PLM Weekly Summary

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CIMdata News

Announcing PLM Road Map & PDT Spring 2021

27 January 2021

CIMdata and Eurostep are pleased to announce that PLM Road Map & PDT Spring 2021 will take place in May as a virtual-live event. The conference will address the critical topic of "Disruption—the PLM Professionals' Exploration of Emerging Technologies that Will Reshape the PLM Value Equation." The event will take place over two half-day sessions on May 19th and 20th.

PLM Road Map & PDT 2021 represents an event customized to the interests of the PLM Professional. With this in mind, our agenda will offer a mix of reports and case studies from teams of industry experts, covering technologies, processes, and people. PLM Road Map & PDT 2021 will examine various emerging disruptive technologies looking at the value they promise to deliver and why they are

disruptive. We will also look at the role of standards in ensuring the openness and interoperability of these technologies. Additionally, we will share some examples of how these technologies are applied in aerospace & defense, automotive, AEC, high-tech, and medical devices industries.

According to CIMdata's President & CEO, Peter Bilello, "This year's PLM Road Map & PDT Spring event will be virtual-live for all participants. The event will offer high-value and accessibility to PLM professionals from multiple industries across the globe. Our theme focuses on the elements that are vital to enabling a successful PLM strategy—equipping the PLM Professional with insight on how to get the most out of the people, processes, and technologies that enable PLM."

"PLM and digitalization go hand in hand. With increasing digitalization and the increasing pace of innovation, disruptive technologies are everywhere," says Håkan Kårdén, VP Marketing, Eurostep Group. "The challenge today is not the lack of potential disruptors but how and when to study and adopt them. For any PLM Professional, the challenge is how and when to move and play all the cards in a coordinated way. Disruption will not happen unless the technology, people, and processes are in sync. This year, 2021, we look forward to bringing to the PLM community a must-attend event that will present ideas as well as practical advice on how to plan to disrupt and avoid being disrupted," added Mr. Kårdén.

In addition to the virtual-live event in May, CIMdata and Eurostep plan to host PLM Road Map & PDT Fall 2021 on November 17th and 18th.

For more information about PLM Road Map & PDT, please visit the CIMdata website at https://www.cimdata.com/en/education/plm-conferences/plmrm-pdt-spring-2021.

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CIMdata Publishes eBook: "Making Service Lifecycle Management A Profitable, Competitive Advantage"

26 January 2021

Today, CIMdata, Inc., the leading global PLM strategic management consulting and research firm, published a new eBook focused on describing the characteristics of a modern service lifecycle management (SLM) solution and how Siemens Digital Industries Software (Siemens) SLM strategy and solutions incorporates them. This eBook describes how a robust SLM solution can enable a company to aggregate, contextualize, simulate, and analyze operational data captured from managed assets into actionable insights that can drive service planning, improve design for serviceability, and optimize asset in-service use and operations.

Siemens' SLM solution, built on its Xcelerator portfolio, is a comprehensive, integrated suite of software and services augmented by key relationships with third-party service application providers. The core of the SLM solution is Teamcenter SLM, which provides a comprehensive enterprise backbone that manages a complete digital thread of service-related information and enables a comprehensive performance digital twin. Key is Teamcenter's ability to manage large, complex, multi-variant configurations that encompass all the mechanical, electrical/electronic, software, and documentation components of any serviceable asset. Siemens' open approach fully supports the three key areas of SLM—Service Engineering, Service Operations, and Asset Performance Management.

According to Mr. Ken Amann, CIMdata Executive Consultant, "Siemens' pragmatic approach to delivering open SLM solutions provides the breadth and depth that enterprises need to create a

comprehensive, actionable digital twin and manage the complete service lifecycle across a heterogeneous set of extended enterprise solutions. This enables companies to create new business models and turn service into a competitive, customer loyalty building advantage."

To learn more about how Teamcenter SLM and Siemens open SLM strategy can enable companies to deliver more effective service to their customers and create a service-driven competitive advantage, please download and read the complete eBook at https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers.

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CIMdata to Host Free Webinar on Systems Modeling and Simulation

26 January 2021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "Education: Driving Systems Modeling and Simulation Understanding & Adoption." The webinar will take place on Thursday, 25 February 2021, at 11:00 a.m. (EST) and last for one hour.

During a webinar last July, we introduced Systems Modeling and Simulation (SMS). The approach presented leveraged a common systems engineering and product data model (Model-Centric Systems Engineering) that encompasses benefits, requirements, platform, program, project, system definition, product structure, lifecycle, and configuration-management capabilities. These are the key enablers needed to reach higher systems modeling maturity levels and, in turn, help a company to reach and maintain a highly competitive position within the industries it serves.

It is critical to recognize that the surrounding ecosystem with its culture and behavior must be brought into play and linked appropriately. Knowledge about SMS and its elements are key to making this initiative part of a business's overall digital transformation. This webinar focuses on the role a well-defined and executed SMS training and certificate program plays in improving an organization's engineering maturity while helping speed the adoption of SMS and realize its full potential.

This webinar will help attendees:

- Understand the development challenges leading to a simulation-driven systems engineering environment.
- Realize how education improves the engineering maturity of organizations.
- Understand how SMS education can help businesses in their overall Digital Transformation.
- Learn about the SMS Training and Certificate Program offered by CIMdata and SMS_ThinkTank.

According to Mr. Ed Ladzinski, CEO of SMS_ThinkTank and one of the hosts for this webinar, "In many companies, executives, managers, and practitioners are overwhelmed by the rapid pace of today's technology and its impact on organizations and processes. Typically, companies decide to investigate solution providers before their digital transformation needs are identified, resulting in 'false starts.' We offer this SMS training and certificate program to address these challenges and reduce the effort to embrace the much-needed transformation."

This webinar will provide useful guidance on how to make use of education on SMS. People from multiple levels in an organization will find the information pertinent and valuable. Included are

engineering executives, senior and middle managers responsible for simulation-driven projects, CAE and systems engineering subject matter experts and practitioners, and IT support analysts for engineering.

To find out more, visit: https://www.cimdata.com/en/education/educational-webinars/webinar-education-driving-systems-modeling-and-simulation-understanding-adoption. To register for this webinar, please visit: https://register.gotowebinar.com/register/3814466832320896016.

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Siemens Digital Industries Software's Cloud Strategy

29 January 2021

Stan Przybylinski, Vice President of CIMdata, had the pleasure of speaking with Joe Bohman, SVP, Lifecycle Collaborarion Software at Siemens Digital Industries Software (Siemens), to learn more about Siemens' cloud strategy. Among the topics on the table for discussion were:

- The importance of cloud-based solutions to Siemens' strategy.
- Siemens' ecosystem of infrastructure, applications, and partners.
- How Siemens' solution and its go-to-market strategy address the issues raised by customers and prospects.
- Siemens' primary target customers.
- Information on their installed customer base.
- The evolution of the company's offerings in the short to medium term.

Learn the answers to these questions and more in the full blog post available at https://www.cimdata.com/en/resources/cimdata-blog/item/14955-siemens-digital-industries-software-s-cloud-strategy-an-interview-with-joe-bohman

This blog post is part of a collaborative research program on adoption and use of cloud/SaaS PLM solutions. CIMdata is looking for industrial respondents for a survey that CIMdata is running on this topic: [Take the Survey]

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Acquisitions

IXIASOFT Announces the Acquisition of AuthorBridge from Stilo International

18 January 2021

IXIASOFT, a leading DITA CCMS software company based in Montreal Canada, announces that it has acquired AuthorBridge from Stilo International, a UK-based provider of software tools helping organizations automate the conversion of content to XML.

Developed in collaboration with IBM, AuthorBridge is a DITA-based web editing tool providing SMEs with a guided and fluid authoring environment. AuthorBridge is specifically designed for users with no knowledge of DITA or XML. This tool has helped organizations efficiently implement authoring for

professionals in marketing, engineering, training, and support.

Increased time-to-market pressures has led organizations to rely on various internal resources to produce high-quality content. And this trend has caused a growth of non-DITA authors in the CCMS market. The addition of AuthorBridge inside of IXIASOFT's product suite will allow it to offer supplementary solutions to better address this new market segment, while strengthening its global position in the CCMS marketplace.

IXIASOFT will continue to offer advanced editing capabilities for DITA experts through its current product integration with the leading XML editor, Oxygen.

"We are pleased to add AuthorBridge to our IXIASOFT product line. This is a great opportunity for us to grow our product offerings and further address a segment of non-DITA experts that need to contribute their knowledge quickly and easily," says Eric Bergeron, CEO at IXIASOFT. "And with our CCMS moving toward a web-based application to offer authors an enhanced user experience, this acquisition is aligned with our overall vision to provide comprehensive and user-friendly CCMS products to the techcomm industry."

"AuthorBridge was developed to offer an intuitive authoring experience for subject matter experts with little to no knowledge of XML," says Bryan Tipper, CEO at Stilo. "We are incredibly proud of its market acceptance, but have realized it would be best leveraged if offered through a complete CCMS solution. We are very pleased that IXIASOFT has decided to continue with its product development and look forward to its future success."

In addition to this exciting acquisition, IXIASOFT is actively deploying its solution to new customers and preparing the release of IXIASOFT CCMS v6.3 on January 28, 2021. IXIASOFT is also planning its upcoming annual CCMS Link User Conference scheduled for March 23 to 25, 2021.

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UltraSoC Poland sp. z o.o. to be merged with Mentor Graphics Polska Sp. z o.o.

25 January 2021

In light of the recent Siemens acquisition of the UltraSoC companies, UltraSoC Poland sp. z o.o. and Mentor Graphics Polska Sp. z o.o. plan to merge this spring of 2021. Therefore, the companies have jointly agreed on a **Plan of Merger of Companies**. The agreed Plan of Merger, after its publication, will be submitted to the competent register court of each respective company.

Having regards to the fact that the Acquiring Company is the sole shareholder of the Acquired Company, and holds 100% of the shares in the share capital of the Acquired Company, the merger will be executed in accordance with the provisions of law regulating the so-called simplified companies' merger procedure, i.e. in accordance with Article 516 (6) and in connection with Article 516 (5) CCC.

The merger will be executed by way of merger by acquisition, according to Article 492 (1) point 1 CCC i.e. the transfer of all assets of the Acquired Company by way of universal succession, to the Acquiring Company.

As a result of the simplified merger procedure arising of the Article 516 (6) CCC and due to the fact that Mentor Graphics holds all the shares in UltraSoC Poland and is unable to grant its own shares to the Acquiring Company in accordance with the Article 514 (1) CCC, the merger will be executed without the increase of the share capital of the Acquiring Company.

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Company News

2,563 designers and engineers answered the TraceParts survey aimed at understanding their expectations of industrial parts suppliers

26 January 2021

TraceParts, a world-leading supplier of digital content for engineering, has announced the publication of the results of a large global survey carried out in October and November 2020 on its CAD content platform in five different languages (English, French, German, Spanish and Italian).

Ever since its CAD content platform was launched in 2001, TraceParts has consistently carried out surveys to assess the level of satisfaction among designers and engineers in a bid to deliver the best response to their needs. In 2016, TraceParts began summarizing and publishing its findings in an e-book for all professionals involved in digital marketing for industry.

Key figures of this survey

- **90%** of the parts downloaded end up being purchased.

According to the survey, the design professionals who use TraceParts to look up and download CAD models of parts claim that they end up buying those parts.

- **92%** of engineers and designers would rather work with suppliers who provide CAD models of their products.

The respondents save time with their design projects when the CAD model of the required part is available. The risk of a design error is considerably reduced when designers do not need to model a product from scratch.

In addition, over half the respondents (**54%**) claim that they are ready to look elsewhere if their current supplier does not offer CAD models of its parts. This is a fairly new trend that did not come to light in the previous surveys carried out by TraceParts.

- **76%** of the engineers and designers interviewed claim that they have identified at least one new supplier on the TraceParts platform.

Over 1,000 industrial parts suppliers currently publish the CAD models of their products through TraceParts, meaning that the TraceParts.com platform is a key source of technical content for design professionals, since it offers over 120 million 2D drawings and 3D files that can be downloaded for free.

Entitled "Interactions between designers and parts suppliers", the e-book can be downloaded for free.

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Accenture and Salesforce Expand Partnership to Help Companies Embed Sustainability into the Core of their Business

26 January 2021

Accenture and Salesforce are expanding their alliance to help companies embed sustainability into their business, meet growing customer and stakeholder expectations, and contribute to advancing the United Nations Sustainable Development Goals (SDGs).

The powerful combination of Accenture's Sustainability Services, Salesforce Sustainability Cloud, and Salesforce Customer 360 will, for the first time, bring sustainability to the front office and provide the C-suite with true visibility into their company's historical and real-time environmental, social and governance (ESG) data. Companies will be able to track, measure and act on a range of sustainability initiatives, including reporting on carbon usage, supporting customer engagements, creating positive consumer experiences, meeting regulatory requirements and developing new business models.

"Our clients' commitment to sustainability has never been greater," said Julie Sweet, chief executive officer at Accenture. "As industries reimagine and rebuild from the pandemic, they have the opportunity to embed sustainability by design to drive their customer agenda. We are delighted to expand our partnership with Salesforce to help organizations both create value and deliver on their values."

"Every CEO is recognizing their responsibilities don't stop at the edge of the corporate campus or Zoom," said Marc Benioff, Chair and CEO, Salesforce. "By integrating sustainability deep into the fabric of our companies, our businesses will become more successful, our communities more equal, our societies more just and our planet healthier. We're incredibly proud to be working with Accenture to help customers more readily drive sustainability programs that benefit all stakeholders and create business value."

Salesforce Sustainability Cloud, built on Salesforce Customer 360, will provide a trusted platform that gives customers a 360-degree view of their corporate environmental impact to help them measure and manage their carbon footprint and transparently report investor-grade climate data. Accenture will help integrate Salesforce Sustainability Cloud into their business strategies, operating models, technologies, and core processes and systems with industry-specific requirements and develop sustainability insights that can scale across organizations and their ecosystems. Later this year, Accenture and Salesforce will be working together to expand the platform and services to track and analyze broader ESG metrics— from water and waste management to diversity & inclusion.

