution. Integrating unified visibility and control from the point of reception to the point of use, Tecsys’ consolidated pharmacy inventory management solution extends its best-in-class consolidated service center model to pharmaceutical supplies, lending the same sophisticated warehouse, distribution and point of use orchestration software to pharmacy operations.

“As healthcare supply chain continues to move from functional to strategic, it becomes irreconcilable to operate different legs of the supply chain with patchwork solutions that don’t speak to each other,” explains Chris Jellison, vice president, Pharmacy at Parkview Health.

Tecsys’ consolidated pharmacy inventory management solution enables centralized strategic buying, management of pharmaceutical spend and procurement operations. By employing consolidated service center supply chain practices, the software helps to manage and mitigate drug shortages, reduces

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inventory and waste, and streamlines operations, all while integrating regulated processes to remain DSCSA compliant and optimize 340B programs.

“We already have multiple U.S. health systems who have selected this Tecsys platform, and several more looking to extend supply chain’s reach and responsibility into pharmacy,” says Peter Brereton, president and CEO at Tecsys. “For years, our customers have been honing their supply chains to ensure front-line healthcare workers are armed to deliver care that is both clinically and financially responsible, and this extension is a savvy step toward holistic management of goods within a health system. If we are serious about trying to root out blind spots in the hospital supply chain, pharmaceutical supplies is an area that stands to bridge those data gaps from an analytics and optimization lens.”

The pharmaceutical supply chain typically operates in parallel to medical supply management, running siloed processes to track consumption and traceability as well as manage procurement and demand planning. To address this disconnect, progressive health systems are leveraging their Tecsys-enabled consolidated service centers (CSCs) to centralize pharmacy operations and consolidate supply chain management strategies. Tecsys software is able to reconcile these discrete datasets and procurement strategies under a common platform, providing centralized control and management of all supply chain execution supplies. Consolidated management of a pharmacy’s supply chain allows for cost per case and cost per procedure analyses by factoring in pharmaceutical supplies, helping hospitals to optimize reimbursement programs and enable more strategic sourcing.

“Over the last decade, progressive health systems across the U.S. have adopted the CSC model to eliminate waste, streamline processes and tap into economies of scale,” says Cory Turner, senior director, Healthcare Strategy. “Bringing pharmacy into that equation means extending much needed control and coordination to an historically bifurcated and disorganized inventory management operation. By applying the same sophistication to pharmacy as medical supplies, health systems are not only able to better orchestrate and analyze their operations, but they also stand to gain financial and clinical benefits as well.”

Tecsys’ consolidated pharmacy inventory management solution is embedded within the broader Tecsys Elite™ Healthcare portfolio, which combines for the most comprehensive supply chain execution system designed specifically for the healthcare industry. Optimized for the regulatory and operational complexities involved in orchestrating multiple clinical areas with differentiated clinical demands, the system provides unified visibility and control from the point of reception to the point of use.

BIM 360 Model Coordination – August 2021 - an Autodesk Blog Post

17 August 2021

PaulW_ADSK posted a blog breaking down the BIM 360 Model Coordination software update for August 2021. [Read it here.](#)

Opcenter Execution Electronics 8.6 has been released!

27 August 2021

Siemens Digital Industries Software announced the release of Opcenter Execution Electronics 8.6 in a blog post by Alessandro Cereseto. [Go to the full post to see the update.](#)