# PLM Weekly Summary

# Contents

# CIMdata News

***CIMdata Publishes "PLM-Enabled Digital Transformation Benefits Appraisal Guide"***
27 August 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the publication of the "PLM-Enabled Digital Transformation Benefits Appraisal Guide" and an associated benefits appraisal and ROI analysis service.

Products continue to become more complex, often with software and electronics driving product functionality and differentiation. Many organizations struggle to understand how to thrive in this evolving reality while providing better products, services, and support to their customers. Complexity goes beyond the product, with more intelligent production environments, as well as in-service operational and maintenance requirements. These are some of the challenges that require organizations to digitalize their business and evolve their current product development, production, and service lifecycle scopes, reuse, remanufacture, recycle, and disposal, to enable true end-to-end lifecycle innovation and optimization.

Today's organizations must be able to optimize their businesses across multiple domains to maximize their overall return on investment. However, the way to measure the benefits and costs for digitalization strategies remains challenging—yet management wants to know what returns they can expect from investing in digitalization-enabling solutions such as product lifecycle management (PLM).

CIMdata has been measuring the potential benefits of PLM solutions for over two decades and helping organizations develop cost models to establish an ROI as well as how the benefits/cost structure changes over time.

*The PLM-Enabled Digital Transformation Benefits Appraisal Guide* contains CIMdata's up-to-date guidance on how to measure benefits and costs associated with any size of PLM-enabled digitalization strategy. The Guide contains 100 pages of concepts, ideas, and detail on how to develop and measure the benefit metrics critical to understanding how well a digitalization strategy will support an evolving business. In addition to the Guide, CIMdata also offers the *PLM-Enabled Digital Transformation Appraisal Workshop*, a benefits appraisal and ROI analysis service that augments the concepts presented in the Guide with an extensive benefits, cost, and ROI modeling tool and expert advice on how to use it to measure and financially justify your digitalization strategies.

Mr. John MacKrell, CIMdata Chairman, stated that "CIMdata has been developing and deploying PLM benefits development and ROI tools for all types of organizations since 1997. Our ROI model continually evolves to reflect changes in how platforms are deployed to support digitalization, and this thinking is reflected in our *PLM-Enabled Digital Transformation Benefits Appraisal Guide*."

*The PLM-Enabled Digital Transformation Benefits Appraisal Guide* is available for purchase for US$1,995. You may find out more about the Guide and CIMdata's PLM-Enabled Digital Transformation Appraisal Workshop by visiting: https://www.cimdata.com/en/online-store/plm-reports/product/51-plm-benefits-appraisal-guide.

*Click here to return to Contents*

*CIMdata to Host a Free Webinar on Using the Aerospace & Defense PLM Action Group as a Model for Industry Collaboration*

25 August 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "The Aerospace & Defense PLM Action Group as a Model for Industry Collaboration." The webinar will take place on Thursday, 24 September 2020, at 11:00 a.m. (EDT) and will last for one hour.

After decades of individual action, key aerospace and defense (A&D) companies decided their common PLM pain points could best be remediated through joint action. These companies came together and formed the A&D PLM Action Group. Their purpose was not to stifle competition and innovation but to shift their spend profiles, increasing resources available for innovation by reducing unnecessary spending on common problems. And to exercise the power of speaking to the PLM solution providers with a single voice.

Over the years, the A&D PLM Action Group has funded and staffed multiple projects resulting in the publication of research reports, direction statements, and position papers. These publications are available to the public and have been downloaded by the thousands via the Group's website ad-pag.com. Project examples include obsolescence management, design chain and supply chain collaboration, the flow of digital product definition from development to manufacture to service, and managing the multiple views of product configuration.

The premise for this webinar is to determine if PLM user companies in other industries experience similar frustrations, and if so, would the cooperative approach adopted by these A&D companies be an appropriate remedy? This webinar will first review the A&D PLM Action Group's mission and operational model. It will then trace the evolution of the Group's project workstreams, review the results achieved to date, and look to the future. Finally, it will offer a guide for self-assessment of whether a similar cooperative approach would work in your industry, along with suggested steps to follow if you have an interest.

Attendees at this webinar will:

Understand that frustrations felt with the slow pace of remediation of persistent PLM pain points are shared across industries.

Understand how persistent pain points and overbalanced spending on PLM sustainment to the detriment of innovation is being addressed successfully by collaboration in at least one major industry.

Learn about the characteristics for determining whether PLM-related collaboration is a suitable approach in your industry and the steps to pursue if it is.

According to James Roche, CIMdata's Director, Aerospace & Defense Practice, and the host for this webinar, "Since its founding, the Group's mission has changed little, but the members' goals have matured and evolved year over year. In the first year, the focus was on research into common pain points. In year two, members began inviting solution providers, as colleagues, to contribute content and review project work products. This engagement evolved into annual joint sessions to discuss strategic topics such as Digital Thread and the protection of intellectual property within the OEMs' supply chains. In subsequent years, the members invited select tier 1 suppliers to participate as full members of project teams, including joint workshops, on topics such as multiple-view bill of materials. The collaboration among the members is impressive and is yielding substantial benefits for the members and PLM solution

providers, as well as the PLM ecosystem overall."

Mr. Roche has 35+ years of experience in transformation and IT enablement of product development and manufacturing processes. Before joining CIMdata, Mr. Roche was a PLM Practice Manager at CSC Consulting and A.T. Kearney. He was also at EDS, where he served as the chief architect for General Motors' global engineering systems and as the head technical negotiator for strategic supplier contracts.

This webinar will be of interest to PLM program and project managers, PLM program planners, product engineering process and tools decision-makers, manufacturing engineering process and tools decision-makers, service engineering process and tools decision-makers, corporate strategic planners, corporate IT planners, PLM software and service providers, and anyone interested in learning more about this topic.

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: https://www.cimdata.com/en/education/educational-webinars/webinar-the-aerospace-defense-plm-action-group-as-a-model-for-industry-collaboration. To register for this webinar, please visit: https://register.gotowebinar.com/register/629001323756947726.

⬆️*Click here to return to Contents*

*Questions and Answers from the recent Putting the SAP-Siemens Partnership in Context webinar*
26 August 2020

CIMdata hosted a timely webinar on the SAP-Siemens partnership. Attendees and questions were plentiful. The answers to the questions we were unable to get to in the webinar are provided in this blog posting.

Read the full blog post at https://www.cimdata.com/en/resources/cimdata-blog/item/14185-putting-the-sap-siemens-partnership-in-context

# Acquisitions

*AVEVA and OSIsoft Combine Accelerating Digital Transformation of Industrial World*
25 August 2020

AVEVA and OSIsoft have announced an agreement for AVEVA to acquire OSIsoft for $5.0 billion.

AVEVA and OSIsoft will combine their complementary product offerings, bringing together industrial software and data management to help customers in industrial and essential organizations accelerate their digital transformational strategies as efficiency, flexibility, sustainability and resilience become increasingly urgent requirements for customers.

OSIsoft's data management software will complement AVEVA's comprehensive end-to-end engineering, operations, and performance offerings. Integrating OSIsoft's PI System into AVEVA's comprehensive software portfolio will create an integrated data foundation that can drive big data, Cloud and AI-driven insights to create meaningful business outcomes for customers. This combination enables AVEVA to grow and diversify the industries it serves as well as continue to expand its footprint in existing and new markets and geographies.

Together, AVEVA and OSIsoft can provide full-stack solutions that span edge, plant, and enterprise deployment models, strengthening AVEVA's position as a global leader in industrial software. With a combined 93 years of operating expertise and experience, they share a history of meeting the rapidly changing and evolving needs of their industrial customers, built on foundations of customer centricity and world-class talent. In addition to sharing a complementary solutions portfolio, this transaction further validates AVEVA's leading position in digitization and IIoT.

OSIsoft's PI System enables customers to collect, normalize, store, and stream real-time, high-fidelity operational data to applications, analytics, and AI and ML platforms. PI System acts as a single system of record for operations data, designed for massive cloud-enabled scale and data sharing across enterprises, and enables insightful operations decision making. OSIsoft works with over 1,000 of the world's leading power and utilities companies, 38 of the Global Fortune Top 40 oil and gas companies, all of the Global Fortune Top 10 metals and mining companies, 37 out of 50 of the world's largest chemical and petrochemical companies and 9 out of 10 of the Global Fortune Top 10 pharmaceutical companies.

Building Stakeholder Value and Improving Sustainability

The complementary product offerings of AVEVA and OSIsoft will allow the combined company to continue to generate significant value for its stakeholders by creating new opportunities for innovation using new and emerging technologies. The two product suites are open and interoperable, and many customers leverage both solution sets today. As a combined entity, AVEVA and OSIsoft can further deliver on their sustainability goals, driving significant benefits and value for their customers. With broader, deeper scale and scope to lead the digital transformation of the industrial sector, the combined company will drive greater efficiencies and sustainability for many diverse essential industries, including consumer packaged goods (CPG), pharmaceutical, water and wastewater, and utilities, creating strengthened product offerings.

Commenting on the agreement, Craig Hayman, CEO of AVEVA, said: "Combining AVEVA and OSIsoft is yet another significant milestone in our journey to achieving the ambitious growth goals that we have set. This will not only help us serve existing customers better but also open the flood gates to new opportunities which will accelerate the delivery of our digitization vision. Data has been enabling organizations to more effectively determine the cause of problems by allowing them to visualize what is happening in different locations, departments and systems.  This agreement will enable our customers to improve business processes as well as eliminate inefficiencies. We are extremely proud to be moving into the next chapter with an even stronger solutions portfolio as well as an ever-increasing and robust customer base which continues to make us leaders in our sector."