"Climate change continues to be one of the most critical challenges facing business and the broader planet," said George Oliver, CEO of Johnson Controls, the world-leader in smart, healthy and sustainable buildings. "We are pleased to be working with Salesforce and Accenture in accelerating sustainability activities for JCI, for our customers and our communities, especially as momentum for action continues to grow."

Sustainability is now a business imperative, and consumers increasingly expect business to play a leadership role in taking tangible action on the SDGs, which include gender equality, poverty, and climate change. The companies leveraging the combination of sustainability and technology are 2.5x more likely to be among tomorrow's strongest-performing businesses than others, according to new Accenture research.

"The partnership will allow Accenture and Salesforce to use their joint forces to address the rapidly growing end-user demand for data-based insights around sustainability performance and metrics-driven approaches that help turn ESG topics into drivers for positive business outcomes," said Bjoern Stengel, senior research analyst, Worldwide Business Consulting & ESG Business Services at IDC. "Our research shows that more and more companies realize that a sustainable business strategy means more than just 'doing good' — it means 'doing well by doing good'. This initiative can help customers on this journey by letting them capture relevant ESG data as well as manage and measure performance against their sustainability targets."

Accenture and Salesforce both have significant relationships with the World Economic Forum and long-

term commitments to advancing the SDGs, giving each company a deeper understanding of how to simultaneously drive business growth and long-term sustainable value for shareholders and stakeholders.

Accenture and SAP® to Help Organizations Transform Their Business through RISE with SAP

27 January 2021

Accenture is working with SAP to help organizations accelerate business transformation through cloud-based deployments of SAP® solutions. With a goal of supporting clients at any stage of their transformation journey, Accenture is offering solutions and services that help lower the cost and risk of migrating SAP S/4HANA® to the cloud and pave the way for a reinvention of business models and processes.

New research from Accenture found that the vast majority of companies recognize that cloud provides the means to a variety of business benefits – greater cost efficiencies, improved service levels, and greater speed to market as well as enabling reimagined business models and improving business resilience. However, just 37% of companies say they are achieving the full value expected on cloud investments. Accenture and SAP are working together to help clients embark on business transformation through RISE with SAP, a new business transformation offering that uses the flexibility of public or private cloud infrastructure to provide the full intelligent enterprise experience, including the enterprise resource planning capabilities of SAP S/4HANA and integration with SAP Business Technology Platform.

Accenture's approach to building on cloud can reduce many upfront migration costs, allowing more resources to be invested in creating new ways of working and new innovations that add business value. With a core system based on SAP S/4HANA on an agile cloud infrastructure, clients can quickly implement industry-specific processes and use joint solutions and extend functionality on SAP Business Technology Platform to simplify deployments.

"There are many options for moving SAP applications to the cloud; the path to embrace these changes is unique to every organization. The newly launched RISE with SAP clarifies options for clients in their journey to transform into intelligent enterprises," said Caspar Borggreve, global lead for the Accenture SAP Business Group. "With our experience in SAP solutions, SAP Business Technology Platform and cloud deployments, Accenture brings an exceptional combination of industry and functional expertise and innovation at scale to power transformation across every facet of the business. We deliver $360°$ value through a smart approach that uses automation, existing investments and modern implementation methods to deliver solutions with greater speed and less disruption."

Accenture is recognized as a leading partner to the world's major cloud providers and recently launched Accenture Cloud First, a new multi-service group of 70,000 cloud professionals focused on enabling organizations to move to the cloud with greater speed and achieve greater value for all their stakeholders at this critical time. Accenture also works side-by-side with SAP to help companies improve business operations with industry-specific solutions based on SAP Business Technology Platform and integrated with SAP's intelligent suite and SAP Business Network.

"The RISE with SAP offering helps simplify and accelerate our customers' move to the cloud and will help deliver continuous innovation throughout their journey to become an intelligent enterprise," said Dr. Uwe Grigoleit, senior vice president and general manager, SAP S/4HANA, SAP. "Together with our strong ecosystem, we will help customers chart a course for their business transformation."

Accenture offers a range of services and assets to help clients move faster and gain more value from SAP S/4HANA. For designing, developing and delivering industry-specific cloud solutions, clients can look to Accenture myConcerto®, an insight-driven platform with intelligent capabilities and pre-configured solutions for industry and business functions. Clients can also use Accenture myWizard® to bolster automation across the end-to-end software engineering lifecycle and drive seamless systems transformation programs with speed, quality and predictability.

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Atos and OVHcloud announce a strategic partnership to create a trusted, 100% European cloud solution

26 January 2021

Atos and OVHcloud announced that they have joined forces to bring **trusted cloud transformation capabilities and services** to enterprises and public organizations worldwide. Under this partnership, OVHcloud and Atos are creating a 100% European market-leading multi-cloud solution. This combination maximizes Atos' powerful one-stop shop offering – Atos OneCloud - and OVHcloud's innovative cloud solutions based on sovereign infrastructures. Going forward, international clients will benefit from the two companies' global footprint with access to a joint unparalleled network of more than 130 datacenters to host dedicated, private environments.

This partnership confirms the shared ambitions of Atos and OVHcloud for data protection and privacy. The two groups build on their common commitment to create a **unique, end-to-end, trusted and sovereign Cloud environment, from infrastructure to applications and industry data spaces**, helping clients maintain full control of their data and applications, whether they are kept in public, private or hybrid clouds. As founding **members of GAIA-X**, the European Association for Data and Cloud, Atos and OVHcloud collaborate to provide compliance guarantees to the future GAIA-X framework, and for other EU privacy regulations like GDPR.

The partnership will offer organizations across Europe unparalleled levels of security when using cloud technologies. **OVHcloud was recently granted the SecNumCloud** label by the French National Cybersecurity Agency (ANSSI), proving that its private cloud offering fulfills the highest standards of security. As the #3 worldwide security services leader, Atos will offer **cybersecurity solutions hosted by OVHcloud**, to enhance the digital security of some of its key cloud solutions:

- On-demand ANSSI qualified encryption services and anonymization management
- Secured gateways to access local and remote infrastructures and applications with the highest level of control and trust, even for remote workers
- Discovery and visibility services, enhanced by consultancy capabilities that feed protected security dashboards, providing clear data on risk indicators

"Tomorrow's businesses will be cloud-first and data driven, magnifying the need for a trusted digital infrastructure and services that can be tailored to their specific requirements in terms of SLAs, security, sovereignty or scalability. Our Atos OneCloud initiative was designed to create this unique bridge between digital cloud solutions and our customers' business needs. Our partners are a central part of our approach and we are happy to now welcome OVHcloud to our ecosystem. Our collaboration relies on strong synergies and together, we will embark our customers on a circle of digital trust through our

European cloud offering," said **Yannick Tricaud, Chief Executive Officer, Atos in Southern Europe.**

"The acceleration of digital transformation across public and private sector industries has been significant, and we are delighted to collaborate with Atos to build common cloud solutions responding to their specific needs. Atos expertise and technological excellence combined with OVHcloud's powerful ecosystem, sovereign infrastructures and cutting-edge multi-cloud products will bring a real added value to the market," said **Michel Paulin, Chief Executive Officer, OVHcloud**.

In addition, both companies are pursuing their journeys to carbon neutrality, offering global end-to-end sustainable platforms and services and have recently signed the Climate Neutral Data Centre Pact. OVHcloud will contribute to Atos' commitment to delivering Decarbonization Level Agreements by providing carbon emission reporting for the joint Atos and OVHcloud solutions.

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Atos teams with SAP to develop the new RISE with SAP offering to deliver SAP S/4HANA® and cloud experience to its customers

28 January 2021

Atos announced that it is teaming up with SAP, in support of **RISE with SAP**, SAP's newest offering that helps customers take their business-critical elements into the cloud, accelerating their digital transformation and value realization of their investments in their journey to an intelligent enterprise.

To this new SAP offering Atos will bring its Atos OneCloud initiative, providing customers with its extensive cloud expertise, including its unique bare metal capabilities. It will help accelerate customers' journey to an intelligent enterprise with RISE with SAP by providing a fully managed, secure transition to the cloud. This capability is further strengthened by Atos' own in-house global adoption experience of the private cloud edition of SAP S/4HANA®, a core component of RISE with SAP offer, and by its 35+ year strong experience in implementing SAP solutions.

With RISE with SAP, Atos and SAP customers are able to put large instances in the cloud as a native service, thereby benefiting from control and availability, built-in security, low-latency connection to very advanced cloud services with the potential for an immediate positive impact on their carbon footprint.

"Cloud transformation is the key enabler of digital transformation. This latest announcement by Atos will help enterprises accelerate their journey to what SAP refers to as the Intelligent Enterprise. Atos brings strong capabilities here, with its Atos OneCloud initiative and its enhanced industry focus. This will facilitate the transformation of business-critical SAP instances and help customers realize the full value of their investments." said **Ali Zaidi, Research Director, IT Consulting, Systems Integration, and Artificial Intelligence Services at IDC.**

"We are excited about the launch of RISE with SAP and to be one of the key global strategic partners for this new offering. We truly believe that RISE with SAP is the ultimate step for successful cloud transformation of our largest common customers," said **Praveen Bhat, Global Head of SAP at Atos.** *"Our global SAP industry expertise together with Atos OneCloud and bare metal capabilities make us a truly unique partner in this offering, and we plan to deliver a better SAP S/4HANA and cloud experience to our customers that reflects this expertise."*

"The RISE with SAP offering helps simplify and accelerate our customers' move to the cloud and will help deliver continuous innovation throughout their journey to become an intelligent

enterprise," said **Dr. Uwe Grigoleit, senior vice president and general manager, SAP S/4HANA, SAP.** *"Together with our strong ecosystem, we will help customers chart a course for their business transformation."*

As a pilot customer, Atos will also move its current SAP S/4HANA landscape to the cloud with the private cloud edition of SAP S/4HANA, so that not only will Atos adopt the latest leading business practices and product innovations delivered by SAP, it can also share first-hand best practice and benefits with its customers.

Atos' customers can also benefit from its significant knowledge, experience and expertise in providing business transformation with SAP, garnered from its long-standing partnership with SAP, with a team of 13,500 dedicated SAP professionals and over 4,000 SAP HANA® experts worldwide, in more than 42 countries, supporting more than 3 million SAP users. Atos is an SAP platinum partner providing a partner managed cloud, winner of the 2020 SAP® Pinnacle Award for Global Outsourcing Service Partner of the Year and is officially recognized by analyst NelsonHall as a global Leader in SAP HANA and SAP S/4HANA.

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Bechtle Onsite Services is SAP Gold Partner

29 January 2021

Bechtle Onsite Services GmbH has achieved the SAP Gold Partner status under SAP's PartnerEdge programme for consulting and implementation services. The new partner status builds on the company's successful certification in Database and Data Management, SAP HANA and SAP S/4 HANA, and its excellent business performance as demonstrated in numerous customer projects. Bechtle Onsite Services also carries the SAP Recognized Expertise seal for SAP HANA.

Bechtle Onsite Services' SAP team delivers managed and project services for complex SAP landscapes. Working closely with Bechtle Bonn/Cologne's Competence Centre, SAP Baseline & Technology Services, the specialists realise projects based on expert consulting services across Germany, Austria and Switzerland.

"We are delighted that SAP has awarded us the Gold status for our service partnership, underscoring our excellent service quality for SAP products. Together with the Bechtle Competence Centre's experienced project specialists in Bonn, we create bespoke and future-oriented solutions for our customers, from strategising to running complete SAP landscapes," says Jörg Öynhausen, Managing Director, Bechtle Onsite Services GmbH.

Broad experience in SAP products

The Bechtle Group's dedicated competence teams boast years of experience in building and operating efficient SAP environments, including related transition projects. Customers benefit from the experts' top-level certifications, as well as vendor-neutral consulting on available platforms and future-oriented solutions for SAP deployments, with a particular focus on modern technologies including S/4 HANA and the cloud, as well as a big-picture approach to process and module consulting.

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Bechtle with new IT E-Commerce Executive Vice President

28 January 2021

Bechtle AG has bolstered their ranks with Konstantin Ebert. The 49 year old will take on responsibility for IT e-commerce activities in France, the United Kingdom and Spain from 1 February 2021, and will also oversee international strategic projects. The experienced IT manager is joining Bechtle after a one-year sabbatical. He spent four years at Teamviewer, most recently as Executive Vice President for Sales. Before that, the business administration graduate worked at NetApp Deutschland holding various international leadership positions in his nine years there. Konstantin Ebert career in the IT industry began in 1998 when he joined ITC Deutschland, before building on his experience at Fujitsu Siemens Computers and T-Systems Business Services. Konstantin Ebert lives with his family near Heidelberg and will be working from the Bechtle headquarters in Neckarsulm.

"Konstantin Ebert knows our industry inside out and has an excellent network", says Jürgen Schäfer, COO, IT E-Commerce, Bechtle AG. "We were particularly impressed by his approachable manner, strategic vision and experience working with other cultures, and in conversation it very quickly became clear that we share corporate values. A crucial aspect on the road to mutual success."

With Mario Düll as Executive Vice President for Germany, Austria and Switzerland, Bechtle now has two people leading the way for IT e-commerce. Both report directly to Jürgen Schäfer. The largest country market for the IT E-commerce segment is France, where Bechtle is represented by Inmac Wstore, Bechtle direct, Bechtle Comsoft and ARP.

"I know Bechtle as a valuable partner from my previous work and I have always been impressed by Bechtle's dynamic growth and willingness to change. The company's future prospects are extremely high and I am pleased to be able to contribute my experience to this entrepreneurial success story", says Konstantin Ebert on his move to Bechtle.

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ESI Group contributes to the reforestation of the planet by planting 10,000 trees by 2025

26 January 2021

ESI Group, global player in virtual prototyping for industries, is contributing to the reforestation of the planet by planting 10,000 trees by 2025. By the end of the ongoing year, ESI's customers and employees will have planted several thousand trees thanks to a program run by Reforest'Action, a company whose main mission is to preserve, restore and create forests in France and around the world, through collective reforestation projects.

