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CIMdata News

ADAS and Autonomous Vehicle Development

25 October 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the publication of a white paper, **ADAS and Autonomous Vehicle Development**. The white paper describes advanced engineering narratives that will improve ADAS and AV development. The narratives highlight building trust with virtual engineering that exploits continuous verification and validation, continuous optimized system behavior, and comprehensive frontloading of vehicle engineering. Siemens is using these three narratives to drive their Xcelerator solution capabilities that in turn enable automakers to address competitive ADAS and AV engineering, manufacturing, and operational challenges.

According to Mr. Craig Brown, a CIMdata Executive Consultant with over 30 years of experience in the automotive industry, “Today’s automakers need collaborative environments so disparate disciplines can accelerate together, especially for new ADAS features and autonomous vehicles engineering. Siemens is enhancing Xcelerator capabilities that enable automakers to improve trust when meeting ADAS and AV challenges.”

Siemens Digital Industries Software sponsored research for this white paper. To learn more, please download and read the complete white paper at www.CIMdata.com.

Aerospace & Defense PLM Action Group Members to Present at PLM Road Map & PDT in Paris, France

26 October 2023

CIMdata, Inc. is pleased to announce that Aerospace & Defense PLM Action Group (AD PAG) members will present at PLM Road Map & PDT in Paris, France, on 15 & 16 November. The theme for the conference is “**The Digital Thread in a Heterogeneous, Extended Enterprise Reality – A Call for PLM Professionals to Share their Knowledge and Experience.**”

The first AD PAG member presentation is on **A&D Industry Digital Twin and Digital Thread Standards**. In this presentation, Boeing’s Dr. Robert Rencher will share recent findings by the AD PAG on digital twin and digital thread standards in the aerospace industry. The presentation will reference the AD PAG Digital Twin/Digital Thread Definition Framework to understand digital twin and digital thread standards and their relationship with existing industry standards. Dr. Rencher will also introduce the next phase of the project, which will examine the Digital Twin/Digital Thread Value Proposition.

The second AD PAG member presentation, **An A&D Roadmap for Enabling Global Collaboration**, offers an update on the work of the group’s Global Collaboration project team. This presentation by Robert Gutwein of Pratt & Whitney and Agnes Gourillon-Jandot of Safran will share a new “Desired State” for OEM-supplier collaboration by applying and adhering to a set of guidelines defined by the project team. A newly developed open-service Collaboration Management System (CMS) application to enable implementation and compliance with these

guidelines will be described and demonstrated. The presentation will conclude with the results from actual OEM-supplier trials.

The final presentation from the AD PAG at this event, **Model-Based OEM/Supplier Collaboration Needs in the Aviation Industry Driving Toolchain Requirements and Tool Provider Selection**, will share the latest findings from the AD PAG's Model-Based Systems Engineering (MBSE) working group. This presentation, by Hartmut Hintze of Airbus, will present the model-based OEM/Supplier collaboration requirements and standards that need to be supported by PLM/MBSE solution providers in the future.

"It is a regular occurrence for thought leaders from AD PAG projects to report on their teams' work at CIMdata's PLM Road Map conferences, says James Roche, CIMdata's A&D Practice Director. "To have these speakers at this event will be impactful."

In addition to presenting, members of the AD PAG will be on hand to discuss the group's activities at their table in the PLM Collaboration Café.

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

About Dr. Robert Rencher

Dr. Robert Rencher is a Senior Systems Engineer and Associate Technical Fellow at Boeing. Robert's primary area of expertise is identifying and validating strategic Information Technology solutions for Boeing and the aviation industry. He is recognized as an expert in addressing issues related to complex airline information systems, specifically the integration, security, and performance of the global information technology infrastructure utilized by the commercial aviation industry.

About Robert Gutwein

Robert Gutwein is the Associate Director, PLM - Digital Technologies (DT) at Pratt and Whitney Canada (P&WC). Robert joined P&WC in 1983 as a Design Engineer. His interest in new technology morphed into his current role as the DT-PLM Collaboration and Data Transfer Subject Matter Expert (SME) and Team lead. Robert has led projects establishing PLM connections with customers, partners, suppliers, and P&WC Satellite Engineering Office (SEO) sites worldwide. He is involved with P&WC teams, developing strategies to improve collaboration internally and externally following the TDP, LOTAR, MBD, and industry guidelines and best practices. Robert has recently added a new challenge to his portfolio as the RTX Industry Standards Coordination Lead in the area of MBDMI. He is the Project Manager of the Global Collaboration Working Group within the CIMdata-administered AD PAG.

About Agnès Gourillon-Jandot

Agnès Gourillon-Jandot is the Deputy Director, Powerplant System Design Office at Safran Aircraft Engines (Safran). In this role, Agnès is in charge of Digital Transformation. She is also the Configuration Management Principal Expert. Agnès joined Safran Aircraft Engines (Snecma) in 1991 as a Design Engineer on the Standardization Team. Since 2000, she has worked on the

Configuration Team, first as team leader and then as department head for 16 years. Her experience in Configuration Management led her involvement in two successive PLM implementations and is now working on a third. Agnès actively participates in the Global Collaboration Working Group within the CIMdata-administered Aerospace & Defense PLM Action Group.

About Hartmut Hintze

Hartmut Hintze is the Team Leader for Quality Cabin Program Operations at Airbus. In parallel to his cabin system design activities, Hartmut was the security focal point for the cabin management system for 12 years. Based on his cabin system design and system security experiences, he developed a combined model-based functional and security development process called SysML4Sec and participates in the OMG Safety and Security RAAML working group. He represents Airbus on the AD PAG Model-Based Systems Engineering (MBSE) working group.

About the Aerospace & Defense PLM Action Group

Since its founding in 2014, the AD PAG, administered by CIMdata, has sponsored research and jointly staffed projects on a diverse set of prioritized PLM-related industry and technology topics. These topics include Model-Based Definition, Multiple-View Bill of Materials, PLM Technology Obsolescence Management, Global Collaboration, Model-Based Systems Engineering, and Digital Twin/Digital Thread. As an outcome of these investments, the AD PAG has released a series of direction statements and position papers that are freely available for downloading from its website at <http://www.ad-pag.com/>. Making these materials available is consistent with the Group's mission to engage proactively within the PLM ecosystem and advocate for common direction and positions within the aerospace and defense industry on PLM-related topics of importance to the members. For more information about the A&D PLM Action Group, please contact CIMdata at info@cimdata.com.

PLM, SaaS, and Digital Transformation: Today's Business Imperative - a CIMdata Commentary

24 October 2023

Key Takeaways

- Digital transformation is a continuous journey that requires a range of product lifecycle applications that are flexible and scalable from strategic providers that companies can trust to support and evolve as their needs adapt to a rapidly changing business environment.
- The adoption of PLM in cloud-based environments will continue to grow and garner significant attention across diverse industries.
- The combination of dependable support, flexibility, risk mitigation, security, and scalability provided by SaaS PLM platforms in concert with cloud partners is becoming a business imperative.

- Siemens Digital Industries Software and Amazon Web Services partnership delivers the technologies and expertise to enable effective business transformation.

Introduction

Most companies today are under constant pressure to adapt to new market realities. Successful companies continuously evolve to enhance business opportunities, improve profit margins, leverage human and physical resources to sustain their competitive edge and drive innovation.

Digital transformation takes everything to the next level. A successful digital transformation enables organizations to connect the entire product or process development lifecycle with multiple teams across domains or design disciplines sharing data and implementing actionable insights. This empowers enterprises to rapidly revamp their processes and business models, encouraging an agile, resilient, and more competitive outcomes.

Early attempts at digital transformation failed due to poorly maintained on-premises applications, outdated operational technology (OT) infrastructure, a lack of open solutions, and overburdened IT staffs. Companies often failed to create an atmosphere that embraced change, further decreasing an organization's ability to transform. Achieving a successful digital transformation requires the presence of trust, support, flexibility, and a broad range of scalable technologies. Product Lifecycle Management (PLM) is a key component of any manufacturing company's digital transformation journey. Delivering PLM in a more widely distributed, easy-to-manage, and scalable manner is core to achieving both digital transformation and business success.

Obstacles to Moving to the Cloud

Historically, cloud-based PLM software solutions suffered from a slower rate of adoption when compared to other enterprise applications such as customer relationship management (CRM), manufacturing execution system (MES), and enterprise resource planning (ERP). CIMdata has conducted multiple, multi-sponsored research projects on the use of cloud-based solutions to enable PLM strategies and processes in industrial companies. In that research, companies responded that security was a major concern and an obstacle to cloud adoption. Research revealed a perception that data maintained behind a company's firewall was more secure than data resident in the cloud. This was especially true for the intellectual property created within heavily regulated industries.

Another obstacle hindering the transition of PLM to the cloud was the complex environment potential customers faced regarding on-premises applications, customizations, and integrations. Many legacy applications and integrations grew out of mergers and acquisitions and the idea of moving these applications to the cloud was a daunting task. Migrating complex applications to the cloud was a non-starter for many customers due to the considerable time, cost, and disruption to business operations. In addition, most IT departments (especially in smaller organizations) lack the expertise to implement and manage cloud operations.

During this period technical debt associated with maintaining complex, on-premises infrastructures was consuming larger portions of the company's IT budget. On-premises solution suites became costly to procure and update. The demand for significant on-going, on-

premises maintenance, which impacted security, up-time, and workforce productivity weighed heavily on the bottom line.

How the Global Pandemic Changed Everything

Before the COVID-19 pandemic, the momentum behind transitioning to cloud services did not predominantly stem from "cloud-first" corporate strategies. Rather, practical considerations such as addressing specific business obstacles often served as the driving force for cloud adoption. While the potential for updating and streamlining technology stacks, as well as reducing IT and infrastructure expenses existed, these were not the foremost incentives. Over time, the key drivers for migrating to the cloud have shifted towards digital transformation endeavors, rapid innovation, bolstered cybersecurity, global cooperative efforts, and agile scalability with reduced risk.

The emergence of the COVID-19 pandemic and the corresponding shift to remote work exposed various vulnerabilities in how companies managed their PLM applications and supported remote teams were key challenges revealed during this period. One notable advantage of cloud-based PLM is the ability to access data and processes from anywhere at any time, enabling seamless remote collaboration—an essential aspect for widely dispersed work environments.

The pandemic also highlighted multiple concerns, including risks associated with outdated skillsets; effective management of remote teams; ensuring a robust network infrastructure; flexible, scalable computing capabilities; disaster recovery; cost-efficient data backups; and the imperative to enhance organizational resilience concerning business processes, continuity, and agility.

The global health crisis also spurred companies to accelerate their digital transformation initiatives. While change can be challenging, CIMdata has witnessed that uncertain times can create a more receptive environment for implementing long desired, yet potentially disruptive, changes. Supporting this are the results of a recent survey which found that 97 percent of the 2,833 respondents cited cloud migration and adoption as a top, or emerging, priority for their organization.

Embracing a Cloud-Based Digital Transformation

Transitioning to a cloud infrastructure can seamlessly link the entire enterprise and support a diverse range of applications. CIMdata believes this is a key component to any successful digital transformation initiative. and offer a significantly improved chance to establish an environment capable of swiftly adjusting to meet company requirements. A major cloud provider, such as Amazon Web Services (AWS), can deliver exceptional scalability and an agile, low-cost global cloud platform. Cloud service providers can exceed 99.99 percent of service-level agreements (SLAs) in several categories and provide the huge bandwidth necessary for companies to scale at their own pace with essentially no limitations and/or disruptions.

Add to this the proliferation of Software as a Service (SaaS) offerings now available. Cloud-based SaaS offerings—another component of digital transformation—provide companies with their latest software solutions along with rapid, strong, technical support. One of the primary

benefits of cloud-based PLM software is rapidly deploying the solution in hours or days. SaaS PLM solutions offer flexible and scalable functional options coupled with continuous enhancements to future-proof a business.

Teamcenter from the Siemens Xcelerator portfolio of industry software. Teamcenter has long served as a proven platform for business and industry. Siemens recently introduced a SaaS offering called Teamcenter X. Instead of IT staff being overburdened trying to keep the lights on in an outdated, on-premises legacy infrastructure, they can turn to an industry-proven PLM solution that adds instant business value. This empowers organizations to quickly realize the benefits of PLM without upfront costs.

Another significant benefit of moving to a SaaS PLM solution is scalability. Organizations of all sizes can quickly scale up or down based on demand. AWS offers near infinite technology resources available on demand as an operating expense, eliminating the need for capital planning and lengthy hardware acquisition timelines.

How Secure is SaaS PLM?

Companies that leverage cloud technology for their operations and as part of their digital transformation significantly enhance their data security. Siemens' partner AWS, for instance, provides a suite of robust encryption and security features, including access control, identity management, encryption of data at rest and during transmission, as well as network security, ensuring an elevated level of protection. The leading cloud providers devote more resources and invest more on security technology and operations than any single manufacturing enterprise could ever support.

AWS has obtained third-party verifications confirming their alignment with security and compliance standards across thousands of regulatory requirements. Some will adhere to the Federal Risk Management Program (FedRAMP) prerequisites, ensuring stringent security measures for U.S. government entities and affiliated contractors managing International Traffic in Arms Regulations (ITAR) data. Some will also uphold adherence to the Code of Conduct for the EU (CISPE), affirming compliance with General Data Protection Regulation (GDPR) and underscoring their dedication to data protection and privacy for their EU customers.

Today's Scalable SaaS PLM Offerings

A cloud-delivered PLM solution offers companies the unparalleled flexibility required to evolve their business models and operations and, over time, significantly reduces technical and operational debt. With a SaaS approach, companies can add (or remove) applications and functionality as needed so they can better serve customer demand and react to unplanned market conditions.

CIMdata believes a well-rounded PLM SaaS platform must have the ability to grow with the business, enabling the enterprise to collaborate in an end-to-end closed loop environment. This goes well beyond the disciplines of engineering, manufacturing, and services, to include related disciplines such as technical publications, quality control, and sourcing across the entire value chain. In many cases, this will include the ability to manage virtual representations (i.e., digital surrogate) of the company's assets or collection of physical assets that can exploit data flow to

and from the associated physical assets. The PLM platform should incorporate a digital thread that connects all aspects of the product with bi-directional traceability. This is not just accomplished in a linear fashion, but in a multi-dimensional web of connections that span the extended enterprise. To accomplish this, CIMdata believes the PLM provider must connect product data across not just their own applications, but across other vendor's applications. In addition to providing an open platform, they must provide an open, low-code application development platform that enables business users to quickly create flexible, intuitive web and mobile applications. This enables organizations to quickly adapt to changing business requirements without necessitating major changes to the underlying infrastructure.

Concluding Remarks

CIMdata believes that to maintain market competitiveness, organizations must adopt a continuous approach to digital transformation. This demands deployment of a range of product lifecycle applications that are flexible and scalable from providers they can trust to support and evolve as their needs adapt to a rapidly changing business environment. The collaboration between Siemens and AWS highlights a highly productive cloud-based environment offering state-of-the-art computing services, software, and support. SaaS offerings, such as Teamcenter X, are available from the Siemens Xcelerator portfolio of industry software and enable companies of all sizes to achieve their digital transformation with increased flexibility, scalability, and accessibility.

CIMdata projects the transition and adoption of PLM to cloud-based environments will continue to grow and garner significant attention across diverse industries. As organizations embark on their digital transformation journeys, the amalgamation of dependable support, flexibility, risk mitigation, security, and scalability provided by SaaS PLM platforms in concert with cloud partners is becoming a business imperative.

This combination drives faster and more predictable digital transformation with new manufacturing insights, automated processes, increased collaboration, and operational excellence helping organizations of all sizes to realize their digital journey.

CIMdata recommends that companies needing to accelerate their digital transformation journey, include in their evaluations of technology, Siemens Teamcenter X SaaS offering and other Siemens Xcelerator portfolio of SaaS offerings available on AWS.

PLM, Your Enterprise and Three Stumbling Blocks

24 October 2023

Peter Bilello published a new article on PLM on Engineering.com. In this article he discusses various stumbling blocks to PLM implementation and usage. He says, "Many well-staffed and well-funded efforts focused on bringing IT, OT and ET together have had only limited success. There are three big stumbling blocks—organizational structures, standards and technological silos—and they are the focus of this article."

Read the full story here: <https://www.engineering.com/story/plm-your-enterprise-and-three-stumbling-blocks>

Acquisitions

Accenture Expands Cybersecurity Services Capabilities in Latin America with Acquisition of MNEMO Mexico

23 October 2023

Accenture has acquired MNEMO Mexico, a privately held company specializing in managed cybersecurity services. Financial terms were not disclosed.

Founded in Mexico City in 2012, MNEMO Mexico has 229 cybersecurity professionals and 180 cybersecurity industry certifications with key ecosystem partners. The company's portfolio includes advanced cyber defense and response capabilities, a cyber intelligence platform powered by generative AI and other advanced technologies and a 24/7/365 security operations center in Mexico City. Its client base spans multiple industries, including telecommunications, banking and insurance.

"The combination of MNEMO Mexico's managed cybersecurity services, extensive industry expertise and strong client base makes them an ideal partner to complement our existing capabilities. The addition of MNEMO Mexico's team will help us grow our business in Mexico, expand our presence in Latin America and support our North America business," said Paolo Dal Cin, who leads Accenture Security globally. "Together, we will help organizations build more cyber-resilient businesses and secure their digital cores, technologies and supply chains."

MNEMO Mexico's cybersecurity professionals will join Accenture Security's workforce of more than 19,500 professionals globally, extending Accenture's local resources and capabilities in Mexico / Latin America while addressing the growing regional demand for managed security services.

"The constantly shifting digital world is both a source of opportunity and risk, making it essential to have a well-trained and proficient cybersecurity team," said Julian Garrido, General Director of MNEMO Mexico. "For more than 20 years our clients have counted on us to safeguard them against destructive cyberattacks. We are excited to join Accenture Security so we can collaborate across industries to help clients in Mexico and around the world build a secure future."

Mexico consistently ranks among the top countries in Latin America hardest hit by cyberattacks. Additionally, a report in collaboration with the World Economic Forum's Global Cybersecurity Outlook 2023 and Accenture revealed that 59% of business leaders and 64% of cyber leaders ranked talent recruitment and retention as a key challenge for managing cyber resilience. And less than half of respondents reported having the people and skills needed today to respond to cyberattacks.

"We are proud to welcome the MNEMO Mexico team to Accenture. Their robust cybersecurity capabilities and commitment to a collaborative work culture are essential as we look to meet the increasing demand for managed security services in the market," said Andre Fleury, who

leads Accenture Security in Latin America. “We are confident that we will bring tremendous talent and capability to our clients.”

Accenture recently ranked No. 1 in managed security services (MSS) market share by revenue in the Gartner® Market Share: Managed Security Services, Worldwide, 2022 report, 18 April 2023
*. Last year, Accenture was recognized as a leader in strategic security services and MSS in Brazil by ISG.

Since 2015, Accenture Security has made 17 acquisitions. Following its January 2020 acquisition of Symantec’s Cyber Security Services business, Accenture became one of the leading global providers of MSS. Accenture further strengthened its cyber defense and MSS capabilities in Latin America through the acquisition of Brazil-based Morplus earlier this year and its 2021 acquisition of Real Protect.

Accenture to Acquire ConcentricLife to Bolster its Healthcare Marketing and Communications Capabilities for the Life Sciences Industry

25 October 2023

Accenture has agreed to acquire ConcentricLife, a leading healthcare marketing agency with expertise in helping Life Sciences brands build an optimal brand experience at any stage of the health journey. The agreement to acquire ConcentricLife, which is a subsidiary of Stagwell (NASDAQ: STGW), reinforces Accenture Song’s continued investment in creating end-to-end solutions for its Life Sciences clients through relevant communications and experiences attuned to the ever-evolving lives of today’s patients and healthcare professionals.

Founded in 2002, ConcentricLife is recognized as one of the MM+M Agency 100, the industry’s definitive guide to the top agencies in the health landscape. Its award-winning global team has extensive subject-matter expertise in rare diseases, healthcare and wellness, with sophisticated marketing capabilities spanning the organization. ConcentricLife works with many of the world’s most influential companies within the biopharma industry.

David Droga, CEO, Accenture Song said: “We recognize and value the position ConcentricLife has established as a leading healthcare marketing agency and our mutual commitment to healthcare providers, patients, and consumers with a focus on health outcomes. We believe that together with ConcentricLife we will create a powerful capability to shape the future of health experiences and provide a truly compelling proposition for our clients.”

With creative marketing services and strategic consulting services vital to the growth and relevance of pharmaceutical, biopharma and medical technology device brands, Accenture Song and ConcentricLife have an aligned vision of the tremendous opportunity ahead in professional, patient and consumer health communications given the global healthcare market is expected to grow to US\$665 billion by 2028, according to Verified Market Research.

ConcentricLife offers full-service digital healthcare marketing and communications expertise and capabilities that help brands answer rising consumer demands in rare diseases, health and wellness. Each of ConcentricLife’s practices revolves around a core of experts in marketing practices, including experience design, engagement, commercial strategy, production, medical

communications and social. Clients rely on ConcentricLife to launch their most important brands and improve the brand experience over the entire product lifecycle management. Headquartered in New York, ConcentricLife's 270+ employees will join Accenture Song in other markets including Atlanta, Chicago, Ft. Lauderdale, San Diego and London.

Ken Begasse Jr., CEO, ConcentricLife said: "Our shared ambition has always been to change the way health is experienced. This transaction will enhance our ability to help our clients achieve this vision in addressing the challenges of tomorrow. With this combined talent of diverse thinking and experiences, we will extend our ability to solve new patient and provider challenges in high-impact areas including access, clinical trials, and patient services."

ConcentricLife will be the latest in a series of acquisitions that Accenture Song has made to bolster its ability to help clients grow, innovate and sustain relevance, including Fiftyfive5, The Stable and Romp.

Completion of the acquisition is subject to customary closing conditions, including receipt of regulatory clearance.

Autodesk signs definitive agreement to acquire FlexSim

23 October 2023

Autodesk's Stephen Hooper announced that Autodesk has signed an agreement to acquire FlexSim. The announcement was posted on the Autodesk blog. Stephen says, "I'm excited to announce that Autodesk has signed a definitive agreement to acquire FlexSim, a provider of simulation technology that enables factory and logistics center operators to optimize their processes. Through discrete event simulation, or DES, FlexSim's technology brings the design of a factory or logistics center to life. It puts production flow analysis at the fingertips of operations leaders to surface fundamental business insights that help achieve time and cost objectives."

Read the full announcement here: <https://adsknews.autodesk.com/en/news/autodesk-acquires-factory-simulation-flexsim/>

Desktop Metal and Schaeffler to Collaborate on Additive Manufacturing of Multi-Material Powders, including Metals and Ceramics

26 October 2023

Desktop Metal, Inc. announced that it is collaborating with Schaeffler AG, the German motion technology company, on additive manufacturing of multi-material powders, including metal and ceramics.

Terms of the agreement were not disclosed.

"Schaeffler is one of the leading global manufacturers of components and systems as well as bearing solutions. The motion technology company has a longstanding excellence in precision mechanical engineering and an innovative mindset open to integrate new production processes like metal multi-material printing. We're excited to collaborate with the experienced team on next-generation multi-material additive manufacturing," said Ric Fulop, Founder and CEO of

Desktop Metal. “Aerosint’s Selective Powder Deposition (SPD) technology has demonstrated spectacular potential for laser applications, and we both agree that Schaeffler has a nearer-term roadmap for commercializing it with laser-based systems than our binder jetting technology. We will retain an option to commercialize the technology with our systems in the future, and we look forward to developing this roadmap together.”

The startup will be renamed “Schaeffler Aerosint SA” and integrated into the Schaeffler Group as an additional location for Schaeffler Special Machinery, the Schaeffler Group’s special machine construction unit. Andreas Schick, Chief Operating Officer at Schaeffler AG, commented on the deal: “The expertise of Schaeffler Aerosint, combined with our high level of industrialization competence and decades of know-how in innovative production technologies, will give us a distinctive market advantage.”

In addition, Schaeffler will continue its collaboration with Desktop Metal in multi-material solutions, including in the area of toolless manufacturing technologies. “By integrating this key future technology, Schaeffler Special Machinery, as a partner for production excellence, will be able to offer its customers a more diversified portfolio of systems, particularly for the manufacturing and medical technology sectors,” said Bernd Wollenick, Senior Vice President Schaeffler Special Machinery.

IBM acquires Manta Software Inc. to complement data and AI governance capabilities

24 October 2023

IBM is announcing that it has acquired Manta Software Inc – a world-class data lineage platform – to complement its capabilities within watsonx.ai, watsonx.data and watsonx.governance and help businesses deliver products that are built on principles of trust and transparency.

As businesses integrate AI into their workflows and data becomes more complex, data quality and explainability are increasingly important to their strategies and systems. In fact, IBM’s 2023 CEO study found the number one barrier to generative AI adoption is concerns about the lineage or provenance of data. Businesses are seeking ways to better understand the data that is feeding their intelligent systems.

Manta — founded in 2016 and headquartered in Prague, CZ — helps give businesses visibility into their data environments by delivering a comprehensive map of data flows, sources, transformations and dependencies. Manta’s data lineage capabilities help increase transparency within watsonx so businesses can determine whether the right data was used for their AI models and systems, where it originated, how it has evolved and any discrepancies in data flows. By providing an audit trail, Manta can help businesses discover and anonymize sensitive data to lower risk of exposure and regulatory violations.

IBM and Manta have partnered in this space since June 2022 and already offer an integrated capability within IBM’s AI and data governance capabilities. Manta’s clients include leading brands like T-Mobile, BMO, J.B. Hunt and SCP Health.

The acquisition of Manta marks IBM's eighth acquisition of 2023. Since Arvind Krishna became CEO in April 2020, IBM has acquired more than 30 companies, bolstering its hybrid cloud and artificial intelligence (AI) capabilities. Financial details of the transaction were not disclosed.