OSIsoft founder and CEO Dr. J. Patrick Kennedy added: "Joining forces with AVEVA enhances and extends our ability to deliver on our key commitments to our customers, partners and employees. Together we will be better able to service the largest digital transformation projects in history, including across industry 4.0+ and IIoT. AVEVA's interest in OSIsoft is a testament to our talented team, and the extraordinary value of the PI System as the real-time streaming data infrastructure that powers the industrial world. Today's announcement is the culmination of a thoughtful search for a respected organization that would mesh with our own strong mission- and customer-driven culture.  The next chapter in PI's fifth decade will be exciting for our employees and customers, and I look forward to my continued involvement in my new role as the largest individual shareholder in the combined company and as Chairman Emeritus to ensure we realize the full benefits of this transaction."

# Company News

***Altair Joins Avicenna Alliance to Support Simulation-based Development of Medical Breakthroughs***
25 August 2020

Altair, a global technology company providing solutions in product development, high-performance computing (HPC), and data analytics, has joined the Avicenna Alliance, an international consortium committed to the use of simulation to enable faster and more efficient development of new medicine and healthcare solutions.

"It's time to take healthcare development into the digital age. We are excited about the opportunity to make a positive contribution to the work of the Avicenna Alliance, which offers the prospect of more affordable, effective, and efficient delivery of new diagnostics, medicines, and medical devices," said James Scapa, founder and chief executive officer of Altair.

Traditionally, development of new medicines and medical devices has involved extensive testing on people, and often included major investments in products that ultimately fail. Even when successful, the process is lengthy and expensive. In contrast, computer-based simulation facilitates intelligent use of historical data and early identification of the efficacy of proposed treatments. In addition, as a result of the work done by Altair and other members of the Avicenna Alliance, the ethical and logistical challenges of testing experimental drugs on large numbers of people are minimized or eliminated.

Established in 2016, the alliance brings together stakeholders in industry, government, and academia to promote the benefits of 'in silico' medicine to overcome the prohibitive costs and delays often associated with conventional pharmaceutical trials, testing, and medical device development.

Altair will bring its expertise and experience in advanced simulation and data analytics to the pioneering work of the Avicenna Alliance. Notably, this includes promoting governments worldwide to recognize and support 'in silico' medicine, and seeking to establish a common, standardized framework for this compelling approach to healthcare delivery.

"The need for faster development of innovative healthcare solutions has never been more apparent. We warmly welcome Altair as a new member of the Avicenna Alliance," said Thierry Marchal, Secretary General of the Avicenna Alliance. "In particular, we look forward to the valuable insight Altair can offer in terms of applying advanced simulation and data analytics to rapidly resolve the most complex scientific challenges."

*Click here to return to Contents*

***Ansys Achieves Certification of its Multiphysics Solutions for TSMC 3nm Process Technology***
25 August 2020

Ansys achieved certification of its state-of-the-art multiphysics signoff solution for TSMC's most advanced 3nm process technology. This enables mutual customers to satisfy key power, thermal and reliability requirements for the world's largest AI/ML, 5G, HPC, networking and autonomous vehicle

chips.

Achieving power integrity and electromigration (EM) reliability for 3nm process technology remains a challenging signoff milestone. Traditional discrete EM and voltage-drop methodologies are no longer sufficient for signoff of the 3nm process, which integrates billions of transistors and delivers tremendous power and performance on a single die. 3nm requires a comprehensive power integrity, thermal integrity, and reliability analysis platform that Ansys delivers with Ansys RedHawk-SC and Ansys® Totem™.

The certification of RedHawk-SC for TSMC N3 process encompasses power network extraction, power integrity and reliability, signal EM, thermal reliability analysis for self-heat, thermal-aware EM and statistical EM budgeting. Redhawk-SC will analyze huge 3nm network designs by leveraging the elastic compute, big-data analytics and high capacity of its underlying Ansys® SeaScape™ infrastructure. Totem is similarly certified for transistor-level custom designs.

"We're pleased with the result of our latest collaboration with Ansys in providing multiphysics design solutions on TSMC's most advanced 3nm process technology to help our mutual customers address the design complexity and technical challenges," said Suk Lee, Senior Director of the Design Infrastructure Management Division at TSMC. "This joint effort combining Ansys' cutting-edge solution and TSMC's advanced process helps our customers unleash their silicon innovations for next-generation 3nm chipsets that will power many applications."

"The latest certification continues Ansys' close collaboration with TSMC to pioneer solutions for our joint customers," said John Lee, vice president and general manager, Ansys. "Ansys' broad range of multiphysics simulation and analysis technologies — from chip-level to system-level — makes us ideally placed to enable larger designs with lower power requirements for AI/ML, 5G, HPC, networking and image processing applications."

***AVEVA Prioritizes Cloud Strategy in Order to Respond to the Demands of The New Normal***
26 August 2020

AVEVA unveiled 'Cloud-First', a key component of its long-term software portfolio strategy to focus on providing core services in the cloud to ensure high uptime and availability, user management and the flexibility to try new solutions. The strategy includes the introduction of scenario-driven integration between products for rapid time to value.

As part of this strategy, AVEVA has also announced significant new advances to its industry-leading cloud platform, AVEVA Connect -  AVEVA Unified Engineering and AVEVA Insight Guided and Advanced Analytics. These new solutions, accessed in the cloud, reduce total cost of ownership, help users to improve efficiency and enable decision support with infused industrial Artificial Intelligence (AI).

Designed to securely host AVEVA software solutions in the cloud, AVEVA Connect already enables more than 1,900 customers and over 25,000 users to access multiple products from one platform with a single sign-on. Connecting teams, data and processes in the Cloud is a key differentiator for AVEVA today given the changes in working patterns, the massive amounts of data being generated by industries and the need to bring many disparate processes together via one source. It facilitates improved user management across all assets as well as the capability to monitor usage of subscription credits across the

entire AVEVA software portfolio.

"The new normal has required a shift in business focus and imperatives," said Ravi Gopinath, Chief Cloud Officer and Chief Product Officer, AVEVA. "Moving forward, businesses will witness reduced capital investments, changing working processes, a heightened need for visualization tools and much greater agility and responsiveness across the value chain to minimize value leaks and optimize production to maximize profit opportunities. Organizational focus has shifted to demand increased flexibility, much more real time collaboration, intelligent applications and a more streamlined user experience. AVEVA Connect will serve as a 'one stop shop' for all these requirements."

New AVEVA Connect Solutions delivering Improved Efficiencies for Industrial Organizations
AVEVA Unified Engineering, breaks down the silos to deliver a collaborative data-centric environment with a single source of accountability across the engineering lifecycle. Multi-discipline teams across owner operators and EPCs can now collaborate to execute greenfield and brownfield projects with high traceability in a secure cloud environment that can be set up in days to accelerate time to value and reduce total installed cost. The AVEVA Insight Guided and Advanced Analytics are now available in the Cloud for advanced pattern recognition to augment automated analytics and condition monitoring. The solution offers a quick time to value enabling customers to start on a predictive analytics-based Asset Performance strategy without the need for complex modelling or data science. This solution allows the user to create easy-to-deploy models targeting specific assets, providing reliable anomaly detection with minimal configuration

AVEVA's Cloud-First Strategy to Cater for Demands of the New Normal
From operating information analysis and low-code application development to complex engineering visualization, AVEVA Connect's functionality allows easy trials for new capabilities. This will enable customers to benefit from the latest, most innovative products available, all accessed via the cloud.

'Cloud-First' includes the introduction of scenario-driven integration between products for rapid time to value. Later this year, AVEVA will also introduce software development kits to enable partners to provide their solutions within the AVEVA Connect platform in order to increase the range of capabilities available to customers.

"The shift to the cloud isn't a matter of choice but something that must aggressively be pursued. The tremendous advantages of deployment and ownership costs, the ability to flexibly consume purely based on need and the removal of localized barriers to allow unprecedented levels of work efficiency and collaboration mean that we will continue to add to the rich domain content of our portfolio, because this is not just about technology, but about the realities and specifics of our customer's business," concluded Ravi Gopinath, Chief Cloud Officer and Chief Product Officer, AVEVA.

***Cadence Digital and Custom Flows Achieve Certification for TSMC N3 Process***
25 August 2020


Cadence Design Systems, Inc. announced that its digital full flow and custom tool suite has been optimized for TSMC's 3nm (N3) process technology. The Cadence® tools have achieved the latest Design Rule Manual (DRM) and SPICE certification for TSMC's N3 process. These innovations assist in driving and delivering next-generation mobile, AI and HPC applications, developed on the N3 process technology, with innovative reference flows and methodologies. Cadence and TSMC continue to work closely with customers on production designs on TSMC's advanced-process technologies.

The certified tool suites support the Cadence Intelligent System Design™ strategy, enabling customers to achieve SoC design excellence. Cadence's integrated digital and custom flow is fully convergent and all tools work together seamlessly. Customers can download the corresponding N3 process design kit (PDK) to begin design projects now. To learn more about the Cadence advanced-node solutions, visit www.cadence.com/go/adnnodesolspr.

N3 Digital and Signoff Tool Suite Certification

The Cadence integrated digital full flow has been updated and certified for use on TSMC's N3 process technology. The flow features enhanced physical optimization and timing signoff closure. It includes the Innovus™ Implementation System, Liberate™ Characterization, Liberate Variety™ Statistical Characterization, Quantus™ Extraction Solution, Tempus™ Timing Signoff Solution, Voltus™ IC Power Integrity Solution and Pegasus™ Verification System. Additionally, the Genus™ Synthesis Solution and its predictive iSpatial technology is enabled for these process technologies for mobile, AI and hyperscale designs.