"With this reforestation program, which is part of our CSR approach, ESI Group gives the opportunity to its customers and employees to collectively commit to concrete action to preserve our planet by a simple gesture. The aim is to work towards controlling and reducing our carbon footprint with the involvement of our stakeholders,"

Corinne Romefort-Régnier

Corporate Governance Director - ESI Group

ESI, a player committed to limiting its environmental footprint along with the one of its customers

This important action in terms of CSR commitment is in line with the nature of the Group's activities. Thanks to its solutions, the company is committed to helping its customers develop better products and achieve the highest standards of environmental protection, while significantly reducing waste and gas emissions.

"ESI has developed unique expertise to assist the industry to replace physical tests and prototypes with virtual ones, enabling customers worldwide to virtually manufacture and then test their products, predict their performance and anticipate their maintenance needs in different environments throughout the product lifecycle. As a result, ESI Group helps its customers to take action to reduce their carbon footprint, but also their R&D budget."

Jonas Fredriksson

Managing Director ESI Northern Europe and member of the CSR Steering Committee

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Establishment of a Serbia Branch for Takenaka Europe

26 January 2021

Takenaka Corporation's (president: Masato Sasaki) European subsidiary, Takenaka Europe GmbH, has recently opened a new branch in the Republic of Serbia and begun operations there. Since becoming a European Union candidate state in 2012, Serbia's investment environment has been steadily improving, and in recent years, it has become more attractive as an investment destination for multinational companies. In order to respond to a variety of construction needs by customers in the European market, we have newly added Serbia to our existing network of bases in Europe where our aim is to provide a wide range of integrated solutions from planning, design and construction activities to maintenance and repairs.

Outline of Takenaka Europe GmbH, Serbia Branch

Branch name	Takenaka Europe GmbH, Serbia Branch
Location	Belgrade, Republic of Serbia
Date established	October 5, 2020
Representative	Masayuki Takinami

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HCL TECHNOLOGIES AND UNIVERSITY OF CALIFORNIA, BERKELEY TO PARTNER ON ADVANCED HEALTH TECHNOLOGY COLLABORATIVE LABORATORY

27 January 2021

HCL Technologies (HCL), a leading global technology company, today announced a collaboration with University of California, Berkeley to create a Health Technology Collaborative Laboratory ("CoLab") housed in the Blum Center for Developing Economies on the university's campus in Berkeley, California. The CoLab is being launched over the backdrop of the COVID-19 global pandemic created an urgent need for timely access to therapeutics and diagnostics with telemedicine and telesurgery are more important than ever. As a founding member of the CoLab, HCL is contributing $750,000 over the course of three years.

The CoLab's multidisciplinary teams will work on health technology innovations to meet the challenges in a new age of healthcare. These activities will include rapid problem-solving, prototyping and testing of breakthrough healthcare technologies. This unique environment will bring together stakeholders in healthcare (patients, clinicians, regulators and insurers), the business community and investors to create and commercialize solutions from initial concept through the stages of prototyping, systems architecture and scalable distribution. Uniting global experts, technology and new approaches have proven key to addressing treatment and containment during the current pandemic and will be an important model for addressing future health challenges.

"As a responsible global technology leader, we are proud to contribute and support the creation of macro-scale solutions to healthcare issues for a better future for all," said GH Rao, President, Engineering and R&D Services, HCL Technologies. "We're honored to support UC Berkeley in this initiative, especially as the healthcare industry is undergoing tremendous transformation. As a founding member, HCL will have the opportunity to contribute to promising solutions and projects underway and looks forward to engaging the CoLab Ecosystem to develop new and unique health technology solutions for the future."

"HCL's commitment, combined with its vision for technology innovation and its global reach, will allow us to realize the goals of the CoLab quickly," said Daniel Fletcher, Associate Director for Research of the Blum Center, Purnendu Chatterjee Chair of Bioengineering, and Director of the CoLab.

HCL continues to spearhead innovation and investments across the global health technology industry, and in recent times has provided significant contributions in the United States to the CDC Foundation, United Way, Gates Foundation and Feeding America to enable and advance healthcare solutions. HCL's recent investments in multiple innovation and delivery centers in the US will further create jobs and bring focus to solving critical social, medical and economic challenges posed by the pandemic.

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ITI announces new MBE Consulting Practice

28 Janaury 2021

We are pleased to announce our new Model-Based Enterprise (MBE) Consulting Practice!

Bryan Fischer has recently joined ITI as Head of the MBE Consulting Practice. Bryan is a published author and leading expert in Model-Based Definition (MBD), MBE, PMI, GD&T, and GPS. He has

been a leader in the field for many years and has helped many companies implement MBD and MBE. Bryan has played a leading role in the development of MBD standards and he has worked with all major CAD software companies.

Bryan and ITI share a long relationship and have worked together on many industry-leading projects to extend and enhance 3D MBD, PMI, model and data quality, the digital thread. Bryan has been leading MBD and MBE workshops since 2008 and GD&T and related training since 2001.

Our new MBE practice offers a full suite of services, including training, consulting, and staff augmentation, in all areas related to MBD and MBE throughout the enterprise, the supply chain, and the product lifecycle. From exploratory workshops and training to assess your organization's readiness for MBD and MBE, staff development, adoption and implementation strategies, on-going support, and sustainment, to evolving to the next phase, our aim is to provide the right skills, guidance, and people to help you understand and optimize your digitization opportunities and your implementation strategy.

We provide oversight and assistance at all levels of your journey from the document-based methods of the past to the model-based methods of the future. We can help you get there.

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NTT DATA Technology Foresight 2021 Released

28 January 2021

NTT DATA released NTT DATA Technology Foresight 2021, a compilation of future technology trends that the company believes will have a significant impact on society and business. This year marks the 10th anniversary of Technology Foresight's first publication.

NTT DATA Technology Foresight analyzes the ramifications of developing technologies on society and business over the next three to ten years. In particular, advances in artificial intelligence (AI) and the Internet of Things (IoT) are making a significant impact on people's lives, creating new business models, and delivering new business value.

< Background: Ten Years of NTT DATA Technology Foresight >

NTT DATA launched its inaugural Technology Foresight in 2012 to provide vision and guidance to its clients in a time of rapid change. Technology Foresight has been published annually since then, shedding light on emerging trends based on our ongoing exploration of the latest developments in technology and society. We have shared our findings with more than 30,000 people at private seminars over the past decade.

NTT DATA Technology Foresight has provided on-target insights over the years. For example, in 2012 we noted that it was a year of accelerated AI development. In the image recognition field, it was announced that deep learning had helped improve the accuracy and performance of AI, further raising the hope for AI use. The adoption of AI has only accelerated in the intervening years. Another notable year for AI was 2018, when we predicted a technological revolution in language processing. This technology – and high-accuracy image and voice recognition technology – have since generated many new businesses and services.

Today, despite the challenges of an unprecedented global pandemic, NTT DATA continues to publish trend information and future predictions to help our global clients innovate and solve social issues. The NTT DATA Technology Foresight project has proven to be a reliable and insightful guide, revealing the future of society as seen through the lens of advanced technology research and development.

< Trend Information from NTT DATA Technology Foresight 2021 >

NTT DATA Technology Foresight delivers insights on information society trends, which focus on social and business change, and technology trends, which capture technological change.

Information Society Trends from NTT DATA Technology Foresight 2021

This year's Technology Foresight addresses significant changes in society and business in the following areas:
Note: IST — Information Society Trend

  IST01: Growth of a Seamless World

  IST02: Individual-Centered Design

  IST03: Forge New Norms

Technology Trends from NTT DATA Technology Foresight 2021

This year's leading technology trends are related to AI, which is experiencing a significant technological revolution, and digital data, which is raising hopes as a source of increased value. Technology Foresight considers the impact of these technology trends in the following six areas:
Note: TT — Technology Trend

  TT01: The Transformative Power of AI

  TT02: The Complication of IT Infrastructures

  TT03: Software-Driven Evolution

  TT04: The Growth of Consolidated Data

  TT05: Simulation Takes on New Challenges

  TT06: Distance Accelerates Automation

NTT DATA Technology Foresight website: https://www.nttdata.com/global/en/foresight/trend-listing

< NTT DATA's Vision and Development Case Examples >

We use NTT DATA Technology Foresight to help clarify a vision of the future for our global clients. We support the creation of new business and the growth of society by developing technologies and services required to make the vision a reality. This includes verifying the feasibility and validity of newly developed technologies and services by working with our clients to conduct demonstration experiments.
The following are representative examples of demonstration experiments conducted in the past:

  The functional enhancement of COVID-19 solutions, including remote medicine and the medical image archive solution. [Note 1]

  The start of the MLOps implementation service [Note 2]

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NTT DATA Using AI Diagnostic Imaging Technology to Increase Access to Tuberculosis Examinations for 100,000 People in India

29 January 2021

NTT DATA Corporation, a leading digital business and IT services provider, in cooperation with the AI for Health[1] program from Microsoft Corporation through its strategic investee company DeepTek

Medical Imaging Pvt Ltd[2] hereinafter referred to as "DeepTek", in January 2021 began providing support for improved access to tuberculosis diagnoses for 100,000 people in India. This initiative, the first measure for social action in the strategic collaboration[3] between the two companies that begun in June 2020, aims to stop the spread of tuberculosis, which is one of the targets in the UN's Sustainable Development Goals (SDGs)[4], through support for early detection and treatment for patients in India by providing free access to NTT DATA's AI diagnostic imaging technology and Microsoft's Microsoft Azure cloud service.

Background

Tuberculosis (TB) is one of the top ten causes of death worldwide, claiming 1.4 million lives in 2019[5]. Ending the TB epidemic by 2030 is one of the health targets of the SDGs. One of the challenges to eradicating TB is the lack of opportunities to make a diagnosis and the delay in detection, which leads to greater severity for individual patients and further spread of the disease. Early detection of TB patients in areas with poor access to health care is critical.

NTT DATA has been conducting research, development, and verification testing for AI diagnostic imaging technology, and has adopted the principle of contributing to society through its business activities as part of its management strategy. The Company has agreed with Microsoft to cooperate with its AI for Health program, and to contribute to society through efforts to eradicate tuberculosis and other infectious diseases.

As the first step in this cooperation effort, NTT DATA via DeepTek has begun providing support to improve access for TB examinations in India, which has the most TB patients in the world, using a medical examination vehicle.

Project Overview

NTT DATA's Indian partner firm DeepTek provides AI diagnostic imaging technologies to hospitals and other institutions. In cooperation with DeepTek, NTT DATA plans to install this system in a medical examination vehicle able to travel to various regions, and by linking it with Microsoft Azure, enhance access to TB exams for people in the Chennai region of India.

Chennai is working to locate TB patients in regions where access to medical care is difficult. This project will use a medical examination vehicle to visit such regions, take X-ray images and analyze them using AI diagnostic imaging technologies. Patients suspected of having TB are then given sputum exams, with the aim of early detection.

Region	: Chennai, India
Scale	: Support for improved access to TB exams for around 100,000 people
Period	: January 2021 to March 2022
Collaborative Organization	: Project owner: Greater Chennai Corporation (GCC) Technology providers: DeepTek with support from NTT DATA, Microsoft

Endorsements

Greater Chennai Corporation

Dr.Jagadeesan, City Health Officer of Greater Chennai Corporation (GCC) commented, "AI enabled X-Ray screening has helped us substantially improve the yield of identifying TB suspects. We are satisfied with the technology provisioned by DeepTek, and sincerely appreciate their and their partner's support.

Microsoft

Juan Lavista Ferres, General Manager and Lab Director of the AI for Good research lab at Microsoft said, "I am pleased and humbled to partner with NTT Data and DeepTek through this project to overcome societal challenges brought through tuberculosis as we all strive towards the mission of the Indian government to eliminate tuberculosis (TB) by 2025. Our mission to empower every person and every organization on the planet to achieve more guides everything we do, every product we build and every technology we incubate. How we show up with our customers is also driven by a deep sense of this mission."

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PROS Earns Great Place to Work® Certification

26 January 2021

PROS®, a provider of AI-powered solutions that optimize selling in the digital economy, announced its designation as a 2020-2021 Great Place to Work-Certified^{TM} company. Great Place to Work® is the global authority on workplace culture, employee experience and the leadership behaviors proven to deliver market-leading revenue and increased innovation. The certification further substantiates PROS commitment to fostering a culture that provides a first-class employee experience while delivering on the company mission to help people and companies outperform.

Using validated employee feedback gathered with Great Place to Work's rigorous, data-driven 'For All' methodology, the survey confirms 94% of employees say PROS is a great place to work. Additionally, 96% of employee respondents say they feel welcome when joining PROS and 95% of respondents are proud to tell others they work at PROS.

"We take our people-first culture very seriously and are extremely honored to receive this designation," said PROS Chief People Officer Nikki Brewer. "Being Great Place to Work certified further confirms PROS commitment to attracting and retaining the best talent and fostering an inclusive workplace culture that creates meaningful experiences for employees."

When describing why PROS is a great place to work, employees' top responses are people, care and culture, all of which align with PROS core values – We Are Owners. We are Innovators. We Care. PROS maintains a welcoming environment and provides resources and opportunities to help foster inclusion through numerous Employee Resource Groups (ERGs), enables employees to take charge of their careers through learning and development programs and supports a virtual first, flexible work-life balance to fit individual employee lifestyles.

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PTC's ThingWorx and Vuforia Power Fujitsu Smart Factory Framework

25 January 2021

PTC has expanded its existing customer relationship with Fujitsu America, Inc. to promote adoption of Internet of Things (IoT) and augmented reality (AR) technologies. As a systems integrator (SI), Fujitsu has integrated PTC's award-winning ThingWorx® Industrial IoT and Vuforia® Augmented Reality (AR) platforms into its Smart Factory framework, enabling manufacturing customers to accelerate their digital transformation initiatives by addressing growing skills gaps, providing support against increasing macroeconomic and cost pressures, and pioneering new ways of working.

"Our alliance with PTC will be pivotal in helping manufacturers thrive in an increasingly challenging business environment. Our enhanced Smart Factory framework, bolstered by the ThingWorx and Vuforia platforms, will enable our customers to create real-time operational insight and intelligence across manufacturing domains, helping to improve tactical and strategic operations," said Paul Bresnahan, Head of Manufacturing at Fujitsu America, Inc. "Together, Fujitsu and PTC are enabling our customers to bring in new business that wouldn't have been possible otherwise — it's a 'win win' for everyone."