Rockwell Automation Signs Agreement to Acquire Verve Industrial Protection

23 October 2023

Rockwell Automation, Inc., the world's largest company dedicated to industrial automation and digital transformation, today announced it has signed a definitive agreement to acquire Verve Industrial Protection, a cybersecurity software and services company that focuses specifically on industrial environments, expanding the offerings of Rockwell with an industry-leading asset inventory system and vulnerability management solution.

A recent Rockwell Automation report found that operational technology (OT) and industrial control systems (ICS) attacks are on the rise, with 60% of the incidents studied resulting in operational disruption. As companies continually add hardware and software alongside legacy equipment in plants, many organizations struggle to manage and protect these assets across an expanded attack surface, increasing the potential for cyberattacks. Meanwhile, the industry is plagued with significant resource and talent shortages needed to implement and manage operational technology (OT) cybersecurity programs. The Verve Security Center platform enables real-time asset inventory, vulnerability management, and risk remediation that will strengthen Rockwell's current offerings and address these issues.

"The foundation of OT cybersecurity starts with visibility into assets – you can't protect what you don't know you have. This continues to be a critical challenge for manufacturers," said Matt Fordenwalt, Rockwell's senior vice president, Lifecycle Services. "With the Verve acquisition, our customers can quickly assess their assets, prioritize risk, and apply countermeasures to mitigate vulnerabilities – all within a single platform. The addition of Verve to our suite of solutions allows customers to further build resiliency and continuously improve the security, safety, and availability of their operations."

The Verve Security Center platform was built to provide IT-level security while addressing the unique challenges of the OT environment. At the center of the Verve platform is an asset inventory system that recognizes all industrial assets, regardless of manufacturer. Verve's proprietary approach communicates directly with the assets, gathering critical information without impacting network performance and interrupting production. It then aggregates a wide range of data sources, including Rockwell's partner technologies, into its platform as a "single pane of glass" that provides actionable insight for customers to quickly address their highest risk assets.

Verve professional services also provide ongoing remediation, along with strategic roadmap and business case development, further deepening Rockwell's cybersecurity consulting capabilities. Going forward, customers will benefit from comprehensive capabilities that span the entire attack continuum with the combined expertise of Verve, Rockwell, and Rockwell's technology partnerships.

“We are excited about the opportunity to join Rockwell, the leader in industrial automation and digital transformation, to further secure manufacturers’ assets around the world,” said John Livingston, CEO of Verve Industrial. “Our platform has helped clients mitigate thousands of vulnerabilities and is an important addition to Rockwell’s OT cybersecurity solutions, providing actionable intelligence to quickly mitigate cybersecurity risks, so that manufacturing facilities can stay up and running.”

The acquisition is subject to customary approvals and is expected to close in the first quarter of Rockwell’s fiscal year 2024. At close, Verve will report into Rockwell’s Lifecycle Services operating segment.

Sandvik strengthens position in electrical vehicles with acquisition of software supplier esco GmbH

26 October 2023

Sandvik has signed an agreement to acquire esco GmbH engineering solutions consulting, a German-based supplier of software for power skiving, an important technology within gear machining. Esco’s software solutions supports design, production and quality inspection in the main area of gear manufacturing. The company will be reported in Sandvik Coromant, a division within Sandvik Manufacturing and Machining Solutions.

Power skiving is a high-growth premium niche market, with strong underlying drivers such as the increasing electrification in the automotive sector. This shift is changing manufacturing requirements in the gear market, and power skiving offers high productivity and flexibility, and enables reduced cycle times compared to conventional machining methods.

“The acquisition of esco fits very well with our strategic focus to grow within key high-growth industry segments, in this case the area of gear machining for electric vehicles,” says Stefan Widing, President and CEO of Sandvik.

Esco, founded in 1993, has around 17 employees and is headquartered in Aachen, Germany. In 2022, the company generated revenues of about SEK 14 million. The impact on Sandvik’s EBITA margin and earnings per share will be limited.

Company News

AECOM appoints Ken Billups as LA Metro Vice President of Economic Inclusion and Social Impact

23 October 2023

AECOM, the world’s trusted infrastructure consulting firm, announced Ken Billups has been appointed as Vice President of Economic Inclusion and Social Impact for the Company’s LA Metro and Southern California region. He will be responsible for managing the regional strategy and execution in areas spanning business inclusion, workforce development, career pathways, the implementation of youth and educational programs, and strategic endeavors related to community and stakeholder engagement.

“Ken is an all-around champion for business inclusion, workforce development, community engagement and strives to implement strategic efforts to diversify talent,” said Matt Crane, regional chief executive of AECOM’s U.S. West region. “Born and raised in Los Angeles, Ken brings significant knowledge and relationships through his work with municipalities, agencies, schools, subcontractors, and strategic partnerships to maximize opportunities in business inclusion, workforce development and project execution.”

Mr. Billups has nearly a decade of experience as a dedicated leader in equity, diversity and inclusion. During his tenure at AECOM, he has played an active role in supporting impactful inclusive initiatives across the West Region. Most recently he served as Vice President for Equity, Diversity, and Inclusion for the AECOM Turner Joint Venture’s Intuit Dome project, the new world-class home of the LA Clippers. This project will remain a key focus of his expanded responsibilities, while he also leads the regional strategy for key clients such as the city and county of Los Angeles, Los Angeles Metropolitan Transportation Authority, Los Angeles World Airports, and LA28. A champion for ED&I, Mr. Billups is also part of the national leadership team for BeBold, an employee resource group dedicated to providing opportunities for leadership and development for Black employees at AECOM.

“Economic Inclusion and Social Impact are cornerstones of AECOM’s values and business,” said Mr. Billups. “In this new role I look forward to supporting this work for our clients in Southern California as we all work toward a stronger, diverse workforce and contracting marketplace.”

Mr. Billups’ role is effective immediately.

ASME Introduces Committee on Sustainability to Strengthen Climate Initiatives and Drive Global Impact

23 October 2023

The American Society of Mechanical Engineers (ASME) has announced the establishment of its Committee on Sustainability, comprising 11 experts from a variety of industry sectors, research disciplines and policy experience appointed by the ASME Board of Governors to help accelerate the Society’s response to climate change. The Committee is responsible for ensuring that ASME has a robust sustainability strategy informed by evidence and supported by qualified leadership.

“With support from this committee of experts, ASME’s climate strategy will drive climate impact through policy, technology and innovation, and workforce initiatives,” says ASME Executive Director/CEO Tom Costabile. “We are grateful for their collaboration. We share their passion for advancing humanity through engineering and the belief that there is more we can be doing to leverage our collective resources for climate action.”

The Committee’s role includes developing impact reporting and evaluation frameworks, collaborating with and empowering ASME sectors and volunteer leaders, providing insights and data driven recommendations on sustainability strategy to the ASME Board of Governors, and advocating and building relationships with external stakeholders to advance ASME’s climate strategy, “which will continue and elevate our work supporting society’s climate goals and the

UN's Sustainable Development Goals— to which ASME has been committed since their inception,” says Costabile.

Leading the ASME Committee on Sustainability are chair Sean Bradshaw, senior fellow of sustainable propulsion at Pratt & Whitney and professor of mechanical engineering at Columbia University, and vice chair Timo Marquez, sustainability marketing manager for Saint-Gobain.

Bradshaw is based in the U.S. with a primary focus on the development of advanced aircraft propulsion technologies that enable the industry to reduce its footprint. He is the chairman of the Gas Turbine Association, and immediate past chairman of ASME Gas Turbine Technology Group, an associate editor of the ASME Journal of Engineering for Gas Turbines and Power, a member of the Aeronautics & Space Engineering Board (ASEB) of the National Academies of Sciences, Engineering, and Medicine, and an adjunct professor of mechanical engineering at Columbia University.

Based in France, Marquez' career has evolved around defining, developing, and implementing sustainability initiatives for the built environment. He is past chair of the ASME Technology and Society Division and a current member of ASME's Engineering for Change (E4C) Innovation Steering Committee.

ASME Committee on Sustainability members at large include:

Asha Balakrishnan

Assistant Director, Science and Technology Policy Institute

Cristina Contreras Casado

Founder and Managing Director, Sinfranova, and Researcher and Instructor, Harvard University

Francesco D'Amore

Postdoctoral Researcher and Consultant, University of Southampton

Craig Hart

Executive Director, Pace University Energy and Climate Center

Bob Hauck

Chief Mechanical Engineer, GE Healthcare (retired)

Alain Lefevre

Sustainability Strategy Director, Schneider Electric

Ryan Macpherson

Director, Climate Innovation and Investment, Autodesk

Twish Mehta

Senior Director, Engineering and Enterprise Decarbonization, Loblaw Companies Limited

Deepa Poduval

Senior Vice President, Global Advisory Practice and Sustainability, Black & Veatch

AVEVA continues to drive digital transformation and sustainability for industrial customers through collaboration with Microsoft

23 October 2023

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, has expanded its strategic collaboration with Microsoft to further strengthen both companies' data integration platforms to better prepare customers to incorporate AI in key industries across the world.

The agreement will see an even closer synergy between industrial cloud platform AVEVA Connect and data analytics solution Microsoft Fabric, which is currently in public preview. They are designed to streamline the process of collecting, transforming, and unifying data from various sources. They help gather data from different parts of an organization's operations, including manufacturing processes, supply chains, and other relevant systems. These platforms offer tools for data cleansing, transformation, and enrichment, making the data more consistent and useful for downstream applications and preparing data to power AI capabilities.

With Microsoft's end-to-end solutions in the cloud and AVEVA's deep industry expertise and software applications, the unique combination of capabilities helps businesses capitalize on the power of technology to become more agile, resilient, and sustainable. Customers can adapt to changing market conditions and customer demands with flexible and scalable solutions. Continuity and security of operations is ensured with reliable and robust cloud services; risks can be managed and monitored with proactive and predictive analytics. Environmental impact can be reduced, and social responsibility increased through the efficiency and productivity AI applications bring.

AVEVA Connect turns data into insight to improve businesses decision-making. The platform connects data that can create a real-time digital twin which unlocks the insights needed to engineer smarter and operate better. Teams can work anywhere in the world in a single collaborative cloud environment. And systems are connected so that software applications whether on premises, in the cloud or a hybrid mix are easily accessible.

Caspar Herzberg, CEO, AVEVA, said: "Connected information and insights provide a holistic view of business activity in real time for industrial companies. We provide the operational data in order, and in context – which helps data scientists and business analysts get to work more quickly using trusted data that is shaped, transformed, and ready to use.

"Such a connected ecosystem approach ignites ingenuity across the industrial sector and unlocks the next wave of growth at a time when businesses must operate within extremely fragmented and uncertain market conditions."

AVEVA Connect and Microsoft Fabric can help pull together the complete data analytics platform for the era of AI. Organizations can access their complete data estate to unlock and accelerate data potential, empowering teams and transforming business. This, in turn, can contribute to green software initiatives by providing a unified view of data from different stages

of the manufacturing process, reducing waste, conserving energy, and improving overall efficiency and sustainability.

Darryl Willis, Corporate Vice President Energy and Resources Industry, Microsoft, said: "By enabling AVEVA Connect to interoperate with Microsoft Fabric, we're empowering data and business professionals alike to unlock the potential of their data and lay a strong foundation for this era of AI."

IBM and KPMG US Announce Plans to Deliver Innovative SAP Business Transformation in Energy & Utilities

24 October 2023

IBM and KPMG LLP announced they are expanding their alliance to help enable business transformations for clients implementing SAP S/4HANA® across the energy and utilities industry. Cloud enterprise resource planning (ERP) projects run the potential risk of failing without the right technology in place and the right business expertise to fully integrate it. IBM Consulting and KPMG together are bringing a breadth of consulting, operations, tax, risk and finance experience to the ERP implementation process to help energy and utilities companies automate and manage core business processes for optimal performance.

IBM Consulting is a global leader in SAP transformations, delivering cohesive collaborative solutions based on in-depth industry experience, AI, and hybrid multi cloud deployment. IBM has well-established technology and deep experience within a broad partner ecosystem, including a 50-year history partnering with SAP. KPMG brings business-led, SAP-enabled functional transformation experience in more than 25 countries while leveraging deep energy and utility industry knowledge to deliver business value.

"As companies across industries accelerate the shift to cloud and contemplate the move to SAP S/4HANA, they will need the support from trusted experts to help achieve success in any transformation project," said Bill Piotrowski, Americas SAP Leader for IBM Consulting. "We're excited to partner with KPMG to provide Energy & Utilities clients access to industry insights that will help them capitalize on their SAP investment supported by experience in supporting numerous SAP S/4HANA transformations worldwide."

KPMG and IBM Consulting bring complementary skillsets across SAP technology implementation, cross-sector business processes, regulatory, risk, finance, and tax considerations, and operational issues. The combination of the firms' skills and experience can strengthen outcomes for the benefit of clients, and successful enterprise resource planning transformation across the energy and utilities sector.

"Identifying the potential value created by financial considerations up front in the planning of an ERP implementation can significantly improve the likelihood of success," said Brad Stansberry, Energy & Chemical Industry Advisory Leader at KPMG. "Working with IBM Consulting and the business and technical expertise they bring will expand our ability to help our joint clients accelerate productivity and unlock growth opportunities."

Together, KPMG and IBM have already delivered a comprehensive business transformation program at Liberty Utilities, a leading provider of local utility management, service and support across the United States and Canada. The four-year program builds on Liberty's "Customer First" project to revolutionize the company's Customer, Finance, Asset Management, Field Services, and Supply Chain Operations.

"IBM Consulting has been our trusted partner, and we continue our collaboration to accelerate our remarkable transformation journey," said Jody Allison, Vice President, Transformation at Liberty Utilities. "IBM's unique relationship with KPMG brings valued finance and advisory expertise which will help extend our 'Customer First' platform into every aspect of our organization, allowing us to deliver to our customer's expectations, enable our employees to serve, and facilitate growth as we will be able to easily integrate acquired businesses and assets in the future."

IBM Consulting helps accelerate business transformation for our clients through hybrid cloud and AI technologies, leveraging our open ecosystem of partners. With deep industry and business expertise spanning strategy, experience design, technology, and operations, we have become a trusted partner to the world's most innovative and valuable companies, helping them modernize and secure their most complex systems. Our 160,000 consultants embrace an open way of working and apply our proven co-creation method, IBM Garage, to scale ideas into outcomes. As the only major global systems integrator inside a technology company, we don't just advise -- we invent and build what's next together with our clients.

Kontron and AMI Announce Two Decades of Successful Innovation to Deliver Embedded Solutions

26 October 2023

Kontron, a global leader in IoT/Embedded Computing Technology (ECT), is proud to announce two decades of successful collaboration with AMI®, the global leader in Dynamic Firmware for worldwide computing. Over the past two decades, Kontron has partnered with AMI to innovate and deliver foundational firmware to the embedded market and helped shape the standard of BIOS and BMC firmware for embedded solutions.

From Core 8 legacy BIOS to Aptio® 4 and UEFI to the latest generation to Aptio® V, today AMI's Dynamic Firmware powers all common standard form factors of Kontron's industrial motherboards, SBC's and embedded modules including latest COM-HPC® standard and based on latest Intel® and AMD platform technologies. MegaRAC® SPX LTS12 for AST2500 BMC firmware also powers Kontron's server appliances.

The collaboration between Kontron and AMI has been a testament to the power of cooperation, innovation, and shared values. The collaboration has blossomed into a formidable force in the embedded computing technology sector, consistently delivering exceptional products and services to the industry.

"Our collaboration with AMI has been a journey of growth and shared success. We are excited about the opportunities that lie ahead as we continue to combine AMI's experience in

foundational firmware with our strengths in IoT and Embedded technology," says Peter Hoser, VP Product Center Boards, Kontron Europe GmbH.

"This 20-year milestone is a testament to our unwavering commitment to excellence and innovation in the embedded market," says Sanjoy Maity, CEO at AMI. "We are proud of what we have accomplished together and look forward to a future filled with even greater achievements, including platform security."

Matterport Becomes Autodesk Premium Partner, Deepening Relationship on Digital Twin Collaboration For Design & Construction

26 October 2023

Matterport, Inc., the leading digital twin platform to access, understand, and utilize properties, today announced its membership as an Autodesk Construction Cloud® Premium Partner, helping bring Matterport's 4K digital twins to even more construction professionals. Autodesk Construction Cloud is a portfolio of software services that combines advanced technology, a builders network and predictive insights for construction teams.

Matterport has been part of the Autodesk Construction Cloud partner ecosystem since 2020, when it first introduced the Matterport Partner Card within BIM 360®. Since then, Matterport has introduced several new add-ons, features, and integrations to support design and construction professionals across their Autodesk® and Autodesk Construction Cloud workflows, becoming one of the most popular integrations available in the Autodesk App Store and Partner Card library.

Digital twins allow teams to collaborate virtually within the visual context of a job site. With a clear view of site conditions, teams can identify and communicate potential issues earlier to keep projects on time and on budget.

Today, Matterport users can collaborate across several Autodesk workflows, including:

- **Autodesk® Docs:** Create, view, and collaborate on Issues directly within a Matterport digital twin of a project, or generate specific file types (.rvt, .ifc, .dwg, .xyz) from models to share with stakeholders.
- **Autodesk® Build:** Easily create, assign, and track RFIs connected to a Matterport digital twin in Autodesk Build to pinpoint site problems and ensure project teams are on the same page.
- **Matterport Partner Card:** Add the Matterport Partner Card to your Autodesk Build Insights or BIM 360 Project Home dashboards to provide stakeholders with visual site context alongside essential project data.
- **Autodesk® Revit® Plugin:** Streamline workflows by directly importing Matterport point cloud files (.XYZ and .E57) and BIM files (.rvt, .ifc) into Revit to kickstart 3D model creation.

As a Premium Partner, Matterport will collaborate closely with Autodesk on new APIs that help improve capabilities available to customers and on extensive go-to-market activities to help customers discover and take advantage of that value.

“Since Matterport began its journey into the design and construction space, Autodesk has been an invaluable partner in integrating the strengths of our immersive platform with Autodesk’s decades of expertise,” said Jay Remley, Chief Revenue Officer, Matterport. “We’ve been blown away by the positive reaction to our latest integration with Autodesk Construction Cloud, and as a Premium Partner, look forward to delivering even deeper integrations that can help anyone in the design and construction phases keep their projects moving, from wherever they are.”

“Digital twins help the construction industry significantly address collaboration issues and information silos,” said James Cook, director – industry & technology partnerships at Autodesk Construction Solutions. “Given that Matterport’s technology helps democratize the reality capture, creation, and use of 3D digital twins, we’re enthusiastic about how our partnership has grown. Matterport’s addition as a Premium Partner translates into a lot of value for our mutual customers.”

Rockwell Automation and Microsoft Expand Partnership to Leverage Generative AI Capabilities for Enhanced Productivity and Faster Time-to-Market

26 October 2023

Rockwell Automation, Inc. and Microsoft Corp. announced an extension of their longstanding relationship to accelerate industrial automation design and development through generative artificial intelligence (AI). The companies are combining technologies to empower the workforce and accelerate time-to-market for customers building industrial automation systems. The first outcome of this collaboration will add Microsoft’s Azure OpenAI Service into FactoryTalk® Design Studio™ to deliver industry-first capabilities accelerating time-to-market for their customers building industrial automation systems.

“The skilled labor shortage and ensuing lost productivity is the biggest challenge facing industrial organizations and their service providers today. These shortages are increasing the need, value, and complexity of automation projects when the ecosystem of service providers is less equipped to deliver on time, quality, and budget,” said Matthew Littlefield, President LNS Research. “Generative AI has already proven its ability to capture the imagination and enhance the productivity of workers in a range of IT and business scenarios. Rockwell Automation and Microsoft’s strategic partnership is an exciting and high-potential step forward in addressing these long-term structural challenges.”

Rockwell and Microsoft recognize that using AI to enhance automation across various roles, from decision makers to control engineers and operators, is a key area where they can come together to help customers streamline their processes and drive worker productivity.

“Rockwell’s decade-long relationship with Microsoft illustrates our ongoing commitment to providing best-of-breed solutions that empower customers and support our shared vision of

driving industries forward through innovation and collaboration,” said Blake Moret, Chairman and CEO of Rockwell Automation. “Together, we're not just addressing current market needs; we're shaping the future of technology in industrial automation.”

Adding Azure OpenAI Service into FactoryTalk Design Studio helps engineers generate code using natural language prompts, automating routine tasks and improving design efficiency. It will also empower seasoned engineers to accelerate development and mentor newcomers on a learning path more efficiently and effectively. Additionally, it will assist in finding relevant help from vast collections of information to further educate developers. Rockwell and Microsoft see a bright future in extending this integrated technology to solve other challenges, including Quality Management and Improvement, Failure Mode Analysis, and training frontline workers to execute manufacturing processes through chat-based collaboration with experienced human workers as well as Azure Open AI Service-based chatbots.

“The explosive growth and interest in artificial intelligence is driving organizations to partner with Microsoft as a trusted cloud and AI provider,” said Judson Althoff, executive vice president and chief commercial officer at Microsoft. “I am pleased to further strengthen our longstanding relationship with Rockwell by combining its expertise in industrial automation with Microsoft’s generative AI technology to help industrial professionals expedite the creation of complex control systems, optimize the efficiency of their operations, and spur greater innovation across industrial organizations.”

Additionally, Rockwell and Microsoft are continuing to explore ways to advance innovation in the industrial metaverse. Both companies are using their respective IoT capabilities, cloud datasets, simulations and AI to design and build products more effectively, more efficiently, and more sustainably.

Siemens joins Green Software Foundation’s steering committee to drive sustainable software development

26 October 2023

Siemens is proud to join the Green Software Foundation (GSF) as a new member of its steering committee to help guide the Foundation’s strategic direction. Siemens’ steadfast commitment to resource efficiency and sustainability aligns with the GSF’s mission to build the tools, knowledge and best practices necessary for reducing software’s environmental footprint.

Siemens technology is enabling enterprises and organizations around the world to increase decarbonization, resource efficiency and contribute to the circular economy. The development of this technology and other software is increasingly contributing to the world’s carbon footprint, which underscores the need for global industrial companies like Siemens to invest in sustainability networks such as the GSF. The Foundation focuses on evolving software to be energy-efficient and compatible with complex software systems and infrastructure for information and communication technology. Industrial solutions must meet unique requirements beyond those of traditional enterprise IT systems. These solutions must also take into account cloud-to-edge scenarios, installed base and regulatory compliance – all while maintaining the high standards expected for industrial solutions.

“In the pursuit of sustainability, isolation is costly. We share a common belief that collaboration and collective intelligence will drive systemic shifts toward sustainability in tech. Our Siemens Xcelerator vision fully supports this journey towards sustainable, flexible and open SaaS solutions. In addition, as new technologies emerge, we firmly believe that green software will play a key role in the future,” said Peter Körte, Chief Technology Officer and Chief Strategy Officer of Siemens AG.

Siemens joins Accenture, Avanade, BCG X, GitHub, Globant, Intel, Microsoft, NTT Data, Thoughtworks and UBS to demonstrate leadership in building a culture of green software and to chart the Foundation’s course going forward.

“We’re thrilled to expand GSF’s steering committee with Siemens and we’re hopeful that the contributions its engineers and researchers will make will advance green software patterns and tools compatible with intricate, multi-tiered computing systems for broader industry adoption of green software,” shared Asim Hussain, Chairperson and Executive Director of the GSF.

The Software République unveils the first achievements and ambitions of its collaborative training ecosystem, the “Talent Academy”

23 October 2023

Faced with a shortage of talent and a lack of young people graduating from scientific training, the Software République, an open innovation ecosystem for intelligent, secure, and sustainable mobility launched by Dassault Systèmes, Eviden, an Atos business, Orange, Renault Group, STMicroelectronics, and Thales, presents for the first time the achievements of its “Talent Academy,” with the goal of enhancing the employability of talent and the competitiveness of companies.

As part of the European Year of Skills 2023, the presentation of this collaborative training ecosystem took place in the presence of Mr. Jean-Noël Barrot, Minister Delegate for Digital Affairs to the Minister of the Economy, Finance, and Industrial and Digital Sovereignty, and Mme Marianne de Brunhoff, Deputy Coordinator of the European Year of Skills, Ministry of Labor, Full Employment, and Inclusion.

Unique in France and Europe, the “Talent Academy” addresses the challenges of training and skills development in the field of digital and engineering sciences, serving young people and employees of companies in the Software République. Its objective is to guide young people, especially young women, towards scientific and technical careers, attract future talent to the Software République ecosystem, and promote the development and upgrading of skills through training and retraining programs.

“This initiative will interest first-year and final-year students specializing in Science of Engineering (SI), as well as high school teachers and CPGE[1] students and their professors. Concepts related to AI and learning are new in SI programs in high school and CPGE, and many colleagues are looking for applications to illustrate their courses,” said Sébastien Gergadier, President of the Union of Teachers of Industrial Science and Techniques (UPSTI).

The achievements of the “Talent Academy” revolve around three programs that mark the significant moments in a professional career: educating, recruiting, and training.

EDUCATE

The “Talent Factory”: This program is dedicated to young people (15-20 years old). It includes:

- **3rd-grade classes’ internships in companies:** set up for the 2023-2024 school year, this program is particularly focused on priority neighbourhoods. It is also aimed at young women interested in tech careers (engineers and technicians).
- **High school students and students in Classes Préparatoires aux Grandes Écoles (CPGE).** In June 2023, a partnership was signed with the “Union of Teachers of Industrial Science and Techniques – UPSTI,” which brings together 700 teachers in more than 200 public and private high schools. This initiative aims to engage high school students who have chosen the **Science of Engineering (SI)** specialty, as well as CPGE teachers and their students whose courses are related to future mobility challenges.

RECRUIT

“Talent Incubator”: This program aims to promote the use of apprenticeships as a recruitment lever for candidates with tech skills. The ambition for 2025 is to achieve 20,000 recruitments through all programs. In partnership with the training ecosystems of the members of the Software République and with two schools, École 2600 and EFREI, a community of apprentices was launched in 2022 with two certified training programs in cybersecurity (from Bac+3 to Bac+5). Today, this program has been extended to other schools and other areas, such as Artificial Intelligence (AI)/data or software development. It now brings together 600 apprentices (young people between 20 and 25 years old) within the community led by the “Talent Academy.” This program also offers engineering school students the opportunity to work on projects directly related to the industrial challenges of Software République members.