The Cadence digital suite and available reference flows help customers achieve better power, performance and area (PPA) while designing on TSMC's N3 process. Some of the tool suite enhancements that enable customers to successfully design mobile, AI and HPC systems with improved PPA include, improved extraction accuracy, updated routing rules, accurate LVF-generation during characterization and robust support of advanced coloring.

N3 Custom Tool Suite Certification

The Cadence custom tool suite has been certified on TSMC's N3 process. The certification includes the Virtuoso® Custom IC design platform, consisting of the Virtuoso Schematic Editor, Virtuoso Layout Suite and Virtuoso ADE Product Suite, the Voltus-Fi Custom Power Integrity Solution, and the Spectre® Circuit Simulation Platform, which includes the Spectre X Simulator.

Cadence has continuously improved its custom design methodologies and capabilities within the Virtuoso Advanced-Node Platform for use with TSMC's advanced-process technologies. Customers continue to achieve better custom design throughput versus traditional design methodologies using the advanced capabilities within the Virtuoso platform. Custom enhancements for TSMC's N3 process technology include expanded 3nm design rule support, custom digital color remastering, enhanced analog cell support, additional productivity improvements with an enhanced device-level P&R flow and a front-to-back legacy-node design migration flow.

"By continuing to extend our collaboration with Cadence, we're providing support for our customers that are designing the next generation of mobile, AI and HPC systems using our latest N3 process," said Suk Lee, senior director of the Design Infrastructure Management Division at TSMC. "Our latest work enables our customers to design with the tools, benefitting from the significant power and performance boost of TSMC's 3nm process technology and to quickly launch their new product innovations to market."

"We've continued to work closely with TSMC to enable our customers to take advantage of the most advanced technologies required to support today's emerging mobile, AI and HPC applications," said Dr. Chin-Chi Teng, senior vice president and general manager of the Digital & Signoff Group at Cadence. "Based on latest N3 certification from TSMC and our joint successes with customers on N7 and N5 designs, customers are now evaluating our digital reference flow on TSMC's N3 process technology to take their designs to the next level."

*DXC Technology Onboards 500 Women New Hires in a Single Day*

27 August 2020

DXC Technology announced that it has onboarded 500 women hires in a single day in India. The new women joiners come from leading institutes and engineering campuses across India to begin their professional careers across a variety of technology disciplines with DXC.

DXC in India has hired approximately 5000 campus graduates this year and 50% of them are women. The company continues to invest in campus relationships and has plans to increase the number of graduate hires next year with the aim to ensure the right representation and talent pool required to serve customers.

DXC's hiring practices reflect the company's commitment to promoting a diverse and inclusive corporate culture. By hiring women employees to create a healthy gender balance, DXC is cultivating an inclusive environment where all employees are rewarded for superior performance and recognized with equal opportunities for growth.

"DXC is proud to welcome these young people and future technology leaders to our team. We strongly believe that an inclusive culture powers better business results. As diversity is one of the cornerstones of our growth strategy, our future success depends on how we leverage our collective and diverse talents and strengths," said Lokendra Sethi, vice president and India Human Resources leader, DXC.

"DXC's diversity charter is core to its success. We are committed to building our future by collaborating with the right talent and furthering a culture which rewards diverse strengths and merit. Bringing on board 500 skilled women colleagues in a single day reinforces our belief in the value of diversity," said Nachiket Sukhtankar, managing director, India, DXC.

*Click here to return to Contents*

*HCL Opens First Innovative Cybersecurity Fusion Center in Europe*

27 August 2020

HCL Technologies (HCL), a leading global technology company, announced the opening of its first European Cybersecurity Fusion Center (CSFC) in Gothenburg, Sweden. HCL's CSFC is a state-of-the-art security operations and response facility, integrating multi-domain security teams, processes and cutting-edge analytics enabling organizations to detect threats faster and resolve incidents efficiently. The Gothenburg CSFC further strengthens HCL's global innovation drive, adding to the cybersecurity capabilities of its existing network of five CSFC's across North America and Asia.

The rapid shift to remote working for many organizations, due to the COVID-19 pandemic, has led to the emergence of new threats, forcing IT teams to rewrite their security playbooks. Powered by HCL's innovative Dynamic Cybersecurity Framework, the CSFC addresses these needs through the capability to analyze millions of events per second.

Maninder Singh, Corporate Vice President, Cybersecurity Services at HCL Technologies said, "Cybersecurity is a key focus for HCL, as it plays a vital role in enabling organizations to transform in a rapidly evolving world where new-age applications, cloud and IoT are defining the future digital enterprise. Our CSFC's enable this by defending organizations' digital assets and the Gothenburg Center is perfectly placed to effectively meet the most complex needs of our global customers."

Apart from simply monitoring and alerting, HCL's CSFC also resolves and remediates incidents. It will help European organizations comply with local regulations concerning data sovereignty.

The Gothenburg CSFC holistically monitors IT, Internet of Things, Industrial Internet of Things and factory operational technology environments. It uses insights from multiple cyber threat intelligence sources for proactive targeted threat hunting. The Gothenburg CSFC will also be armed with the state-of-the-art Security Orchestration and Automation Platform (SOAR), providing high-quality cyber defense capabilities to customers.

"It's fantastic to see a leading global technology company like HCL choosing our city as the ideal home for its top cybersecurity talent," said Patrik Andersson, CEO, Business Region Göteborg. "HCL's commitment to creating more career opportunities and attracting even more skilled workers from other countries will be a major benefit to the local business community."

"A strong track record of providing cybersecurity, governance, risk and compliance services as HCL does is key to creating trust in times of digital servitization," said Jan Horsager, Research Director at IDC Nordic. "It is positive to see HCL strengthening its offering by adding regional coverage from Europe as well as expanding both security capabilities and technology innovation."

*Click here to return to Contents*

***Lantek increases its client base in the first half of 2020, reaching a global total of 24,800.***
25 August 2020


Lantek is a multinational company that focuses on the development and commercialization of CAD/CAM/MES/ERP software and is a pioneer in the digital transformation of companies in the sheet metal sector. It has consolidated its leadership in national and international markets, with an increase in its client portfolio in the first half of 2020. This translates into over 1,100 new clients for the company.

This growth brings the total to 24,800 clients and sees Lantek reach a new milestone. This is a considerable achievement when one considers that it has happened during a period marked by the COVID-19 pandemic and the strict measures taken by many countries to combat it. These restrictions resulted in productive activity in the sheet metal transformation industry being paralyzed or, at best, significantly slowed down.

"We're incredibly pleased with the response to our new version, Lantek v2020, in the market and the trust that our clients are putting in us to maintain their businesses continuity and make progress in their digital transformation," explains Juan José Colás, sales and marketing manager at Lantek. "We mustn't forget that these results are fruit from the effort made by the vast Lantek family, both employees and partners, who have, once again, proven their professionalism and full cooperation, adapting to the exceptional circumstances imposed by the pandemic."

In terms of the regions where a greater number of clients has been recorded in the first half of the year, Asia stands out with China and Korea in the lead; followed by Europe, where countries in Northern and Eastern Europe have played a special role. Western Europe has maintained robust growth, regaining some drive especially over the last two months while, in the USA Lantek has added new clients with significant solutions and projects.

Lantek at full capacity

Following the impact of coronavirus, market uncertainty is prevalent and the sheet metal sector is no exception. Faced with this situation and the conditions imposed by the 'new normality', Lantek is

providing its clients with solutions the best way it knows how: adapting so that business never stops and production keeps increasing.

With this in mind and coinciding with the recent launch of Lantek v2020 under the slogan 'Never stop', the company wants to highlight its commitment to its clients, offering to collaborate with them across their whole business so that it never stops.

Now, there is growing popularity for remote working. Lantek has followed this trend allowing both its workers and its clients to keep operating, connecting from wherever they are located. Its new 2020 version has been prepared for all eventualities and is ready for operation in various virtualization scenarios so that employees in a client's technical and commercial offices can keep using Lantek products remotely, using the innovations included in the Lantek 360º cloud platform.

Lantek is committed to providing its full range of services to enable its clients to optimize productivity at any time and from anywhere. "Using technological advances to the full is part of the smart production philosophy. Clients demand this type of service and Lantek is always up to providing it," stresses Juan José Colás.

***PROS Recognized for Artificial Intelligence Innovation in SalesTech with 2020 AI Breakthrough Award***

26 August 2020

PROS®, a provider of AI-powered solutions that optimize selling in the digital economy, announced that it has been selected as the winner of the "Best AI-based Solution for Sales" award in the 2020 AI Breakthrough Awards program conducted by AI Breakthrough, a leading market intelligence organization that recognizes the top companies, technologies and products in the global Artificial Intelligence (AI) market today.
Built on an AI-platform, PROS solutions effectively leverage AI to drive business value through outcomes like more personalized and profitable pricing and product offers, leading to more sales and customer satisfaction. The comprehensive suite of PROS selling solutions provide tools that automate sales tasks such as lead generation, quoting and pricing.
"Digital transformation is driving a massive shift in how businesses engage customers, sell products and services, and create a better buyer experiences, and AI is perhaps the most promising new technology in this shift," said James Johnson, managing director, AI Breakthrough. "As AI becomes a central pillar of the sales and customer experience, PROS innovative investment in AI is at the forefront in this area, already driving impressive results and value to their customers. We extend our congratulations to the team at PROS and are thrilled to present to them our 'Best AI-based Solution for Sales' award for 2020."
The mission of the AI Breakthrough Awards is to honor excellence and recognize the innovation, hard work and success in a range of AI and machine learning related categories, including AI platforms, Deep Learning, Smart Robotics, Business Intelligence, Natural Language Processing, industry specific AI applications and many more. This year's program attracted more than 2,750 nominations from over 15 different countries throughout the world.
PROS aligns to customers' needs in three critical areas: AI-powered capabilities to support digital transformation and transition to digital selling models, better capacity to consume PROS services through a services architecture delivered through the cloud and the enhanced ability to deliver business insight through AI and Data Science – including the ability to allow a customer to implement their own

machine learning models within PROS framework.