The Fujitsu Smart Factory framework, deployed with ThingWorx, supports shop floor efficiencies, enabling customers to reduce costs, increase productivity, and redeploy previously tied-up assets. Paired with the Vuforia AR platform, the Fujitsu Smart Factory solutions will enable customers to empower their front-line workers with the critical information they need to do their jobs safely, efficiently, and accurately, while also enabling customers to build resiliency and agility in their respective sectors.

"We are pleased to enter into this new phase of our relationship with Fujitsu. Fujitsu and PTC share a common vision to help manufacturers accelerate innovation in the factory to deliver meaningful business impact with speed and at scale," said Catherine Kniker, Divisional Vice President and Global Head of Corporate Development, PTC. "We both understand the challenges that come with migrating to a digital factory, and believe our robust experience positions us well to help our customers quickly achieve value with their digital transformation initiatives."

ThingWorx is PTC's award-winning platform designed to deliver Industrial IoT solutions at scale, across the enterprise, and enables organizations around the world to gain competitive advantage and reduce costs. Since its initial launch, thousands of industrial companies, including discrete product and process manufacturers, have used ThingWorx to successfully optimize business processes, improve manufacturing operations, modernize field service delivery, and more. PTC's Vuforia AR platform, recognized by industry analysts for its depth and breadth of capabilities, offers some of the fastest, easiest, and most advanced AR content development solutions, enabling increased workforce safety and efficiency, better customer experiences, and reduced cost, among other business benefits.

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SAP and Microsoft expand partnership and integrate Microsoft Teams across solutions
22 January 2021

SAP SE and Microsoft Corp. announced plans to integrate Microsoft Teams with SAP's intelligent suite of solutions. The companies also formalized an extensive expansion of an existing strategic partnership to accelerate the adoption of SAP S/4HANA® on Microsoft Azure. This builds on a joint commitment by the companies to simplify and streamline customers' journeys to the cloud.

"New ways of working, collaborating and interacting completely transform how we operate," said Christian Klein, CEO of SAP SE and member of the Executive Board. "By integrating Microsoft Teams across our solution portfolio, we will bring collaboration to the next level, jointly determining the future of work and enabling the frictionless enterprise. Our trusted partnership with Microsoft is focused on continuously advancing customer success. That's why we are also expanding interoperability with Azure."

Much has changed in the last year as work has become more virtual, increasing reliance on Microsoft Teams for meetings, communication, and collaboration. To facilitate these business and societal changes, SAP and Microsoft are building new integrations between Microsoft Teams and SAP solutions

such as SAP S/4HANA, SAP SuccessFactors and SAP Customer Experience. This can enable innovation, increase employee productivity and engagement, deliver collaborative learning and support global growth. These integrations are planned for delivery in mid-2021.

"The case for digital transformation has never been more urgent," said Satya Nadella, CEO, Microsoft. "By bringing together the power of Azure and Teams with SAP's solutions, we will help more organizations harness the power of the cloud so they can more quickly adapt and innovate going forward."

The companies are also expanding their endorsed cloud partnership announced in 2019, to introduce new offerings around cloud automation and integration for SAP S/4HANA on Microsoft Azure. Together, Microsoft and SAP are expanding the ability to run a mission-critical intelligent enterprise on Azure while helping customers modernize their enterprise applications. SAP and Microsoft will provide customers with:

- **Simplification** when moving on-premise editions of SAP ERP to SAP S/4HANA in the cloud. In addition to the industry-specific journey maps to the cloud and reference architectures, SAP and Microsoft will continue to co-innovate around SAP S/4HANA on Azure.

- **Expanded joint engagements with customers and partners.** In addition to product integration work, SAP, Microsoft and system integrator partners will continue to provide digital enterprise roadmaps for customers. This includes immediate and actionable reference architectures and technical guidance to help customers on their journey to the cloud.

- **Increased investments** in platform and infrastructure. The companies will further develop automated migrations, improved operations, monitoring and security.

Customers broadly favor Azure when moving on-premise SAP S/4HANA to the cloud.

"As part of our overall transformation we transitioned to SAP S/4HANA," said John Hill, Carhartt's chief information officer & senior vice president of Business Planning. "Running it on Microsoft Azure provides the velocity, availability, scalability, and elasticity we need for more visibility and better efficiency across our business. The pandemic struck as we were in the middle of our SAP implementation, so by using Teams, we were able to continue to work on the project, stay on schedule, and keep everyone informed. The combination of SAP and Microsoft was especially helpful during a challenging time."

"SAP S/4HANA has given us real-time visibility into our inventory, which is crucial for us as a pharmacy and healthcare retail company during the pandemic," said Francesco Tinto, Walgreens Boots Alliance's senior vice president, global chief information officer. "We chose to run SAP S/4HANA on Azure because of its agility and flexibility to scale up and out quickly to meet our business needs. Now we have access to our data in one place so we can offer the best possible customer experience online and in our stores. Microsoft Teams coupled with SAP solutions helped us overcome business continuity challenges and enabled our employees to collaborate very effectively despite the shift from office to remote work."

"When it comes to our customers delivering personal protective equipment (PPE) we can't be late, so we rely on SAP and Microsoft to provide the digital backbone that's essential to keeping our supply chain running smoothly," said Helge Brummer, Coats' vice president, Technical Infrastructure, Support & Operations. "The combination of Microsoft Teams with our SAP solutions has given our employees the ability to work from anywhere while ensuring orders are delivered on time to our customers supporting the people putting their lives at risk working on the front line."

SAP's endorsement of Azure for ERP cloud migration is reflected in positive customer feedback on the collaboration between the companies. SAP and Microsoft will continue to make migration simpler and increase customers' confidence in running their digital enterprises in the cloud. At the same time, many customers express a desire to maintain multi-cloud environments. SAP continues with its long-standing policy of supporting choice for those customers who request alternatives based on business requirements.

SAP and Microsoft recently announced an update to enable customers to design and operate intelligent digital supply chain and Industry 4.0 solutions in the cloud and at the edge.

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SolidProfessor announces its partnership with Hawk Ridge Systems with the mission to help engineering teams maximize investments in technology and people.

25 January 2021

SolidProfessor, the largest online training platform for engineering design, and Hawk Ridge Systems, the leading provider of 3D design software, manufacturing, and printing solutions, have formed a new strategic partnership. Through this partnership, SolidProfessor and Hawk Ridge Systems are committed to helping engineering teams operate more efficiently by equipping them with the best-in-class tools and skills to be leaders in their space. With shared roots in the early days of Dassault Systèmes SOLIDWORKS Corp. and a combined four decades of experience in the engineering design sphere, this collaboration presents bold new opportunities for engineering technology and skill development.

"We're incredibly excited to partner with Hawk Ridge Systems and enter into a new age of opportunities," says Pedro Santana, President and Cofounder of SolidProfessor. "We've always seen Hawk Ridge Systems as a key player in 3D design technology. Their experience, deep knowledge of the industry, and customer-centric mindset mirror our own. It was only natural to begin this relationship."

This strategic partnership emerges after a tumultuous year for many businesses due to the COVID-19 pandemic. The transformative year has accelerated the transition to online, on-demand training for engineers — who traditionally have attended in-person classroom sessions. Says Tony Glockler, CEO and Cofounder of SolidProfessor: "Since the pandemic hit, we've seen online training go from innovative to essential. However, Hawk Ridge Systems shared our vision for the future of engineering design technology and training long before the pandemic. Because of this common perspective, we're confident that this partnership will be invaluable for their customers and ours for the new challenges ahead."

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Strategic Partnership between Ooredoo Qatar and Wipro Will Help to Accelerate Cloud Adoptions by Public and Private Sector Entities

23 January 2021

Ooredoo Qatar, a Microsoft Gold Certified Partner, has signed a strategic partnership agreement with Wipro Limited, a leading global information technology, consulting and business process services company, as part of becoming a Trusted Microsoft Azure Managed Services Provider. This new alliance will help business customers to embrace and accelerate their transition to the public cloud.

Qatar-based organisations can now benefit from advisory and professional services, cloud solution design, delivery and daily operational support for their Microsoft Azure services, backed by Ooredoo — a trusted partner with a deep level of cloud expertise and experience.

Microsoft Azure is an ever-expanding set of cloud services that provides computing, analytics, storage and networking services with the freedom to build, manage and deploy applications on a massive and global network. It embodies numerous possibilities for modernising the digital workload of an enterprise.

As already demonstrated by Ooredoo's experience in the delivery and management of cloud services in Qatar and beyond, Ooredoo aims to help leverage digital technologies and to support customer operations, especially in the context of this new partnership.

Benefits include flexible consumption-based models, including Infrastructure as a Service, Platform as a Service and Advanced services — such as Machine Learning and Big Data Analytics — in the Azure Public Cloud. Businesses can also leverage the secure Ooredoo Cloud Connect (ExpressRoute) connectivity already established between Ooredoo and global Microsoft Azure data centres.

Organisations can also take advantage of improved cloud architecture design and implementation. Ooredoo is also backing the solution with a dedicated team of certified Microsoft Azure Consultants and Support Experts to help in managing, monitoring and optimising Azure services.

Sheikh Nasser Bin Hamad Al Thani– Chief Business Officer, Ooredoo – said: "Ooredoo Azure Managed Services means that customers can scale up or scale down and continuously meet their changing business needs, while making sure IT costs and services are always aligned with their business demand. The strategic partnership between Ooredoo Qatar and Wipro Limited will help accelerate cloud adoption for government entities, public and private enterprises, and also address the security and data residency issues around cloud services."

Sanjeev Tayal, Business Head – Middle East, Wipro Limited, said: "This partnership is a step forward towards ensuring that customers operating or planning to set up operations in Qatar benefit from this alliance. Ooredoo's extensive network and enterprise experience coupled with Wipro's differentiated cloud transition and digital transformation services will ensure operational efficiency and the modernization of the customers' cloud journey. We are confident of delivering innovative solutions in the cloud infrastructure space to our customers in Qatar by leveraging the capabilities of Microsoft Azure."

This partnership will prove essential to Qatar's new Azure Region from 2021, announced by MoTC and Microsoft, in line with the Qatar Nation Vision 2030 to promote a digital-driven economy.

Business customers can leverage the Ooredoo Advantage, making Ooredoo 'Best for Business', thanks to its breadth and depth of talent, best fixed and mobile networks, broadest portfolio of ICT services and solutions, and trusted partner for 60 years.

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TATA TECHNOLOGIES ACTUATES NEW ENTITY, TATA TECHNOLOGIES NORDICS AB IN SWEDEN

21 January 2021

Tata Technologies, a leading global engineering services and product development firm, has begun operations in its wholly owned subsidiary in Gothenburg, Sweden. This move marks the completion of

its acquisition deal with Escenda AB in 2017. Sweden holds strategic importance for the new entity, considering the presence of global OEMs and Tier 1 automotive majors, large export volumes, and augmented focus on vehicle electrification. Through the new delivery centre, Tata Technologies plans to offer its expansive product portfolio to customers in Nordics through solutions such as smart manufacturing, telematics, PLM implementation, holy trinity of ERP-PLM-MES solutions, contactless retail solutions, among others.

Warren Harris, CEO & MD, Tata Technologies, said, "Tata Technologies has reinforced its leadership position in product engineering services as per Zinnov's 2020 Rating and has bagged the prestigious Frost & Sullivan' Company of the Year 2020 Award. We are excited to create value for our customers in Nordics through the delivery centre and stand by our ethos of helping our customers realize better products."

Arun Krishnamurthi, President, Europe, Tata Technologies said, "TATA Technologies NORDICS AB is a crucial cornerstone of Tata Technologies' European growth strategy. We already have our presence in Sweden where we work with leading OEMs and we wish to deliver our services and value to potential customers in Nordics."

Sameer Joshi, VP-Nordics, Tata Technologies said, "Sweden holds strategic importance, considering the growth opportunities for Tata Technologies. I am excited about TATA Technologies' growth journey across Nordics Countries as we continue to build our relationship with customers by creating value through our Engineering R&D & Digital Services."

Tata Technologies is a globally recognized company that is committed to its vision of 'Engineering a better world' for three decades. Tata Technologies has been recognized by Zinnov, a global management & strategy consulting firm, as global leaders in ER&D services.

Tata Technologies aims to enable clients engineer better products through two tracks of the company's value proposition: the first is outsourced product engineering services for our clients by helping them conceptualize and design better products, and the second is helping them manufacture and service innovative products through digital tools and IT technologies.

TCS' AI-powered Merchandise Optimization Suite Optumera™ Honored by AIconics Awards
25 January 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that its AI-powered retail merchandizing and supply chain optimization software suite, TCS Optumera™, has been Highly Commended in the category 'Best Enterprise AI Solution' at The AIconics Awards.

The AIconics Awards recognize industry leaders across a broad spectrum of AI technologies, and feature more than 340 entries in 14 categories. The award for Best Enterprise AI Solution recognizes leading companies that build and apply the most innovative and effective AI solutions – in any industry.

TCS Optumera helps retailers make data-driven merchandizing and supply chain decisions regarding right-sizing store space, shopper centric omni-channel assortment, pricing strategies and compliance. Leveraging the power of AI and the TCS Algo Retail™ framework, TCS Optumera continuously analyzes more than 1,000 factors that impact key performance indicators to deliver cross-channel recommendations for optimization. Fortune 500 companies that have deployed TCS Optumera have

seen a 3% to 5% increase in sales, 30% to 50% reduction in time spent, and 20 to 30% decrease in costs.

"*Retailers leveraging the AI-driven optimization solution TCS Optumera are being rewarded with the agility, flexibility and data-driven insights needed to quickly respond to the drastic shifts happening across business and shopping behaviors,*" said **Shankar Narayanan, Business Group Head, Retail, CPG, Travel & Hospitality, TCS**. "*This AIconics Award recognition is a strong validation of our deep domain expertise, global scale and investments in AI solutions that transform the way retailers operate to gain competitive advantage.*"

The TCS Algo Retail framework, enables retailers to seamlessly integrate and orchestrate data flows across the retail value chain, harnessing the power of analytics, AI and machine learning to unlock exponential business value. TCS Algo Retail suite includes Optumera and TCS OmniStore™, a unified commerce platform.