The goal is also to retain apprentices within the Software République through concrete actions:

- Organizing conferences with experts from the Software République on tech topics (cybersecurity, data, etc.).
- Meetings with startups from the Software République’s incubator.
- Visits to industrial sites.
- Sharing immersive experiences (“H1st Vision,” the Software République’s concept car revealed at VivaTech 2023).

TRAIN

“Talent Accelerator”: The goal of this program is to consolidate skill development and retraining courses for employees from the moment they join the founding companies of the Software République. This program is a complementary pillar to the training policies already implemented by each of the groups by sharing their corporate university training programs. Several of these programs have already been shared among its members, such as excellence-certified training in cybersecurity with the Polytechnic Institute of Paris and Orange

Cyberdefense, to support skills transformation. The ambition for 2025 is to contribute to the training of around 40,000 Software République employees in tech-related fields.

In support of this program, the Software République participates in events such as the 14th national final of the “Olympiades de Sciences de l’Ingénieur” (Mobility Award for All – June 2023) and the “Viva Technology 2023” event (Mobility Innovation Prize 2023), and organizes numerous testimonials from leaders of major companies or startups, engineers for schools (IPE), and female engineers with the “Elles bougent” association, for example.

Thus, with its innovative approach that facilitates access to knowledge, the Talent Academy is the first collaborative training ecosystem established by large companies, demonstrating the actions they have been able to implement in each of these three programs.

[1] CPGE = Classes Préparatoires aux grandes écoles

Event News

AVEVA’s CEO Caspar Herzberg and Chief Product Officer Rob McGreevy reveal connected roadmap for more sustainable industries of the future

23 October 2023

AVEVA, a global leader in industrial software, launches AVEVA World 2023, the global showcase of its solutions and vision for how digitally connected communities can accelerate efficiency, agility, and sustainability by building connected information ecosystems.

More than 2,000 industry executives and experts will explore more than 12 industry tracks, keynotes, and an immersive expo. With the theme "**Connect your world**", they will enjoy the opportunity to see AVEVA’s latest industrial cloud innovations, see and touch the industrial digital twin and test out sector-expert AI.

In their keynote addresses, **CEO Caspar Herzberg** and **Chief Commercial Officer Sue Quense** will show how industry leaders are harnessing the power of digital insight to master the connected industrial economy. They will highlight the role of AVEVA’s Industrial Intelligence-as-a-Service (IIaaS) in democratizing information that empowers teams to drive the next wave of sustainable industrial growth.

Caspar Herzberg, CEO of AVEVA, said: "AVEVA Connect is the digital experience delivering access to everything our customers and partners need to design, build, operate and optimize better with industrial intelligence-as-a-service. Now you can uncover new opportunities, create a living digital twin, from a single asset to the entire value chain across all major industries. The clear benefit is that it boosts collaboration across teams and organizations, so that you can discover new opportunities and make sustainability a competitive advantage.

"By taking this approach, industry leaders are already unlocking 10% higher profitability, 3X return on investment and up to 20% higher sustainability performance. Yet the true benefits go beyond the numbers: connected digital insight enables you to turn volatility into commercial

opportunity by transforming industrial production into digital insights, so you can boost efficiency, resilience, and sustainable impact, and realize your boldest aspirations."

Industrial intelligence is transforming how industries can operate

Chief Product Officer Rob McGreevy and EVP Portfolio Kim Custeau will share how AVEVA continues to strengthen integration within its product suite, extending customers' investments in AVEVA Unified Engineering, AVEVA Operations Control, and AVEVA PI System, and making two landmark announcements.

- **AVEVA PI Data Infrastructure** is a fully-integrated, hybrid cloud solution that enables industries to turn physical assets into agile digital insights, collaborating on shared data that they can access live whether they are in the head office, in the plant or operating deep in the field. This comprehensive, single-subscription solution provides customers with flexible scalability, centralized information management, and secure, collaborative intelligence sharing. The software solution includes access to cloud services from AVEVA Connect, including AVEVA Data Hub and AVEVA Connect visualization.
- **AVEVA Advanced Analytics** is a no-code Software-as-a-Service (SaaS) solution that enables teams to optimize production efficiency and share data securely by leveraging immediately actionable insights from a single digital source of information. Customer applications for AVEVA Advanced Analytics span a wide range of industries, from consumer products to food and beverage, packaging, building materials and hybrid manufacturing, as well as water and wastewater.

Jeffrey Hojlo, IDC Analyst, commented: "What is clear is that organizations in every industry are looking to open and expand their industry ecosystem as part of becoming a digital-first business. Shared data & insights, shared applications, shared operations & expertise are enhanced with this approach – becoming not only a way to ensure flexibility and resiliency, but also a way to grow revenue and profitability.*"

Ecosystem partnerships deliver deeper insights

McGreevy and Custeau will also demonstrate how AVEVA is expanding and deepening its partner ecosystem, providing extended capabilities to customers worldwide via AVEVA Connect. An important step in this vision is the announcement that AVEVA and Microsoft have extended their long-standing strategic partnership; **AVEVA Connect** and the **Microsoft Fabric** data analytics solution will now be interoperable to streamline the process of collecting, transforming, and organizing data from various sources.

This close collaboration provides unrivalled insight into information that spans the manufacturing value chain, enabling companies to reduce waste, conserve energy, and improve overall efficiency and sustainability. Empowering business users with a comprehensive view of IT and OT information insights, AVEVA's and Microsoft's combined offerings will leverage artificial intelligence (AI) and machine learning (ML) to accelerate value for joint customers to make faster data-driven decisions.

These innovations build on the capabilities of **AVEVA Data Hub**, the cloud-native data management solution within AVEVA Connect, that is empowering organizations to aggregate, share, and analyse data with context across their connected ecosystems.

With AVEVA Data Hub, a composite organization comprised of interviewees that have invested in AVEVA's solutions saw over three years an improvement in operational efficiency of 1-2%, resulting in cost savings of \$405k, and an ROI of 466% with payback in less than six months, according to a recent commissioned Total Economic Impact™ (TEI) study conducted by Forrester on behalf of AVEVA.

Rob McGreevy, Chief Product Officer, commented: "AVEVA's Data Hub is one of the most powerful tools available to industries to accelerate value and drive efficiency. The solution represents the starting point in our vision for the connected industries of the future, providing the data that combines with models and the experience to create a digital twin. We are excited to see the positive response from customers live in the expo and in sessions here in San Francisco."

HONEYWELL TO PRESENT AT BAIRD GLOBAL INDUSTRIAL CONFERENCE

27 October 2023

Honeywell announced that Jim Currier, president and chief executive officer of Honeywell Aerospace, will present at the Baird Global Industrial Conference in Chicago, Illinois on Tuesday, November 7, 2023, from 7:20 a.m. - 7:50 a.m. CST.

A real-time audio webcast of the presentation can be accessed at <http://www.honeywell.com/investor>, where related materials will be posted prior to the presentation and a replay of the webcast will be available for 30 days following the presentation.

NEW GENAI CAPABILITIES ANNOUNCED AT DELTEK PROJECTCON 2023

20 October 2023

Deltek, the leading global provider of software and solutions for project-based businesses, unveiled its latest product innovations to a live audience at Deltek ProjectCon. Deltek wrapped up its annual customer conference with resounding success, held October 16-18 in Orlando, Florida. Deltek gathered over 3,400 customers, product experts, employees, sponsors, partners and analysts for the 3-day event.

Taking center stage, Deltek executives and product experts presented attendees with a deeper look into Deltek's capabilities and the benefit of adding elements of Generative Artificial Intelligence (GenAI) to its solutions to fuel purposeful capabilities. These advancements are part of Deltek's ongoing commitment to deliver solutions that connect and automate the project lifecycle for customers.

Warren Linscott, Deltek's Chief Product Officer, and Dinakar Hituvalli, Deltek's Chief Technology Officer, shared that over the past 18 months, as GenAI technology has evolved, Deltek has been exploring its capabilities to generate content, inform decisions, and automate action. The

company's focus remains on developing smarter project lifecycle imperatives and enabling project-based businesses to be more informed, productive, and profitable.

Deltek is evolving its solutions to leverage GenAI to:

- Organize high volumes of data and distill it into concise insights in the form of executive summaries.
- Introduce predictive capabilities into everyday processes including predicting resource needs for faster project staffing and hiring.
- Leverage a Deltek Digital Assistant to help users explore information, perform tasks, and educate themselves through natural language interactions.

Announcements at Deltek ProjectCon

At the event, Deltek showcased some of the GenAI features that have been released or are coming soon to its solutions, such as:

- **GovWin IQ Smart Summaries:** GovWin IQ has over 1,100 Federal Agency profiles and 100,000+ SLED Government Profiles that contain a rich set of data about spending, contractors, and other characteristics. Smart Summaries leverage GenAI to create an executive summary of these profiles in real-time saving hours versus creating this information manually. This feature is currently available in GovWin IQ.
- **Vantagepoint Client Summaries:** Client Smart Summary leverages GenAI to provide an all-encompassing snapshot of a client's status and history right at their fingertips. It includes an executive summary with general information about a client. This feature has been released in the latest version of Vantagepoint for licensed Vantagepoint CRM customers.
- **Costpoint Predictive Labor Forecasting:** Many organizations have the challenge of predicting what resources they will need for which project and when based on opportunities that may close and current work. Predictive Labor Forecasting will predict the anticipated needs of the workforce and help to automate planning tasks. This feature is currently planned for release in 2024.
- **PM Compass Narrative Smart Score:** PPM's first GenAI powered feature, the PM Compass Narrative Smart Score, will help assess the quality and completeness of variance narratives before submission for review. Variance reporting is time consuming and challenging for contractors that must comply with EVM. The PM Compass Narrative Smart Score will dramatically improve the quality of variation narratives. This feature is currently planned for release in 2024.
- **Talent Management:** Talent Management's GenAI for Job Requisitions will assist in the creation of a job requisition when one does not yet exist and provide updated suggestions to existing requisitions to reflect current job market trends. This enhancement will help to streamline recruitment tasks and make recruiter actions more efficient. This feature is currently planned for release in 2024.

- **Deltek Digital Assistant for Costpoint and Vantagepoint:** Deltek introduced *Hey Deltek* several years ago using NLP (Natural Language Processing). *Hey Deltek* is evolving to the new GenAI Deltek Digital Assistant – a single user facing solution that will be able to answer “how to” questions about product usage and about data entities like contracts or projects and carry out simple tasks like sending an email to a project manager with overdue tasks.

"Generative AI is a powerful tool that will revolutionize how project-based businesses operate. By harnessing the capabilities of artificial intelligence, we aim to empower our customers with smarter, more data-driven insights and decision-making tools. We are committed to purposeful innovation and incorporating emerging technology for our customers and we're continuously evaluating those trends to make our products easier to use and add features and functionality that help our customers achieve greater business efficiency and productivity," said Linscott.

Visit CADENAS at BIM World MUNICH 2023

26 October 2023

Whoever says BIM, means CADENAS – the software company proves this at the trade fair on 28 and 29 November 2023

On 28 and 29 November, the construction industry comes together for [BIM World MUNICH 2023](#) at the International Congress Center of Messe München (ICM). Numerous CADENAS employees will also be among the digitisation experts on both days. You can meet them in Hall B0 at Stand 252 to talk shop about BIM or attend one of the interesting specialist presentations.

CADENAS shares an exhibition space with AUSSCHREIBEN.DE from ORCA Software, so you can expect even more concentrated expertise. Speakers at the booth include the two BIM authorities from CADENAS Wolfgang Nagl, Vice President International Sales eCatalogs & Digital Twins, and Karsten Spieß, Head of Data Management MEP/BIM. Visit CADENAS at booth 252 in hall B0.

Financial News

3D Systems Announces Additional Restructuring Initiative and Provides Preliminary Third Quarter 2023 Financial Results

25 October 2023

3D Systems announced preliminary third quarter 2023 revenue results and provided a business update on the next phase of its multi-faceted restructuring initiative.

For the third quarter 2023, the company expects revenues between \$123.0 - \$124.0 million, a decrease from third quarter 2022 revenue of \$9.3 - \$8.3 million, driven primarily by continued softness in printer demand. While the company expects fourth quarter 2023 revenues to strengthen on a consecutive basis, consistent with historic seasonality trends, full year 2023 revenues will be softer than previously expected. This, combined with continued uncertainty in

the macroeconomic and geopolitical environment, is leading the company to withdraw its full-year 2023 financial guidance, which was last provided on August 9, 2023.

In light of these results and continuing macro-risks, the company also announced the next evolution of its restructuring initiative designed to improve operating efficiencies throughout the organization and drive long-term value creation. This additional phase of the restructuring initiative will target to deliver expected annualized savings of \$45 – \$55 million by the end of 2024, with the majority of the cost takeout to occur by the end of the first quarter of 2024. The initiative is primarily targeted at continuing to rationalize headcount and geographic locations in all functions across the company. These efforts are expected to streamline the overall organization and reduce operating costs, while continuing to improve customer quality, and delivery reliability. Importantly, these cost actions are designed to preserve key investments in new product development, results of which are expected to include the release in 2024 of a number of highly innovative new production printing platforms and advanced engineering materials needed to meet anticipated customer needs in the years ahead. The net result of these actions will drive near term profitability and cash performance, while supporting exciting long-term growth as additive manufacturing continues to penetrate production environments around the world.

The company has not yet completed its financial and operating closing procedures for the third quarter 2023. Additionally, the preliminary financial data above has not been subject to review or other procedures by the company's independent registered public accounting firm. As a result, actual results may differ materially from the preliminary results shown above and will not be publicly available until the company reports its third quarter 2023 results in early November 2023.

Third Quarter 2023 Financial Results Timing

Third quarter 2023 financial results and additional details regarding the restructuring initiative will be released before market and discussed by management during the Third Quarter 2023 Financial Results Conference Call on Wednesday, November 8, 2023.

Third Quarter 2023 Financial Results Conference Call

Date: Wednesday, November 8, 2023

Time: 8:30 a.m. Eastern Time

Listen via webcast: www.3dsystems.com/investor

Participate via telephone: 201-689-8345

The webcast replay will be available approximately two hours after the end of the conference call at www.3dsystems.com/investor.

Addnode - Interim Report 1 January - 30 September 2023

27 October 2023

WEAKER USA FIGURES CLOUD OUTLOOK

"The structural underlying demand for the digital solutions offered by our companies extends

beyond and across economic cycles, driven by customer needs for digitalisation, automation, urbanisation and sustainability.”

Johan Andersson

President and CEO

SUMMARY OF THE THIRD QUARTER, JULY–SEPTEMBER 2023

- Net sales increased by 11 per cent to SEK 1,808 m (1,624), of which -5 per cent was organic. Currency-adjusted organic growth was -9 per cent.
- EBITA decreased to SEK 132 m (194), and the EBITA margin was 7.3 per cent (11.9). EBITA has been charged with restructuring costs of SEK -5 m (-). EBITA adjusted for restructuring costs amounted to SEK 137 m (194), and the adjusted EBITA margin was 7.6 per cent (11.9).
- Operating profit decreased to SEK 70 m (143), and the operating margin was 3.9 per cent (8.8).
- Net profit for the period amounted to SEK 35 m (103).
- Earnings per share amounted to SEK 0.26 (0.77).
- Cash flow from operating activities amounted to SEK -139 m (89).
- The acquisition of Team D3 in the USA was completed in early July 2023.
- Kristina Elfström Mackintosh was appointed CFO of Addnode Group and will take up the position in December 2023.

SUMMARY OF SIGNIFICANT EVENTS AFTER THE END OF THE REPORTING PERIOD

- No significant events have occurred since the end of the period.

AECOM to announce fourth quarter and full year fiscal 2023 earnings results on November 13th

24 October 2023

AECOM, the world's trusted infrastructure consulting firm, announced that it intends to issue its fourth quarter and full year fiscal 2023 earnings results after the U.S. market closes on November 13, 2023. The Company will also host a conference call and webcast with analysts and investors on November 14, 2023, at 7 a.m. Central Time/8 a.m. Eastern Time, during which management will present the Company's financial results and outlook, strategic accomplishments, and market and business trends.

The webcast and a replay will be available online at <https://investors.aecom.com>. The press release and presentation slides will be available on the Company's website the day of the call and will contain additional financial information.

The conference call can be accessed directly by dialing 800-599-5188 (U.S.) or an international number at <https://events.q4irportal.com/custom/access/2324/> and entering passcode 7295287.

Altair Announces Date of Third Quarter 2023 Financial Results Conference Call

19 October 2023

Altair, a global leader in computational science and artificial intelligence, will release its financial results for the third quarter ended September 30, 2023, after the market close on Thursday, November 2, 2023. On that day, management will hold a conference call and webcast at 5 p.m. ET to review and discuss the Company's third quarter 2023 results and fourth quarter and full year 2023 outlook. A recorded version of this webcast will be available after the call and accessible at <http://investor.altair.com>.

What: Altair's Third Quarter 2023 Financial Results Conference Call
When: Thursday, November 2, 2023
Time: 5 p.m. ET
Webcast: <http://investor.altair.com> (live and replay)

Atos reports third-quarter revenue 2023, full-year outlook confirmed

26 October 2023

Atos, a global leader in digital transformation, high-performance computing and information technology infrastructure, announces its revenue for the third quarter of 2023.

Yves Bernaert, Chief Executive Officer of Atos, said: *"In Q3 we continued to focus on our operations and the delivery of our separation and transformation plans.*

Eviden growth has been driven by its activities in Digital Security, Big Data including Generative AI. In High-Performance Computing, we signed the very first exascale supercomputer contract in Europe.

Tech Foundations continues to execute on its transformation plan including reducing its activities in non-core areas.

I would like to thank our talented employees for their commitment and dedication to serving our clients and for delivering innovative solutions that address their business needs."

Organic revenue -3.0% in Q3

<i>In € million</i>	Q3 2023	Q3 2022	Variation	Var. at cst. curr.	Var. organic
Eviden	1,217	1,278	-4.8%	-1.8%	+2.3%

Tech Foundations	1,373	1,540	-10.8%	-8.2%	-7.2% ¹
Group revenue	2,590	2,818	-8.1%	-5.3%	-3.0%

1: Core business revenue: -4.9%

Group revenue was €2,590 million in Q3 2023, down -5.3% on a constant currency basis. On an organic basis, revenue was down -3.0% as positive performance at Eviden was offset by Tech Foundations. Scope effects, mainly related to the divestment of Atos Italia completed in Q2 2023, accounted for -2.3% of the reported revenue decrease. Foreign exchange was a headwind of -2.8%, mainly reflecting the weakening of US dollar.

Eviden reported +2.3% organic revenue growth in Q3, primarily driven by strong results in Big Data and Digital Security. Digital Security continued its trend of high organic revenue growth, driven by next-generation products and services. High single-digit growth in digital in Europe, driven by demand for application development and modernization, was offset by a decrease in the US as clients are taking longer to decide on new business awards.

Tech Foundations recorded a -4.9% decrease in revenues for its core activities, which includes infrastructure, private cloud & platforms, digital workplace, and professional services. The business continues to reduce its activities in non-core areas including hardware and software resale and BPO. The company recently sold its UCC business which had been a declining non-core asset.

Commercial activity

In Q3 2023, order entry was €2.2 billion, up 10% YoY, with a book-to-bill ratio of 84%, compared with 71% in Q3 2022.

Eviden reported a book-to-bill ratio of 80%, in line with the prior year. Order entry reflects ongoing digital activities from smaller, low-risk contracts and short-term bookings with faster revenue yields. During the quarter, Eviden signed Generative AI contracts with large clients in the retail and technology sectors. In addition, Eviden signed the very first exascale supercomputer contract in Europe, a key milestone that will extend Europe's scientific excellence and industrial leadership. The company recorded an initial tranche of that contract in the quarter.

Tech Foundations recorded a book-to-bill ratio of 88%, up compared with 58% in Q3 2022. The business signed a new logo in the quarter with a major US telecom company and gained a significant new contract with a leading utility company in Europe. The business continues to maintain its strong retention rate track record with existing customers.

The Group's **full backlog** was € 18.6 billion at the end of September 2023 compared with 19.0 billion at end of H1 adjusted for disposals.

The **full qualified pipeline** amounted to € 6.0 billion compared with 6.8 billion at end of H1 adjusted for disposals.

9-month organic revenue growth of 0.6%

<i>In € million</i>	9-month 2023	9-month 2022	Variation	Var. at cst. Curr.	Var. organic
Eviden	3,842	3,817	+0.7%	+2.2%	+5.5%
Tech Foundations	4,296	4,564	-5.9%	-4.4%	-3.5%*
Group revenue	8,138	8,381	-2.9%	-1.4%	+0.6%

* core business revenue: -1.9%

Group revenue was €8,138 million over 9-month 2023 up 0.6% organically, reflecting growth in Eviden of +5.5% compared with the prior year, offsetting the decline in Tech Foundations of -3.5%. Scope effects accounted for -2.0% from the divestiture of non-core assets. Foreign exchange was negative -1.5%, reflecting the weakening of the US dollar.

2023 full-year outlook

Atos confirms its 2023 full-year outlook.

	Group	Eviden	Tech Foundations
Organic revenue growth	0.0% to +2.0%	Acceleration vs. 2022	Managed decrease Core stabilization Portfolio rationalization
Operating margin (% of revenue)	4% to 5%	Improvement vs. 2022	Positive territory

Free Cash-Flow

c. €-1bn FY

Update on contemplated sale of Tech Foundations to EPEI group

On October 16, 2023, Atos provided an update on the contemplated sale of Tech Foundation to EPEI Group. This press release can be accessed at the following [link](#).

In this press release, the Group indicated that the Shareholders' Meeting to approve the contemplated transaction and capital raise is now anticipated to take place in early Q2 2024.

Human resources

Total headcount was 104,856 at the end of September 2023, down -2.0%. On a trailing twelve-month basis, attrition rate was at 16% versus 18% at the end of June. During the quarter the company hired 3,630 employees. 5,800 employees have left the company as a result of attrition or restructuring.

Analyst and investor conference call

Atos Management invites analysts and investors to a conference call on the Group 2023 third quarter revenue, on **Thursday, October 26, 2023, at 08:00 am** (CET – Paris).

You can join the **webcast** of the conference:

- via the following link: <https://edge.media-server.com/mmc/p/n9ev3qtg>
- by telephone with the dial-in, 10 minutes prior the starting time. Please note that if you want to join the webcast by telephone, **you must register in advance of the conference** using the following link: <https://register.vevent.com/register/Blaccf86590a5e4affaef96a503af2cefb>

Upon registration, you will be provided with Participant Dial-In Numbers, a Direct Event Passcode and a unique Registrant ID.

During the 10 minutes prior to the beginning of the call, you will need to use the conference access information provided in the email received upon registration.

After the conference, a replay of the webcast will be available on atos.net, in the Investors section.

Forthcoming event

February 29, 2024 (Before Market Opening) Full-year 2023 results

Cadence Reports Third Quarter 2023 Financial Results

23 October 2023

Cadence Design Systems, Inc. announced results for the third quarter of 2023.

Cadence reported third quarter 2023 revenue of \$1.023 billion, compared to revenue of \$903 million for the same period in 2022. On a GAAP basis, Cadence achieved operating margin of 29

percent and recognized net income of \$254 million, or \$0.93 per share on a diluted basis, in the third quarter of 2023, compared to operating margin of 29 percent and net income of \$186 million, or \$0.68 per share on a diluted basis, for the same period in 2022.

Using the non-GAAP measures defined below, operating margin for the third quarter of 2023 was 41 percent and net income was \$343 million, or \$1.26 per share on a diluted basis, compared to operating margin of 39 percent and net income of \$290 million, or \$1.06 per share on a diluted basis, for the same period in 2022.

"I'm pleased with our strong Q3 performance and our relentless focus on driving innovation and delighting our customers," said Anirudh Devgan, president and chief executive officer.

"Generational trends including AI, HPC, and autonomous driving continue to fuel robust design activities, and 3D-IC designs are accelerating. We are excited about the momentum of our JedAI platform based Generative AI applications that are delivering breakthrough results for our customers."

"Cadence delivered yet another strong quarter of top and bottom-line results in Q3, driven by growth across our businesses," said John Wall, senior vice president and chief financial officer. "Our team's strong execution and operational efficiency allowed us to raise our outlook for the year."

CFO Commentary

Commentary on the third quarter 2023 financial results by John Wall, senior vice president and chief financial officer, is available at www.cadence.com/cadence/investor_relations.

Business Outlook

For the fourth quarter of 2023, the company expects total revenue in the range of \$1.039 billion to \$1.079 billion. Fourth quarter GAAP operating margin is expected to be approximately 31 percent and GAAP net income per diluted share is expected to be in the range of \$0.85 to \$0.91. Using the non-GAAP measures defined below, operating margin is expected to be approximately 42 percent and net income per diluted share is expected to be in the range of \$1.30 to \$1.36.

For fiscal year 2023, the company expects total revenue in the range of \$4.06 billion to \$4.10 billion. On a GAAP basis, operating margin for 2023 is expected to be in the range of 30.5 percent to 31.0 percent and GAAP net income per diluted share for 2023 is expected to be in the range of \$3.48 to \$3.54. Using the non-GAAP measures defined below, operating margin for 2023 is expected to be in the range of 41.5 percent to 42.0 percent and net income per diluted share for 2023 is expected to be in the range of \$5.07 to \$5.13.

The company utilizes a long-term projected non-GAAP tax rate, which reflects currently available information, as well as other factors and assumptions. The non-GAAP tax rate could be subject to change for a variety of reasons, including the rapidly evolving global tax environment, significant changes in the company's geographic earnings mix, or other changes to the company's strategy or business operations. The company expects to use this normalized

non-GAAP tax rate through fiscal 2025 but will re-evaluate this rate periodically for significant items that may materially affect its projections.

A schedule showing reconciliations of the business outlook from GAAP operating margin, GAAP net income and GAAP diluted net income per share to non-GAAP operating margin, non-GAAP net income and non-GAAP diluted net income per share, respectively, is included in this press release.