"PROS AI-powered technology helps our customers overcome selling challenges," said Loretta Faluade, Solutions Strategy Director at PROS. "With an AI-based approach that helps automate processes within the sales cycle, PROS is empowering businesses to effectively learn from customer behaviors and better understand their needs and preferences, ultimately leading to a significantly improved customer experience. We are proud to receive this 2020 AI Breakthrough Award in recognition of our innovative use of AI as we power commerce in the new digital economy."

*Click here to return to Contents*

### *SAP Runs SAP: Our Transformation to SAP S/4HANA*

24 August 2020

"Our move to SAP S/4HANA is more than a technological core transformation, but a true business transformation."

– Christian Klein, CEO of SAP SE

Over the past 10 years, cloud technology has redefined entire industries and changed how companies run their day-to-day businesses. Moving from purchasing annual contracts to paying on a monthly or quarterly basis, customers are choosing subscription- or consumption-based models.

And with our own industry shifting toward the cloud, SAP requires higher levels of flexibility and agility.

Our move to SAP S/4HANA was key in responding to these changes and laying the foundation for our overarching transformation to the Intelligent Enterprise. SAP's legacy enterprise resource planning (ERP) system was designed for handling massive contracts and annual maintenance renewals and not equipped for today's business models. We made a long-term commitment to fully become a cloud company and adopt SAP standard solutions — our ultimate goal is to move to SAP S/4HANA Cloud.

End-to-End Integration and Process Simplification

With SAP S/4HANA and the SAP Customer Experience portfolio as our main architecture pillars, SAP is maintaining a hybrid landscape. Major processes such as lead-to-cash start in SAP Customer Experience, residing purely in the cloud, and fuel SAP S/4HANA on premise to manage invoicing and core financial processes.

Technically speaking, SAP S/4HANA is our digital core, hosting all our financial processes — starting from contracting, core finance, order to cash, and procure to pay. It integrates our core with internal products such as SAP Customer Experience, SAP Marketing Cloud, and procure-to-pay: SAP Fieldglass, SAP Concur, and SAP Ariba solutions, along with human resource (HR) with SAP SuccessFactors solutions. With SAP S/4HANA, we can leverage all integration points end-to-end.

Furthermore, SAP S/4HANA allows us to simplify and streamline our financial processes and reduce complexities.

Implementation Approach

In conversations with customers, I am often asked how we implemented SAP S/4HANA at SAP. In general, there are two main approaches. Greenfield describes a project from scratch, with no prior development work, which allows the business transformation to drive the approach. Brownfield — or as we call it at SAP, conversion — is a technical approach we used in converting the legacy ERP system to

SAP S/4HANA. Building on top of given structures, it drives simplification of business processes along the implementation life cycle and results in the targeted business transformation.

We have used both approaches. When we integrated SAP Concur software into the SAP landscape, we went with greenfield. We also did that for SAP's corporate ERP system, where we went for a complete conversion from SAP ERP Central Component 6.0 to SAP S/4HANA in one go. Leveraging the brownfield approach in our move to SAP S/4HANA allowed us to drive transformational elements step-by-step in parallel with the conversion. It enabled us to take a quick technological step into SAP S/4HANA, carve out the process simplifications, and handle them separately in the respective process areas.

Both approaches are suitable for implementing SAP S/4HANA. They truly depend on a company's situation in terms of process simplification, maturity of digitalization, and the desire to drive a full business transformation.

Post-Implementation Perspectives and Benefits

The conversion to SAP S/4HANA brings new perspectives for business capabilities, which we are introducing based on standard functions. With SAP S/4HANA, for example, we have now enabled end-to-end solutions for the areas of contract to revenue, spend management, and core finance. Importantly, the switch to SAP S/4HANA has inevitably resulted in a business process transformation, with a focus on incorporating new technical and innovative features.

Automation: New intelligent robotic process automation scenarios allow us to limit the number of manual activities.

Innovation: Scenarios based on machine learning and artificial intelligence (AI) are being introduced and we are collaborating with SAP Product Engineering to integrate these features into SAP standard solutions.

End-to-end integration: Integration is an important topic based on customer feedback. SAP S/4HANA has been integrated at the core of our internal enterprise architecture and in most of our end-to-end systems.

Process simplification: SAP S/4HANA is instrumental in our reduction of process and business complexities.

Prior to the conversion, we identified roughly 3,000 modifications in our legacy ERP system. With the conversion, we reduced the number to about 1,500. To be committed to that change was a big decision for SAP, as it effects many lines of business and takes time and budget. The impact must be transparent to all and cannot be underestimated. Our recent upgrade to the newest release of SAP S/4HANA has further reduced that number, and we are committed to eliminate all modifications step-by-step to fully run on SAP standard solutions.

A critical element in my role as CIO of SAP is the total cost of ownership (TCO) of a solution. By having a series of single applications serving the end-to-end process as opposed to several different applications serving the same process, we accomplished a significant reduction in our TCO.

COVID-19 and the Impact of SAP S/4HANA

We are experiencing current situation together. The entire world continues to be heavily impacted by the current pandemic, and we can only guess the long-term economic effects. However, many companies already feel the immediate repercussions as they struggle to pay their bills.

With SAP S/4HANA, we recently introduced an exception handling framework to our cash collections

processes. The exception framework functions as a notification tool and can drastically improve approval time in processes where payments need to be postponed. While we are not solving the economic fallout for our customers, it does illustrate how reduction of business complexity driven by technology can have a positive impact in times of crisis.

In summary, SAP S/4HANA offers a consistent, intelligent ERP solution across cloud and on-premise deployment models, unlocking new levels of performance within our entire organization. It delivers the industry depth we need, and the cloud benefits we want. This enables us to predict and act in real time, delivering the ultimate customer experience. Moving to SAP S/4HANA is so much more than a technological transformation; it is an overarching and fundamental business transformation.

The move to SAP S/4HANA is a transformational journey. And I hope that sharing our experience will help you to gain insightful perspectives for your own organization. Innovation and cloud technology demand flexible business models and SAP S/4HANA is a powerful companion to take that next step.

*Click here to return to Contents*

### Synopsys Collaborates with TSMC to Accelerate 3nm Innovation, Enabling Next-Generation SoC Design

25 August 2020

Synopsys, Inc. announced that TSMC has certified Synopsys' digital and custom design platforms for TSMC's 3-nanometer (nm) process technology. This certification, based on TSMC's latest design rule manual (DRM) and process design kits (PDKs), is the result of an extensive collaboration with rigorous validation to deliver design solutions for optimized power, performance, and area (PPA), which accelerate the path to next-generation designs.

"We're pleased with the result of our multi-year collaboration with Synopsys in delivering platform solutions on TSMC's advanced process that help our mutual customers achieve silicon innovations benefiting from the significant power and performance boost of our 3nm process technology and quickly launch their new product innovations to market," said Suk Lee, senior director of the Design Infrastructure Management Division at TSMC. "Certification of the Synopsys design solutions enables our mutual customers' designs to be implemented on TSMC N3 process with high confidence for optimized PPA."

Through a close collaboration with TSMC, Synopsys developed key enablement features and new technologies to ensure full-flow correlation from synthesis to place-and-route to timing and physical signoff for TSMC's N3 processes. Synopsys' Fusion Compiler™ RTL-to-GDSII solution and IC Compiler™ II place-and-route solution have been enabled with extended support of TSMC's N3 process. Synopsys' Design Compiler® NXT synthesis solution has been enhanced to enable designers to take full advantage of TSMC's 3nm technology, delivering improved quality of results (QoR) and tighter correlation to Synopsys' IC Compiler™ II place-and-route solution using a new, highly accurate approach to resistance and capacitance estimation. The PrimeTime® signoff solution supports the advanced multi-input switching (MIS) for accurate timing analysis and signoff closure. Additionally, Design Compiler NXT is enabled for TSMC N3 process for both HPC and mobile designs.

To optimize some of the special features with the TSMC 3nm process technology, the Synopsys digital design platform has been enhanced to support pin density aware placement and global route modeling for better routing convergence on standard cell pins, concurrent legalization and optimization (CLO) for faster timing convergence, a new cell map (cell density) infrastructure to maximize available white

space to improve PPA, interconnect optimization by auto generating via pillar structures and partial parallel routing for HPC design, and power-aware mixed driving strength multi-bit flip flop optimization for low-power designs.

In the Synopsys custom design platform, Custom Compiler has been enhanced to accelerate the implementation of 3nm analog designs. These enhancements – co-developed with and validated by early 3nm users, including the Synopsys DesignWare® IP team – reduce the effort to meet new design rules and other 3nm technology requirements. The Synopsys HSPICE®, FineSim® and CustomSim™ simulation solutions deliver enhanced turnaround time for TSMC 3nm designs and provide signoff coverage for TSMC 3nm circuit simulation and reliability requirements.