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TCS Clocks Highest Brand Value Growth in IT Services in 2020

26 January 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, has further consolidated its position among the Top 3 most valuable brands in the IT services sector according to Brand Finance, the world's leading brand valuation firm. According to the Brand Finance IT Services 25 2021 report, TCS grew its brand value by $1.425 Billion – the highest absolute growth among the 25 companies assessed, that too in a challenging year when the brand value of IT services companies collectively dropped by 3 percent. Further, at 10 percent growth over the prior year, TCS has outperformed its peers in the Top 3 category.

This strong growth is primarily attributed to the company's superior financial, customer and market performance. TCS navigated this period of disruption successfully with the launch of its Secure Borderless Workspaces™ (SBWS™) operating model that helped customers carry out their mission critical activities, and also launch new technology-led transformational initiatives to enhance their operational resilience and deliver superior customer experiences in new virtual and contactless engagements. The seamless adaptation to new ways of working and the increased agility engendered by location-agnostic remote working models have led to faster execution on the ground and enhanced customer satisfaction, helping TCS win more business and gain market share.

"*With what was a very tough 2020, led so ably by its CEO Rajesh Gopinathan, TCS has excelled itself once again. Along with 10% growth in its brand, its market cap also hit pole position in its industry and it is increasingly closing in on the top two in the IT services sector table,*" said **David Haigh, Chief Executive Officer, Brand Finance**. "*I attribute this ongoing success to TCS' incredible commitment to serving all its different stakeholders, be it staff, clients, its general public and the wider world. This dedication, over a long period of time, translates itself into consistent and outperforming brand value. 2021 will undoubtedly be another great year for TCS and its brand.*"

"*This recognition of our brand strength is a stellar reaffirmation of the continued trust that our customers have placed in us over the years. By helping them cope with the pandemic and thrive in the recovery, we demonstrated the undisputed power of resilience, collective knowledge and innovation,*" said **Rajashree R, CMO, TCS.** "*We are proud and excited to embark on the next phase of our growth, building on our beliefs, and harnessing the passion, dedication and strength of our 469,000 associates who are the true custodians of Brand TCS.*"

TCS partners with some of the world's largest corporations in their innovation, growth and transformation initiatives. In the past year, it has expanded and deepened relationships, deploying effective solutions, and winning some of its largest deals to date. TCS has been systematically investing in research and innovation, taking up promising themes in each industry, and leveraging its domain knowledge to build innovative solutions that are proactively showcased to customers. In addition, the company has been partnering with customers through the discovery, definition, refinement and delivery phases at the TCS PacePorts™, its co-innovation centers located across the world.

As a brand, TCS expanded its long-term commitment to global marathon and running partnership platforms with the launch of its innovative #ThisRun global community for runners of all levels. During the year, TCS won the 2020 Gartner Communications Award in the category 'Excellence in Building a Corporate Brand' for its multi-phased communication strategy, centered around its Business 4.0™ thought-leadership framework. TCS was recognized as a Superbrand across the United States and United Kingdom based on the strength of its brand reputation across channels, business performance, industry-leading job creation, scale of employee training and development, and dedication to nationwide corporate social responsibility initiatives.

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TraceParts CAD-Content Platform Sees Record Growth in 2020, Exceeding 4 Million Registered Engineers and 1,000 Supplier-Certified Catalogs

28 January 2021

TraceParts, one of the world's leading suppliers of 3D digital content for engineering, has achieved last year its highest and best performance ever since the launch of its CAD-content platform in 2001, with all audience metrics reflecting significant yearly growth. These excellent results confirm the trust that millions of engineers and designers place in TraceParts.com as one of their preferred content resources to help them boost their productivity while designing new machines and industrial equipment:

   4.1 million registered members, from all countries and all industries.

   63 million page views.

   132 million searchable part numbers, which can be instantly sourced from 1,050 catalogs of industrial components.

   152 million product data downloads.

   26 API calls per second, 24/7

We are extremely proud to have reached not just one but two impressive milestones on our CAD-content platform last year: the 4 millionth engineer registered last August and the 1,000th supplier-certified catalog was published last December. It clearly positions TraceParts as one of the world's leading suppliers of 3D digital content for the engineering sector, and we are ready to break many more records! said Bertrand Cressent, TraceParts Product Portfolio Global Manager

In 2021 we'll maintain our continuous efforts to improve the seamless user experience of our platform by adding great new features and enhanced content to maximize the design productivity of our millions of members. adds Bertrand Cressent

Thanks to the performance of TraceParts web metrics in 2020, part manufacturers & distributors,

CAD/CAM/CAE software vendors and 3D printing & quick prototyping players benefit from a fantastic digital marketing exposure to promote their products and services, globally. Generating and tracking qualified sales leads from all industrial sectors have never been so critical since the cancellation of most of the trade fairs due to the COVID-19 pandemic, and the TraceParts CAD-content platform clearly offers both the quantity and the quality of the necessary audience to achieve that goal.

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Wipro appoints Douglas Silva as Country Head for Brazil

25 January 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced the appointment of *industry veteran* Douglas Silva as Country Head for Brazil.

Douglas has more than two decades of experience in the IT industry and has played key roles in spearheading client transformations across various sectors. Prior to joining Wipro, Douglas was the Head of Financial Services Industry in Latin America and Enterprise Sales Director for Brazil for Amazon Web Services (AWS). Douglas has also held senior positions with SAP, Capgemini and TCS during his career.

He will be based at Alphaville, Barueri, Brazil and will report to Mukund Seetharaman, Managing Director, Latin America.

"We are excited to have Douglas Silva join us as we look to build on our legacy of success and drive accelerated growth in one of Latin America's most dynamic markets. Brazil has helped drive growth across the region over the last few years and Wipro remains committed to strengthening its teams to support both global and local clients in their transformation journey," said **Mukund Seetharaman, Managing Director, Latin America, Wipro Limited.**

Recognizing the region's enormous growth potential, Wipro has made a number of strategic investments in Latin America during the past five years. The company has built its local presence across the region significantly by hiring a strong and diverse local workforce, acquiring local companies and establishing offices in key economic hubs.

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Wipro recognised as Top Employer 2021 in Australia for the second consecutive year

25 January 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced that it has been recognised by the Top Employers Institute as a Top Employer in Australia, for 2021, for the second consecutive year.

This prestigious certification recognized 1600 Top Employers in 120 countries. The evaluation is based on their HR Best Practices Survey that covers 6 HR domains consisting of 20 topics such as People Strategy, Work Environment, Talent Acquisition, Learning, Well-being and Diversity & Inclusion and more. Being certified as a Top Employer showcases an organisation's dedication to a better world of work and exhibits this through excellent HR policies and people practices.

Wipro has excelled in areas such as Learning & Development, Talent Strategy, Leadership

Development, Talent Acquisition, Onboarding and Performance Management – all of which are pertinent to the company's employee development and growth initiatives across operations in Australia and New Zealand.

David Plink, CEO, Top Employers Institute said, "Despite the challenging year we have experienced (which has certainly made an impact on organisations around the globe), Wipro has continued to demonstrate the power of putting their people first in the workplace. We are proud to share this year's announcement and congratulate the organisations who have been certified in their respective countries through the Top Employers Institute programme."

N.S. Bala, CEO, APMEA Strategic Market Unit, Wipro Limited said, "We are excited with this achievement as it is a testament to Wipro's best-in-class people practices. This prestigious certification underscores our sustained efforts towards nurturing our employees and ensuring their well-being amidst the global pandemic. We have actively prioritized our employees' professional development to align with the emerging technology and domain needs of our clients. I extend my congratulations to all our employees, clients and partners who have made this journey possible for us."

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Event News

CIMPA to deliver PLM-based programme to Engineering University in Troyes UTT

21 January 2021

CIMPA is to deliver in January and February 2021 a training programme to students at the University of Troyes (UTT) to share insights and know-how about various subjects including PLM, Dassault Systèmes' 3D Experience platform, Configuration Management, Entreprise Modeling and Simulation, Automation and Manufacturing. Our experts will meet up with the students (remotely) to foster collaboration and dialogue as well as a hands-on approach.

We look forward to an exciting programme and dialogue with the UTT students.

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EMA Design Automation to Hold Flex PCB Webinar Feb. 3

25 January 2021

EMA Design Automation will hold a free webinar on flex PCB design guidelines for manufacturing Feb. 3.

This webinar discusses the advantages flex PCBs offer, including their ability to be molded and bent without breakage. They allow better airflow, heat dissipation, lower assembly costs, and a reduction in assembly errors.

Attendees will learn the benefits of flex PCBs, understand flex materials and how they impact a board's flexibility, and common guidelines such as stack-up, annular rings, trace routing, and stiffeners.

The webinar will explain how to apply these guidelines during the design process by leveraging cross sections, constraints, and a 3-D canvas and will include a checklist for manufacturing, including drawing requirements and fab notes.

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Kubotek3D exhibiting at PNAA

26 January 2021

Kubotek3D is pleased to announce that we will be exhibiting at the Pacific Northwest Aerospace Alliance Conference (PNAA) Advance/2021 Virtual Conference, Feb 08, 2021 - Feb 12, 2021.

PNAA is a non-profit organization that promotes the growth and global competitiveness of the Pacific Northwest Aerospace Cluster. The aerospace industry, and the suppliers of The Boeing Company in particular, have been the top users of Kubotek's CAD comparison technology over the last ten years.

Kubotek3D delivers core precision 3D technologies and easy-to-use software to help engineers speed time-to-market, reduce costs, and improve quality. During the conference, we will demonstrate the K-Compare Revision and K-Compare Validate applications to customers, prospects, and partners.

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Financial News

Aspen Technology Announces Financial Results for the Second Quarter of Fiscal 2021

27 January 2021

Aspen Technology, Inc., a global leader in asset optimization software, announced financial results for its second quarter of fiscal year 2021 ended December 31, 2020.

"AspenTech's second quarter results were solid in the context of the current economic environment and support our outlook for a strong performance in the fiscal year. The quarter results were also highlighted by strong free cash flow generation," said Antonio Pietri, President and Chief Executive Officer of Aspen Technology. "Customers continued to make substantial long-term commitments with AspenTech, including a renewal in excess of $75 million with one of the largest global oil companies making it one of the biggest transactions in our history."

Pietri continued, "Demand activity remains strong across our product portfolio and we believe we are on track to have a good second half of the fiscal year. The increasing importance of digitalization and sustainability in the process and other capital intensive industries, as well as customer feedback on recent product announcements like the Aspen AIoT Hub and aspenONE v12, give us confidence in our ability to return to double-digit annual spend growth once the economy normalizes."

Second Quarter Fiscal Year 2021 Recent Business Highlights

- Annual spend, which the company defines as the annualized value of all term license and maintenance contracts at the end of the quarter, was approximately $604 million at the end of the second quarter of fiscal 2021, which increased 7.0% compared to the second quarter of fiscal 2020 and 1.3% sequentially.

Summary of Second Quarter Fiscal Year 2021 Financial Results

AspenTech's total revenue of $233.7 million included:

- **License revenue,** which represents the portion of a term license agreement allocated to the initial license, was $180.2 million in the second quarter of fiscal 2021, compared to $72.4 million in the second quarter of fiscal 2020.

- **Maintenance revenue,** which represents the portion of the term license agreement related to on-going support and the right to future product enhancements, was $46.8 million in the second quarter of fiscal 2021, compared to $44.5 million in the second quarter of fiscal 2020.

- **Services and other revenue** was $6.7 million in the second quarter of fiscal 2021, compared to $9.0 million in the second quarter of fiscal 2020.

For the quarter ended December 31, 2020, AspenTech reported income from operations of $149.5 million, compared to income from operations of $42.9 million for the quarter ended December 31, 2019.

Net income was $129.2 million for the quarter ended December 31, 2020, leading to net income per share of $1.89, compared to net income per share of $0.58 in the same period last fiscal year.

Non-GAAP income from operations was $162.2 million for the second quarter of fiscal 2021, compared to non-GAAP income from operations of $52.1 million in the same period last fiscal year. Non-GAAP net income was $139.3 million, or $2.04 per share, for the second quarter of fiscal 2021, compared to non-GAAP net income of $47.1 million, or $0.68 per share, in the same period last fiscal year. These non-GAAP results add back the impact of stock-based compensation expense, amortization of intangibles and acquisition-related fees. A reconciliation of GAAP to non-GAAP results is presented in the financial tables included in this press release.

AspenTech had cash and cash equivalents of $217.5 million and total borrowings, net of debt issuance costs, of $300.8 million at December 31, 2020. During the second quarter the company paid down approximately $119.2 million on the outstanding balance on its revolving credit facility.

During the second quarter, the company generated $37.8 million in cash flow from operations and $38.0 million in free cash flow. Free cash flow is calculated as net cash provided by operating activities adjusted for the net impact of: purchases of property, equipment and leasehold improvements; payments for capitalized computer software development costs, and other nonrecurring items, such as acquisition-related payments.

Business Outlook

Based on information as of today, January 27, 2021, Aspen Technology is issuing the following guidance for fiscal year 2021:

- Annual spend growth of 6-8% year-over-year
- Free cash flow of $265 to $275 million
- Total bookings of $805 to $850 million
- Total revenue of $731 to $760 million
- GAAP total expense of $356 to $361 million
- Non-GAAP total expense of $313 to $318 million
- GAAP operating income of $375 to $399 million
- Non-GAAP operating income of $418 to $442 million

- GAAP net income of $328 to $347 million

- Non-GAAP net income of $362 million to $381 million

- GAAP net income per share of $4.80 to $5.08

- Non-GAAP net income per share of $5.29 to $5.58

These statements are forward-looking and actual results may differ materially. Refer to the Forward-Looking Statements safe harbor below for information on the factors that could cause our actual results to differ materially from these forward-looking statements.

AspenTech has not reconciled its expectations as to forward-looking non-GAAP total expense, non-GAAP operating income, non-GAAP net income and non-GAAP net income per share to their most directly comparable GAAP measure because certain items are out of AspenTech's control or cannot be reasonably predicted. Accordingly, a reconciliation for forward-looking non-GAAP total expense, non-GAAP operating income, non-GAAP net income and non-GAAP net income per share is not available without unreasonable effort.