Audio Webcast Scheduled

Anirudh Devgan, president and chief executive officer, and John Wall, senior vice president and chief financial officer, will host the third quarter 2023 financial results audio webcast today, October 23, 2023, at 2 p.m. (Pacific) / 5 p.m. (Eastern). Attendees are asked to register at the website at least 10 minutes prior to the scheduled webcast. An archive of the webcast will be available starting October 23, 2023 at 5 p.m. (Pacific) and ending December 15, 2023 at 5 p.m. (Pacific). Webcast access is available at www.cadence.com/cadence/investor_relations.

Dassault Systèmes: Outperforming Third Quarter; Confirming Full-Year Objectives

25 October 2023

Dassault Systèmes announced IFRS unaudited financial results for the third quarter ended September 30, 2023. The Group's Board of Directors approved these results on October 24, 2023. This press release includes financial information on a non-IFRS basis and reconciliations with IFRS figures in the Appendix.

Summary Highlights

(unaudited, IFRS and non-IFRS unless otherwise noted, all revenue growth rates in constant currencies)

- 3Q23: Software revenue up 12%, above high end of our target range;
- 3Q23: Subscription revenue up 18%, accelerating sequentially, driven by an increasing share of large 3DEXPERIENCE deals and broad-based adoption of the subscription model;
- 3Q23: Strong rebound in licenses & other revenue, up 20%;
- 3Q23: 3DEXPERIENCE delivered a remarkable growth of 46% in software revenue;
- 3Q23: Non-IFRS Operating Margin of 31.0%, representing a 50 basis point improvement excluding effects from currency exchange, compared to the same period last year;
- 3Q23: Non-IFRS Diluted EPS at €0.28, up 7% as reported, or 20% in constant currencies, outperforming objectives;
- FY2023: Confirming revenue growth of 8%-9% and increasing diluted EPS by 1 cent to now €1.19-€1.21. Well on-track to achieve our five-year plan of doubling EPS by 2023 as initially planned.

FARO to Announce Financial Results for the Third Quarter 2023 on November 2, 2023

25 October 2023

FARO® Technologies, a pioneer in the field of 3D measurement, imaging, and realization technology, announced that after market close on Wednesday, November 1, 2023, it will release its financial results for the third quarter ended September 30, 2023. In conjunction with the release, Peter Lau, President and Chief Executive Officer, and Allen Muhich, Chief Financial Officer, will host a conference call on Thursday, November 2, 2023 at 8:00 am. ET.

Interested parties can access the conference call by dialing 800-343-4849 (U.S.) or +1 203-518-9843 (International) and using the passcode FARO. **To avoid a delay in connecting to the call, please dial in 10 minutes prior to the start time.** A live webcast will be available in the Investor Relations section of FARO's website at: <https://www.faro.com/about-faro/investor-relations/events>

A replay of the webcast will be available in the Investor Relations section of the company's web site approximately two hours after the conclusion of the call and remain available for approximately 30 calendar days.

Hexagon Interim Report 1 January - 30 September 2023

27 October 2023

Third quarter 2023

- 8 per cent organic revenue growth (using fixed exchange rates and a comparable group structure)
- Reported operating net sales increased by 2 per cent to 1,352.1 MEUR (1,320.2). Net sales including the reduction of acquired deferred revenue amounted to 1,349.8 MEUR (1,316.6)
- Adjusted gross margin of 65.5 per cent (65.2)
- Adjusted operating earnings (EBIT1) increased by 2 per cent to 393.0 MEUR (386.2)
- Adjusted operating margin amounted to at 29.1 per cent (29.3)
- Earnings before taxes, excluding adjustments, amounted to 350.0 MEUR (377.3)
- Net earnings, excluding adjustments, amounted to 287.1 MEUR (309.4)
- Earnings per share, excluding adjustments, amounted to 10.6 Euro cent (11.4)
- Operating cash flow before non-recurring items decreased to 146.5 MEUR (243.5)

HONEYWELL DELIVERS STRONG THIRD QUARTER RESULTS AND BEATS EARNINGS GUIDANCE

26 October 2023

Honeywell announced results for the third quarter that met or exceeded the company's guidance. The company also updated its full-year sales, segment margin², and adjusted earnings per share^{2,3} guidance ranges.

The company reported third-quarter year-over-year sales growth of 3% and organic¹ sales growth of 2%, led by double-digit organic sales growth in commercial aviation, defense and space, and process solutions. Operating margin expanded 140 basis points to 20.9% and segment margin¹ expanded by 80 basis points to 22.6%, led by expansion in Honeywell Building Technologies. Earnings per share for the third quarter was \$2.27, roughly flat year over year on a reported basis and up 1% year over year adjusted¹. Excluding a 14-cent non-cash pension headwind, adjusted earnings per share¹ was up 7%. Operating cash flow was \$1.8 billion with operating cash flow margin of 19.6%, and free cash flow¹ was \$1.6 billion with free cash flow margin¹ of 16.9%, driven by strong net income and collections.

"Honeywell executed through a challenging environment in the third quarter, meeting or exceeding guidance for all metrics and demonstrating once again our culture of execution and accountability," said Vimal Kapur, chief executive officer of Honeywell. "Organic¹ sales growth was led by our Aerospace segment, where continued supply chain improvements enabled significant sales growth in both commercial aviation and defense and space. We also saw strong growth in other pockets of the portfolio, including double-digit organic sales growth in our process solutions business, and 20% organic sales growth in our Honeywell Connected Enterprise offerings. Orders growth of 10% in the quarter, led by strength in Aerospace and our other long-cycle businesses, drove our backlog to a new record level of \$31.4 billion, up 8% year over year. Continued mix benefits combined with our laser focus on productivity across the Honeywell portfolio enabled us to expand margins in line with the high end of our guidance range. We remain committed to our capital deployment strategy and put our robust balance sheet to work in the third quarter by deploying \$2.0 billion to dividends, high-return capex, M&A, and share repurchases, including more than doubling our share repurchases sequentially to 5.3 million shares. The result of all these efforts was increased adjusted earnings per share¹ in the face of uncertain macroeconomic dynamics."

Kapur continued, "I am very excited about the future of Honeywell. Our portfolio is aligned to powerful megatrends: automation, the future of aviation, and energy transition, all underpinned by our robust digitalization capabilities. Our technologically differentiated portfolio of solutions and world-class Honeywell Accelerator operating system will enable us to capitalize on these trends and drive the profitable growth we outlined in our long-term financial framework."

As a result of the company's third-quarter performance and management's outlook for the remainder of the year, Honeywell updated its full-year sales, segment margin², and adjusted earnings per share^{2,3} guidance. Full-year sales are now expected to be \$36.8 billion to \$37.1 billion with organic¹ sales growth in the range of 4% to 5%. Segment margin² is now expected to be in the range of 22.5% to 22.6%, with segment margin expansion² of 80 to 90 basis points, up 10 basis points on the low end from the prior guidance range. Adjusted earnings per share^{2,3} is now expected to be in the range of \$9.10 to \$9.20, narrowing the range by 5 cents on both ends from the prior guidance range. Operating cash flow is still expected to be in the range of \$4.9 billion to \$5.3 billion, and free cash flow¹ is still expected to be in the range of \$3.9 billion to \$4.3 billion, or \$5.1 billion to \$5.5 billion excluding the net impact of settlements

signed in the fourth quarter of 2022. A summary of the company's full-year guidance changes can be found in Table 1.

Third-Quarter Performance

Honeywell sales for the third quarter were up 3% year over year on a reported basis and 2% year over year on an organic¹ basis. The third-quarter financial results can be found in Tables 2 and 3.

Aerospace sales for the third quarter were up 18% year over year on an organic¹ basis, the fifth consecutive quarter of double-digit organic growth, with strength in both commercial aviation and defense and space. Commercial aviation growth was led by robust aftermarket demand driven by increased flight activity, particularly in air transport, with commercial aftermarket sales up more than 20% year over year. Commercial original equipment sales also increased in the third quarter on increased deliveries, particularly in business and general aviation. Defense and space sales grew 18% year over year as supply chain improvements and strengthened orders enabled us to convert our strong order book into sales. Segment margin remained unchanged year over year at 27.5%, as higher volume leverage and commercial excellence were offset by cost inflation and mix pressure in our original equipment business.

Honeywell Building Technologies sales for the third quarter were flat on an organic¹ basis year over year. Building solutions sales grew 4% organically driven by strong execution of building projects, particularly energy projects. Building products sales declined modestly on lower volumes of security offerings. Segment margin expanded 110 basis points to 25.2% driven by productivity actions and commercial excellence, partially offset by cost inflation.

Performance Materials and Technologies sales for the third quarter were up 3% on an organic¹ basis year over year. HPS sales grew 11% organically, led by another quarter of double-digit growth in projects and lifecycle solutions and services. UOP grew 6% organically as a result of increased petrochemical catalyst shipments, and double-digit growth in sustainable technology solutions. Orders in our sustainable technology solutions business once again grew triple digits. Segment margin contracted 50 basis points to 22.1% as a result of lower volumes in advanced materials.

Safety and Productivity Solutions sales for the third quarter decreased by 25% year over year on an organic¹ basis. Sales declines were due to lower volumes in warehouse and workflow solutions, which continues to be impacted by softness in the warehouse automation market. However, our pipeline remains robust, which translated into double-digit year over year and over 50% sequential orders growth in the third quarter. Additionally, we continue to see strong double-digit growth in the aftermarket services business. Volume declines in productivity solutions and services also impacted sales as we continue to work through the impact of lower demand and distributor destocking. Segment margin contracted 120 basis points year over year to 14.5% driven by lower volume leverage, partially offset by productivity and commercial excellence.

Conference Call Details

Honeywell will discuss its third-quarter results and updated full-year 2023 guidance during an investor conference call starting at 8:30 a.m. Eastern Daylight Time today. A live webcast of the investor call as well as related presentation materials will be available through the Investor Relations section of the company's website (www.honeywell.com/investor). A replay of the webcast will be available for 30 days following the presentation.

TABLE 1: FULL-YEAR 2023 GUIDANCE²

	Previous Guidance	Current Guidance
Sales	\$36.7B - \$37.3B	\$36.8B - \$37.1B
<i>Organic¹ Growth</i>	4% - 6%	4% - 5%
Segment Margin	22.4% - 22.6%	22.5% - 22.6%
<i>Expansion</i>	Up 70 - 90 bps	Up 80 - 90 bps
Adjusted Earnings Per Share ³	\$9.05 - \$9.25	\$9.10 - \$9.20
<i>Adjusted Earnings Growth³</i>	3% - 6%	4% - 5%
Adjusted Earnings Per Share Excluding Pension Headwind ³	\$9.60 - \$9.80	\$9.65 - \$9.75
<i>Adjusted Earnings Growth Excluding Pension Headwind³</i>	10% - 12%	10% - 11%
Operating Cash Flow	\$4.9B - \$5.3B	\$4.9B - \$5.3B
Free Cash Flow ¹	\$3.9B - \$4.3B	\$3.9B - \$4.3B
Free Cash Flow Excluding Impact of Settlements ¹	\$5.1B - \$5.5B	\$5.1B - \$5.5B

IBM RELEASES THIRD-QUARTER RESULTS

25 October 2023

IBM announced third-quarter 2023 earnings results.

"Technology remains a critical source of competitive differentiation and progress for organizations around the world," said Arvind Krishna, IBM chairman and chief executive officer. "Clients are increasingly adopting our watsonx AI and data platform along with our hybrid cloud solutions to unlock productivity and operational efficiency. This is helping drive solid growth in our software and consulting businesses. As a result, we remain confident in our revenue and free cash flow growth expectations for the full year."

Third-Quarter Highlights

- Revenue
 - Revenue of \$14.8 billion, up 4.6 percent, up 3.5 percent at constant currency
 - Software revenue up 8 percent, up 6 percent at constant currency
 - Consulting revenue up 6 percent, up 5 percent at constant currency
 - Infrastructure revenue down 2 percent, down 3 percent at constant currency
- Profit Margin
 - Gross Profit Margin: GAAP: 54.4 percent, up 1.7 points; Operating (Non-GAAP): 55.5 percent, up 1.6 points
 - Pre-Tax Income Margin: GAAP: 12.7 percent, up 44.6 points; Operating (Non-GAAP): 15.6 percent, up 1.7 points
- Cash Flow
 - Year to date net cash from operating activities of \$9.5 billion, up \$3.0 billion; free cash flow of \$5.1 billion, up \$1.0 billion

"Our continued focus on the fundamentals of our business is driving solid revenue growth, profit margin expansion, and strong cash generation," said James Kavanaugh, IBM senior vice president and chief financial officer. "That cash generation has enabled us to increase our investment in R&D and acquisitions, strengthening our future AI and hybrid cloud capabilities, while supporting continued shareholder returns through our dividend."

Segment Results for Third Quarter

- *Software* — revenues of \$6.3 billion, up 7.8 percent, up 6.3 percent at constant currency:
 - Hybrid Platform & Solutions up 8 percent, up 7 percent at constant currency:
 - Red Hat up 9 percent, up 8 percent at constant currency
 - Automation up 14 percent, up 13 percent at constant currency
 - Data & AI up 6 percent
 - Security down 2 percent, down 3 percent at constant currency
 - Transaction Processing up 7 percent, up 5 percent at constant currency
- *Consulting* — revenues of \$5.0 billion, up 5.6 percent, up 5.0 percent at constant currency:
 - Business Transformation up 6 percent, up 5 percent at constant currency
 - Technology Consulting up 2 percent, up 1 percent at constant currency
 - Application Operations up 7 percent
- *Infrastructure* — revenues of \$3.3 billion, down 2.4 percent, down 3.2 percent at constant currency:
 - Hybrid Infrastructure up 1 percent, flat at constant currency
 - IBM zSystems up 9 percent
 - Distributed Infrastructure down 4 percent, down 6 percent at constant currency
 - Infrastructure Support down 6 percent, down 7 percent at constant currency
- *Financing* — revenues of \$0.2 billion, up 6.9 percent, up 5.1 percent at constant currency

Cash Flow and Balance Sheet

In the third quarter, the company generated net cash from operating activities of \$3.1 billion, up \$1.2 billion year to year. Net cash from operating activities excluding IBM Financing receivables was \$2.0 billion. IBM's free cash flow was \$1.7 billion, up \$0.9 billion year to year. The company returned \$1.5 billion to shareholders in dividends in the third quarter.

For the first nine months of the year, the company generated net cash from operating activities of \$9.5 billion, up \$3.0 billion year to year. Net cash from operating activities excluding IBM Financing receivables was \$6.3 billion. IBM's free cash flow was \$5.1 billion, up \$1.0 billion year to year.

IBM ended the third quarter with \$11.0 billion of cash and marketable securities, up \$2.2 billion from year-end 2022. Debt, including IBM Financing debt of \$9.9 billion, totaled \$55.2 billion, up \$4.3 billion since the end of 2022.

Full-Year 2023 Expectations

- Revenue: The company continues to expect constant currency revenue growth of three percent to five percent. At current foreign exchange rates, currency is expected to be about a one-point headwind to revenue growth.
- Free cash flow: The company continues to expect about \$10.5 billion in free cash flow, up more than \$1 billion year to year.

Conference Call and Webcast

IBM's regular quarterly earnings conference call is scheduled to begin at 5:00 p.m. ET, today. The Webcast may be accessed via a link at <https://www.ibm.com/investor/events/earnings-3q23>. Presentation charts will be available shortly before the Webcast.

KORE to Report Third Quarter 2023 Financial Results on November 9, 2023

26 October 2023

KORE Group Holdings, Inc. ("KORE" or the "Company"), the global pure-play Internet of Things ("IoT") hyperscaler and provider of IoT Connectivity, Solutions, and Analytics, announced that on Thursday, November 9, 2023, after the U.S. market close it will release its financial results for the third quarter, which ended September 30, 2023. KORE will host a live webcast, followed by a question-and-answer period the same day at 5:00 p.m. Eastern time (2:00 p.m. Pacific time) to discuss the financial results.

Date: Thursday, November 9, 2023

Time: 5:00 p.m. Eastern time (2:00 p.m. Pacific time)

Webcast Event: [Link](#)

U.S. dial-in: (877) 407-3039

International dial-in: (215) 268-9922

Conference ID: 13742022

The press release, webcast, and a supplemental slide presentation to accompany management's prepared remarks will be available via the webcast link and for download from the Company's investor relations website at ir.korewireless.com.

For the webcast, dial in 5-10 minutes before the start time, and an operator will register your name and organization, or you can register [here](#). If you have any difficulty with the conference call, please contact KORE investor relations at (678) 392-2386.

A webcast replay will be available approximately three hours after the webcast's conclusion. The replay will be accessible for thirty days from KORE's investor relations website ir.korewireless.com or by dialing (877) 660-6853 (in the U.S.) or (201) 612-7415 from outside the U.S. and using access ID 13742022.

LECTRA: First nine months of 2023: decline in revenues and EBITDA before non-recurring items in a very degraded environment

25 October 2023

Lectra's Board of Directors, chaired by Daniel Harari, reviewed the consolidated financial statements for the third quarter and first nine months of 2023, which have not been reviewed by the Statutory Auditors.

Comparisons between 2023 and 2022 are based on 2022 exchange rates unless otherwise stated ("like-for-like"). As the impact of the acquisition of TextileGenesis on the financial statements for 2023 is not material, like-for-like changes exclude only the variations in exchange rates.

Currency changes between 2022 and 2023 mechanically decreased revenues and EBITDA before non-recurring items by 6.4 million euros (-5%) and 2.8 million euros (-10%) respectively in Q3, and by 7.3 million euros (-2%) and 3.0 million euros (-5%) respectively in the first nine months of the year, at actual exchange rates compared to like-for-like figures.

1. Q3 2023

The environment remained highly degraded in the third quarter, owing primarily to expectations of lower growth or even recession in some countries, persistent high energy costs, and historically high interest rates. With many customers also experiencing lower demand for their products, investment decisions continued to be postponed.

As a result, orders for perpetual software licenses, equipment and accompanying software, and non-recurring services (32.3 million euros) were down 26% compared to Q3 2022.

Orders for new software subscriptions, of which the annual value came to 2.2 million euros, continued to rise, displaying a growth of 19%.

Q3 revenues (118.7 million euros) were down 11%.

EBITDA before non-recurring items (23.9 million euros) was down 10% and despite the decline in revenues, the EBITDA margin before non-recurring items rose 0.3 percentage points to

20.1%, thanks to the sharp improvement in gross margin (+5.7 percentage points compared to Q3 2022) and the impact of actions to reduce fixed overhead costs.

2. FIRST NINE MONTHS OF 2023

The uncertainty that characterized the first nine months of the year has led many companies to take a very cautious wait-and-see attitude. In these circumstances, orders for perpetual software licenses, equipment and accompanying software, and non-recurring services (107.1 million euros) were down 29% compared to the same period of 2022.

The annual value of new software subscription orders came to 7.7 million euros, up 27% compared to the first nine months of 2022.

Revenues (358.3 million euros) were down 7%. While revenues from perpetual software licenses, equipment and accompanying software, and non-recurring services (117.6 million euros) decreased by 25%, recurring contract revenues (134.5 million euros), which benefited from the growth in software subscription orders and the acceleration of synergies from the Gerber acquisition, increased by 11%. Revenues from consumables and parts (106.1 million euros) were stable.

Gross profit amounted to 249.6 million euros, down 2% compared to 2022, while revenues fell by 7%. The gross profit margin came to 69.7%, up 3.7 percentage points. This increase stems mainly from the synergies coming from the Gerber acquisition.

EBITDA before non-recurring items (59.2 million euros) was down 17% and the EBITDA margin before non-recurring items came to 16.5%, down 2.1 percentage points.

Income from operations came to 39.3 million euros. This included a 9.5-million-euro charge for amortization of intangible assets arising from the acquisitions carried out since 2021 and a non-recurrent income item of 2.6 million euros.

Net income (24.9 million euros) decreased by 30% at actual exchange rates.

Free cash flow before non-recurring items was 32.1 million euros (31.6 million euros in the first nine months of 2022). It is higher than net income.

At September 30, 2023, the Group had a particularly robust balance sheet with a consolidated shareholders' equity of 426.2 million euros and a positive net cash position of 12.5 million euros, consisting in financial debt of 98.0 million euros and cash of 110.6 million euros.

The working capital requirement at September 30, 2023 was a negative 7.6 million euros.

3. BUSINESS TRENDS AND OUTLOOK

In its 2022 Financial Report, published February 8, 2023, Lectra presented its new roadmap for 2023-2025. The Group also specified that 2023 remained unpredictable given the degraded macroeconomic and geopolitical environment, which resulted in many uncertainties that could continue to weigh on its customers' investment decisions.

At the beginning of the year, the Group set itself objectives of achieving, in 2023, revenues in the range of 522 to 576 million euros and EBITDA before non-recurring items in the range of 90

to 113 million euros. It subsequently reported on April 27 that it then anticipated revenues in the range of 485 to 525 million euros and EBITDA before non-recurring items in the range of 78 to 95 million euros.

In what continues to be a highly degraded environment in macroeconomic and geopolitical terms, orders and revenues from new systems in Q3 were lower than anticipated by the Group. Recurring revenues, on the other hand, which should account for over 65% of total revenues in 2023, continued to grow in Q3, and provide good visibility. In addition, the initial measures to reduce overhead costs have begun to bear fruit.

In light of these factors, full-year revenues are now anticipated in the range of 474 to 481 million euros, thus slightly lower than anticipated on April 27, and EBITDA before non-recurring items in the range of 78 to 82 million euros, in the lower part of the range indicated on April 27. These scenarios are based on September 30 exchange rates for Q4, including \$1.06 to the euro.

Because the Group's customers operate in a highly competitive environment that demands they continue to improve performance, their investments will pick up as soon as the macroeconomic situation improves. Lectra's roadmap for 2023-2025, which was launched on January 1, 2023, will enable the Group to take full advantage of the upturn and accelerate its growth.

Markforged Schedules Third Quarter 2023 Earnings Announcement; Provides Preliminary Third Quarter Results and Updates 2023 Revenue Guidance

23 October 2023

Markforged Holding Corporation (the "Company"), the company strengthening manufacturing resiliency by enabling industrial production at the point of need, announced preliminary financial results for the third quarter ended September 30, 2023.

Revenue for the third quarter was approximately \$20 million, and the Company ended the September quarter with a cash, cash equivalent, and short-term investment balance of approximately \$126 million.

Macroeconomic headwinds accelerated towards the end of the quarter, which led to unexpected delays in closing deals that the Company had expected to close in the third quarter. The Company anticipates these headwinds will continue in the fourth quarter and is adjusting its full year guidance to reflect these challenges. The Company now expects 2023 revenue to be between \$90 and \$95 million, which is below \$101 million, the low end of the range previously provided.

The Company will provide additional details on the third quarter results and the updated outlook for the full year 2023 when it reports third quarter earnings which is scheduled to take place on Monday, November 13, 2023.

"Towards the end of September we experienced a meaningful slowdown in deal conversion which caused third quarter revenues to come in below our expectations," said Shai Terem, President and CEO of Markforged. "Additionally, as we progressed into the fourth quarter, the persistent high cost of capital and uncertainty in the macro environment is continuing to

restrict capital investments more than anticipated. As a result, we now expect 2023 revenues to come in lower than prior expectations. In light of these headwinds, we are accelerating cost reduction efforts to align our operating expenses to match anticipated near term demand trends. Despite these near term challenges, our conviction in our long-term growth trajectory is unchanged as we bring industrial production to the point of need. We believe the FX20, PX100, Digital Source and an additional new product release coming this quarter will drive our growth over time as the macro uncertainty clears.”

All information in this press release is preliminary and subject to change pending the completion of the Company's standard quarter-end review procedures.

Conference Call and Webcast Information

Markforged plans to release financial results for the third quarter ended September 30, 2023 after the market closes on Monday, November 13, 2023. The Company will host a webcast and conference call at 5:00 PM ET on the same day to discuss the results.

Participants may access the earnings press release, related materials and the audio webcast by visiting the investors section of the Company's website at <https://investors.markforged.com/>

To participate in the call, please dial 1-877-407-9039 or 1-201-689-8470 ten minutes before the scheduled start.

For those unable to listen to the live conference call, a replay will be available on the Company's website and telephonically until Monday, November 27, 2023, 11:59 PM ET by dialing 1-844-512-2921 or 1-412-317-6671, passcode 13737743.

Materialise Reports Third Quarter 2023 Results

26 October 2023

Materialise NV, a leading provider of additive manufacturing and medical software and of sophisticated 3D printing services, announced its financial results for the third quarter ended September 30, 2023.

Highlights – Third Quarter 2023

- Total revenue increased 3.2% to 60,130 kEUR compared to 58,288 kEUR for the third quarter of 2022.
- Total deferred revenue from annual software sales and maintenance fees amounted to 40,079 kEUR compared to 42,780 kEUR at December 31, 2022.
- Adjusted EBITDA increased 55% to 7,857 kEUR compared to 5,072 kEUR for the corresponding 2022 period.
- Net profit for the third quarter of 2023 increased 184% to 4,013 kEUR, or 0.07 EUR per diluted share, compared to 1,413 kEUR, or 0.02 EUR per diluted share, for the corresponding 2022 period.

Executive Chairman Peter Leys commented, “Once again, demand for our products and solutions remained solid throughout the third quarter of this year. While uncertain global

macro-economic conditions primarily impacted our Materialise Manufacturing segment, Materialise's consolidated revenue continued to grow, by 3% compared to the same period last year. This strong performance was mainly driven by the continued double-digit revenue increase of our Materialise Medical segment. At the same time, we grew our consolidated Adjusted EBITDA by 55% to 7,857 kEUR through our focus on leveraging scaling effects and cost control, and without compromising on our continued investments in our growth businesses."

Third Quarter 2023 Results

Total revenue for the third quarter of 2023 increased 3.2% to 60,130 kEUR from 58,288 kEUR for the third quarter of 2022. Adjusted EBITDA amounted to 7,857 kEUR for the third quarter of 2023, a 55% increase compared to 5,072 kEUR for the corresponding 2022 period. The Adjusted EBITDA margin (Adjusted EBITDA divided by total revenue) for the third quarter of 2023 was 13.1% compared to 8.7% for the third quarter of 2022.