"Our collaboration with TSMC on highly differentiated solutions for its advanced 3nm process technology allows customers to begin designing their increasingly complex SoCs with greater confidence," said Charles Matar, senior vice president of System Solutions and Ecosystem Enablement for the Design Group at Synopsys. "The result of our collaboration enables designers to take full advantage of the significant power, performance, and area improvements of an advanced EUV process, while accelerating the innovation for their differentiated SoCs."

### TCS Sweeps Up 18 Stevies at 2020 Great Employers Awards

26 August 2020

Tata Consultancy Services, announced that it won 18 Stevies® at the 2020 Great Employers Awards. TCS was recognized with six Gold Stevies, eight Silver Stevies and four Bronze Stevies for achievements in the United States, Canada, and India.

The Stevie awards recognize TCS' human resources, talent development, corporate social responsibility (CSR) and business practices focused on attracting and retaining the best talent to build a global, diverse workforce. They also reflect the priority TCS places on providing a safe, stimulating environment that is flexible, nurtures social interaction, fosters innovation, and builds a result-oriented, high-performance culture.

In the United States, TCS was recognized for its industry-leading job creation across the country and HR practices that include employee onboarding, talent development, training, and engagement. TCS' leadership in talent development and use of technology amid the pandemic to deploy purpose-driven learning tools for thousands of North American employees, including physical bootcamps and certifications, enabled career transformations, while providing donations to charities fighting COVID-19 for every hour invested.

TCS Canada was praised for its robust CSR strategy that empowered 50 percent of all Canadian employees to participate in more than 4,000 hours of volunteering. This included the mentoring and training of almost 100 school teachers as part of goIT – TCS' flagship community engagement program that provides more than 2,000 K-12 students with hands-on coding, robotics and design projects aimed at inspiring an interest in technology careers.

Furthermore, TCS was recognized with a Silver Stevie for the Most Innovative Work-From-Home Plan, given its swift transition in the wake of Covid-19, to a resilient and adaptable working model utilizing TCS' Secure Borderless Workspaces™ (SBWS™) framework. Within a matter of three weeks, SBWS enabled over 95 percent of TCS' employees to work from the comfort of their homes, ensuring business

continuity for customers. This has now become the preferred operating model for customers looking to take full advantage of their talent ecosystem to maximize business opportunities. SBWS goes beyond infrastructure and cyber security and encompasses key elements such as talent management, employee engagement, processes, governance mechanisms, and collaboration and engagement practices.

TCS won the following awards:

Gold Stevie - Most Innovative Use of HR Technology During the Pandemic – TCS United States

Gold Stevie - Achievement in Certification Programs – TCS Canada

Gold Stevie - Achievement in Machine Learning and AI – TCS Canada

Gold Stevie - Best CSR Strategy – TCS Canada

Gold Stevie - Onboarding Team of the Year - TCS United States

Gold Stevie – Achievement in Recruitment – TCS United States

Silver Stevie - Most Innovative Work-From-Home Plan – All Other Nations - TCS' Swift Transition to Remote Working Leveraging its Secure Borderless Workspaces™ Model - TCS India

Silver Stevie - Employer of the Year - Computer Software - More Than 250 Employees - TCS United States

Silver Stevie - Achievement in Diversity and Inclusion - TCS United States

Silver Stevie - Achievement in New Employee Onboarding - TCS United States

Silver Stevie - Achievement in Performance Management - TCS United States

Silver Stevie - Achievement in Recruitment – TCS Canada

Silver Stevie - Most Valuable Employer – TCS North America

Silver Stevie - Most Valuable HR Team – TCS United States

Bronze Stevie - Most Innovative Work-From-Home Plan - TCS United States

Bronze Stevie - Best Use of Games and Simulations for Learning - TCS Canada

Bronze Stevie - Engagement/Happiness Team of the Year - TCS United States

Bronze Stevie - Most Innovative Workplace Redesign - TCS United States

"In the wake of COVID-19, TCS has worked tirelessly to ensure business continuity, talent development and employee safety, and remains committed to helping power many of the world's most mission-critical industries," said Surya Kant, Chairman – North America, TCS. "The 18 Stevie Awards are a reflection of our dynamic human resources and business strategies that engage employees across all levels of the organization to build and harness a diverse culture of openness, performance, learning, growth and community outreach."

"In the fifth edition of the Stevie Awards for Great Employers, the judges were impressed by the Stevie winners who - during the crises we've confronted this year - continue to dedicate each day to making the lives of their employees and teams better through training, software, work-from-home plans, and more. We are pleased to celebrate them in 2020 and look forward to what they will accomplish in 2021," said Maggie Gallagher, President, Stevie Awards.

The Stevie Awards for Great Employers recognize the world's best employers and the human resources professionals, teams, achievements and HR-related products and suppliers who help to create and drive great places to work. More than 700 nominations from organizations of all sizes were submitted across a wide range of HR-related categories and included 90 professionals worldwide participating in the

judging process to select this year's Stevie Award winners.

⬆️ *Click here to return to Contents*

# Events

***Synopsys, Customers and Partners Present the Latest Innovations in Embedded Processor Solutions at the Synopsys ARC Processor Virtual Summit***

25 August 2020

Synopsys, Inc. will host the ARC® Processor Virtual Summit, a free two-day virtual event focused on the latest technologies and trends in processor IP, software development, and programming tools optimized for embedded designs. The ARC Processor Virtual Summit brings together Synopsys experts, users and ecosystem partners to discuss the most recent trends and product innovations in ARC-based processor solutions.

Featured Keynotes

Frank McCleary, Associate Partner at Porsche Consulting, Inc., will open day one with a keynote on "Accelerating Development of Functionally Safe Automotive Systems."

Jeff Bier, Founder of the Edge AI and Vision Alliance and President of BDTI, will kick off day two with a keynote on "Key Trends in the Deployment of Edge AI and Computer Vision."

The multi-track event will provide in-depth information on the latest processor technologies for automotive, AI, IoT and high-end embedded applications that enable semiconductor companies, Tier 1 suppliers, OEMs – or anyone developing hardware or software for modern SoCs or embedded systems – to:

Drive security, safety and reliability into automotive systems

Integrate vision and deep learning capabilities into edge devices

Implement sensor fusion using highly-efficient signal processing hardware and software

Enable 64-bit processing in embedded applications without breaking area and power budgets

Accelerate the development of your wireless connected devices

And much more…

Attendees can also see a range of demonstrations and conduct live chats with our product experts in the virtual exhibit hall. To view the full agenda and register for the event, visit: www.synopsys.com/ARC-summit

⬆️ *Click here to return to Contents*

# Financial News

### *Autodesk, Inc. Announces Fiscal 2021 Second Quarter Results*

26 August 2020

Autodesk, Inc. reported financial results for the second quarter of fiscal 2021.

All growth rates are compared to the second quarter of fiscal 2020 unless otherwise noted. A reconciliation of GAAP to non-GAAP results is provided in the accompanying tables. For definitions, please view the Glossary of Terms later in this document.

Second Quarter Fiscal 2021 Financial Highlights

Total revenue increased 15 percent to $913 million;

GAAP operating margin was 16 percent, up 7 percentage points;

Non-GAAP operating margin was 29 percent, up 5 percentage points;

GAAP diluted EPS was $0.44; Non-GAAP diluted EPS was $0.98;

Cash flow from operating activities was $91 million; free cash flow was $64 million.

"We delivered a strong second quarter as a result of our resilient business model and strategic nature of our products," said Andrew Anagnost, Autodesk president and CEO. "Our cloud-based solutions are helping our customers stay productive in the current environment, and have resulted in expanded relationships and usage of our products. I am very proud of our team as we continue to deliver on our long-term strategic goals, and remain confident in our growth drivers and fiscal 2023 targets."

"With solid performance across all key metrics, our second quarter results demonstrated the strength of our business," said Scott Herren, Autodesk CFO. "As a result of our adaptability, outstanding execution in a difficult environment, and healthy renewal rates, we delivered 15 percent year-over-year growth in revenue, expanded our operating margin by 5 percentage points, and delivered robust free cash flow."

Additional Financial Details

Total billings decreased 12 percent to $787 million.

Total revenue was $913 million, an increase of 15 percent as reported, and 16 percent on a constant currency basis. Recurring revenue represents 98 percent of total.

Design* revenue was $821 million, an increase of 15 percent as reported, and 16 percent on a constant currency basis. On a sequential basis, Design revenue increased 3 percent as reported and on a constant currency basis.

Make* revenue was $71 million, an increase of 37 percent as reported, and 38 percent on a constant currency basis. On a sequential basis, Make revenue increased 5 percent as reported, and 6 percent on a constant currency basis.

Subscription plan revenue was $841 million, an increase of 27 percent as reported, and 28 percent on a constant currency basis. On a sequential basis, subscription plan revenue increased 5 percent as reported and on a constant currency basis.

Maintenance plan revenue was $51 million, a decrease of 51 percent as reported, and 49 percent on a constant currency basis. On a sequential basis, maintenance plan revenue decreased 18 percent as reported, and 17 percent on a constant currency basis.

Net revenue retention rate was within the range of 100 to 110 percent.

GAAP operating income was $146 million, compared to $74 million in the second quarter last year. GAAP operating margin was 16 percent, up 7 percentage points.

Total non-GAAP operating income was $262 million, compared to $187 million in the second quarter last year. Non-GAAP operating margin was 29 percent, up 5 percentage points.

GAAP diluted net income per share was $0.44, compared to $0.18 in the second quarter last year.