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PTC Announces Fiscal First Quarter 2021 Results

27 January 2021

PTC reported financial results for its fiscal first quarter ended December 31, 2020.

"Fiscal 2021 is off to a great start with double-digit top line growth and strong cash flow generation in the first fiscal quarter. PTC's results reflect strong demand across our product portfolio as customers continue to power their digital transformation initiatives with PTC's market-leading solutions," said James Heppelmann, President and CEO, PTC.

"With adoption of cloud and SaaS-based technologies accelerating in the industrial market, we believe our investments in product innovation and strategic acquisitions position PTC to take share and expand our leadership position in the markets we serve. The acquisition of Arena Solutions, which closed this month, together with Onshape, create the leading pure-SaaS CAD and PLM solution set in the market today. We are excited to welcome the Arena team, and pleased to complement our strong momentum in the traditional CAD and PLM markets," concluded Heppelmann.

First quarter 2021 highlights[1]

Key operating and financial highlights are set forth below. For additional details, please refer to the Q1'21 earnings presentation and financial data tables that have been posted to the Investor Relations section of our website at investor.ptc.com.

- **ARR** was $1.34 billion, which is growth of 16%, or 12% in constant currency, compared to Q1'20, reflecting strong performance in our Core and Growth businesses and in our global channel.

- **Revenue** was $429 million compared to $356 million in Q1'20, growth of 20%, or 17% in constant currency, driven primarily by strong large-deal results and longer contract durations.

- **Cash flow** from operations was $114 million and free cash flow was $111 million in Q1'21, compared to Q1'20 cash flow from operations of $8 million and free cash flow of $3 million.

- **Operating margin** was 21% in Q1'21, compared to 9% in Q1'20; Q1'21 non-GAAP operating

margin was 36%, compared to 26% in Q1'20.

- **Total cash and cash equivalents** as of the end of Q1'21 was $399 million; total debt, net of deferred issuance costs, was $988 million.

Fiscal 2021 Guidance

"Given our strong financial performance again this quarter and the acquisition of Arena Solutions in January 2021, we are updating our fiscal 2021 financial guidance to reflect the effect of Arena Solutions[2], the impact of foreign currency, and our Q1'21 performance," said Kristian Talvitie, EVP and CFO, PTC.

[1] *We include operating and non-GAAP financial measures in our operational highlights. The detailed definitions of these items and reconciliations of Non-GAAP financial measures to comparable GAAP measures are included below and in the reconciliation tables at the end of this press release.*
[2] *Our FY'21 financial guidance does not include the effect of purchase accounting and related tax effects for Arena Solutions, which is expected to have a material effect on our financial statements.*

Our FY'21 financial guidance includes the assumptions below:

- Macroeconomic conditions related to the COVID-19 crisis remain stable near-term with conditions improving in the second-half of FY'21.

- Organic ARR growth of 10% to 12% on a constant currency basis, an increase of 100 basis points at the low-end of guidance vs. our prior guidance.

- Arena Solutions contributes ~400 basis points of ARR growth.

- Changes in foreign currency since September 30, 2020 contribute ~200 basis points of ARR growth.

- ARR growth includes a ~2% headwind from lower backlog for FY'21 exiting FY'20, resulting primarily from COVID-19-related bookings pressure in FY'20.

- ARR YoY growth rates, on a constant currency basis, are expected to be approximately linear each quarter throughout FY'21.

- Churn improves ~100 bps YoY.

- GAAP tax rate is expected to be ~50%, including an approximately $35 million tax reserve related to an ongoing tax matter in a non-US jurisdiction. Non-GAAP tax rate is expected to be ~19%.

- Operating cash flow and free cash flow benefit by ~$15 million from Fx, but the Fx benefit is offset by an un-forecasted foreign tax assessment of ~$15 million, related to the matter noted above.

- Our FY'21 financial guidance does not include the effect of purchase accounting for Arena Solutions, which is expected to have a material effect on our financial statements.

In millions except per share amounts	Previous Guidance	Revised Guidance	YoY
ARR	$1,385 - $1,420	$1,470 - $1,500	16% - 18%
Cash from Operations	~$365	~$365	~55%
Free Cash Flow [(1)]	~$340	~$340	~60%

Revenue [2]	$1,550 - $1,600	$1,690 - $1,730	16% - 19%
GAAP Operating Margin [2]	13% - 14%	15% - 16%	100 bps – 200 bps
Non-GAAP Operating Margin [2][3]	28% - 29%	30% - 31%	100 bps – 200 bps
GAAP EPS [2]	$1.03 - $1.23	$0.82 - $0.94	(27)% - (16)%
Non-GAAP EPS[2][3]	$2.65 - $2.85	$3.05 - $3.25	19% -26%

(1) Cash from operations and free cash flow include ~$15 million of restructuring payments and $16 million of acquisition-related payments; free cash flow is net of capital expenditures of ~$25 million.

(2)	Guidance does not include the impact of Arena Solutions purchase accounting as the valuation of the acquired assets and liabilities has not been completed. The purchase accounting will include valuing acquired deferred revenue, deferred commissions, intangible assets and deferred taxes, among other assets and liabilities and is expected to have a material impact on our financial statements.
(3)	The FY'21 non-GAAP guidance excludes the estimated items outlined in the table below, as well as any additional tax effects and discrete tax items (which are not known or reflected). Our FY'21 non-GAAP guidance also excludes tax expense of $35 million related to a non-US tax exposure, primarily related to foreign withholding taxes. Our FY'21 non-GAAP guidance and the table below do not reflect purchase accounting or related tax effects for Arena Solutions.

In millions	**FY'21**
Acquisition-related charges	$15
Intangible asset amortization expense	$53
Stock-based compensation expense	$184
Total Estimated Pre-Tax GAAP adjustments	**$252**

PTC's Fiscal First Quarter 2021 Results Conference Call

The Company will host a conference call to discuss results at 5:00 pm ET on Wednesday, January 27, 2021.

To participate in the live conference call, dial (866) 987-6881 OR (270) 215-9571 and provide the passcode 5165967, or log in to the webcast, available on PTC's Investor Relations website. A replay will also be available.

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TRIMBLE FOURTH QUARTER AND FULL YEAR 2020 EARNINGS CALL AND WEB CAST

27 January 2021

Trimble will hold a conference call on Wednesday, February 10, 2021 at 2 p.m. PT to review its fourth quarter and full year 2020 results. The call will be broadcast live on the web at http://investor.trimble.com. Investors without Internet access may dial into the call at 800-528-9198 (U.S.) or 702-928-6633 (international). The passcode is 7490439.

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Implementation Investments

Accenture Helping Henkel Transform Its Workforce Through Digital Skills Training and Development

26 January 2021

Accenture is collaborating with Henkel, a global leader in industrial and consumer goods, to attract and grow people with digital skills, which are needed for the company to better anticipate and respond to shifts in consumption.

Since the transformation program went live in early 2019, Henkel employees have completed more than 215,000 training courses on the new system. In addition, the application process for external candidates has been reduced from around 30 minutes to 60 seconds, and external applications have increased by 40%.

Key elements of the program entailed:

- Skills and capabilities assessments. To provide a clear picture of the digital skills that would be required in the near future, Accenture used industry standard capability frameworks and tailored them to Henkel's needs. Employees' skill levels were then assessed in key functional areas, including marketing, sales, procurement, human resources, information technology (IT), finance, supply chain, and research & development.

- Personalized training programs. Once the strengths and skills gaps were identified, Accenture helped conceptualize learning programs tailored to Henkel's specific functions and existing business processes. The initial digital upskilling programs, for approximately 2,000 IT and finance managers, included selecting more than 50 courses from the Accenture Academy.

- Attracting new people for digital roles. Accenture helped Henkel create a "recruiter toolbox" for digital roles within the new HR system. The toolbox established a clearer connection between the digital, functional and technical skills required for a certain role and what recruiters should be looking for on candidates' résumés.

"Developing the best products for our customers requires that our people have the digital skills and knowledge to respond to change quickly and effectively," said Sylvie Nicol, Henkel's executive vice president for human resources and infrastructure services. "Lifelong learning and digital upskilling are now key elements of our culture and long-term growth plans — not just a momentary answer to an HR or recruiting issue. They're motivating and giving our teams the confidence to grow together."

Christina Raab, Accenture's global client account lead for Henkel, said, "Henkel recognizes that, in today's environment, digital skills aren't simply a nice 'to have' but a necessity for all employees. We're excited to help Henkel embed continuous learning and digital upskilling across its workforce."

Oliver Wright, who leads Accenture's Consumer Goods & Services industry group globally, added, "Henkel is a great example of a company that is putting their people at the center of change to use data more effectively and drive future growth. We share a commitment, demonstrated in the new Accenture brand, to embrace change and deliver on the promise of technology and human ingenuity."

The Accenture/Henkel program, "Global Digital UPskilling Initiative," won a Gold Medal in the Best Advance in Competencies and Skills Development category in the 2020 Brandon Hall Group Excellence in Learning Awards.

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Augusta Sportswear Brands Increases Productivity with DeSL's PLM

29 January 2021

Augusta Sportswear Brands shares their success post launch of Discover e-Solution's (DeSL) digital transformation solution including PLM.

Augusta Sportswear Brands implemented DeSL's Product Lifecycle Management (PLM) after an extensive search of potential vendors. The brand needed a powerful solution to increase their speed-to-market and match their growing demands for new product development.

With the software implementation completed, Libby Trentadue, Sr. Product Line Manager at Augusta Sportswear Brands, expresses the benefits the software has provided, "DeSL is a major improvement from our outdated PLM system. Within the short time we have been using DeSL, we've already experienced an overall improvement in the organization of information. The Ai Plug-In allows us to turnover tech packs faster, and we have the capability to import worksheets from other styles, which is a major time saver."

DeSL's PLM solution includes Fast Product Management (FPM), a configurable, grid-like view allowing users to work from a single screen on a full collection of products. Trentadue elaborates, "Product Line Managers are able to see their entire portfolio, seasonal, or category assortment within just a few clicks, by using the FPM view. Product Development Managers can work on multiple styles without having to click into each unique style, it all populates within one window. DeSL couldn't have been implemented at a better time for our team."

DeSL believes it's important that all departments benefit from the different aspects of PLM to deliver true digital transformation to the entire enterprise. To learn more, visit DeSL or request a demo with a DeSL representative.

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C&A Selects Centric PLM as their Strategic Foundation for Digital Innovation

26 January 2021

In order to continue its digital transformation, C&A, one of the largest fashion retail chains in the world, with more than 1,800 units in 24 countries in Europe, Latin America and Asia, has selected Centric

Software®'s Product Lifecycle Management (PLM) solution in Brazil. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury and consumer goods companies to achieve strategic and operational digital transformation goals.

Founded in 1841 and with operations in Brazil since 1976, the retailer has around 300 stores in 125 cities across the country. According to the prestigious newspaper Valor Econômico, C&A is among the 200 largest companies with operations in Brazil, in addition to being recognized as one of the most admired brands in the Textile Retail category in journals like O Globo and O Estado de S. Paulo among others. The company is also widely recognized for its sustainable initiatives and bold communication, with its famous signature "Muito Eu." C&A had planned to implement PLM for approximately 2 years. In light of the pandemic, the company needed to urgently transform itself, with teams doing all product development work remotely.

"The pandemic not only greatly increased our digital channel sales and made it much more relevant, but it also accelerated the digital transformation of the company as a whole. And, with that, we needed more assortments, more new models; it was in this context that we decided to leverage PLM," explains João Souza, Head of Sourcing for the Women's Department of C&A Brazil.

"Our product development was very centered around each designer and emails with suppliers but with no real strategic organization. PLM will help make this process more efficient and streamline supplier management. It'll cover our end-to-end supply chain, from the first stage of initial product design to market launch."

C&A has undergone a major transformation and is currently poised for extraordinary innovation in Brazil. Says Souza, "We were deciding between developing an internal PLM or looking for a tool already available on the market. When we spoke to Centric, we realized that opting for their off the shelf solution would greatly accelerate our transformation process. And as we have invested a lot in technology innovations, we were looking for a partner who can match our pace—a market leader. That's why we decided to make the investment and partner with Centric which will result in a faster implementation, attributes that are ready-to-use out of the box and a quick time to value.

"This partnership with Centric is very important and strategic, so we can transform the company's core—product development. We couldn't have chosen a better partner: we needed a supplier that had relevance in the market and a high level of sophistication. Our two very successful companies will both benefit from the partnership in the coming years."

"We are very pleased to announce that C&A has chosen Centric as a PLM partner," says Chris Groves, President and CEO of Centric Software. "C&A is a reference in fashion and retail trends worldwide and will now enable teams in Brazil to collaborate digitally, maximizing communication, speed and efficiency in product development. We are excited to be part of this milestone in the region."

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Doosan Chooses ModuleWorks Cutting Simulation Technology

27 January 2021

Doosan Machine Tools has integrated the ModuleWorks cutting simulation technology into its Sketch Turn product. The ModuleWorks software replaces Doosan's previous cutting simulation engine and is part of Doosan's strategy to optimize the availability and effectiveness of machining information on the shop floor.

Sketch Turn is a highly automated NC programming environment that assists operators in creating and editing machining programs for Doosan turning centers. The integrated ModuleWorks simulation software enhances Sketch Turn with sophisticated stock removal verification for mill, turn and combined mill-turn applications. The graphic simulation and NC program are displayed next to each other on the Sketch Turn interface to enable operators to identify problems and conveniently edit the G-code.

The ModuleWorks simulation provides automatic collision checking between the tool holder, tool shaft and workpiece. A full range of toolpath analysis tools for segment length/type, feed rate and height as well as detailed gouge and excess analyses allow toolpaths to be refined and optimized before machining. All this information is available directly in the Sketch Turn interface for fast and efficient G-code editing on the shop floor.