Revenue from our Materialise Software segment was 10,811 kEUR for the third quarter of 2023 compared to 10,863 kEUR for the same quarter last year. Segment EBITDA increased significantly to 1,781 kEUR from 202 kEUR while the segment EBITDA margin was 16.5% compared to 1.9% for the corresponding prior-year period.

Revenue from our Materialise Medical segment increased by 13.4% to 24,263 kEUR for the third quarter of 2023 compared to 21,391 kEUR for the same period in 2022. Segment EBITDA increased by 50% to 7,143 kEUR for the third quarter of 2023 compared to 4,765 kEUR while the segment EBITDA margin was 29.4% compared to 22.3% for the third quarter of 2022.

Revenue from our Materialise Manufacturing segment decreased 3.8% to 25,056 kEUR for the third quarter of 2023 from 26,033 kEUR for the third quarter of 2022. Segment EBITDA amounted to 1,074 kEUR compared to 2,530 kEUR for the same period last year, while the segment EBITDA margin was 4.3% compared to 9.7% for the third quarter of 2022.

Gross profit was 33,696 kEUR compared to 32,042 kEUR for the same period last year, while gross profit as a percentage of revenue increased to 56.0% compared to 55.0% for the third quarter of 2022.

Research and development ("R&D"), sales and marketing ("S&M") and general and administrative ("G&A") expenses decreased, in the aggregate, 4.2% to 32,076 kEUR for the third quarter of 2023 from 33,491 kEUR for the third quarter of 2022.

Net other operating income decreased to 710 kEUR from 1,166 kEUR for the third quarter of 2022.

Operating result amounted to 2,330 kEUR compared to (282) kEUR for the third quarter of 2022.

Net financial result was 1,319 kEUR compared to 2,173 kEUR for the third quarter of 2022.

The third quarter of 2023 contained income tax results of 363 kEUR compared to (478) kEUR in the third quarter of 2022.

As a result of the above, net profit for the third quarter of 2023 was 4,013 kEUR, compared to 1,413 kEUR for the same period in 2022. Total comprehensive income for the third quarter of 2023, which includes exchange differences on translation of foreign operations, was 3,242 kEUR compared to 1,638 kEUR for the corresponding 2022 period.

At September 30, 2023, we had cash and cash equivalents of 133,953 kEUR, compared to 140,867 kEUR at December 31, 2022. Gross debt amounted to 66,222 kEUR compared to 80,980 kEUR at December 31, 2022. As a result, our net cash position (cash and cash equivalents less gross debt) was 67,731 kEUR compared to 59,887 kEUR at December 31, 2022.

Cash flow from operating activities for the third quarter of the year 2023 was 8,143 kEUR, compared to 3,840 kEUR for the same period in 2022. Total capital expenditures for the third quarter of 2023 amounted to 3,920 kEUR.

Net shareholders' equity at September 30, 2023 was 236,631 kEUR compared to 228,928 kEUR at December 31, 2022.

2023 Guidance

Mr. Leys concluded, "The revenue growth posted by each of our business segments during the first nine months of this year strengthens our confidence that our full-year 2023 revenues will be, in spite of the challenging macro-economic circumstances, well within our previously communicated range of 255,000 kEUR to 260,000 kEUR. At the same time, we are maintaining our Adjusted EBITDA guidance of between 28,000 kEUR and 33,000 kEUR for fiscal year 2023."

Conference Call and Webcast

Materialise will hold a conference call and simultaneous webcast to discuss its financial results for the third quarter of 2023 on Thursday, October 26, 2023, at 8:30 a.m. ET/2:30 p.m. CET. Company participants on the call will include Wilfried Vancraen, Founder and Chief Executive Officer; Peter Leys, Executive Chairman; and Koen Berges, Chief Financial Officer. A question-and-answer session will follow management's remarks.

- To access the conference call by phone, please click the link below at least 15 minutes prior to the scheduled start time and you will be provided with dial-in details. Participants can choose to dial in or to receive a call to connect to Materialise's conference call.
- <https://register.vevent.com/register/BI67b272ddef5b405d8f5d004208bd450f>

The conference call will also be broadcast live over the Internet with an accompanying slide presentation, which can be accessed on the company's website at <http://investors.materialise.com>. A webcast of the conference call will be archived on the company's website for one year.

Matterport to Announce Third Quarter 2023 Results on November 6, 2023

23 October 2023

Matterport, Inc., the leading spatial data company driving the digital transformation of the built world, announced that it will release its third quarter 2023 financial results on Monday, November 6, 2023, after market close. Matterport management will host a conference call that day at 1:30 p.m. Pacific time (4:30 p.m. Eastern time) to discuss the financial results. The dial-in number will be (412) 902-4209, conference ID: 10182949.

The financial results press release and a live webcast of the conference call will be accessible from the Matterport website at investors.matterport.com. An audio webcast replay of the conference call will also be available for one year at investors.matterport.com.

Nemetschek Group: Q3 2023 shows strong, profitable growth – increased revenue guidance for financial year 2023

26 October 2023

The Nemetschek Group, a leading global software provider for digital transformation in the construction and media industries, reported strong, profitable growth in the third quarter of 2023. Based on the successful operational development so far, the Executive Board has increased the revenue guidance for the financial year 2023 and specified the guidance for the EBITDA margin. The currency-adjusted revenue growth compared to the previous year is now expected in a range between 6% and 8% (previously: between 4% and 6%). In addition, Nemetschek expects that the EBITDA margin for the financial year 2023 will be at the upper end of the previously communicated guidance range of 28% to 30%.

In addition to the favorable operational development, the high growth in the third quarter was partly attributable to catch-up effects from the second quarter as well as one-off effects in the Design and Build segments.

"Our strong third quarter shows that the Nemetschek Group remains clearly on a growth path while simultaneously transitioning to a subscription and SaaS business model and despite the challenging economic environment," said Yves Padrines, CEO of the Nemetschek Group. "We continue to consistently implement our strategy of generating value-added growth and accelerating the digital transformation and the shift to a more sustainable future for our customers. With our new and strong executive leadership team, I look very positively into the future. We will continue to leverage the great potential in our markets and consistently drive our strategic focus topics such as the ongoing subscription and SaaS transformation, the further internationalization, the increase of our internal efficiency, and new technologies. We recently introduced our new horizontal, open and data-driven cloud-based digital twin platform dTwin to the market. Additional innovations and features in the area of artificial intelligence and sustainability will follow."

Group Key Performance Indicators in Q3 and the First Nine Months 2023

- The main growth driver in Q3 was once again the revenue from subscription and SaaS offerings, which grew significantly over-proportionally compared to Group revenues by 42.3% (currency-adjusted: 48.6%), to a record high of EUR 77.4 million. With a growth of 42.6% (currency-adjusted: 45.2%), this revenue category increased to EUR 209.3 million in the first nine months of 2023 (prior-year period: EUR 146.8 million).
- Annual recurring revenue (ARR) increased by 20.6% (currency-adjusted: 25.4%) to EUR 664.0 million. The ARR growth, which significantly exceeded the increase in revenues, indicates a high growth potential for the next 12 months.
- In line with the Group's strategy, recurring revenue as a percentage of total revenue increased to 74.8% in the first nine months of 2023 (previous year: 64.6%).
- Group revenue in Q3 increased by 8.4% year over year (currency-adjusted: 12.6%) to EUR 219.8 million despite simultaneously migrating to a subscription and SaaS-based business model. In addition to a better-than-expected operating performance, catch-up effects from Q2 2023 and higher-than-planned license sales in the Design and Build segments contributed to the high growth. The cumulative consolidated revenues increased to EUR 632.0 million in the first nine months of 2023 (9M 2022: EUR 598.9 million), resulting in a year over year growth of 5.5% (currency-adjusted: 7.1%).
- Group operating earnings before interest, taxes, depreciation and amortization (EBITDA) increased significantly by 13.6% (currency-adjusted: 20.2%) to EUR 71.4 million in Q3 (Q3 2022: EUR 62.9 million). The corresponding EBITDA margin in Q3 increased to 32.5% (prior-year quarter: 31.0%). From a nine-month perspective, EBITDA reached EUR 188.5 million, resulting in an EBITDA margin of 29.8% (prior-year period: 33.6%).
- Net income for the quarter increased by 16.1% in Q3 to EUR 45.0 million, resulting in earnings per share of EUR 0.39 (Q3 2022: EUR 0.34). Accumulated net income for the first nine months of 2023 was EUR 114.1 million while earnings per share reached EUR 0.99 (9M 2022: EUR 1.11).

Strategic Highlights

- The group-wide transition to subscription and SaaS continues to progress according to plan, which is reflected in the high share of recurring revenues of 74.8% compared to total revenues.
- In the third quarter, the Nemetschek Group presented its newly formed Executive Leadership Team (ELT) with industry experts for the next growth phase. With the further strengthening of the innovation and technology competence in the management team, Nemetschek will further strengthen its focus on strategic future topics such as innovations in the areas of digital twin, artificial intelligence and sustainability and drive forward the further internationalization of its business.
- As a driver of innovation, Nemetschek focuses on new technologies. Just recently, Nemetschek introduced its new horizontal, data-driven, open and cloud-based Digital Twin platform dTwin, the first solution in the industry that fuses all data sources of a

building in one overarching view. In addition, several new product releases were also launched, including brands such as Graphisoft, Allplan, Vectorworks, and Maxon. Furthermore, the company is currently working on various Artificial Intelligence initiatives.

- Additionally, Nemetschek continues to invest in innovative start-ups. In order to optimally utilize the competence of the young companies, several projects have already been started to integrate the technologies of the start-ups with the Nemetschek brands. In addition, joint sales channels are increasingly being leveraged.
- The further internationalization of the business as well as an intensified go-to-market approach with a stronger focus on the large customer segment are well underway.
- At the same time, Nemetschek continues to make progress in optimizing its business structures and increasing its operational excellence, with the aim of laying a strong foundation for future high growth.

Segment Developments in Q3 and First Nine Months 2023 (see Table)

- The Design segment recorded a growth of 11.8% (currency-adjusted: 14.5%) to EUR 107.8 million in Q3. In addition to the favorable operating development, the higher growth was partly driven by catch-up effects from the second quarter of 2023 and one-time effects from stronger-than-planned license sales. Driven by the favorable operational leverage, the EBITDA in Q3 increased over-proportionally by 25.4% to EUR 34.9 million, corresponding to an EBITDA margin of 32.4% (Q3 2022: 28.9%). From a nine-month perspective, revenues were up 9.0% (currency-adjusted: 9.9%) to EUR 311.9 million. The EBITDA margin reached 27.5% in the first nine months 2023 (9M 2022: 30.3%).
- In the Build segment, the transition to a subscription and SaaS-based business model at the Bluebeam brand continues to be successful. As a result, the revenue for this category in the third quarter more than doubled year-over-year. The segment revenue in Q3 increased by 4.5% (currency-adjusted: 10.9%) to EUR 72.1 million (previous year: EUR 68.9 million), supported by a positive impact from the last-time sale of perpetual licenses for existing customers. The EBITDA margin in Q3 came in at 35.0% (Q3 2022: 36.2%). In the first nine months, revenues reached EUR 201.5 million and were thus with -0.5% (currency-adjusted: +1.7%) almost at the previous year's level (EUR 202.5 million). The EBITDA margin remained high at 35.9% in the first nine months despite the ongoing business model transition (9M 2022: 40.6%).
- In the Media segment, Q3 revenues increased by 9.0% (currency-adjusted: 13.6%) to EUR 28.1 million. The strikes in the film and TV industry in Hollywood affects the industry. On a nine-month basis, revenues amounted to EUR 82.2 million, a growth of 8.5% (currency-adjusted: 10.4%). The EBITDA margin after nine months was 37.1% (9M 2022: 39.0%).

- In the Manage segment, Q3 revenues amounted to EUR 13.7 million, a growth of 3.5% (currency-adjusted: 6.0%). In the first three quarters, revenues increased by 5.6% (currency-adjusted 7.4%) to EUR 42.1 million. The EBITDA margin of -0.1% in the first nine months of the year (9M 2022: 7.0%) continued to be burdened by investments in the new Digital Twin business unit.

Increase in revenue guidance for 2023, ambition for 2024 and 2025 confirmed

Based on the very positive business development, the Executive Board has increased the revenue guidance for fiscal year 2023 as already announced in the ad hoc release of October 23, 2023. The currency-adjusted revenue growth is now expected to be in a range between 6% and 8% (previously: 4% and 6%). The Executive Board expects the EBITDA margin to be at the upper end of the previously communicated range of 28% to 30%. Furthermore, it is still expected that the ARR growth will exceed 25% compared to the previous year, resulting in a share of recurring revenues in total revenues of more than 75% in 2023 (previous year: 66%). Furthermore, the Executive Board confirms the revenue and profitability ambitions for the financial years 2024 and 2025 communicated in March 2023.

The guidance is based on the assumption that the global macroeconomic or sector-specific conditions will not deteriorate significantly in 2023. Furthermore, no additional potential negative effects from the current developments in the Middle East conflict and the ongoing war in Ukraine are reflected in the outlook.

Overview of quarterly key figures (Q3-23)

In EUR million	Q3 2023	Q3 2022	Δ in %	Δ in % FX-adj
ARR	664.0	550.6	+20.6%	+25.4%
Revenues	219.8	202.8	+8.4%	+12.6%
- thereof software licenses	44.0	56.6	-22.2%	-19.1%
- thereof recurring revenues	166.0	137.7	+20.6%	+25.4%
- Subscription + SaaS (part of recurring revenue)	77.4	54.4	+42.3%	+48.6%
EBITDA	71.4	62.9	+13.6%	+20.2%
Margin	32.5%	31.0%		

EBIT	56.6	48.0	+17.9%
Margin	25.7%	23.7%	
Net income (Group shares)	45.0	38.8	+16.1%
Earnings per share in EUR	0.39	0.34	+16.1%
Net income (Group shares) before amortization of purchase price allocation (PPA)	50.9	45.5	+11.9%
Earnings per share before PPA in EUR	0.44	0.39	+11.9%

Sandvik - Interim report third quarter 2023

23 October 2023

Third quarter 2023

Strong resilience in the quarter

Continuing operations

- Order intake SEK 28,927 million (29,231)
- Order intake, at fixed exchange rates, declined by 4%
- Revenues SEK 31,476 million (29,267)
- Revenue growth, at fixed exchange rates 4%
- Adjusted EBITA SEK 6,312 million (5,889)
- Adjusted EBITA margin 20.1% (20.1.)
- Adjusted EBIT SEK 5,815 million (5,519)
- Adjusted EBIT margin 18.5% (18.9)
- Adjusted profit before tax SEK 5,056 million (5,336)
- Profit for the period SEK 3,900 million (3,396)
- Adjusted profit for the period SEK 3,949 million (3,913)
- Earnings per share, diluted SEK 3.10 (2.71)
- Adjusted earnings per share, diluted SEK 3.14 (3.12)
- Free operating cash flow SEK 5,830 million (3,634)

A webcast and conference call will be held on October 23, 2023, at 1:00 PM CEST. Information is available at home.sandvik/investors

Simulations Plus Reports Fourth Quarter and Fiscal 2023 Financial Results

25 October 2023

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical drug discovery and development, reported financial results for its fourth quarter and fiscal 2023, ended August 31, 2023.

Fourth Quarter Financial Highlights

- Total revenue increased 33% to \$15.6 million
- Software revenue increased 59% to \$9.3 million, representing 60% of total revenue
- Services revenue increased 8% to \$6.3 million, representing 40% of total revenue
- Gross profit increased 35% to \$12.3 million; gross margin was 78%
- Adjusted EBITDA of \$4.9 million, representing 31% of total revenue
- Adjusted EPS of \$0.18
- Net income of \$0.5 million and diluted earnings per share (EPS) of \$0.03, compared to net income of \$1.0 million and diluted EPS of \$0.05 in the fourth quarter of 2022

Full Year Financial Highlights

- Total revenue increased 11% to \$59.6 million
- Software revenue increased 12% to \$36.5 million, representing 61% of total revenue
- Services revenue increased 8% to \$23.1 million, representing 39% of total revenue
- Gross profit increased 11% to \$47.9 million; gross margin was 80%
- Adjusted EBITDA of \$20.6 million, representing 35% of total revenue
- Adjusted EPS of \$0.67
- Net income of \$10.0 million and diluted EPS of \$0.49, compared to net income of \$12.5 million and diluted EPS of \$0.60 in fiscal 2022

Management Commentary

“We delivered strong revenue and earnings results for fiscal 2023, marked by our team’s impressive execution on building strong customer relationships,” said Shawn O’Connor, Chief Executive Officer of Simulations Plus. “Our ability to drive growth while navigating a challenging environment demonstrates the strength of our customer-centric business model and the effort and dedication of our colleagues throughout the year.”

“Fourth quarter revenue increased 33% year-over-year, driven by strong contribution across our software segment offerings, with notable performance by GastroPlus, and solid performance in our services offering, especially in our quantitative systems pharmacology (QSP)

business unit, which benefitted from our Immunetrics acquisition in the quarter. Gross margins for the fourth quarter remained strong at 78%, reflecting a favorable mix of higher margin software sales and our ability to pass along price increases. We achieved our fiscal 2023 guidance for both revenue and adjusted diluted EPS.”

“Our renewal harmonization initiative to simplify and align contract renewals played out as expected and is essentially complete. We achieved our goal of gaining greater visibility into our revenues, and with contract harmonization now embedded in the normal course of our business processes, we expect that both Simulations Plus and our customers will see the benefits going forward.”

“The integration of Immunetrics is going well. Immunetrics brings its strong reputation in the immunology and oncology markets and has a healthy pipeline, including new accounts sourced from our Simulations Plus customer base.”

“We believe that we enter fiscal 2024 well-positioned for continued growth. The underlying fundamentals of our market are resilient, our pipeline is healthy, our profitability is strong, and our balance sheet is sound. Our team remains committed to innovative and disciplined growth that delivers long-term returns for our shareholders.”

Fiscal 2024 Guidance

	Fiscal 2024 Guidance	Annual Increase
Revenue	\$66M - \$69M	10 - 15%
Software mix	55 - 60%	—
Services mix	40 - 45%	—
Diluted earnings per share	\$0.66 - \$0.68	35 - 39%

Quarterly Dividend

The Company’s Board of Directors declared a cash dividend of \$0.06 per share of the Company’s common stock, payable on November 6, 2023, to shareholders of record as of October 30, 2023. The declaration of any future dividends will be determined by the Board of Directors each quarter and will depend on earnings, financial condition, capital requirements, and other factors.

Environmental, Social, and Governance

We focus our Environmental, Social, and Governance (ESG) efforts where we can have the most positive impact. To learn more about our latest initiatives and priorities, please visit our [ESG website](#).

Webcast and Conference Call Details

Shawn O'Connor, chief executive officer, and Will Frederick, chief financial officer, will host a conference call and webcast today at 5 p.m. Eastern Time to discuss the details of the Company's performance for the quarter and certain forward-looking information. The call may be accessed by registering [here](#) or by calling 1-877-451-6152 or 1-201-389-0879. The webcast will be available on our website under [Conference Calls & Presentations](#). A replay of the webcast will be available on the website approximately one hour following the call.

Investor Day

Simulations Plus will host a virtual Investor Day on Tuesday, November 14, 2023. Presentations will be made by CEO Shawn O'Connor, CFO Will Frederick and business unit leaders. The presentations will provide an in-depth overview of Simulations Plus' paths to win through stronger customer alignment, its growth strategy, and financial outlook. Attendance is by invitation only to institutional investors and analysts. Presentations are expected to begin at 1:00 p.m. ET, and the event is expected to conclude at 3:00 p.m. ET. Dial-in information will be available at a later date, and a more detailed agenda, presentations and a live webcast will be available on the day of the event on the Simulations Plus website at <https://www.simulations-plus.com/investorscorporate-profile/conference-calls/>. A replay and transcript of the webcast will be available shortly after the event.

Velo3D to Announce Third-Quarter 2023 Results on November 6, 2023

24 October 2023

[Velo3D, Inc.](#) — a leading additive manufacturing technology company for mission-critical metal parts, announced that it will release its third quarter 2023 financial results after the market close on Monday, November 6, 2023.

The company will host an earnings conference call and webcast to discuss its financial results at 2:00 p.m. Pacific Time / 5:00 p.m. Eastern Time the same day. The U.S. dial-in for the call is (877) 704-2771 and (201) 689-8732 for non-U.S. callers. Please ask to be joined to the Velo3D call.

The live webcast of the call can be accessed from the Events page of the Investor Relations section of Velo3D's website at ir.velo3d.com, along with the company's earnings press release and presentation which will be posted prior to the start of the conference call.

Xometry to Announce Third Quarter 2023 Financial Results On Nov. 9, 2023

23 October 2023

Xometry, Inc., the global AI-powered marketplace connecting enterprise buyers with suppliers of manufacturing services, announced it will report its third quarter 2023 financial results before the market opens on November 9, 2023.

Xometry will host its conference call and webcast to discuss the results at 8:30 a.m. Eastern Time (5:30 a.m. Pacific Time) on the same day. In addition to its press release announcing its third quarter 2023 financial results, Xometry will also release an earnings presentation, which will be available on its investor website at investors.xometry.com.

Xometry, Inc. Third Quarter 2023 Earnings Presentation and Conference Call

- Thursday, November 9th, 2023
- 8:30 a.m. Eastern / 5:30 a.m. Pacific
- To register please use the following link: <https://register.vevent.com/register/BI1d244cfd8ee84a47a1618245cd6518fb>
- You may also visit the Xometry Investor Relations Homepage at investors.xometry.com to listen to a live webcast of the call

The earnings webcast presentation will be archived within the [Investor Relations section](#) of Xometry's website.

Implementation Investments

Aras Innovator Drives Growth for Audiology Specialist Interacoustics

24 October 2023

Aras, which provides the most powerful low-code application platform to design, build and operate complex products, announced today that Danish technology manufacturer Interacoustics is using Aras Innovator® to drive its global expansion.

Interacoustics, the world's leading manufacturer and supplier of diagnostic solutions for hearing and balance testing, is part of the Demant hearing healthcare group, which was founded over 100 years ago. Interacoustics, which is headquartered in Denmark and employs about 800 people worldwide, is committed to advancing hearing and balance solutions through innovative technologies and intensive research.

The company sought a way to improve its product lifecycle management processes and selected Aras Innovator. After implementing within Interacoustics, the company plans to extend the benefits of this solution to other parts of the Demant Group's diagnostics business.

Aras Innovator provides Interacoustics with a complete end-to-end product lifecycle management platform that can be easily and quickly extended using its powerful low-code capabilities. Aras Innovator's end-to-end compliance documentation capabilities will help Interacoustics navigate the strict compliance and regulatory requirements of the medical technology industry.

Roque Martin, CEO, Aras, said: "We were immediately impressed by the formative role that Interacoustics has played for years in the advancement of modern audiology. We are very excited to help Interacoustics bring the diagnosis and treatment of hearing disorders to the next level with our modern and adaptable product lifecycle management solution."

Mette Winther, Vice President of Diagnostics IT, Demant, said: "Complete end-to-end PLM – from development via manufacturing to operations – is key for us to achieve our goals of continued growth and leading position, now and in the future."

Martin Jensby, IT Manager, Diagnostics IT, Demant, said: "To develop, manufacture and maintain high-quality and configurable products that comply with all regulations, we need a PLM solution that perfectly supports our technical workflows and, most importantly, provides a high level of traceability. The scales tipped towards Aras' PLM solution due to its flexible, fast and scalable change request processes and automated master data entry that eliminates the need for manual data replication."

Atos supports the ramp-up of three gigafactories in Europe for Automotive Cells Company

24 October 2023

Atos announces that it has been selected by Automotive Cells Company (ACC), the European electric vehicle (EV) battery manufacturer, to supervise and maintain operations for the IT infrastructure of its three gigafactories[1] located in France, Germany and Italy.

ACC must leverage best-in-class IT infrastructure to achieve its production target of more than 2 million lithium-ion batteries a year by 2030, which accounts for 120 GWh of power. The first of its gigafactories in Billy-Berclau (northern France) will be operational by the end of 2023, signaling ACC's official entry into the market. Once it achieves full capacity of 40 GWh, the Billy-Berclau site will represent one third of ACC's total production. The EV battery manufacturer then intends to increase its capacity by implementing two other Atos-powered gigafactories in Kaiserslautern (Germany) in 2025 and Termoli (Italy) in 2026.

Atos' solution for ACC's managed infrastructure services is based on a mixed business model combining manufacturing capabilities, operational agility and financial competitiveness. Project governance and system expertise services will be overseen by the Atos teams in Bordeaux who are recognized for their experience in managed infrastructure services, which are delivered to major manufacturers over the world. Atos' Global Delivery Center in Poland will monitor and maintain network and infrastructure operations for this future flagship within European industry.

During the tender process, with its focus on consulting and co-development, Atos prioritized open and transparent dialog with the ACC teams and demonstrated its agility in adapting to highly scalable factors, needs and volumes. All of these efforts aimed to establish and stabilize customer processes and architectures. Thanks to these practical solutions, ACC was able to assess the quality of Atos' offering and its ability to manage the EV battery manufacturer's critical development stage.

"Several factors influence the proper implementation of our manufacturing processes; among them, a flawless IT infrastructure. The latter is a prerequisite for the ramp-up of the Billy-Berclau site and nominal capacity by end-2024. We selected Atos to supervise and maintain our three gigafactories in France, Germany and Italy not just for the quality of their proposal, but also their expertise in engineering strategic digital environments within infrastructure that is robust, industrialized, cost-effective and transparent" said **François Carrot, CIO, ACC**.

Backed by European authorities, TotalEnergies-Saft, Stellantis and Mercedes, ACC aspires to become Europe's leading manufacturer of high-capacity EV batteries that are sustainable and affordable. Three years on from its inception, ACC already operates an R&D center in Bruges, near Bordeaux, and is bolstered by a pilot plant in Nersac (southwestern France) and its first-ever gigafactory in Billy-Berclau, in the north of the country.