Non-GAAP diluted net income per share was $0.98, compared to $0.65 in the second quarter last year.

Deferred revenue increased 28 percent to $2.88 billion. Unbilled deferred revenue was $469 million, a decrease of $95 million compared to the second quarter of last year. Remaining performance obligations (RPO) increased 19 percent to $3.3 billion. Current RPO increased 15 percent to $2.3 billion.

Cash flow from operating activities was $91 million, a decrease of $128 million compared to the second quarter last year. Free cash flow was $64 million, a decrease of $140 million compared to the second quarter last year.

*Click here to return to Contents*

### Bentley Files Registration Statement for Proposed Initial Public Offering

24 August 2020

Bentley Systems, Incorporated ("Bentley") announced that it has filed a registration statement on Form S-1 with the Securities and Exchange Commission (the "SEC") for a proposed initial public offering of its Class B common stock. The shares of Class B common stock to be sold in the offering will be sold by existing stockholders of Bentley. The number of shares to be offered and the price range for the offering have not yet been determined. Bentley intends to list its shares on the NASDAQ Global Select Market under the symbol "BSY".

Goldman Sachs & Co. LLC and BofA Securities are acting as lead book-running managers, and RBC Capital Markets is acting as a book-running manager for the proposed offering. Baird, KeyBanc Capital Markets, and Mizuho Securities are acting as co-managers for the proposed offering.

A registration statement on Form S-1 relating to the proposed offering has been filed with the SEC but has not yet become effective. These securities may not be sold nor may offers to buy be accepted prior to the time the registration statement becomes effective. This press release does not constitute an offer to sell or the solicitation of an offer to buy any securities, and shall not constitute an offer, solicitation, or sale in any jurisdiction in which such offer, solicitation, or sale would be unlawful prior to registration or qualification under the securities laws of that jurisdiction. Any offers, solicitations or offers to buy, or any sales of securities will be made in accordance with the registration requirements of the Securities Act of 1933, as amended.

*Click here to return to Contents*

# Implementation Investments

***Accenture Supports Brandix in Integrating HR Functions on Single Platform***
27 August 2020

Accenture has helped Brandix, a leading apparel manufacturer in Sri Lanka, implement SAP® SuccessFactors® solutions to consolidate all of its human resources (HR) processes into a single technology platform.

The platform, internally branded as 'Brandix iConnect,' is part of Brandix's journey to future-ready its operations. As a central hub for the company's HR services, Brandix iConnect brings together real-time data and consolidates processes to provide employees with a modern digital experience that is user and mobile-friendly.

Accenture helped implement the Brandix iConnect solution in just four months and continues to support Brandix in its digital endeavors through the transformation of its manufacturing, supply chain, finance and HR operations.

"As a company that passionately embraces its vision of 'delivering inspired solutions,' we always strive for and achieve world-class standards in everything we do," said Ashroff Omar, Group Chief Executive Officer of Brandix Apparel Limited. "Our successful transition to a state-of-the-art HR platform is a testament to the willingness of our people to embrace change and adapt in ways to future-ready our operations. I look forward to leveraging our best practices in HR to energize our people to deliver inspired solutions to our customers."

In addition to aligning the company's executive HR processes with global best practices, Brandix iConnect also supports the company's sustainability goals. It has eliminated paper-based HR processes and enabled the integration of electronic records, the introduction of an online learning management system and the automation of the company's performance management system. The new platform has also helped enhance Brandix's talent management, succession, and learning and development processes.

"It was truly rewarding to witness the dedicated efforts of all teams in driving this project to its fruition, attesting to Brandix's commitment to delivering on excellence backed by teamwork," said Ishan Dantanarayana, Chief People Officer of the Brandix Group. "We believe that the transformative system will inspire and enable the Brandix force of 'Inspired People' to perform at their optimal."

Suvasish Mohapatra, who led this project for Accenture Operations, added, "People lie at the heart of any business, and this HR transformation initiative is a key milestone in Brandix's digital journey. The modernization of its HR processes with SAP SuccessFactors solutions will help boost productivity and improve the employee experience, better positioning Brandix to grow and succeed in a highly disruptive environment."

Aaron Green, who leads SAP SuccessFactors in Asia Pacific and Japan added, "Employee experience has become a strategic priority for HR leaders and delivering engaging experiences is proven to boost productivity and drive better business results. Human experience management solutions–such as Brandix iConnect–are designed around what employees need, how they work and what motivates them– empowering them to do their best work and giving HR leaders the tools to accelerate business growth."

*Click here to return to Contents*

***Capgemini marks the go-live of Tokyo Chemical Industry's digital storefront, created to enhance the B2B customer experience in 20 countries***

27 August 2020

Capgemini  announced the go live of an online global digital storefront that it has created for Tokyo Chemical Industry (TCI), a leading manufacturer of specialty organic chemicals for research and development. Built on the SAP® Commerce Cloud solution, the new site provides TCI with a global footprint and digital customer platform able to support operations in 20 countries, nine languages and currencies, across eight independent regional websites.

Founded in Japan over 70 years ago, TCI partnered with Capgemini because of its strategic digital transformation capabilities within its Digital Customer Experience (DCX) practice. The new TCIchemicals.com site now replaces a legacy commerce platform that could no longer support the needs of its growing international business.

Capgemini's DCX practice implemented SAP Commerce Cloud to help TCI create a more intuitive and personalized B2B customer experience across channels. The team also integrated SAP Commerce Cloud with SAP S/4HANA®, utilizing the SAP Cloud Platform Integration service, for a completely digital front- to back-office solution. Through this new integrated technology, the site can smoothly align pricing and tax information, enable different site features that vary by country, and replicate offline orders for full visibility.

TCI has a large product catalog, and complex search and pricing rules that vary by customer and country. Capgemini specialists well-versed in  SAP Customer Experience solutions developed extensive site search capabilities heavily customized for the chemicals industry. This new sorting functionality better enables chemists and scientific professionals to find relevant products quickly.

"TCI knows an end-to-end digital customer journey is essential in today's experience economy. By working together, Capgemini has built an innovative, customer-centric solution that is already delivering value at scale for TCI," said Jonathan Brassington, Head of Digital Customer Experience, Capgemini in North America. "We look forward to new iterations of this engagement and helping TCI achieve commerce excellence."

Capgemini partners with SAP to bring innovation and transformation to organizations across industries and regions. As a global SAP partner, Capgemini is one of the world's largest and most experienced SAP systems integrators, with more than 18,000 SAP practitioners worldwide and over 40 years of experience.

*Click here to return to Contents*

***KION Group relies on ESI Virtual Reality software solution to rev up product development***

25 August 2020

ESI Group supports KION Group, a global leader in industrial trucks, related services and supply chain solutions, in the design of its product development. ESI's Virtual Reality software IC.IDO, enables them to accelerate their digital transformation and increase productivity by reducing or even eliminating the need for physical prototypes during production processes.

ESI has been supporting KION Group since 2018 in the evolution of its industrial product design methodologies. The collaboration began at KION's Châtellerault production site for forklift trucks of its

Fenwick brand and was strengthened in 2019 in Germany with the STILL and Linde Material Handling brands. ESI is currently operating in 4 of the group's production sites in France, Germany and China.

Positioned as an agent of change working alongside KION Group's experts, ESI is one of the companies involved in the digital transformation of the handling giant's industrial design tool. ESI IC.IDO Virtual Reality software enables production lines and assembly to be planned at an early stage thanks to high-end visualization. Real-time physical simulation ensures realistic behavior of virtual, tested and approved products. This service extends to the maintenance of product components that can be evaluated even before a physical prototype is realized. Thus, the performance of the solution, which allows a large and complex data to be visualized, opens up the possibility of testing multiple design and product "customization" scenarios.

ESI meets KION's initial need to increase productivity by reducing time-to-market and overall costs. To achieve this goal, the teams had to reconsider the Test-and-Learn approach which consists of simulating a product and then creating a real prototype and so on until the simulated and real models match. Another benefit is that the solution can be used by all kind of profiles within the company – not only industrial engineering experts but also marketing and sales teams. The user interface allows multiple departments to manipulate the prototype in a fluid and intuitive way.

"At KION, the tool is intended to contribute to even better cooperation between the R&D, Quality, Industrial Engineering and Service departments. It has been very well accepted by all users so far, because the advantages are obvious and it is highly appreciated due to the interdisciplinary exchange,"

Jean-Pierre Alègre, Head of Product Research at Fenwick-Linde MH.

"We are proud to support the KION Group in deploying this solution for several of its brands. Digitalization of production tools is a path that is often complex. It is not about adding a method or a new step to the process, but rather adapting and reviewing it completely. With our Virtual Reality solution, we aim to provide a global, inclusive, reliable, and human-centric solution to anticipate ergonomic problems and process design errors well before the start of production,"

Bernhard Grossman, Account Manager for ESI Group in Germany.

*Click here to return to Contents*

### McDreams Optimizes Revenue Management with Infor

27 August 2020

Infor, a global leader in business cloud software specialized by industry, today announced that it is equipping the family-owned McDreams hotel group with Infor EzRMS, Infor's powerful cloud-based revenue management solution. Infor EzRMS uses deep learning AI to provide enhanced revenue management functionalities and helps to improve guest service.

Founded in 2009, the McDreams group offers low-budget designer rooms in a compact space with a high level of comfort. The hotel group thus appeals in particular to guests who are looking for overnight accommodation for only a short time – such as business people, tradesmen and fitters, as well as vacationers on a stopover.