"We already use the ModuleWorks Collision Avoidance System on our turning centers, so this latest cooperation is a natural continuation of our partnership", says Kyungchul Kang, General Manager (Automation & Smart Factory) at Doosan Machine Tools. "Replacing our current simulation engine with ModuleWorks Cutting Simulation takes Sketch Turn to the next level of development and furthers our strategy of creating a seamless flow of information on the shop floor for right first time machining."

"Partnerships like this show the importance of working together to combine technologies and develop innovative solutions that take digital manufacturing a step further", says Mark Foti, Head of Digital Factory at ModuleWorks. It's very rewarding to see how our technology helps Doosan to enhance their products and we look forward to the next developments in our technologies".

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Dutch Ministry of Defense signs contract for modern and flexible IT

29 January 2021

State Secretary Barbara Visser of Defense signed a contract with IBM, on behalf of the market consortium Athena (IBM / Atos / Unica) to start in 2021 with the realization of a renewed, future-proof IT infrastructure. Focus will be on the IT infrastructure-parts that have the most added value for operational actions. The Ministry of Defense service units are closely involved in this.

The Groundbreaking IT (GrIT) program is intended to provide a completely renewed IT infrastructure for Defense. GrIT will develop and realize a reliable, secure, future-proof and flexible IT infrastructure and services for the next ten years.

"Technology and the smart use of information play a crucial role for Defense," says **Secretary of State Barbara Visser**. *"GrIT stems from this necessity and provides for the renewal of the IT backbone of Defense."*

The digital transformation is an important part of the Defense Vision 2035. *"GrIT is much more than a renewal of an information system"*, said **responsible director Ron Kolkman**. *"There will be a completely new, highly advanced IT infrastructure, which should turn the armed forces into a high-quality, information-driven organization."*

The work will start in the first quarter of 2021. In the first 1.5 years the construction of new data centers will start (planned duration 20 months) as well as the renewal of the network for sending highly classified information (planned duration 12-24 months). The realization of Defense's own mobile network will also start (planned duration 11 months).

Best of both worlds

Due to the rapid pace of IT innovation, Defense is entering into a strategic partnership with the market. Through this approach, Defense can respond quickly and structurally to new developments and innovations.

"According to our planning GrIT will be rolled out in seven years," explains **State Secretary Barbara Visser**. *"And by working with the market, we can acquire the best available technology. We are going to work with mixed teams, to combine the best from Defense and the market in order to get the best result. With GrIT, Defense will soon have its own mobile network, making it independent of other parties. That is a very strong point for an organization like ours, which operates globally under difficult circumstances."*

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Linea Light Group Chooses Infor for Digital Transformation and to Centralize the Control of the Business

26 January 2021

Infor announced that Linea Light Group, a prestigious Italian brand of professional LED lighting and design, has implemented Infor LN as part of a digital transformation strategy. The objective of the project, which was managed by Infor partner 2WS, was to redefine the group's information processes for better business management of its individual branches for sales.

Founded in 1976, with headquarters in the province of Treviso, Linea Light Group specialises in the design and production of lighting systems and solutions for indoor and outdoor environments. Among the first companies in Europe to specialise in LED technology and with over 550 employees, its production activities are located in Italy, with two operational offices in Treviso, and hubs in USA and China for localized manufacturing service. The commercial activities are managed by various branches and agencies throughout Europe, the Far East and Asia, with some of them also dealing with warehouse management activities.

The ERP (enterprise resource planning) solution used by Linea Light Group in Italy, based on an IBM AS/400, was disconnected from the various systems in use in the group's branches and agencies. The company needed to define a business management model common to all subsidiaries in order to harmonize operational activities in all foreign countries in line with the head office; simplify access to data and have information tools capable of automating, streamlining and supporting intra-group activities.

Linea Light Group identified Infor LN as an ERP solution ideally suited to the needs of manufacturing companies. 2WS supported Linea Light Group throughout the decision-making and implementation phases of the project.

The Infor LN implementation was based on the definition of core models, developed for each type of branch and agency in the group, according to their specific business needs. Different models have been defined for the management of a commercial branch (reseller), for the management of an agency and, finally, for the management of a branch that also deals with warehouse management.

Process standardization, integration and simplification are among the main results achieved by Linea Light Group following the deployment of Infor LN. Since implementing a common business management model, the company has obtained better visibility of internal information with immediately

accessible data. This, in turn, has enabled the company to automate and streamline intra-group activities.

The project, still in progress, began with the first commercial branch model in the UK, followed by implementation of the agency model. After launching Infor LN in its UK and Singapore offices, the branch model was developed during 2019 by integrating the functionalities for warehouse management activities for the offices in France and Poland, which started using Infor LN in 2020. Deployment extended next to the branch in Germany, in addition to the completion of finance areas in Singapore and the UK.

To meet the need for integration and automation of the data flows of branches and agencies to and from corporate, an interface was developed to integrate Infor LN with Linea Light Italy's AS/400-based system. During the spring of 2020, Infor LN was integrated with the company's business intelligence solution to allow the complete analysis of 'sell-out' and 'sell-in' for all branches that use the ERP.

Furthermore, the Infor ION integration technology used to link Infor LN with the AS/400 system in use by corporate has made it possible to automate intra-company flows by exploiting the standard business object documents (BODs) available for importing and exporting business partners, price lists, articles, sales offers, purchase orders and payable invoices.

The main features that highlight the value of Infor LN are the usability of the system, the multilingual management, the visibility of highly profiled data and the search for information.

In the future, Linea Light Group plans to optimise the general model and evaluate the extension of Infor LN to other foreign branches and agencies, such as Dubai, Russia and Spain, as well as to the Italian commercial agencies in the group. This will be done based on the already defined business models, ultimately, with a view to optimise operational, logistical and administrative flows.

"Infor LN represents an important opportunity for the group," said Manuel Minute, Linea Light Group's CIO. "It will allow the company to embrace the digital transformation necessary to better manage its worldwide operations by providing visibility and reinforcing control and support from the headquarters. The 'wave' project planning approach allows us to obtain benefits incrementally, adding further features each time and implementing the system at a sustainable pace."

"We are pleased to support a 'made in Italy' brand such as Linea Light Group. Our innovative technology, together with the great experience and professionalism of 2WS, have provided the agility and flexibility Linea Light Group needed to centralize control of the business and better integrate its branches with the parent company," said Bruno Pagani, Infor sales director for Italy.

"We are honoured to support Linea Light Group, which is a front runner in its pursuit of excellence. It has chosen Infor LN for digitalisation and standardisation of processes — an ERP perfectly suited to its industry — whilst relying on the competence and professionalism of 2WS," concluded Giorgio Borgogno, 2WS managing partner.

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Michael Stars Selects CGS BlueCherry® Enterprise Suite to Increase Speed to Market

28 January 2021

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced that Michael Stars, the apparel and lifestyle company, selected BlueCherry® Enterprise Suite of cloud-based solutions, including BlueCherry Merchandise Planning, Enterprise Resource Planning (ERP), BlueCherry Next Product Lifecycle Management (PLM) and BlueCherry B2B and B2C

eCommerce API. The BlueCherry suite provides end-to-end capabilities for apparel, footwear and consumer lifestyle brands**.**

Michael Stars is a Los Angeles-based apparel and lifestyle retail company that offers women's and men's fashion, including t-shirts, bottoms, dresses, sweaters, jackets and accessories. The brand is best known for its t-shirts, which have been worn by celebrities for decades. The company conducted a comprehensive review of supply chain management providers to support the company's global growth across its business-to-consumer (B2C) and business-to-business (B2B) channels.

With extensive expertise and resources in the fashion and apparel market, the CGS BlueCherry suite of cloud solutions will support Michael Stars' current and future business. BlueCherry enterprise will handle the brand's manufacturing process from garment dye, to cut and sew through wholesale and eCommerce channel support.

"From designer-friendly integrated PLM to robust, integrated planning tools, our changing business requires a seamless solution" said Jeff Busse, CFO, Michael Stars. "With the BlueCherry solutions' comprehensive features that are essential to current and future needs, and a team with extensive industry knowledge and experience, Michael Stars has found a partner in CGS to help deliver our apparel and accessories from design-to-consumer."

"Today's apparel brands continue to be challenged by the pandemic and changing consumer demands, wanting to minimize disruptions and requiring technology to seamlessly move products from concept to digital marketplaces," said Paul Magel, president, Business Applications and Technology Outsourcing division, CGS. "We are excited to welcome Michael Stars to the BlueCherry community of fashion and apparel customers and look forward to building a long-lasting relationship with the team."

The CGS BlueCherry® Enterprise Suite provides clients with comprehensive digital supply chain management solutions, available both in the cloud and on-premises, to drive their fundamental business processes. With a focus on the needs of high-growth organizations operating in consumer lifestyle products, retail and apparel, BlueCherry is a unified platform that provides supply chain visibility with the latest digital technologies. The BlueCherry Suite addresses the needs of the end-to-end supply chain, from planning and product development to manufacturing and sales. To learn more about BlueCherry Next PLM for global retailers, manufacturers and wholesalers visit the BlueCherry Next PLM page.

NTT WEST Selects Oracle Exadata Cloud@Customer to Drive "Regional Revitalization Cloud" Initiative

25 January 2021

Oracle announced that NIPPON TELEGRAPH AND TELEPHONE WEST CORPORATION (NTT WEST) is using Oracle Gen2 Exadata Cloud@Customer to support the company's "Regional Revitalization Cloud," an initiative designed to address regional data privacy issues. With Oracle Exadata Cloud@Customer, NTT WEST has access to the Exadata database platform delivered as a cloud service in its own data centers in Nagoya so that it can meet data locality, sovereignty, and compliance requirements that municipalities, educational institutions, and local businesses cannot achieve when using public cloud services. Oracle Exadata Cloud@Customer's superior performance, availability and scalability will enable NTT WEST to deploy mission-critical applications and services of the "Regional Revitalization Cloud."

"Our Regional Revitalization Cloud has been built on the basic concept of locating data close to the customer, in order to alleviate concerns about the sovereignty of the customer's data," said Norihito Senda, Nagoya Branch, Advanced Solution Department, Corporate Business Headquarters, NTT WEST. "Oracle Exadata Cloud@Customer uses the superior technology of Oracle Database as a cloud service delivered in our own data centers, meeting all of our data sovereignty and compliance requirements for the Regional Revitalization Cloud. We now have a scalable database platform, allowing us to flexibly expand to meet further business growth and usage increases. We look forward to leveraging Oracle's advanced technologies, including Autonomous Database on Oracle Exadata Cloud@Customer and the continuous support from Oracle Japan for the future development of the Regional Revitalization Cloud."

"Oracle Exadata Cloud@Customer provides NTT WEST with extreme database performance, security, and availability to accommodate the deployment of diverse applications and mission-critical systems for multiple customers," said Juan Loaiza, executive vice president of mission-critical database technologies, Oracle. "Running Oracle Converged database allows NTT WEST to run any workload or datatype without the complexity of deploying, integrating, and managing multiple databases."

NTT WEST aims to transform into a "social ICT pioneer," leading the way in solving societal challenges by using ICT, with its "Regional Revitalization Cloud" as a key driver to solve regional issues. NTT WEST's initiative is based on a regional information integration platform that combines NTT Group's various technologies, NTT WEST's regional data centers and other facilities, business sector-specific consulting services, along with community-based support capabilities, and the highly advanced cloud technologies of leading partner companies. This initiative solves the challenges that local governments, educational institutions, regional banks and other regional businesses face as they seek to move to the cloud to streamline their IT operations and reduce costs, but face challenges that prevent moving their data to the public cloud due to compliance and data sovereignty concerns. In order to solve these challenges for customers, the "Regional Revitalization Cloud" aims to provide stable and advanced cloud services that allow customers to store their sensitive data in private and local data centers.

In the selection process for the database cloud infrastructure, high database performance, stability, and availability were key requirements to accommodate the deployment of diverse applications and mission-critical systems for multiple customers. In addition, it needed to be deployed in its own data centers to meet data sovereignty and compliance needs, as well as to be able to flexibly expand NTT WEST's systems and services as the business grows while reducing the initial investment and ongoing operational costs. After looking at a number of alternatives, NTT WEST selected Oracle Exadata Cloud@Customer as the database cloud infrastructure that would meet its requirements.

Oracle Exadata Cloud@Customer has enabled NTT WEST to provide a reliable service to customers using the "Regional Revitalization Cloud," reducing system processing time by approximately 40 percent and Oracle RAC technology provides data retention redundancy and high availability for the database, while Exadata SmartScan speeds up processing of large data batches during the day and night. Oracle Multitenant allows customers to build multiple pluggable independent databases and manage them as one instead of managing individual systems or database instances and enables multiple customers to use the secure database infrastructure, reducing the burden of database management. With all these benefits, NTT WEST reduced overall costs with pay-per-use pricing, and eliminated human resources for hardware and infrastructure maintenance, which is managed by Oracle.

The "Regional Revitalization Cloud" will be expanded as a data-driven platform for a variety of applications in cooperation with regional partner companies. In this initiative, the company aims to respond to the industrial revitalization, job creation, and aging population issues that local governments

are facing, as well as to improve the efficiency of work required by local companies, which tend to have a shortage of employee resources. NTT WEST plans to roll out the cloud platform in 30 prefectures in Western Japan.

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Prevent Senior Selects Infor Cloverleaf for Better Data Integration and to Enhance Agility and User Experience

19 January 2021

Prevent Senior, one of the main healthcare companies in Brazil, has selected Infor Cloverleaf to integrate all of the patient data from its 80 units that provide laboratory tests and image exams. The goal is to allow doctors and other stakeholders to access results in a centralized and more agile way.

Infor Cloverleaf Integration Suite software streamlines the exchange of clinical data to help improve healthcare outcomes and business operations. The software allows healthcare organizations to efficiently solve complex interoperability challenges securely and at scale, using the latest standards. Prevent Senior selected Infor to help with this great challenge. Once implemented by Infor Consulting Services, Prevent Senior will use the Infor Cloverleaf solution to guarantee data interoperability.

"With the growth in the diagnoses network, we needed to accelerate the integration of results and our electronic registrations, as technology used before depended on too many customizations and was too much work for our team and partners. Therefore, we selected Infor Cloverleaf, which will guarantee scalability, flexibility, accurate data monitoring and safety," says Luan Ibarra, head of IT innovation at Prevent Senior.