"We are proud to support ACC as it steps up its manufacturing, as well as to contribute to the rollout of electric battery production in France by harnessing our expertise in mission-critical IT infrastructure. On behalf of Atos, I want to thank ACC for entrusting our expertise. As a pioneer in decarbonized digital services, Atos shares an ambition with ACC to decarbonize our industries through technological innovations" commented **Stéphane Richard, Global Head of Technology Advisory & Customized Services, Atos.**

This project is spearheaded by Tech Foundations, the Atos Group business line leading in managed services.

Cadence Expands Pfizer's License to Molecular Design Software

25 October 2023

Cadence Molecular Sciences (OpenEye)—a business unit of Cadence Design Systems—announced today that Pfizer Inc. has signed an agreement to extend and expand access to Cadence® products and programming toolkits for advanced molecular design.

"We're excited to continue to support Pfizer as they innovate across their therapeutic portfolio, utilizing this unique set of research tools to aid in their early-stage drug discovery process," said Anthony Nicholls, PhD, corporate vice president, Cadence Molecular Sciences. "As we expand this agreement with Pfizer, we hope to continue to enable high-quality science at the frontier of medicine."

Cadence Molecular Sciences' physics-and AI-based modeling and cheminformatics computational software is an enabler of early-stage drug discovery innovation. The software is used by major pharmaceutical and biotech companies worldwide to help accelerate and advance therapeutic research.

"Cadence's molecular design technology continues to be an important resource to help us progress our early scientific discovery efforts across our therapeutic portfolio," said Sergio Rotstein, vice president, Digital R&D Solutions, Pfizer.

Infosys inks five-year collaboration with smart Europe GmbH to bring sustainable electric mobility to customers

26 October 2023

Infosys, a global leader in next-generation digital services and consulting, announced that it has signed a five-year collaboration with automotive marquee smart Europe GmbH to refine its Direct-to-Customer (D2C) business model in Europe and provide enhanced customer experience, data-driven personalization and engagement for the existing model smart #1, the

newly announced smart #3, and other upcoming all-electric models from the iconic brand. Through this strategic collaboration, Infosys will help smart Europe GmbH redefine the online EV buying experience and apply state-of-the-art Machine Learning (ML) models to accurately forecast sales and aftersales demand.

Infosys was chosen to assist the premium EV maker in this transformation for its deep expertise in enabling consolidation across automotive sales and e-commerce processes and systems. To enable smart Europe GmbH derive exceptional value from software, data, and cloud investments, Infosys will leverage its trusted process, functional and technical expertise, complemented by a design thinking-led consulting approach. Infosys will also help smart Europe GmbH to efficiently sell electric vehicles across 15 European countries with a D2C sales approach and secure engagement across lead generation, prospect conversion, sales and aftersales channels, supplemented by end-to-end ownership and accountability.

Dirk Adelman, Chief Executive Officer, smart Europe GmbH, said, "We are pleased to have Infosys as our partner on this journey. Infosys' strong leadership commitment backed by its ability to drive end-to-end application development and maintenance with efficiency and effectiveness, will help us boost our operational performance and user experience."

Jasmeet Singh, EVP and Global Head of Manufacturing, Infosys, said, "We are delighted to deliver our cutting-edge technologies to innovative companies like smart Europe GmbH to help ramp up their competitiveness in the European market. Infosys has demonstrated a steadfast commitment to powering innovation-driven customer experiences across touchpoints through our automotive and mobility offerings. Leveraging a blend of our expertise in the domain and strong regional presence, we will help smart Europe GmbH fast-track the adoption of cutting-edge digital solutions. The success of this engagement will be a real game changer for both smart Europe GmbH and Infosys in the electric mobility era."

Matterport Digitally Replicates Amazon Executive Briefing Center In Demonstration of IoT Digital Twin Integration for Facilities Management

25 October 2023

Matterport, Inc. in a recent demonstration of its integration with AWS IoT TwinMaker, digitally replicated Amazon's Executive Business Center to showcase the facilities management capabilities of the joint integration for an office environment.

The integration, which became generally available in April, enables enterprise customers to seamlessly connect Internet of Things (IoT) data with Matterport's visually immersive and dimensionally accurate digital twins, providing a cost-effective solution to remotely optimize building operations, production output, equipment performance, and environmental health and safety at commercial or industrial facilities.

In the demonstration, AWS shows how the Executive Briefing Center used a combination of Matterport and AWS IoT TwinMaker to produce a living, digital representation of the physical space that dynamically mirrors its state of being. Monitoring environmental conditions such as temperature, humidity, sound, and occupancy across meeting rooms and spaces, this

information is displayed as data overlays on a user-friendly dashboard associated with the digital twin.

Matterport's Digital Twin Platform helps organizations optimize facilities across equipment maintenance programs, onboarding and training, as well as space planning and production optimization to operate more efficiently.

Plastic Fischer adopts Siemens Xcelerator to reduce plastic waste in world oceans

24 October 2023

Siemens Digital Industries Software announced that Plastic Fischer, a social enterprise that works to reduce plastic waste in rivers so it does not pollute our oceans, has adopted solutions from the Siemens Xcelerator portfolio of industry software to help scale its operations and bring the benefits of digital transformation to its product development and lifecycle management.

Founded in 2019 by three friends after witnessing the plastic pollution in the Mekong River in Vietnam, Plastic Fischer is now internationally recognized and is expanding their operations in India and Indonesia. Its innovative technology, the TrashBoom, is a locally built, low-tech and low-cost modular, floating barrier, that stops ocean plastic already in rivers.

Once collected, river plastic is brought to Plastic Fischer's material recovery facilities where it is separated into recyclable and non-recyclable materials by their full-time employees. Recyclable materials such as glass, aluminum, PET and HDPE are sold and reintroduced into the supply chain while non-recyclable materials are brought to certified, co-processing plants where the plastic is incinerated and supplements the use of coal. Using this type of material as an energy source is in line with international best practices.

To bring greater reliability and to support its growing remote team, Plastic Fischer has adopted Siemens' Solid Edge® software and takes advantage of the Teamcenter® Share app for distributed data sharing and to foster more efficient collaboration. Its previous computer-aided design (CAD) tools had limited assembly and drawing features, but Solid Edge enables the team to both customize existing designs and develop innovative solutions for the problems it encounters in the field. With its globally distributed team, the solutions enable the team to work on the same projects simultaneously and have better coordination during design changes that are required to meet local capabilities and capacities.

Plastic Fischer not only develops and deploys the technology, it also creates local jobs to carry out the end-to-end operations. Today, through their operation, the company has stopped more than 800 metric tons of plastic in rivers and prevented it from breaking down into microplastic that would otherwise end up in our oceans. Alongside this vital work, the company could create more than 85 full-time jobs for underserved communities across its operations in India and Indonesia.

"Our mission is to develop simple technologies to stop ocean plastic effectively and efficiently when it is already in rivers. Our TrashBoom systems can be built in the location of intended operation by local people. Avoiding imports allows us to implement fast and saves time, money

and carbon.” said Aviel Itzhak, Chief Technology Officer, Plastic Fischer. “The combination of Solid Edge and cloud-based collaboration enabled with Teamcenter Share will provide us with the engineering capabilities, scalability and collaborative environment that we need to move our operations into their next stage of development and fuel our expansion to bring affordable, sustainable technologies to remove plastic from our planet’s rivers.”

“We are proud to have a strong, strategic partner like Siemens on our side that will hopefully help us scale our impact. Having the professional tools in our hand to design technology is an important foundation to carry out our operations,” said Karsten Hirsch, CEO and Co-Founder, Plastic Fischer. “The next step is implementing designed technology in polluted water bodies across the world and we are looking for sponsors that allow us to do this.”

“We are thrilled to see how Plastic Fischer is taking advantage of the Siemens Xcelerator portfolio to not only design and engineer the next generation of its innovative technology, but to also support global collaboration with its geographically dispersed teams to manufacture its TrashBoom system, using local resources,” said Eryn Devola, head of Sustainability for Siemens Digital Industries. “It’s another great example of how our technology is helping pioneers fight climate change issues. We are proud of the work that our customers are doing to address some of the world’s most pressing challenges.”

Shinebed Steps Up Cross-Border Collaboration with Centric PLM

24 October 2023

Centric Software®, the Product Lifecycle Management (PLM) market leader, is pleased to announce that Shinebed has selected Centric PLM™. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price and sell products such as apparel, fashion, home, footwear, sporting goods, consumer electronics, cosmetics, food & beverage, and luxury to achieve strategic and operational digital transformation goals.

Wuxi Shangbai Global E-Commerce Co., Ltd. (Shinebed) is an international e-commerce home goods company established in 2016 and belongs to Wuxi Tianyi Group, a textile manufacturer founded in 1979. Shinebed has four brands: Bedsure (home textiles), Lesure (pets), harmati (furniture) and bbpark (baby), of which Bedsure is a leading brand in the European and American electric blanket market. The company sells to North America, Europe, Japan and more through Amazon and other platforms. Shinebed has more than 300 employees and is headquartered in Shanghai, with offices in Wuxi, Shenzhen and New York.

Shinebed has experienced an enormous 100% compound annual growth rate, and aims to develop a world-renowned high-value brand with an end-to-end business model that encompasses everything from design to R&D to technical support to supply chain integration. To achieve this, Shinebed turned to Centric PLM to reduce manual data entry, streamline collaboration, manage project schedules, improve data analysis, synchronize approvals and data flows, and reduce communication costs.

Mr. Zhu Xingjian, Executive Director and CEO of Shangbai Global, says, “Through the implementation of Centric PLM, we hope to learn from the experience, accumulate value and improve agility and product competitiveness. We are honored to cooperate with Centric

Software, drawing on Centric's R&D digital practice experience in the retail and consumer goods industries, to jointly build a PLM benchmark project for Chinese international brands."

With Centric PLM in place, Shinebed aims to integrate standardized data on progress, suppliers and materials related to all product segments across the business, build an R&D database, visualize data to optimize decision-making, enable better collaboration across time zones and share accurate real-time information.

"We hope that this will be more than an IT project, and demonstrate the real value of Centric solutions to our business," says Mr. Chen Qi, Executive Vice President of Shinebed. "All internal teams will be deeply involved in the implementation process and use of Centric PLM. Together with the Centric team, we have the confidence and ability to successfully implement the PLM project in a few months."

"We are very happy to partner with Shinebed to build a digital foundation for their future development," says Chris Groves, CEO of Centric Software. "Shinebed is rapidly growing, and we are proud to deploy Centric solutions to drive a project that will create best practices and precedents for international e-commerce in China."

Tier One Aerospace Supplier, SABCA Group, Selects Razorleaf Corporation as its PLM Implementation Partner for 3DEXPERIENCE®

26 October 2023

SABCA Group, a major Belgian aerospace supplier, has chosen Razorleaf as its PLM technical-services partner to support the implementation of the **3DEXPERIENCE** platform from Dassault Systèmes. SABCA will use the platform to improve data management and win more complex projects by enabling greater efficiency and collaboration between the engineering and manufacturing organizations using integrated, digital PLM practices.

Razorleaf's Benelux office will lead the deployment team and deliver consulting, configuration, and development services to support SABCA's multi-year PLM implementation. The program will include deploying **3DEXPERIENCE ENOVIA** to align the design and production functions and bring forth new capabilities for collaboration across working teams. SABCA's digital transformation will also include employing virtual-twin capabilities early in the design cycle to streamline engineering data in the platform for rapid development and release to market.

"After we spoke with several technical PLM service providers, Razorleaf was able to show us a clear path forward to manage this large-scale deployment at SABCA," stated Miguel Laduron, SABCA's Head of ICT. "Deploying the **3DEXPERIENCE** platform will require a major change in how we do business. We needed to work with a partner who could lead us through the process, who understood the platform, its capabilities, and how to map those things back to our business to meet our goals. The Razorleaf team will play an instrumental role in how we accomplish our digital transformation."

"SABCA has set big goals for their digital transformation project, and the **3DEXPERIENCE** platform provides the right capabilities to support their long-term plan," stated Jan De Bruyckere, General Manager of Razorleaf Benelux. "We are honored to be chosen as their technical-implementation partner. We have been working with the **3DEXPERIENCE** platform for

many years and our technical team is expanding to support this platform in Europe.”
“While the platform offers a comprehensive set of tools and capabilities, the critical difference is how the deployment plan is established and the way the software is configured to leverage those capabilities in the platform,” stated Eric Doubell, CEO of Razorleaf. “We look forward to helping SABCA navigate their deployment and meet key milestones with their unique application of this robust platform.”

Product News

ActCAD 2024 New Products Released, Dt.25 Oct, 2023

25 October 2023

ActCAD 2024 products released in Prime, Professional, Standard and Map Drafter variants. It is a major release based on IntelliCAD 12 engine. Below is a list of major improvements in this release:

- Latest ODA 23.12 dwg and dxf libraries
- Significant improvements in speed and performance
- Improved user interface
- New ANGLE command
- Create reports and report templates, extract data to tables and .xls files
- New SUPERHATCH command to create hatches using images, textures, blocks, external references, and wipeouts
- New Quick Properties pane
- Draw splines using control vertices and knot parameterization
- New Geometric Center snap
- Create and edit legacy image tile menus
- Export tables to .csv files, create and update them from extracted drawing data, remove cell formatting overrides, and specify cell border properties
- Improved ActCAD Explorer to manage more visual style properties, manage more layout settings, and specify whether to freeze layers automatically in layouts that you create. For all Explorer elements, change the column order, visibility of columns, and restore the default display of columns.
- New command for Project geometry
- Show and hide CV
- Layer Isolate, VP Freze
- New commands for Rename Block, Change Block and Copy Multiple

- Improved page setups from other drawings
- Choose PDF presets when publishing or exporting to pdf files
- Import and export Facet Modeler Binary (.fmb) files
- Set display settings for section planes, control whether entities on layers can be cut by section planes
- Preview the modifications when using the Offset, Trim, and Extend commands and when editing hatches
- Customize AEC styles
- Attach roof and ceiling plane symbols to walls and reference them while interactively creating roof and ceiling planes
- Assign levels to AEC entities, import .ifc files with more options, and include .rvt and .ifc underlays when exporting to .ifc files
- Improved Licensing Technology

Amphenol PCD saves designers time by publishing its CAD model catalog on TraceParts.com

23 October 2023

Amphenol PCD, a company specializing in interconnect products, has decided to put its components catalog online on the TraceParts CAD-content platform. In this article, find out why Amphenol PCD made this strategic choice.

Amphenol PCD: high-quality interconnect products

Amphenol PCD, a subsidiary of Amphenol Corporation, is one of the world's leading suppliers of interconnect products for Military and commercial Aerospace applications. Located north of Boston in Beverly, Massachusetts, the company designs and manufactures a wide range of products – System Attachments, Junction Modules, Relay Sockets, Rectangular & Circular connectors, Backshells, Dust Caps, Cable Assemblies, and Adapters. Each product is made and engineered with the highest quality standards in the industry. With facilities in North America and Asia, Amphenol PCD products are chosen by hundreds of OEMs around the world, reliant on Amphenol's technical excellence, a global network of distributors, and cost-effective solutions for custom systems.

CAD models for time-saving design

Today's designers work in an information-driven environment. Fast access to detailed technical models and documentation allows users of Amphenol PCD products to quickly validate their designs in CAD, helping ensure "build it right the first time" chances of success. Indeed, by offering comprehensive CAD models and detailed documentation, it empowers engineers and designers to make informed decisions, reduce errors, and streamline their development processes.

Amphenol PCD partners with TraceParts

When Amphenol PCD sought to enhance access to its CAD and information libraries, it turned to the experiences of its corporate sister divisions. Two divisions had already found tremendous value in TraceParts, a trusted name in the industry. A quick review of TraceParts' services revealed a significant improvement in accessibility and maintainability compared to Amphenol PCD's existing practices.

"The TraceParts team was a pleasure to work with, ensuring a smooth transition from our existing, text-driven search and download mechanism to the easy-to-use, visually aided dynamic search tool in the TraceParts system.

We're looking forward to improving our user experience now that we are up and running with TraceParts."

-John Whittaker, Product Marketing & Business Development Manager at Amphenol PCD

More than 5 million engineers and designers now have quick and easy access to Amphenol product data, thanks to the publication of its catalog on the TraceParts CAD-content platform.

Ansys Continues AI Innovations

25 October 2023

Ansys is reinforcing its ongoing investment in artificial intelligence (AI) innovation through the upcoming introduction of Ansys SimAI and Ansys AI+ technologies. The upcoming releases build on Ansys' ongoing expansion of AI integration across its simulation portfolio and customer community.

Ansys SimAI is a cloud-enabled, physics-neutral platform that will empower users across industries to greatly accelerate innovation and reduce time to market. With Ansys SimAI, users will be able to reliably predict performance of complex simulation scenarios in mere minutes instead of hours or days. The tool will encourage more design testing, faster progress, and ultimately more innovation.

Ansys SimAI will allow users to first train an AI model using simulation results and then make predictively accurate analogous designs. Unlike methods where users had to describe their designs using a set of geometric parameters, Ansys SimAI will use the shape of a design as the input to facilitate expansive design exploration. This enables leveraging existing simulation results for training, even if the structure of the shapes is inconsistent.

With Ansys AI+, Ansys will incorporate and extend AI features within its industry-leading desktop products to enhance core functionalities. For example, machine learning modules are included in the desktop version of Ansys Granta MI AI+. Ansys optiSLang AI+ users perform efficient optimization, sensitivity studies, and robust design with advanced field and scalar ML-based meta-models. The new AI+ offerings will empower customers, like MANN+HUMMEL, with more choice for how they access Ansys AI capabilities across our desktop products.

"Simulation democratization, digital thread, optimization, and machine learning are shaping the modern product development process at MANN+HUMMEL," said Dr. Florian Keller, director, engineering, air filter elements & simulation at MANN+HUMMEL. "Ansys' expanded AI

offerings, like Ansys optiSLang AI+, allowed our team to perform a design of experiment on a parametrized model of air filter properties, which we used to run an AI-based optimization strategy. In doing so, we reduced our simulation effort significantly, which will help us bring smart and sustainable technologies to get to the market faster.”

“Ansys’ continued investment in AI is a testament to our commitment to advancing customer experience, accelerating democratization of simulation, and powering next-generation innovation,” said Shane Emswiler, senior vice president of product at Ansys. “By integrating AI capabilities into new and existing products, the time to predict the performance of a complex model can be reduced from 15 days to just minutes. This type of time savings has the potential to revolutionize product development for our customers across industries.”

Ansys previously announced the beta release of AnsysGPT, a virtual assistant that garners engineering expertise across physics domains, provides 24/7 comprehensive technical support, and reduces response times. AnsysGPT will be available in Q1 of 2024.

While Ansys SimAI will launch in early 2024, AI+ product capabilities will be available on a rolling basis beginning this Fall, first with the release of Ansys optiSLang AI+ and then Ansys Granta MI AI+.

Ansys Receives Four TSMC 2023 OIP Partner of the Year Awards for Joint Development of Leading Multiphysics Technology and Design Solutions

18 October 2023

Ansys has been recognized by TSMC as a recipient of four TSMC Open Innovation Platform® (OIP) Partner of the Year awards for 2023. The OIP Partner of the Year awards honor TSMC Open Innovation Platform ecosystem partners’ pursuit of excellence in next-generation design enablement over the past year. Ansys and other OIP ecosystem partners collaborate with TSMC to effectively promote innovation in the semiconductor industry.

TSMC announced award winners at its 2023 OIP Ecosystem Forum, which brings together the semiconductor design partners and TSMC customers, providing an ideal platform to discuss the latest technologies and design solutions for HPC, AI/ML, mobile, automotive, and IoT applications. Ansys received awards in the following categories:

- TSMC’s OIP Partner of the Year award for *Joint Development of 2nm and N3P Design Infrastructure* recognizes that Ansys power integrity and reliability solutions remain on the forefront of silicon process enablement and voltage drop signoff.
- The OIP Partner of the Year award for *Joint Development of 3Dblox Design Prototyping Solution* follows the delivery of comprehensive support by Ansys RedHawk-SC™, Ansys RedHawk-SC Electrothermal™, and Ansys Totem™ for TSMC’s 3DBlox language standard for easy interchange of 3D-IC design data.
- Both the *OIP Partner Collaboration* award and the *Joint Development of Millimeter-Wave Design Solutions* award reflect the two tiers of collaborative effort with OIP partners to jointly develop four reference flows for radio-frequency (RF) design

enablement with Ansys RaptorX™, Ansys Exalto™, Ansys VeloceRF™, and Ansys Totem™ across multiple TSMC process technologies.

“We congratulate Ansys for winning these four 2023 TSMC OIP Partner of the Year awards,” said Dan Kochpatcharin, head of the design infrastructure management division at TSMC. “Our continuous collaboration with our design ecosystem partners keeps us at the forefront of design enablement, while giving our customers access to state-of-the-art solutions for power, performance, area, and thermal reliability benefits to accelerate the innovation for their differentiated products built with TSMC’s advanced process and 3DFabric technologies.”

Ansys provides a broad range of multiphysics analysis tools that have become increasingly central for advanced semiconductor manufacturing. Traditional signoff analyses, like voltage drop and electromigration, become more acute at 2nm and 3nm as transistor architectures grow more complex, design sizes grow larger, and ultra-low supply voltages lead to vanishing safety margins.

“TSMC is a leading technology innovator in the semiconductor industry and working closely with TSMC has been an essential component in the success of our multiphysics signoff technology products,” said John Lee, vice president and general manager of Electronics, Semiconductor, and Optics Business Unit at Ansys. “Thanks to this close collaboration, our joint customers are able to use Ansys tools with confidence on the most challenging and high-frequency and multi-die design projects in the industry.”

AVEVA Extends Data Capabilities from Edge to Plant to Community with AVEVA PI Data Infrastructure

23 October 2023

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, has launched AVEVA™ PI Data Infrastructure, a fully-integrated hybrid data solution providing easy scalability, centralized management, and the ability to share data collaboratively via the cloud.

AVEVA PI Data Infrastructure is the latest offering in the market leading AVEVA PI System portfolio, which helps companies collect, enrich, analyze and visualize operations data to achieve deeper insight and operational excellence. Moving to hybrid infrastructure gives industrial companies the flexibility, scalability and security needed to deliver valuable, high-fidelity data to authorized users and applications in any location. The initial release also gives customers the option to use the OpenID Connect protocol for user authentication, enabling enterprise-wide single sign on. Other enterprise-class data management features will be delivered over several releases

AVEVA PI Data Infrastructure makes it easier for companies to collect and use real-time operations data in industrial environments that increasingly include sensor-enabled legacy systems, remote assets and IIoT devices. The hybrid architecture gives data access to more decision makers who rely on operations data to resolve problems and develop business insights, thereby reducing the total cost and effort of operations data management. By

achieving seamless data sharing with any trusted collaborator, companies can overcome costly data silos, modernize and streamline user access and aggregate real-time and historical data for wider use and consumption. AVEVA PI Data Infrastructure is available via subscription using AVEVA Flex credits.

Harpreet Gulati, SVP - Head of PI System Business at AVEVA said: “No other industrial software company offers a fully-integrated, seamless data infrastructure that enables the fast, secure flow of real-time, high-fidelity data to anywhere it is needed – across multiple plants, at the edge, or in a trusted community over the cloud – with complete data integrity. We want to provide our customers with the flexibility to deploy across any of these areas, enabling them to increase sustainability, operating efficiency, asset reliability, and organizational agility.”

Customers are embracing the new offering. **Giovanna Ruggieri, Head of ICT at Italy’s EP Produzione, a subsidiary of the European energy giant, EPH,** commented: “EP is actively pursuing digital transformation to maximize operational excellence and improve processes to support the business.

To continue the journey, and better embrace the digital transformation, we need greater flexibility and integration at all levels, a data infrastructure that can give us full visibility across our multi-site operating environment that always keeps cyber security as high priority.”

“We appreciate AVEVA PI Data Infrastructure’s aggregate tag subscription model because it allows us to better manage our current and future needs in a smart way, with AVEVA currently proposing, for us, one of the best solutions on the market.”

Bluebeam Announces New Revu 21 Markup, Measurement and Collaboration Features

24 October 2023

Bluebeam, a leading developer of solutions and services for architecture, engineering and construction professionals worldwide, announced updates to Revu 21, the company’s flagship desktop solution.

Bluebeam’s latest release (Revu 21.0.50) delivers new markup, measurement and collaboration features available on all Bluebeam plans (Basics, Core, Complete).

Highlights include:

Markup and measurement features

- Create multiple offset copies of markups and measurements with the ‘Multiply’ feature, perfect for quickly scaling up count measurements and creating forms and grids.
- Display custom measurement captions with data from the Markups List directly on the drawing itself, so you can communicate important information more easily.
- Accurately communicate the center point of your markups, both visually and with precise coordinates, and add them to the Markups List.

More collaboration features for guests

- Guest collaborators invited to a Studio Session now have more markup capabilities, including additional colors, Stamps, Snapshot, Cloud+ and Highlight features.

“Bluebeam is focused on a customer-centric approach to innovation, and a key facet of that is delivering features that directly address customer needs,” said Bluebeam CEO Usman Shuja. “We want to meet customers where they are, and when they tell us they need something to make their jobs simpler, we put that on the roadmap and work hard to address those needs. This October release is just the beginning of what we have planned to drive value for our customers and partners.”

Cadence Expands Tensilica IP Portfolio with New HiFi and Vision DSPs for Pervasive Intelligence and Edge AI Inference

24 October 2023

Cadence Design Systems, Inc. expanded its industry-leading Tensilica® HiFi and Vision DSP families with the introduction of four new DSPs based on the recently announced Tensilica Xtensa® LX8 processor platform. The new HiFi and Vision DSPs address increasing system-level performance and AI requirements for an expanded range of applications—delivering enhanced performance across multiple algorithms with even greater energy efficiency. The expanded portfolio includes the Cadence® Tensilica HiFi 1s DSP and HiFi 5s DSP for audio/voice, lightweight imaging and AI applications and the Tensilica Vision 110 DSP and Vision 130 DSP for image sensor, camera, radar and lidar applications.