With Infor EzRMS, McDreams is able to automate its revenue management, optimize its room occupancy and independently analyze market data. The solution identifies the special wishes of guests by their behavior. As a result, hoteliers can address individual needs and provide a highly personalized experience. This can be a significant competitive advantage – especially for hotels located in

competitive markets or highly frequented destinations.

McDreams already uses other Infor solutions: The group has been managing all internal hotel management processes with Infor's cloud-based property management solution, Infor HMS, for several years. Infor HMS enables myriad contactless transaction features for guests, including web-based check-in and check-out, and payment processes, all done remotely and intuitively via smartphone. In addition, the cloud-based property management solution connects different hotels: If a guest in Leipzig wants to know whether a room in Munich is available for the following week, the reception staff can retrieve this information within seconds – an incredible advantage.

"We focus on lean structures wherever possible," explains Dr. Christoph Klein, manager, McDreams Hotels. "Infor's solutions allow us to automate a variety of processes and transactions. Even before the recent pandemic, every third guest checked in online. And this trend increases further."

"The managers of the McDreams hotel group have recognized that automation will become increasingly important for hotels in the future," said Wolfgang Emperger, Vice President Hospitality EMEAI & LATAM. "Even before the current situation, it was essential for the hospitality industry to have highly efficient processes. This is exactly the goal McDreams is pursuing – and we are happy to support the hotel group in achieving it."

Infor has been a technology partner to the hospitality industry for more than 20 years, now serving more than 20,000 hotel customers, including 9 of the world's 10 largest hotel brands. Small individual hotels as well as large hotel groups leverage Infor systems. Infor's core competence as a "hotel software company" focuses on three areas: property management systems (front office and back office), revenue management systems, and sales & catering. According to requirements, Infor solutions can be used in the cloud or on-premises.

*Click here to return to Contents*

### ModCloth Partners with DeSL for a Complex, Quick, and Completely Remote Implementation

27 August 2020

**ModCloth** takes its next steps towards supply chain transparency with DeSL's PLM software. Founded in 2002, ModCloth has raised fashion industry standards through size inclusion, anti-photoshopping policies, and female leadership. As ModCloth continues to grow due to its freestanding and new independent ownership, it realized the importance of streamlining the supply chain.

The recently independent company required a flexible, powerful software that can be implemented quickly, in order to replace their current outdated program. When assessing ModCloth's pain points, DeSL found the overall need for supply chain end-to-end visibility, along with 3D capabilities.

Chris Schreiber, Chief Operating Officer of ModCloth explains, *"We chose DeSL due to 1) end-to-end visibility, integrating all functions for robust decisions, 2) flexibility in terms of current and future processes (such as 3D), 3) simplicity of configuration in order to implement and pivot quickly."* She goes on to mention, *"The product development process can be cumbersome, but the tools to support it don't have to be; and in this case, the DeSL PLM tool will definitely reduce complexity."*

Despite the obstacles presented by COVID-19, DeSL and the ModCloth team has worked hard to handle all business processes remotely. DeSL is beyond delighted to begin this partnership with ModCloth. The quick, remote implementation will provide a strong foundation for DeSL and both parties are looking forward to the future of PLM.

⬆️*Click here to return to Contents*

***stichd gains Simplicity, Efficiency, Accuracy and Measurability with Centric PLM***

24 August 2020

stichd, the global licensee that partners with renowned A-brands to produce exceptional products in sport, lifestyle and fashion categories, has successfully implemented Centric Software®'s Product Lifecycle Management (PLM), Centric C8. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury, home décor and consumer goods companies to achieve strategic and operational digital transformation goals.

Based in the Netherlands, stichd was founded in 1979, initially known as Dobotex. Acquiring the sports merchandising company Brandon in 2015, both were combined under one umbrella as stichd in 2019, and now manages approximately 30 collections per season of varying sizes, with around 800 styles including both NOS (never-out-of-stock) and seasonal styles.

The company specializes in understanding and translating unique brand DNA in the design and marketing of legwear, bodywear, swimwear and fanwear. stichd connects brands, retailers and consumers to create experiences that matter. It does so successfully for clients including PUMA, Tommy Hilfiger, Levi's and HEAD by investing in its brand partners — from product innovation to marketing and digital solutions — to ensure a seamless experience across all consumer touchpoints.

In addition, stichd applies their expertise of translating brand uniqueness into product in the fast-paced world of Motorsports. Besides working closely together with teams like BMW Motorsport and Porsche Motorsport, the company designs and develops licensed merchandise products for the biggest Formula 1 teams like McLaren Racing, Mercedes Motorsport, Scuderia Ferrari, Aston Martin and Red Bull Racing too.

After experiencing incredible growth in the past 40 years, parts of the processes and IT blueprint needed modernizing to support its expansion and to empower its design and product development teams to excel.

Bart Speet, responsible for the stichd PLM project management, explains, "We used to capture product data on local and shared drives, share it via email and FTP servers, which wasn't a future-proof way of working. We started the search for a PLM solution to replace the old way of working and secure a single source of truth."

"Centric ticked all of these boxes well ahead of its competitors. Not only were we able to do a reference check on the features and benefits, but we also found that Centric had extensive market-specific knowledge, with matching company sizing, and a local implementation team".

The main objective for stichd in employing Centric PLM was to "do things right, and do things once," as Speet says. The biggest advantage for stichd is being able to capture the entire design and sourcing part of the value chain in one system that always contains the latest input, can be accessed by all stakeholders, and accurately captures the business's global oriented development efforts.

The Centric PLM implementation project was given its own acronym 'SEAM', which stands for Simplicity, Efficiency, Accuracy and Measurability. stichd refers to these four key pillars as guidelines every time a big PLM decision, such as data structure, is made.

stichd has completed a rollout of the software to product managers, design teams, developers, packaging engineers and quality assurance teams, with extremely satisfied users in every department. They're now

able to save time with a user-friendly, centralized system. "Centric PLM is the truth! We no longer need to question whether the product information is correct, it is all in there. This is the biggest change we've gone through," says Speet.

"Now we have an IT backbone in place that we can benefit from for years." When looking towards the future, Speet adds "We foresee Centric Software continuing to support us as a trustworthy partner who will develop the PLM system to our future standards, including alignment with other digital tools such as ERP."

"We are thrilled to announce that stichd has successfully gone live with Centric PLM," comments Chris Groves, President and CEO of Centric Software. "We look forward to continuing to partner with stichd long into the future."

⬆️*Click here to return to Contents*

***Symega Food Ingredients Blends With Infor to Accelerate Time to Market and Drive Growth***
27 August 2020

Infor, a global leader in business cloud software specialized by industry, announced that Symega Food Ingredients, a food ingredients manufacturer has automated business operations with Infor PLM (Optiva) to promote collaboration, enterprise-wide visibility, and scalability to accelerate innovation and growth.

With business operations spread across multiple countries, Symega produces natural colours, flavours and savoury blends for diverse food and beverage(F&B) segments such as bakery, dairy, confectionary, pharma and savoury. Symega's business is committed to introducing new taste formats, aromas and sensory experiences with a specialized team of food technologists, flavourists and sensory experts that inspires new culinary experiences across the globe.

With business success depending on the innovation of new ingredients and a faster go-to-market, Symega implemented Infor PLM (Optiva) to significantly reduce product development cycle time, while ensuring regulatory compliance standards are met. With the help of the Infor solution, Symega was able to unify dispersed data and complex business processes across multiple functional groups in the organization. With increased automation, Symega anticipates productivity improvements and lowered operational costs over time, while delivering quality products to customers and enhancing the overall customer experience.

"Constantly evolving consumer preferences, coupled with aligning business operations to innovate product offering, deliver quality standards and meet regulatory framework is driving the F&B industry to innovate and stay competitive," said **Paolo George, director at Symega Food Ingredients Ltd**. "We are hopeful that Infor's robust industry-specific cloud solutions will equip us to develop superior products that deliver high quality at the shortest possible turnaround time. With added levels of automation and modernized business operations, we are confident that our partnership with Infor will accelerate business growth and innovation across the globe."

"Digital transformation in empowering the F&B industry to drive new product innovations, meet complexities of modern supply chain with shorter production cycles, and adhere to stringent quality controls. These business dynamics demand modernization of business operations to deliver innovative, safe and sustainable solutions," said **Ranga Pothula, general manager, India Business Unit and senior vice president, global delivery services, Infor**. "At Infor we understand these unique

requirements and are pleased to provide Symega Food Ingredients with industry-specific, purpose-built and fully integrated cloud solutions that address their operational needs, win customer confidence and help them focus on business growth across geographies.”

⬆️*Click here to return to Contents*

# Product News

***E2open's Q3 Technology Update Continues to Push Boundaries with Advances in Efficiency and Usability to Better Manage Disruptions***
26 August 2020

 E2open announced the release of its third-quarter technology update with enhancements across the entire product portfolio. Highlights include the launch of reimagined channel incentives workflows, unified inline value-added services for transportation bookings and a new level of end-to-end collaboration across and beyond enterprise boundaries. Companies can benefit from higher productivity and usability, improved business efficiencies and better abilities to quickly leverage opportunities and manage disruptions across channel as well as supply chain operations.

“With every release, E2open pushes the boundaries of technology allowing our clients to reimagine their end-to-end business processes,” said Pawan Joshi, executive vice president of product management and strategy at E2open. “This release is another step towards delivering our vision of bringing all the data and applications on a holistic platform allowing our clients to innovate in ways that are otherwise out of reach. These range from complete redefinition of established industry practices to create next-generation offerings to value-adding standard workflows, and anything in between. In each case, the goal is to make it easier and more intuitive for users to achieve better business outcomes and help companies take another step towards digital transformation.“

Further salient enhancements in this release include:

Channel Shaping

• Next generation Partner Performance Incentives application delivers engaging user experience and blazingly fast performance. This differentiated design brings together industry best practices for incenting partners to drive higher sales, increase partner engagement, simplify financial reporting, minimize financial and compliance risks and lower the cost of running complex programs.

• The new Harmony® user interface brings a simple, modern and intuitive experience empowering users to perform a full range of activities that previously required expert assistance. Brand owners gain a new level of agility to quickly launch programs and then validate and approve incentive calculations to ensure accurate and on-time payments. Partners can track performance and accrued incentives while working with brand owners to resolve discrepancies in advance of being paid.

Demand Sensing and Business Planning

• Enhanced self-serve capabilities enables fast, on-the-fly configuration for planning horizons and user-defined KPI measures, and configurable disaggregation strategies. These capabilities simplify planning model setup and maintenance, improving planner productivity while providing more relevant forecasts.

• Artificial intelligence based automated cannibalization impact analysis for similar but non-promoted products during promotional events. This significantly reduces the time and effort spent on event planning and creates more realistic revenue estimates for promotions performance.

Global Trade Management and Global Knowledge®

• E2open's customers can now leverage Canada's Least Developed Country Tariff (LDCT) preferential trade program. Suppliers in the least developed countries can be solicited, requesting preferential origin and preference criteria.

• Enhanced USMCA support for automotive manufacturers helps eliminate import duties by determining and documenting the regional value content of their goods. Manufacturers of passenger vehicles, light trucks and heavy trucks can 'true-up' Regional Value Content (RVC) calculations at the end of the elected averaging period to comply with provisions under Article-5 of "Provisions related to the product-specific rules of origin for automotive goods" within USMCA.

• Enhanced U.S. Export Controls and U.S. AES Filing helps exporters manage the expansion of controls (export, re-export and transfer) for military end-use or military end–users in China, Russia and Venezuela.

Transportation and Logistics

• E2open's network is now integrated with Uber Freight®. Shippers can rate, tender and manage freight directly from Transportation Management through seamless integration with more than 60,000 carriers, available 24/7, providing access to additional capacity and pricing. Shippers can reduce transportation spend and improve performance by comparing real-time rates and lanes against contract carrier rates.

• Shippers and freight forwarders can now include value-added service offers from participating ocean carriers such as cargo insurance, cargo security services (e.g. bar locks), priority loading (guarantees space on the selected vessel) during the booking process. This feature is designed to guarantee, protect and secure the shipper's cargo, at the same time saving the shipper time and money.

• New Ocean Shipment Track & Trace API enables shippers and freight forwarders to access milestone events in near real-time within any decision-making system. Enabling this visibility for all critical milestone events for all containers associated with a shipment provides end users with powerful support for making fast and efficient transportation planning or re-planning decisions.

• Shippers taking advantage of spot rates for ocean bookings on E2open's INTTRA® platform can now see any charges and penalties related to the rate. This allows clients to proactively avoid charges or potential penalties they were not aware of at the time of booking.

• Carriers can now manage contract-based pricing rules with 3PLs and transporters for container pick-up or drop-off requests directly through E2open's Container Management application. This enables carriers to add detailed contract rate information for specific volumes, time frames and locations so that truckers can take advantage of preferred rates. This is a benefit for all parties – allowing carriers to optimize contract usage and transporters get paid at the best rate available.

Collaborative Manufacturing

• Improved automation enables business management teams to make bulk updates to manufacturing workflow tasks for monitoring, collaborating and resolving exceptions related to regulatory compliance, yield optimization and quality management across the entire product lifecycle, including design, prototyping and production. This eliminates the time and effort previously spent manually updating or closing tasks one by one.

Supply Management

• New "E2open Discussions" enables real-time contextual collaboration and ad-hoc problem-solving across partners in a multi-tier supply chain network through new online chat capabilities as part

of Harmony. This enhanced collaboration provides a quick, intuitive and efficient means to prevent or resolve disruptions and achieve better business outcomes.

• Greater agility and performance through an improved management-by-exception process, enables teams to review, escalate, comment on and resolve deviations as well as perform data-driven analysis on cycle/resolution time, resulting in faster recovery and reduced impact when a disruption occurs in the supply chain.

• Increased consumer protection and reduced corporate risk through automatic generation of relevant regulatory certificates after successful product tests, and new business rules to prevent the shipment of uncertified goods. Supports General Certificate of Conformity (GCC) as part of the U.S. Consumer Product Safety Commission standard.

• New price variance report automatically identifies discrepancies between actual and forecasted materials costs, allowing commodity managers to proactively address disparities and efficiently reduce costs.

Harmony and Analytics

• Enhanced user configurability of operational and embedded analytics makes it easier to customize charts, drilldowns and scenario comparison capability. Planning teams gain flexibility and significantly reduce the time spent developing supply plans.

• Harmony user experience additions for enhanced contextual help simplifies access to meaningful insights. A new storytelling feature makes it quick and easy to create presentations without additional tools, reducing the time and effort to get insights to decision-makers.

*Click here to return to Contents*

### *Jovian Technologies releases API platform cloud service*

25 August 2020

Jovian AI driven product competitive insights can now be accessed through REST APIs. External calls can be made with trade item numbers and the AI platform returns competitive insights from our large repository of over 280,000 products from all categories. The results are returned in JSON, XML and PDF formats. Our proprietary insights algorithms reveal competitive insights with traceability of changes made to ingredients and nutrition. The API platform allows easy integration with external product innovation applications providing rich competitive insights that assist the new product development (NPD) processes.

Jovian Technologies is a technology startup, provider of AI driven system for product innovation and product lifecycle management solutions, based in Naperville IL, USA. Jovian is an alumnus of Sunnyvale California based Plug and Play accelerator program which is recognized by Forbes to be among the top 3 accelerator programs in United States for emerging new technologies.

*Click here to return to Contents*

### *Trimble Adds New Capabilities to its Portfolio of Transportation Management Systems*

24 August 2020

During its 2020 virtual in.sight user conference + expo, Trimble announced new integrations and

enhancements for its portfolio of Transportation Management System (TMS) solutions. Available for TMW.Suite, TruckMate and Innovative IES users, these features are designed to create efficiencies and streamline operations for carriers, brokers and third-party logistics (3PL) providers.

"We remain focused on further developing our dynamic TMS solutions to provide additional value to customers," said Jay Delaney, senior director of product management, Trimble Transportation. "These new integrations and upgrades help bring the connected supply chain together more than ever, streamlining operations and creating efficiencies for carriers and their customers."

Enhancements that span multiple Trimble TMS solutions include:

**KeepTruckin Integration**:  With the new integration to KeepTruckin's mobile communications tool, carriers are better able to take advantage of key information such as electronic driving log (ELD) data, position, geofencing and messaging. Available directly within Innovative or TMW.Suite TMS, this integration enables effective communication with drivers and continual monitoring of hours and status.

Trimble also debuted several product-specific enhancements uniquely available for TruckMate, Innovative IES and TMW.Suite.

Enhancements to the TruckMate platform include:

**project44 Integration**:  An integration with project44 provides TruckMate broker and 3PL customers with quicker access to rate quotes and easier management of load tenders and acceptance. With this new tool, brokers and 3PLs can gain access to industry-leading carriers directly within their TMS without the need to maintain individual connections.

**Container IQ In-Port Tracking**:  Container IQ has been enhanced to enable TruckMate intermodal carriers to track containers in port, providing greater visibility into container location. This enhancement joins Container IQ's existing rail tracking functionality and expands fleets' ability to more closely anticipate containers' availability for pickup. This enhanced visibility can decrease time spent waiting at ports for containers to become available and additional port demurrage fees caused by late pickups. Using information in Container IQ, intermodal fleets are also able to set appointments with the port to authorize charges and validate the pickup company for added security.

**WorkOptima Integration**:  Along with the existing TMW - Synergize solution, TruckMate customers are now empowered with a user-configurable cloud-based solution for document and process automation. When using WorkOptima with TruckMate, carriers and brokers can easily manage all of their critical documents, workflows and processes in a cohesive and integrated solution. The solution enables automation to improve accuracy, save time and reduce errors and the costs of utilizing manual paper and workflow processing. The end result is an increase in productivity, improvements to efficiency and a reduction in receivables days outstanding.

Enhancements to modules within the Innovative IES platform include:

**New, Flexible Dashboard**:  Innovative's new dashboard provides a flexible user interface that allows end-users to customize the screens they rely on every day to meet their own organizational needs and processes. With this new Windows-based tool, users can add key data content to their screen and then drag and drop it into the format that works best for them. Content such as Available Loads, Assigned Order, Orders In Progress and Units are available and users can also incorporate additional content such as reports, maps and graphs to further improve the management of their daily activities.

Options for new TMW.Suite users include:

**Fuel Dispatch Subscription Services**:  Available for fuel marketers as well as carriers, the Fuel Dispatch subscription bundles offer a standalone solution to improve planning and dispatch operations,

streamline in-ground inventory management and replenishment of products and track fuel deliveries to ensure they are made on time and in the right quantity. This solution bundle is designed to help companies leverage key cloud hosting services to limit IT expenses and requirements, while also predictably managing their technology expenses through monthly payments without an upfront capital investment.

The debut of these TMS enhancements were made during Trimble's 2020 in.sight user conference + expo, which is being held virtually from Aug. 24-26. The three-day online event features the leading companies from the transportation and logistics industries that will showcase the latest technologies.

*Click here to return to Contents*