“With lengthy SoC design cycles and rapidly changing AI algorithms, our SoC customers require the utmost flexibility. On-device and edge AI systems feature numerous diverse sensors, so any AI inference solution must be adaptable to the end application requirements,” said David Glasco, vice president of research and development for Tensilica IP at Cadence. “Designing with a system-level perspective is crucial, and these SoCs must be energy-efficient, flexible and future proof to accommodate new neural networks. Cadence continues to make significant investments in our Tensilica product line, and our latest HiFi and Vision DSPs reflect that commitment.”

Xtensa LX8 Platform and Common Benefits

The new HiFi and Vision DSPs benefit from the inherent advantages of the Xtensa LX8 platform, including native AMBA® AXI support for lower latency and L2 cache for increased system performance. Branch prediction enables a 5% to 20% reduction in cycles for both the HiFi and Vision DSPs. Supported by Cadence’s new NeuroWeave™ Software Development Kit (SDK), the DSPs can be paired with the Cadence Neo™ Neural Processing Units (NPUs) to offload AI inference workloads.

HiFi 1s and HiFi 5s DSPs

The new Tensilica HiFi DSPs add more capabilities for lightweight imaging and AI to meet market demands—enabling them to serve as additional compute resources beyond just audio, either as a standalone solution or complementing the Vision DSPs and Neo NPUs. Individually

and collectively, the following features significantly improve out-of-box performance—dramatically reducing time to market (TTM) for OEMs and software developers:

- Double-precision floating-point acceleration provides up to 30X better out-of-box performance of popular codecs, enabling easier handling for computation requiring expanded dynamic range and precision
- Hardware/software co-design enhances auto-vectorization, greatly reducing the need for hand-optimized code and providing source code compatibility across HiFi DSPs
- New 8-bit operations in the HiFi 1s DSP boost imaging and AI performance by up to 2X at the kernel level, compared to the HiFi 1 DSP
- L2 cache increases system performance by up to 50%

Vision 110 and 130 DSPs

The 128-bit Tensilica Vision 110 DSP and 512-bit Vision 130 DSP offer numerous performance improvements to address growing sensor and AI workloads, offloading from the CPU or GPU while providing industry-best energy efficiency. Both DSPs deliver AI performance enhancements that enable up to 3X improvement for certain AI workloads and up to 5X improvement on specific kernels. Additional benefits include:

- Up to 20 percent higher frequency and up to 2X improvement for 16-bit, 32-bit and 64-bit floating-point performance
- Better system performance through iDMA enhancements previously available only on the flagship high-performance Vision DSPs
- Up to 3X improvements in fast Fourier transform (FFT) for radar applications
- Reduction in code memory footprint due to code size improvement
- Common SIMD and VLIW architecture and instruction set with Vision DSP predecessors ensure easy software migration

Supporting Quotes:

“Hailo is developing powerful AI-centric vision processors serving the growing edge AI market. In our recently announced Hailo-15 device targeting the IP camera market, we've chosen to integrate Cadence's Tensilica DSP among the computational subsystems complementary to our proprietary neural engine,” said Guy Kaminitz, VP VLSI at Hailo. “Cadence's Tensilica DSPs offer the performance and energy efficiency as well as the flexibility required for such heterogeneous devices.”

“Kneron continues to develop market-leading SoCs for numerous on-device and edge AI applications, and selecting an efficient processor to complement our high-performance NPU is crucial,” said Albert Liu, CEO of Kneron. “We continue to use Cadence Tensilica Vision DSPs, which provide the computational throughput and flexibility needed to keep up with today's

complex AI workload requirements. Additionally, Tensilica's extensive framework of software libraries and strong partner ecosystem enable rapid deployment for fast time to market."

Availability

Tensilica HiFi and Vision DSPs support Cadence's Intelligent System Design™ strategy, enabling SoC design excellence. The HiFi 3z DSP, HiFi 4 DSP, ConnX 110 DSP, ConnX 120 DSP, MathX 110 DSP and MathX 130 DSP have also been upgraded to the Xtensa LX8 platform.

The Vision 110 DSP and Vision 130 DSP, as well as the upgraded ConnX 110 DSP, ConnX 120 DSP, MathX 110 DSP and MathX 130 DSP, are available now. The new HiFi DSPs are expected to be in general availability in December 2023.

Cadence Wins Four 2023 TSMC OIP Partner of the Year Awards

19 October 2023

Cadence Design Systems, Inc. announced that it has won four Open Innovation Platform® (OIP) Partner of the Year awards from TSMC for its EDA and IP design solutions. Cadence was presented with awards for the joint development of the N2 and N3P design infrastructure, 3Dbloxdesign prototyping solution, mmWave design solutions and DSP IP. The awards build upon the companies' long-standing history of collaboration that has delivered many highly innovative SoC and advanced packaging design solutions to the global market.

The awards are based on the following TSMC collaborations:

- **N2 and N3P Design Infrastructure:** Cadence optimized its complete digital and custom/analog flows for the TSMC N2 and N3E process technologies to help customers achieve power, performance and area (PPA) goals and accelerate innovation. Additionally, Cadence's AI-powered solutions, Cadence® Cerebrus™ Intelligent Chip Explorer and Virtuoso® Studio, support these nodes, offering customers innovative automation capabilities to make them more efficient.
- **Joint Development of 3Dblox Design Prototyping Solution:** Design flows based on the Cadence Integrity™ 3D-IC Platform support the TSMC 3Dblox standard for 3D front-end design partitioning in complex systems. The flows include system prototyping flows, which are optimized for all of TSMC's latest 3DFabric™ offerings, including Integrated Fan-Out (InFO), Chip-on-Wafer-on-Substrate (CoWoS®) and System-on-Integrated-Chips (TSMC-SoIC®) technologies.
- **Joint Development of mmWave Design Solutions:** The new Cadence Virtuoso Studio was integrated into the TSMC N16 mmWave RF design reference flow and N6RF design reference flow, and support has been added for the N4P RF design reference flow. In addition, Cadence collaborated with TSMC to optimize the Virtuoso platform for the 79GHz mmWave design reference flow on TSMC's N16 process.
- **DSP IP:** Cadence expanded its collaboration with TSMC's Soft IP9000 team to certify Cadence Tensilica® DSP IP in the TSMC integration flow.

“TSMC works continuously with our OIP design partners to enable technology advancements that make it faster and easier for customers to deliver competitive designs to market, simpler for customers to adopt our solutions,” said Dan Kochpatcharin, head of the Design Infrastructure Management Division at TSMC. “Cadence’s commitment to design excellence is exemplary, and the TSMC OIP Partner of the Year awards are a testament to their dedication to ongoing innovation.”

“By continuing to collaborate closely with TSMC, we’re constantly energized by the innovations our customers bring to life using our technologies,” said Dr. Chin-Chi Teng, senior vice president and general manager of the Digital & Signoff Group at Cadence. “It’s an honor to be recognized with these prestigious TSMC awards, and they are a testament to the work we’ve done to enable our customers to achieve their design and time-to-market goals.”

Centric Software Unveils Seamless Concept to Customer Solution

23 October 2023

Centric Software® is pleased to announce the unveiling of a unique, seamless, concept to customer product solution experience to drive go-to-market innovation and value creation for consumer goods retailers, brands and manufacturers. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, buy, make, price, allocate, sell and replenish products such as fashion, outdoor, luxury, multi-category retail, grocery, food & beverage, cosmetics & personal care and consumer electronics to achieve strategic and operational digital transformation goals.

The fruit of a multi-year strategic vision and R&D development, Centric Software has springboarded from its market-leading, award-winning PLM platform and deep consumer products market knowledge with a significant evolution of its product offer. With this value expansion, Centric now offers scalable, easy to use, AI-driven, best-of-breed solutions to plan, execute and price consumer-centric assortments that also meet sustainability and compliance goals. Both analysts and Centric customers have called the offer, “compelling”, “visionary”, “exactly what the industry needs” and “totally unique”. Approximately 800 retailers, brands and manufacturers bringing \$1.5t worth of products to market from 13,000 brands currently leverage Centric innovations. Approximately 33% of customers replaced a legacy solution in favor of Centric.

All solutions – Centric PLM™, Centric Planning™, Centric Pricing™, Centric Market Intelligence™ and Centric Visual Boards™ – can be used standalone or together as part of a seamless, end-to-end user experience. All innovations follow the common Centric Software tenets of being market-driven, easily connectable to other solutions and highly configurable with thousands of different ways of working. Centric solutions accommodate the wide range of requirements for different types of consumer goods, seasonal patterns, business models, manufacturing methods, cultural differences and languages. Centric does not follow a traditional software customization approach. Instead, all solutions are out-of-the-box; quick to upgrade and evolve.

Centric pioneered its own Agile Deployment methodology resulting in extremely fast time to value.

Benefits are significant and game-changing, ranging from...

- Up to 18% increase in revenue
- Up to 15% increase in margin
- Up to 60% reduction in discounting
- Up to 60% reduction in time to market
- Up to 15% reduction in COGS
- Up to 30% reduction in inventory
- Up to 50% improvement in productivity

“Our strategic vision was inspired by conversations and experiences with thousands of brands, retailers and manufacturers from all regions of the world, starting with fashion and evolving to include all categories of fast-moving consumer goods and business processes. We took our Centric ethos of innovating with the Best Customers, Best Solutions and Best Team, and applied it to solving the biggest challenges faced by our customers and by the industry as a whole,” explains Chris Groves, CEO of Centric Software.

“Whether it be a goal of increasing sell-through, improving margins, getting closer to consumers, boosting new product introductions, achieving sustainability targets, harmonizing the buying process or reducing time to market, Centric’s Product Concept to Customer Experience drives the realization of strategic initiatives by enabling team execution and providing actionable information and insights,” Groves continues. “Seamless execution is always critical and especially today, given how quickly external pressures are changing. Coupled with changing market trends and a hyper-competitive market, effective planning and executing a consumer-focused assortment is the key to finding success.”

“We are honored and delighted to be working with so many customer-partners to continuously innovate a seamlessly connected suite of solutions that enables them to thrive in the face of the many challenges of today’s market, as well as those yet to come.”

Datakit updated its converters

19 October 2023

The release 2023.4 supports new versions of Parasolid, (36.0), Unigraphics (NX2306 series) and V2.0 release of Fusion 360 (2.0.01774 up to 2.0.16985) and offers a new converter for **Rhino to NavisWorks**.

That way Datakit further strengthens its presence as an interoperability facilitator for BIM professionals who choose Rhino to design.

It proposes an attractive bundle including converters to import files from:

- IFC (*.ifc, *.ifcxml, *.ifczip),

- Revit (*.rvt.)
- NavisWorks (*.nwd) to Rhino

More about new NavisWorks to Rhino converter:

- **View:** it enables designers to view a NavisWorks project within Rhino. Users retrieve a complete scene in an instant and are able to leverage design data, geometry, colors and textures, as well as components (with their exact placements in the project). The converter takes into account the appropriate measurement units regardless the origin of the project.
- **Design:** it also allows designers to import a NavisWorks file to go further in the construction of a building, a factory or any other study currently be done.

It takes into account the way NavisWorks manages compression and respects instantiation and tessellation features.

Datakit has been offering converters for Autodesk REVIT BIM software or the IFC (Industry Foundation Classes) format for several years and guarantees compatibility with the latest versions of software products but also with their previous versions. Version 2023.4 of Datakit converters includes performance optimizations, particularly for these two BIM formats.

In addition, Datakit decided to modify its different bundles (import and export) dedicated to Rhino. Prices as well as contents of the packages have been changed.

Datakit is delighted to meet Rhino resellers and partners who plan to take part at Rhino World Barcelona, Spain, 18-20 Oct especially in order to introduce the new offers.

EagleView Introduces SolarReady™, a Cutting-Edge Prospecting and Sales Acceleration Solution for Solar Installers

24 October 2023

EagleView, a leading provider of software and services for the solar industry, introduces SolarReady™, a solution designed to help solar contractors better identify and acquire viable residential properties for potential solar installations. The solution helps installers create proposals that include detailed visualizations and PV system production modeling to help educate homeowner prospects. This cutting-edge product reshapes the solar industry by providing a comprehensive answer to the question, “Is this home suitable for solar?” In addition to helping quickly qualify potential solar projects, this solution also provides estimated electrical production and system efficiency which helps inform project value and determine return on investment.

As the demand for residential solar energy solutions continues to rise, one of the most pressing challenges facing homeowners, solar providers, and industry professionals is the suitability of solar installations for specific properties. EagleView’s SolarReady™ addresses this challenge by offering a powerful API-driven capability that quickly quantifies solar potential.

“At EagleView, we’re dedicated to driving innovation that transforms industries. With SolarReady™, we’re providing a game-changing solution that accelerates the adoption of solar energy by simplifying and expediting the assessment process,” said Peter Cleveland, VP of EagleView’s Solar business. “Now a solar company could arm their canvassers with specific data to talk to homeowners at scale. It’s a powerful marketing tool.”

The opportunities go far beyond marketing. Key features of SolarReady™ include its:

1. **API-Driven Efficiency:** SolarReady™ harnesses the power of APIs to swiftly generate solar potential data for any given property. This not only saves valuable time but also enables users to make prompt decisions.
2. **Accurate Solar Potential:** Through advanced data analytics and imagery, SolarReady™ provides accurate insights into a property’s solar potential. This data is crucial for determining the feasibility of solar installations.
3. **Lead Qualification Advantage:** Solar companies can now seamlessly filter potential leads based on their solar potential, ensuring resources are allocated efficiently and effectively, empowering sales with address-specific data.
4. **Instant Proposal Generation:** With SolarReady™ data at their fingertips, professionals can create near-instant proposals, delivering a superior customer experience.

SolarReady™ has comprehensive data to support the solar prospecting and sales acceleration journey. As a homeowner moves through prospect, lead, and sale stages of the solar install lifecycle, additional data can be unlocked including quotes, solar potential visualizations, and potential system modifications. The ability to unlock data on the sales journey enables contractors to reduce their upfront costs and only purchase data for homeowners that continue to progress through the installation lifecycle.

“We know our customers win more business when they have better data,” shared Tripp Cox, EagleView’s CTO. “SolarReady™ leverages our industry-leading property data and analytics expertise to deliver a valuable prospecting and business development solution for solar contractors. SolarReady™ is our way of ensuring that solar contractors stay competitive and win more deals.

EPLAN Data Portal Update 02 October 2023

23 October 2023

465 manufacturers and more than 1,500,000 data sets are available with the update October 19, 2023.

Updates and new data

- Bachmann electronic GmbH – 112 updated data sets with PLC
- Balluff GmbH – 1 new data set with converters
- BLOCK Transformatoren-Elektronik GmbH – 7 updated data sets with transformers
- Danfoss Drives A/S – 1 new data set with housing accessories - external extensions

- Dehn + Söhne GmbH & Co. KG – 17 new data sets with protection devices
- Delta Electronics, Inc. – 24 new data sets with converters
- Eaton Industries GmbH – 20 new and 79 updated data sets with protection devices and power switchgear
- ETI Elektroelement d.o.o. – 22 new and 2,219 updated data sets with amplifiers, capacitors, contactors, controllers, filters, measuring instruments, miscellaneous, protection devices, relays, sensors, switches and pushbuttons, terminators and test devices
- Fagor Automation, S. Coop. – 7 new and 4 updated data sets with converters and PLC
- ifm electronic gmbh – 7 new and 5 updated data sets with electrical engineering - special items, PLC and plugs
- Interroll Software & Electronics GmbH – 2 new data sets with voltage source and generators
- Katko Oy – 289 updated data sets with general, protection devices and terminals
- KALEJA GmbH – 1 updated data set with amplifiers and controllers
- Lenze SE – 1 updated data set with generals
- Panasonic Electric Works – 39 new and 1 updated data set with sensors
- Phoenix Contact GmbH & Co. KG – 9 new and 728 updated data sets with contactors, logic items, plugs, power switchgears, relays and terminals
- Pilz GmbH & Co. KG – 1 updated data sets with sensors, switches and pushbuttons
- Saginaw Control & Engineering – 108 new and 40 updated data sets with housings and enclosures
- SEW-EURODRIVE GmbH & Co. KG – 3 new and 14 updated data sets with converters and PLC
- Sick AG – 7 new data sets with sensors, switches and pushbuttons
- Siemens AG – 1 new and 23 updated data sets with voltage sources and generators
- Tekima S.r.l. – 55 new data sets with cables
- WAGO GmbH & Co. KG – 3 new and 61 updated data sets with contactors, converters, semiconductors and terminals
- Weidmueller Group – 6 new data sets with transmission paths

Summary

- 25 updated manufacturer
- 333 new data sets
- 3,588 updated data sets

- 18 deleted data sets
- 960 new parts with EDS
- In total 907,503 parts with EDS
- In total 313 manufacturers with EDS parts
- In total 1,504,013 data sets live in EDP

FARO Releases Next Generation Cloud Platform, Sphere XG

23 October 2023

FARO® Technologies, a leading provider of 3D measurement, imaging, and realization solutions, is excited to introduce FARO Sphere® XG: The Next-Generation Digital Reality Platform.

Sphere XG is a unified cloud platform that empowers construction, operations, and geospatial professionals to effortlessly view, measure, analyze and share all reality capture data over time within a single, cohesive environment, spanning cloud, mobile, and desktop. It's designed to seamlessly integrate data from an extensive range of capture methods, including stationary scanning, mobile scanning, iPhone LiDAR scanning, and 360° photo capture over time. This latest iteration of the platform democratizes data access, fostering improved remote collaboration and more efficient decision-making processes among teams and stakeholders.

"We are thrilled to introduce Sphere XG, a platform that will redefine the way professionals approach reality capture and analysis," said Peter Lau, President & Chief Executive Officer for FARO. "With Sphere XG, we aim to empower our customers with the latest technology, enabling them to easily realize the benefits of 3D capture and virtual management all within a single cloud environment."

Sphere XG offers unified data integration through cloud-based services, desktop applications, and mobile apps. This unique multi-modal platform enables users to easily combine 360° photos, 3D point clouds, and BIM models all in one platform. The platform accelerates time to consumption by seamlessly routing data to the cloud for automated processing, streamlining the entire process. Additionally, Sphere XG automatically integrates with its recently released Orbis mobile scanner providing a comprehensive visual overview of projects. The platform underscores FARO's commitment to growing alongside its customers and their technology needs.

German Version of Vectorworks 2024 released

25 October 2023

As one of the most modern BIM and CAD solutions, Vectorworks 2024 focuses on optimally supporting planners in all project phases. New parametric tools, improved interfaces and a revised user interface ensure efficient workflows - from design to realization.

Vectorworks has proven time and again that great importance is attached to compatibility with the most powerful and advanced systems during the development of the software. This includes, for example, the integration of the Parasolid Engine from Siemens PLM, animation

libraries from Pixar, the NVIDIA Omniverse Connector and the Datasmith Unreal Engine from Epic Games. Vectorworks users were also among the first ever to benefit from running the software natively on Apple M processors. Vectorworks 2024 continues this approach to ensure that new and existing features work together seamlessly.

CORE TECHNOLOGIES

Modern user interface - everything in the right place

The user interface has been redesigned in Vectorworks 2024 to create a modern and clear working environment. Designers can customize it according to their individual needs, including Dark Mode, which is now available on Windows as well as Mac. Scalable controls provide crisp displays and offer maximum ease of use.

Styles for viewports

Styles for parametric parts, Smart Objects and render settings have been available in Vectorworks for years. For existing users, the new Viewport Styles will be a great convenience because Vectorworks 2024 now allows you to save important viewport settings and assign them with one click. This greatly simplifies the creation and management of the entire set of plans so that they comply with individual office standards and country-specific specifications.

Optimized solid model rendering

Vectorworks 2024 now calculates all light sources in the "solid model" rendering mode. This means, for example, that the light distribution and shadow casting are visible in real time and are displayed even more realistically. In addition, direct access to practical camera settings such as exposure, ambient light, depth of field, and lighting effects is now possible. Solid model render settings now also directly control brightness, ambient occlusion, ambient light, and more, for higher render quality.

Refined 3D modifier

3D modeling has always been a strength of Vectorworks. The new 3D modifier makes editing 3D models even easier and opens up more ways to modify objects. With contextual elements, users can intuitively move, rotate and scale 3D objects. Additional modes, such as edit without snap points, planar move, and rotation options, enable controlled and fluid reshaping.

Optimized interfaces with Excel

In Vectorworks 2024, database synchronization has been significantly enhanced. The "Synchronize Database" command coordinates the field contents in Vectorworks databases with those in external databases such as Excel. Not only can IFC data now be easily matched, the command also communicates directly with Excel. A key field synchronizes multiple databases and models in one step.

With referencing Excel files, a new dynamic interface has been created to speed up workflows with external project data. Not only can changes be made directly in the referenced table, they are also seamlessly transferred back into Excel. This creates a bidirectional connection that streamlines workflows and keeps data in sync at all times.

ARCHITECTURAL UPDATES

Use and edit windows and doors intuitively

Vectorworks 2024 offers a whole range of improvements that significantly simplify work processes with windows and doors. For example, windows can be modeled directly, simply by dragging a rectangle onto the façade or a line in the floor plan. This provides a quick and intuitive alternative to entering parameters. The levels of detail for windows and doors have been revised to ensure that they are clearly displayed in floor plans, sections and various levels of detail and can be controlled in a central location.

Parametric railing tool

In Vectorworks 2024, railing and fencing have been purposefully separated into their own tools. The railing tool allows the creation of parametric handrails and railings along various structural elements such as floors, ceilings, ramps and stairs. These can be individually configured and automatically adapt to other objects in the model. In addition, the possible geometries for railings have been significantly expanded.

Time-saving work with structural elements

Designers can save a lot of time when creating and reshaping structural elements. 2D and 3D attributes, shape, size and material can be set in more detail. In addition, automatic merging has been improved and a new command allows any object to be transformed into a smart structural element.

NEW FEATURES FOR LANDSCAPE ARCHITECTURE AND CIVIL ENGINEERING

Parametric fence tool

The new fence tool makes it quick and easy to create a wide variety of parametric fences. The fence follows the slope of the terrain, a wall, ramp or stairs either evenly or stepped. Gates, integrated posts, steps, panels as well as meaningful evaluations are supported. The fence tool provides great time savings when designing in 2D and 3D, enables accurate material capture and thus reduces errors.

Legends for terrain models

Thanks to new legends in the terrain model image, evaluations of the terrain model are available at a glance. Users can define the color scale themselves, which clearly conveys information on slope ranges and elevation values. In this way, data and analyses can be visualized in a simple way and variants can be compared with each other. The legend for terrain model analyses thus not only saves time and costs compared to manual creation, but also supports important planning decisions.

XPlanning enhancements

In addition to the support of the new version 6 of XPlanung, it is now possible to assign several presentation objects to one surface. Furthermore, the new menu command "XPlanung Geometry/Conformity Check" has been introduced, which automatically checks and adjusts the running direction and supporting points of XPlanung objects. Gaps, overlapping surfaces and objects with incorrect data are clearly listed so that they can be quickly corrected. In addition, dimensions and directional sectors are now supported, and XPlanungs files can be imported into Vectorworks Architecture to check the object data.

NEW FEATURES FOR THE EVENT INDUSTRY

Equipment lists and inventory

The inventory and equipment overview in Vectorworks Spotlight adds a new feature to the planning process. The required equipment for a production can be assigned to different inventory lists (e.g. warehouse, rental, etc.). This makes it even easier to schedule all drawn symbols such as trusses or spotlights. Quite simply, non-drawn objects such as Safetys or adhesive tape can also be scheduled. Inventory lists for planning partners or customers can thus be created with just a few clicks.

ConnectCAD

With a new uniform workflow in the ConnectCAD module for signal flow, 3D racks can be designed and edited in a time-saving and uncomplicated manner. 2D objects are generated automatically. Vectorworks Spotlight immediately provides all required views as well as tables with the contents of racks. In addition, a custom panel can be created so that clients and engineers can better understand the design.

The new "Share ConnectCAD Tables" command allows project data to be uploaded to the Vectorworks Cloud as a configurable table. This way, all authorized persons are informed about the changes and the current status of the project in an understandable way.

Vision

Projectors in the real-time visualizer Vision now cast realistic shadows. In addition, color temperature, position, focus, and distortion can be controlled. Real-time visualizations with spotlights and media projectors become even more realistic.

DISCOVER MANY MORE ENHANCEMENTS

Vectorworks 2024 includes many more new features and enhancements that focus specifically on architecture, landscape, horticulture and event planning workflows to further streamline your workflow.

GibbsCAM 2024 - Powerfully Simple, Simply Powerful

25 October 2023

GibbsCAM, a leading CAD/CAM innovator in the production machining industry is pleased to announce the new software release. GibbsCAM 2024 continues to boost end-user productivity for programming advanced machining centers, underpinning the GibbsCAM promise of Powerfully Simple, Simply Powerful.

GibbsCAM 2024

GibbsCAM 2024 features a number of significant enhancements to core strengths while bringing a stronger emphasis on digital connectivity. Version 2024 unlocks the power of Sandvik Coromant through a direct integration with the CoroPlus® Tool Library, providing access to the right cutting tool for your specific operation and offering instant cutting data recommendations. It provides up-to-date cutting tool data, 3D models of cutting tools and holders, and essential information to make informed decisions for optimized manufacturing processes. All data is verified and adheres to the ISO 13399 international standard for cutting

tool data representation and exchange. The cloud-based nature of the tool library means that users of GibbsCAM 2024 can access data from anywhere with an internet connection, making it invaluable for organizations implementing company standards, or users who work remotely or across multiple locations.

Tobias Unosson, Product Manager at Sandvik Coromant, says the manufacturing sector is undergoing a transformation brought on by the marriage of digital and physical. "Sandvik has been in business for more than 160 years and in the tooling business for over 80 years. Selecting tools and methods with the help of proven data deliver higher quality parts, and reduce costs, waste, and energy use, all for the benefit of the end user."

Benefits for all users

Efficiency remains a primary focus, with the introduction of new post-processor configuration options for setting standard and custom post defaults, including support for TCP or Rotary clamps. Furthermore, a new tool to streamline the setup of the CAM environment now enables editing and restriction of work fixture offsets. GibbsCAM 2024 supports multiple fixture stacking, and now unused fixtures can be retained on the machine for simulation and collision checking purposes.

The licensing for version 2024 now replaces the historic CLM technology. This will simplify software deployment and provide more user flexibility for moving licenses as well as enable cloud capabilities in future versions.

Working with CAD data is easier. Users can interrogate virtual points for dimensioning part geometry such as edge mid points, end points, intersection, circle centre, and circle quadrants directly from the 3D model. A newly introduced visualization tool can map the curvature and the relevant taper/draft angle directly onto the 3D model. This is particularly useful tool for analyzing the minimum tooling diameter required to cut a part since it negates the need to pull extra reference geometry.

Alongside many other enhancements, generic probing now supports rotary part alignment and positioning. Selecting only the rotary axis, clearance, and shifting parameters will drive the system to probe the surface and calculate the part rotation alignment.

More Tooling Flexibility

GibbsCAM 2024 improves the flexibility of form tools in milling processes. Users can choose how to drive the tool: Using the Real profile option which uses the exact cutting tool profile, or the Monotonic profile which will disable any toolpath that uses the tool undercut form. For 3D solid form tools, another option for nominal parameters will only use the major diameter and tip radius for toolpath calculation according to tool manufacturer recommendations, while using the 3D form tool for simulation.

In addition, second generation B-type inserts are now supported for Sandvik Coromant's PrimeTurning™. This tool has a larger tip radius that can cut deeper and remove material faster.

More Powerful Milling

A new mill cutoff process for mill-turn machines and bar-fed mills now supports perpendicular cutting with an end mill, or parallel cutting with a side mill or slitting saw.

Rest machining has been improved when contouring and pocketing strategies are used together with 'material only' active now creates a more efficient toolpath with reduced air cuts. Other contour improvements include smoother ramping that generates a continuous contour wherever possible instead of multiple ramping lead in and lead out movements.

Also new to GibbsCAM 2024, variable-depth engraving greatly improves the use of complex fonts with tapered tooling and corner ramping. In addition, selectable alignment options are added to control the starting position of operations using a rotary axis. Users can override the default singularity rules, which is useful for keeping the toolpath within machine limits (frequently Y-axis) or machining on the opposite side of a mill/turn part.

New 5-axis features include an optimized stepover feature for finishing walls and cylindrical or conical floors that creates a better, more consistent surface finish. New geodesic operations perform straight cuts on end boundaries and improve hole filling to prevent the tool dropping down into open cavities. Other improvements include user-defined tool orientation on lead in and lead out movements, and linked entry feed distance. Multi-axis machining enhancements include better management of 3D containments, improved point distribution, ramp offset for the first pass on roughing cycles, user defined start points for finishing, and tool tilting during helix entries.

Discussing the new release, GibbsCAM President Thorsten Strauß says, *"The launch of GibbsCAM 2024 is an exciting moment for us, our partners, and our customers. It represents a full-year development cycle that includes a data-driven mix of product innovation and customer-driven enhancements. We know that continuing to leverage Sandvik's cutting knowledge and expertise will benefit our customers and enable them to produce products more efficiently than ever before."*

GT-SUITE v2024 Released!

23 October 2023

Gamma Technologies is pleased to announce that the release candidate of **GT-SUITE v2024** is ready for download. We're excited for you to discover all that v2024 has to offer, including:

Native Electric Motor Design with GT-FEMAG

Complete 2D-FE electric motor design and multi-physics analysis is now possible using GT-FEMAG natively within the GT-SUITE environment. This enables system-led electric motor development by integrating the multi-physics finite element models of electric motors within the complex systems in which they are deployed in.

Battery Deep Physics

GT-AutoLion realized a number of significant enhancements, including the ability to model solid-state electrolytes, simulate non-spherical particles, and account for particle size

distribution. AutoLion3D has been enhanced with significant new capabilities, including internal short, nail penetration, and the ability to capture in-plane diffusion effects. The last new capability, called AutoLion4D, is included in the AutoLion3D license and offers battery cell designers the significant capability to capture intracellular effects, such as electrolyte concentration, diffusion, and particle lithiation, in cells with anode overlap.

New Chemical Reactions Product: GT-xCHEM

Significant improvements have been implemented in GT-xCHEM, the next-generation chemical systems simulation solution. Best-in-class solutions from GT-SUITE and exothermia suite have been more tightly integrated into GT-xCHEM for exhaust aftertreatment, evaporative emissions, and chemical systems solutions, such as fuel reformers, cracking catalysts, carbon capture and storage, and general chemical systems. Flexible licensing options, including a new stand-alone option, are available.

Fast & Accurate Underhood CFD Solution

A new fast-running 3D CFD approach to underhood modeling, combining solutions from GT-SUITE and Simerics, is now available. This allows GT users with little to no CFD experience to unlock the power to analyze complex angled heat exchanger systems, with 3D flow effects such as recirculation, in timelines on the order of minutes, not hours or days. Users can continue to work in GEM-3D, GT-ISE, and GT-POST, so there is no need to leave the GT modeling environment.

Accelerated Vehicle Thermal Management Models

A new VTM Fast Running Model converter toolbar has been added to GT-ISE. This new tool is easy to find and use and contains improved user guidance to simplify and accelerate thermal management models. Internal and external subassemblies, as well as two-phase refrigerant systems, are now fully supported. Alongside these developments, heat exchanger and two-phase model computation time has been accelerated, which is a key enabler to deploying complex, physics-based, thermal management systems for electric vehicles in SiL or HiL ecosystems.

Machine Learning Assistant

Exciting new solutions, such as the NARX dynamic metamodel, have been added. With the NARX metamodel, it is possible to train the model using a dynamic system response, using multiple instantaneous plots or Time RLTs and predict the dynamic response of a system to a transient input. These new capabilities allow physics-based models to be supplemented with fast-running data-driven approaches.

Download v2024 & Get the Release Notes to Learn More!

Download v2024 [here](#).

The release candidate is intended for early adopters, and we would love to get your feedback. The main contact for your site will have rights to download the installer. Then please share your questions or feedback at support@gtisoft.com.

To see a list of new features organized by application area, please download the “NewFeatures_v2023” document or view it after installing by clicking File -> Manuals -> Installation_and_Evolution -> NewFeatures.

The official release of **v2024 Build 1**, intended for all users, will be available in **February 2024**.

Please ensure that you have an updated license file to run v2024. Please see the note below and contact licensing@gtisoft.com if you have not yet received yours.

GT-SUITE GUI Licensing Update

Starting with the next GT-SUITE license file that will be issued to your organization, licenses that enable the use of our Graphical User Interfaces (“GUI” – such as GT-ISE and GT-POST) have been updated. These updated keys are valid for GT-SUITE v2021 and newer. Please visit the GT-SUITE GUI Licensing Update webpage for more details. This change is required as part of our ongoing efforts to adopt the latest technologies, ensuring that GT-SUITE remains a robust and high-performance simulation platform. Please contact your Gamma Technologies account executive with any questions.

Introducing EON IntelliScan: The Pinnacle Augmented Reality and AI-driven Learning

19 October 2023

EON Reality, a global leader in AI-powered XR solutions for education and industry, proudly unveils its latest cutting-edge solution: EON IntelliScan. Seamlessly blending artificial intelligence with the expansive world of augmented reality, this revolutionary tool aims to redefine user interaction, learning, and professional training.

About EON IntelliScan

EON IntelliScan is not just another augmented reality product. It represents a paradigm shift in how users engage with both virtual 3D objects and real-world environments. By integrating intelligent image scanning with AI-powered annotations and skill simulation, IntelliScan promises an unparalleled interactive experience for users across various domains.

Key Features of EON IntelliScan

- **AI-Driven Annotations:** Users can capture images of any subject, allowing IntelliScan to map annotations to 3D models or actual spaces seamlessly.
- **Interactive Learning:** EON’s AI avatar offers an immersive breakdown of topics, providing comprehensive step-by-step guidance on standard operating procedures (SOPs).
- **Skill Simulation:** EON IntelliScan includes a Skill Simulator that enables users to practice SOPs with real-time AI-assisted feedback.

- **Geo-Anchored Annotations:** This groundbreaking feature allows annotations to be linked to specific geositions in the physical space, transforming any room into a rich, interactive learning environment.

Use Cases Abound

From engineering students keen to explore engine maintenance procedures to medical professionals mastering intricate surgical steps, EON IntelliScan offers diverse applications. Whether you're in a classroom, workshop, or medical facility, EON IntelliScan is set to revolutionize how knowledge is accessed and applied.

Dan Lejerskar, CEO & Chairman of EON Reality stated, "We at EON Reality have always been committed to pushing the boundaries of what's possible in augmented reality and education. With EON IntelliScan, we believe we're setting a new benchmark for immersive, interactive learning. It embodies our vision of a future where knowledge is not just consumed but experienced."

Lantek launches version v43, focusing on process automation and traceability

16 October 2023

Lantek, a multinational pioneer in the digital transformation of the sheet metal and metal cutting and processing sector, presents a host of new features and advances incorporated in its new Lantek v43 software.

This new update, in addition to focusing on the speed and efficiency of processes, provides automatic and intelligent tools for users' day-to-day tasks, helping them achieve optimal results for the differing manufacturing scenarios found in every type of sheet metal company.

Incorporated in the new version are improvements in manufacturing and inventory management. These increase flexibility when reacting to production circumstances, while keeping traceability under control, strengthening security and optimising processes and material usage.

Juan José Colás, Chief Sales and Marketing Officer of Lantek says, *"With this new version of our software we ensure that our clients get the most out of their machinery and equipment. In addition, we collaborate with them in the digitalization of their manufacturing processes, providing agility, efficiency and control in their daily workflows, guaranteeing the long-term sustainability of their businesses."*

Lantek Expert

The standout new features in Lantek Expert incorporate new options focused on flexibility in the production chain. These streamline programming to automatically apply selected cutting technology across a whole range of nests, creating machining for all the nested parts in the shortest possible time.

This version also includes new options to quickly and easily reassign a set of nests from one machine to another, saving time by accelerating the process and eliminating the need to make repetitive manual adjustments.

For punching machines, a key innovation in Lantek Expert is new special shaped punch technology which facilitates a high level of automation from the import of the drawing to the generation of the CNC file.

Lantek Flex3D

Lantek Flex3D has undergone a significant re-engineering of its key functionalities to optimize performance and improve user experience. The result is a more efficient solution that minimizes execution times and computing resource requirements.

The software focuses on maximizing efficiency, both during the programming phase and in the machine cutting processes. In this way, Lantek Flex3D helps improve productivity by finding ways to reduce or avoid machine downtime. For example, minimizing the potential collisions with the cutting head, thanks to the new automatic holes destruction algorithm.

Additionally, it includes new nesting algorithms that favour a more efficient use of material. Now, it is possible to achieve a “no scrap” target with the application of new machining techniques. This is made possible by joining parts at the end of the tube with micro joints.

Lantek MES and Lantek Integra

Improving workflow on the shop floor remains the primary goal for MES software. Lantek MES and Lantek Integra are designed to allow agile and flexible production planning, optimizing both inventory and the efficient use of resources while maintaining complete traceability at all times and enabling precise control of total costs.

New functionalities, aimed at coordinating manufacturing management with stock control, support a more efficient and responsive production process. This allows companies to meet customer demands effectively and maintain a competitive advantage in the market.

The introduction of intermediate warehouse management in the production process improves the visibility and traceability of ongoing manufacturing, as well as its cost assessment. It also optimizes the workflow of operators in the workshop through precise location of the parts that must be processed in each work centre.

The new version includes a powerful option to reassign the machines from those nested for production to different machines. The new capability automatically applies the necessary machine technology and CNC generation changes. With this advance, users will experience a significant acceleration in production scheduling and optimised workload balancing between machines, making it possible to respond more effectively to any event that happens in the workshop.

The more than 80 improvements incorporated in the new Lantek v43 software allows the company to position its products at a higher level delivering greater visibility and control while facilitating and streamlining production for all its clients.

OpenBOM Achieves SOC2 Type 2 Certification: Ensuring Security and Trust

24 October 2023

Oleg Shilovitsky announced the achievement of SOC2 Type 2 Certification for OpenBOM on the OpenBOM blog. He posted, “As a leading provider of SaaS PLM and PDM solutions, OpenBOM is proud to announce its SOC2 Type 2 certification, marking a significant milestone in the journey towards ensuring the utmost security and trust for its users.”

Read the full post here: <https://www.openbom.com/blog/openbom-achieves-soc2-type-2-certification-ensuring-security-and-trust>

Release Announcement of CADdoctor SX6.1.1

19 October 2023

Elysium released CADdoctor SX6.1.1.

Key Enhancement

Changed support of CAD versions

Import & Export Options	Versions added in SX6.1.1	Supported Versions
CATIA V5 (Standalone) Importer	R33(V5-6R2023)	R10 – R33(V5-6R2023)
NX (Standalone) Importer	2212 Series	UG10 – NX 2212 Series
Creo Parametric (Standalone) Importer	10.0	2000i – Creo Parametric 10.0
Parasolid (Standalone) Importer / Exporter	V35.0	V7 – V35.0
ACIS (Standalone) Importer / Exporter	R33	R6 – R33
STEP (Standalone) Importer / Exporter	AP242 edition3	AP203, AP214, AP242(ed1/ed2/ed3)
JT (Standalone) Importer / Exporter	v10.9	Importer: v6.4 – v10.9 Exporter: v9.0 – v10.9

Sage launches Sage HR integration for Sage 50 to simplify SMBs' business processes

18 October 2023

Sage, the leader in accounting, financial, HR and payroll technology for small and mid-sized businesses (SMBs), announce the launch of Sage HR for Sage 50 in the U.S. and Canada. The industry-first solution delivers powerful integration between accounting, HR and payroll processes, allowing teams to be more agile and keep up with the demands of a modern workforce. The Sage HR integration is available exclusively to Sage 50 customers with a Payroll service plan.

Sage 50 is easily integrated with Sage HR and delivers helpful tools for employees to self-serve whenever and wherever they are through a mobile app. Businesses will be able to effortlessly connect data from various parts of the business to provide a holistic view across the organization while automating HR workflows, onboarding new hires and gaining valuable insights that drive smart people decisions.

“SMBs ability to grow and scale largely depends on their people,” said Aziz Benmalek, Sage President, North America. “Responding to our customers’ needs to help them attract and retain the right talent will help them make decisions that can grow their business. Incorporating Sage HR with the inherent power of Sage 50 will enable SMBs with ease of automation, seamless employee experiences, and a better people management system overall.”

Sage HR for Sage 50 allows businesses to benefit from:

- **Increased collaboration and efficiency** – Sage products that work together and deliver significant time and cost savings for accounting, payroll and HR teams.
- **Smarter people decisions** – Connecting data from multiple parts of the business to gain valuable HR insights that drive more impactful people decisions.
- **Increased agility** – Streamlining separate business processes to increase agility for HR teams to keep up with workforce changes as they come.
- **Engaging employee experiences** – Crafting customized employee experiences and empowering employee journeys with simple self-serve tools.

Sage HR for Sage 50 is now available to customers in the U.S. and Canada.

SAP Debuts New CX Generative AI Capabilities to Enhance Customer Experiences and Boost Business Operations

25 October 2023

SAP SE, a global leader in enterprise cloud solutions, announced new generative AI capabilities across the SAP Customer Experience portfolio, including SAP’s natural-language generative AI copilot Joule.

These new capabilities will help businesses automate time-consuming tasks and quickly analyze data from across the enterprise to gain valuable, actionable insights that deliver more intelligent, personalized experiences for customers.

Unlike other generative AI technologies that only utilize the data found in one siloed system, these new AI capabilities leverage SAP's wealth of experiential and operational data, as well as data from third-party sources, to provide businesses with a holistic view of their customers. Proactive, contextual, AI-powered insights from across the enterprise help organizations optimize business processes and adapt to unique business needs and rapid changes in the market.

"Putting customers at the center of business transformation requires delivering a strong, personalized customer experience with intelligent CX," said Ritu Bhargava, President and Chief Product Officer, SAP Industries and SAP CX, SAP. "These new AI capabilities within the SAP CX portfolio will allow businesses to unlock their full potential, improve customer loyalty, solidify themselves as industry leaders and reap the benefits of generative AI with intelligent CX solutions that have a tangible impact on businesses. These capabilities are the next step in redefining intelligence to deliver a delightful customer experience, effortlessly."

The new capabilities, which include tailored use cases for commerce, sales, customer service and marketing teams, are the next step in delivering intelligent CX and enabling teams to work more effectively and efficiently. This will help ensure customers can deliver exceptional customer experiences that differentiate their businesses, create brand loyalty, deepen customer relationships and ultimately drive profitability. These new capabilities, which can be applied across the entire SAP CX portfolio, include the ability to:

Automate Labor-Intensive Tasks with Curated Role-Based AI Tools

New AI capabilities include more than 10 CX role-based tools that aim to increase productivity and efficiency by automating routine tasks, leaving time for more nuanced aspects of business. For the service team, when a customer issue arises, AI can help summarize the situation and align the team on the problem, provide an overview of customer sentiment, suggest a solution and even track how quickly the issue is resolved. This step increases efficiency, boosting the business' bottom line and giving workers more time to focus on strategic initiatives.

Supercharge Catalog Management and Product Discovery with AI

Catalog health is one of the most arduous tasks for commerce managers. Items that are not tagged properly won't show up in searches and incomplete product recommendations take away from conversions. Commerce managers can ensure high levels of product visibility and discoverability by using the new AI capabilities to review product tags and catalogs, generate and customize product descriptions and help guide customers to the right choice for their needs.

Retrieve Answers in Natural Language with Proactive AI

Using AI to identify and answer customer questions within conversations will free up sales and service teams to focus on more value-adding tasks. For example, a salesperson might receive an e-mail from a customer asking about products. This new capability, intelligent Q&A, reads the e-mail, points out the important questions and gives the salesperson a suggested written response that includes the latest product information.

Surface Customer Profile Intelligence in Context

About 76% of global consumers prefer personalized marketing communications, according to a

recent survey by Emarsys, an SAP company, showing that it is imperative for businesses to have a 360-degree view of their customers. With AI-generated customer profiles supported by the real-time SAP Customer Data Platform, businesses can combine data from all business applications and surface these profiles to customer-facing teams. This holistic view allows workers to quickly understand customer preferences, enabling a more personalized and relevant service. If a customer reports a delayed delivery, front-line workers can use the AI-generated customer summary, which includes information on order histories, previous interactions and preferences, to quickly resolve issues and provide a better customer experience.

“Organizations are looking for a trusted platform technology and AI partner which they can adapt and grow with today as well as thrive with in the future,” said Alan Webber, Program Vice President, Digital Platform Ecosystems, IDC. “SAP’s approach to connecting data across the enterprise, both in SAP systems and beyond, provides a foundation customers can build on for the long term. Furthermore, SAP’s decades-long experience designing business processes from AI can be leveraged to reduce AI’s time to value.”

SAP is also infusing AI capabilities into existing products across the SAP CX portfolio with the ability to:

Fortify Customer Identity and Access Management with AI

The SAP Customer Identity and Access Management solutions are debuting new AI risk-based authentication capabilities. These new functions secure user identity data and help prevent threats by gaining intelligence across all digital properties and brands. Users will have a unified customer view and consent profile, making data connected and adaptable for real-time customer engagements. Providing this level of customer data privacy and security is essential to preserving our customers’ trust. SAP solutions hold our customers’ most sensitive data, so we take this extremely seriously and it remains our top priority.

Create Personalized Content Creation Powered by Generative AI

Using generative AI, the SAP Emarsys Customer Engagement platform gives marketers the ability to create targeted, compelling email content that delivers the right message to the right audience. The SAP Sales Cloud and SAP Service Cloud solutions will also embed two new generative AI capabilities: AI-generated summary and e-mail response generation will help users identify relevant information, have more effective customer interactions and ultimately deliver superior customer service.

Siemens’ company Enlighted adds powerful new AI capabilities for IoT in buildings

26 October 2023

Enlighted, a leading property technology company owned by Siemens, has announced the expanded use of artificial intelligence (AI) in its Location Services solution, and the addition of two new partners to the Enlighted AI partner ecosystem.

Enlighted’s Location Services - a Real Time Location System - tracks the location and movement of assets and badges in buildings, using existing Enlighted intelligent lighting infrastructures. With the introduction of AI machine-learning models, the accuracy of finding assets and

personnel badges is improved to greater than 98 percent, empowering businesses across industries to optimize their operations and better control inventory.

High levels of accuracy are especially critical in healthcare and manufacturing, where understanding exact location is essential for many critical use cases. The enhanced system reduces implementation costs dramatically via existing Bluetooth-enabled lighting control sensors. These AI capabilities build on the existing Enlighted Touchless Workplace solution, an AI-driven mobile app which allows occupants to control workplace temperature.

AI solutions Location Services (RTLS) and Touchless Workplace are part of the Siemens Xcelerator Marketplace, an open digital business platform to accelerate digital transformation.

“Sensors in smart buildings collect an enormous amount of data. AI-based applications are a transformative way for commercial buildings to maximize and use this data, optimizing efficiency while improving the occupant experience,” said Stefan Schwab, CEO of Enlighted. “These new capabilities and partnerships demonstrate that Enlighted is continuously innovating and expanding its offerings with the most advanced technology.”

The Addition of Two New AI Partners

Enlighted has also expanded its partner ecosystem with participants who bring AI applications, machine-learning tools and platforms that extend the value from vast volumes of Enlighted time-series IoT building data.

- Tagnos, a healthcare solution provider, is leveraging Enlighted’s AI generated RTLS location data as part of its Healthcare Orchestration Platform, to drive patient care and asset tracking workflows in hospitals.
- Zan Compute, a smart building systems provider, is using Enlighted’s occupancy data and their own AI analytics to guide necessary cleaning activity, reducing building cleaning costs, and improving occupant experience.

SimScale - NEW Features: Custom Wind Comfort Criteria, Thermal Resistance Networks, Surface Tension, and More!

17 October 2023

SimScale’s Jon Wilde published a blog post announcing the updated features added to the SimScale software in the second quarter of 2023. Jon says, “In Q2 of 2023, SimScale released highly anticipated features and updates to the product, including custom criteria and plots for wind comfort, surface tension for multiphase flow applications, and cylindrical hinge constraint boundary condition.”

Read the full article here: <https://www.simscale.com/blog/new-features-q2-2023-wind-comfort-criteria/>

Trimble Introduces Integrated Precise Point Positioning as a Subscription for Agriculture Applications

26 October 2023

Trimble announced out of the box availability of an integrated Precise Point Positioning (PPP) solution for agriculture applications combining Trimble CenterPoint® RTX and the Trimble NAV-900. This adds greater convenience for customers and a positioning solution that is ready to go, out-of-the-box with a complimentary one-year subscription that can easily be renewed through an annual subscription.

Always-on CenterPoint RTX corrections are now part of a comprehensive subscription solution that is activated within the GNSS receiver. Providing added convenience and cost savings for worldwide agriculture customers, this solution reduces the complexity of dealing with different suppliers, delivering an easier and more seamless way to receive accuracy levels of nearly two centimeters or better.

“This integrated solution gives customers the opportunity to easily see the return on investment of Trimble RTX without risk and features a subscription model that saves customers hassle, time and money,” said Olivier Casabianca, vice president, Trimble Positioning Services.

Included on the Trimble NAV-900 for one full year, this solution gives farmers worldwide the ability to use CenterPoint RTX in real-world conditions. CenterPoint RTX is available via paid subscription opt-in for continued use after the initial 365-day period.

“At Vantage America West, we are always looking for opportunities to help farmers take advantage of precision agriculture technologies,” said Delmna Heiken, business development, Vantage America West, a key distributor of Trimble Agriculture products in North America.

“CenterPoint RTX’s centimeter-level accuracy delivers a host of operational improvements. For instance, driving the sprayer in the same tracks each pass over the field reduces soil compaction in other areas of the field and leaves more stubble standing to capture snow in the winter and reduce wind erosion of our topsoil.”

CenterPoint RTX correction services enable farmers to quickly achieve RTK-level horizontal performance without a local base station, offering greater ease-of-use and freedom to choose how they obtain their corrections data—via satellite L-band or cellular IP—to best fit how and where they work. The corrections are available worldwide through use of GPS, GLONASS, Galileo and BDS-III satellites.

With always-on accuracy, Trimble includes its 24/7 customer care and network monitoring to enable a better customer experience across the business.

Availability

Farmers who purchase a new Trimble NAV-900 guidance controller paired with a GFX display, including the new Trimble GFX-1060™ and GFX-1260™ displays, will receive a full year of activated CenterPoint RTX correction service.

Xometry Integrates Teamspace Collaboration Tool Into Its AI-Powered Marketplace

24 October 2023

Xometry, Inc., the global AI-powered marketplace connecting enterprise buyers with suppliers of manufacturing services, integrated Xometry Teamspace into its AI-powered marketplace. The cloud-based centralized project management software provides project managers and supply chain executives with real-time project visibility, seamless and limitless collaboration on large, mission-critical projects.

Previously in beta with major organizations, including a prominent e-commerce company, a global construction equipment manufacturer and a leading federally funded national research organization, Teamspace helps enterprise companies create resilient supply chains and get their critical projects to market faster. The integrated cloud-based software streamlines what was once an unwieldy process, pulling together the right decision-makers, providing a single window into operations and fostering collaboration on important projects, from custom-part orders to high-volume production runs.

“We’ve built Teamspace from the ground-up with direct input from a number of our largest high-volume customers over the last several months, and their response to this new offering has been enthusiastic,” said Brendan Sterne, Chief Product Officer at Xometry. “Their feedback has allowed us to create a powerful tool that helps our customers streamline their operations, simplify workflows and fortify their local supply chains for their most important projects.”

Among its many features, Teamspace dramatically simplifies quote and order management and drives data-driven decision-making. With Teamspace, users can create an unlimited number of seats per team, invite colleagues from outside of their company, check the status of orders in real-time, easily search by purchase order, part number, quoter and more.