Infor Cloverleaf has the know-how and deep knowledge on data interoperability that will allow Prevent Senior to reach its goal. Infor will provide the necessary agility to implement the system and achieve the integration in a short time.

"As the health sector continues to transform itself and hold a more important position, it is more important than ever that healthcare organizations use technology to improve patients´ experience and achieve better results. Infor Cloverleaf provides the flexibility a growing company such as Prevent Senior needs, as it is a proven and highly reliable solution," says Claudio Santos, Infor Brazil's health division strategic accounts director.

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PROS Solutions Transform Cathay Pacific Group Travel Sales

27 January 2021

PROS®, a provider of AI-powered solutions that optimize selling in the digital economy, announced Cathay Pacific has completed implementation and has gone live with SaaS-based PROS Group Sales Optimizer (GSO) with OneSearch to drive strategic and optimized pricing in group travel as a next step in its comprehensive digital transformation strategy. With PROS, Cathay Pacific can manage group bookings, pricing, contracts and policies in one location with speed and accuracy designed to boost productivity and profitability for the airline while significantly improving the end-to-end group travel booking experience.

Established in 1946, Cathay Pacific has a rich history of connecting the world through its home in Hong Kong. The Hong Kong icon is a founding member of the **one**world® global alliance and is a Skytrax 5-Star airline. Tour groups are an important revenue stream for Cathay Pacific, and to capitalize on this market, the airline is taking the steps to circumvent the back-end labor intensive and time consuming processes associated with booking group travel.

"Implementing PROS Group Sales Optimizer is an important step forward in our overall digital transformation agenda," said Cathay Pacific General Manager, Revenue Management Navin Chellaram. "We are confident GSO will help Cathay Pacific employ more efficient and fluid processes for group travel bookings, ultimately driving increased revenue while delivering the best booking experience for our group travel customers."

PROS Group Sales Optimizer and other PROS airline solutions leverage AI innovations and dynamic pricing science, allowing airlines to more effectively learn about their customers, to optimize revenue while personalizing and dynamically pricing offers, and to more easily deliver those offers across all channels. Labor-intensive processes that used to take days or weeks, such as pricing and booking for group passengers, now take minutes.

"Cathay Pacific remains laser-focused on integrating innovative software solutions that improve the customer experience while driving improved business performance," said Cathay Pacific Group General Manager, Digital & IT Lawrence Fong. "PROS dynamic pricing science solutions for group travel will enable our teams to optimize quote-time, helping to increase group bookings for Cathay Pacific across markets to support our growth goals."

"The group travel market is an important business segment for which digital selling is imperative," said Benson Yuen, PROS President, Travel. "By implementing a solid strategy to transform its group sales business, Cathay Pacific is well-positioned to dynamically price and manage groups as travel demand begins to rebound. We are proud of our decades-long partnership with Cathay Pacific and look forward to continued collaboration."

Sunwin Accelerates Digital Transformation with Centric PLM

25 January 2021

Shanghai Sunwin Industry Group Co., Ltd. (Sunwin), the Chinese 'King of Throws and Blankets', has successfully implemented Centric Software's Product Lifecycle Management (PLM) solution, and Centric is celebrating with the release of a success story. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury, consumer goods and home décor companies to achieve strategic and operational digital transformation goals.

Sunwin was founded in 2002, and provides integrated services including original design, marketing planning and supply chain management of home textile goods for global retailers including Nordstrom, Macy's, Pottery Barn, Dillard's, Target and H&M.

Aiming to give designers and R&D personnel the visibility and collaborative tools they need to create more valuable products, Sunwin decided to implement Centric Home PLM in March 2020.

"A designer needs not just creativity, but also the ability to predict and create value, and these skills are based on in-depth insights into the market as well as the mining and analysis of product data," says Mr. Wang Yaomin, Chairman of Sunwin. "Using Centric PLM, we provide our design and research teams

with better value creation tools and take full advantage of their potential."

"We only cooperate with the most innovative companies," he adds. "As the world's most prestigious digital transformation platform provider, Centric Software has rich experience in both the fashion and retail industries."

With the implementation of Centric PLM, Sunwin has built a real-time knowledge base of the company's unique intellectual property, assets and culture. Meeting their core objectives of better collaboration, knowledge, decision-making and efficiency, Sunwin has created a collaborative platform for internal teams, customers and suppliers and greatly enhanced the core competitiveness of its products. Centric PLM will also be an important tool to achieve future digital management and branding goals.

"We're happy that Sunwin is experiencing great results with Centric PLM," says Chris Groves, President and CEO of Centric Software. "Sunwin is at the forefront of textile manufacturing in China, and we're proud to be a part of their vision for the future of the industry."

U.S. Air Force to Standardize on Siemens' Teamcenter as its Product Lifecycle Management Platform

26 January 2021

Siemens announced the U.S. Air Force has selected Teamcenter® software as the foundational system of record to support its digital acquisition and sustainment strategy for critical systems and technologies across the service. The selection of Teamcenter as the Air Force enterprise standard follows a 2019 indefinite-delivery / indefinite-quantity contract for $24.6 million to Siemens for licensing, maintenance and support.

Teamcenter, part of the Xcelerator™ portfolio from Siemens Digital Industries Software, is a modern, open and adaptable product lifecycle management (PLM) solution that can help connect people and processes across functional silos by providing a digital thread for innovation. By leveraging Xcelerator, Siemens' comprehensive, integrated portfolio of software, services and application development platform, the Department of Defense and the aerospace and defense industry have the ability to integrate disparate repositories of program data and effectively share product performance details at any time, from any location.

"We are incredibly proud to support the Air Force with a toolset that supports their digital journey and fundamentally enhances the way they can field capability with greater speed and agility," said Tina Dolph, president and CEO of Siemens Government Technologies. "By providing the Air Force and other defense agencies with a robust enterprise PLM solution, time-sensitive and actionable data can be accessed across the earliest phases of a system lifecycle, resulting in lower operational costs, fewer down times, and overall improved readiness."

Siemens Government Technologies (SGT) – the cleared provider of Siemens products, technologies and software for government customers – is leading a focused effort to apply the depth of experience gained across industries through digital twins and rapid prototyping for the benefit of the entire Department of Defense (DoD).

This announcement further illustrates how with the world's most comprehensive, open and adaptable digital portfolio, Siemens is helping enable next generation design, manufacturing and sustainment

innovation across the entire aerospace and defense industry.

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VENTAFLEX significantly minimizes design time thanks to BIM CAD models & online configurator powered by CADENAS

26 January 2021

VENTAFLEX GmbH & Co. KG publishes its new 3D BIM CAD product catalog with intelligent planning data of finished insulated air duct systems, based on the eCATALOGsolutions technology from CADENAS. The impetus for the implementation was the fact that architects, planners and engineers nowadays need fast and direct access to comprehensive, technical product information worldwide. Thus, the German manufacturer of air conditioning, heating and ventilation systems for industrial complexes as well as large buildings also recorded a steadily increasing demand for design-relevant 2D & 3D BIM CAD data in recent months.

Before the introduction of the online product catalog, VENTAFLEX received requests for BIM CAD data mostly by phone. However, these were often very specific and the detailed, manual processing took a lot of time. Thus, the CAD designers at VENTAFLEX sometimes needed several hours to provide customers with corresponding 3D BIM CAD models. As soon as the customer requested changes, the entire design had to be recreated. In order to optimize this additional work for both sides, VENTAFLEX decided to make the exchange of information between the manufacturer and the customer more efficient by means of a digital product catalog.

Goal: Improved customer service through optimal data provision

The primary goal in creating an online product catalog was to find a proven solution that would provide customers with planning-relevant component information more quickly and at the same time reduce the time and effort required to process inquiries internally at VENTAFLEX. As a result, a digital product catalog with intelligent 3D BIM CAD data of the entire VENTAFLEX range was prepared in close cooperation with the software manufacturer CADENAS. Architects, engineers and planners can now download comprehensive product data of finished insulated air duct systems for the specialist areas of hygiene, underground installation, food and renovation free of charge.

"Until a few weeks ago, we were only able to process design inquiries from customers by phone or mail during business hours and according to team workload. Thanks to the implementation of the eCATALOGsolutions technology from CADENAS, engineers, designers and architects now have access to exactly the BIM CAD data they need from VENTAFLEX anywhere in the world, 365 days a year, and can implement it in their design within seconds," explains Alexander Mersch, Head of Technical Sales at VENTAFLEX.

Customer feedback shows the need for digitization

Users can easily compile the required ventilation system components and their supplies according to their needs and requirements in the online catalog of the VENTAFLEX website, in the 3D CAD download portal www.partcommunity.com or within the visual search engine www.3DfindIT.com. It is then possible to integrate the component into existing designs in over 150 native CAD formats, such as Autodesk Revit, CATIA, Inventor, SolidWorks, Creo Parametric, NX, AutoCAD or Solid Edge with just a few clicks. With the catalog solution, the manufacturer is also scoring points with architects and planners: "Not only are we at VENTAFLEX very satisfied with the cooperation with CADENAS, but

our customers are also giving us consistently positive feedback on the new online catalog and are enthusiastic about the large number of available CAD system interfaces," continues Mersch. In line with its digitization strategy, VENTAFLEX has taken another important step toward the digital future with the interactive 3D BIM CAD catalog.

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Product News

Ansys 2021 R1 Unlocks Unlimited Possibilities for Engineering Teams
26 January 2021

Recently launched Ansys 2021 R1 products deliver improvements in simulation technology along with the immense compute power of high-performance computing to reimagine what is now possible for global engineering teams. Ansys' industry-leading simulation solutions offer new levels of collaboration, providing insight into product safety, reliability and performance.

Companies of every size in every industry are challenging traditional ways of working in pursuit of breakthrough innovation. The simplified workflows and unique product enhancements in Ansys 2021 R1 create opportunities for engineers to accomplish design and product development goals that were previously thought unattainable. With Ansys 2021 R1, engineers no longer need to develop workarounds because of technology limitations and make workflow compromises that increase design cost and risk.

Ansys 2021 R1 provides advancements for large electromagnetic system simulations that previously were not possible while including vendor components in those simulations with greater efficiency and scalability. These components can be encrypted, so vendors can share proprietary 3D component designs and create high-fidelity simulations.

Ansys 2021 R1 pushes semiconductor engineering boundaries, delivering comprehensive analysis of signal integrity, power integrity, thermal and mechanical stress on 3D multi-die systems. While thermo-mechanical stresses and warpage can damage 3D-IC packages, leveraging proven Ansys flagship technology enables users to increase product lifespan and reliability.

The advances in Ansys 2021 R1 coupled with Ansys® Cloud™ drive faster simulations, simpler workflows and additional solver capabilities, making simulation accessible for companies of all sizes. Ansys Cloud improvements have empowered Ansys fluids, structures and electronics customers to quickly scale up to solve computational issues.

"With Ansys Cloud, the ability to immediately scale up machines is unparalleled," said Benjamin Turner, mechanical engineer at Hargrove Engineers + Constructors. "It eliminates the need to install any software and delivers pure convenience. I can use my smartphone to check my simulation's status."

As leading companies accelerate the pace of their autonomous vehicle (AV) and electric vehicle (EV) development, safety continues to be a top priority. Ansys 2021 R1 provides a comprehensive sensor solution for AVs, including an industry-leading, real-time, physics-based radar sensor capability, combined with closed-loop simulation validation to enhance AV safety. Also, new scanning and rotating lidar models boost AV simulation reliability. Additionally, Ansys' embedded systems and software solutions increase communication among team members and reduce embedded software certification costs. This delivers improved modeling and code generation flexibility for AUTOSAR automotive

software components and provides support for the FACE 3.0 Technical Standard for military avionics. Lastly, Ansys' cutting-edge systems safety solution helps enhance EV and AV safety analyses by graphically pinpointing where potential system failures may occur, simplifying the software safety review process.

"Using medini analyze for software safety analysis (SSA), Robert Bosch GmbH can reduce the effort for SSA," said Sven Bergmann, project safety manager, Robert Bosch GmbH. "This enables reusability of information in one integrated tool, improves acceptance of software architects and eases review."

This new release makes comprehensive development of EV components a reality. Harnessing a new battery designer tool helps engineers optimize materials selection for creating next-gen batteries, while a new EV powertrain library speeds system simulation of electrified components. New software enhancements also add alarm sounds to vehicle advanced driver assistance systems that better EV driving safety, while new battery models equip engineers to tackle different scenarios including battery crush, cooling, nail penetration and module crush.

New customer requirements and increasingly shorter product development timelines present engineering teams with an unprecedented number of new challenges, ranging from system-level issues to fundamental component-level physics. With the acquisition of Analytical Graphics, Inc., Ansys now offers a comprehensive solution, enabling simulation from the component level all the way to a customer's entire mission. Ansys 2021 R1 also continues to push boundaries at the detailed physics level, equipping teams to make smarter decisions earlier in the product design process, empowering them to avoid costly mistakes that can negatively impact product quality and reliability.

Additionally, Ansys 2021 R1 makes it easier for engineering teams to collaborate on projects in this work-from-home era through latest advances in simulation process and data management provided by Ansys® Minerva, powered by Aras. Improved workflows help even novice engineers learn how to use this software quickly, while improving the sharing of data among expert users.

This release drives new levels of design exploration through capabilities like automated fluid-solid thermal analysis to easily predict fluid and solid thermal behaviors for the design and evaluation of electronics cooling and heat management devices. To create their unique 3D printers, Qualup SAS leverages Ansys® Discovery™ to visualize thermal and cooling design variations.

"Ansys Discovery allows us to quickly evaluate the influences of design variations on the thermal and internal ventilation of the print chamber as well as the influence of the design on the cooling of certain components," said Philippe Boichut, owner, Qualup SAS. "Discovery gives us the incredible possibility to modify the modeling live and to visualize the effects instantly — a perfect tool for designers."

Ansys 2021 R1 also helps manufacturing companies fill the gap between injection molding and structural simulation for short fiber reinforced composites that are increasingly used in automotive components and consumer goods. thyssenkrupp Presta AG uses these advances in simulation technology to help them steer toward the future of mobility with the short fiber workflow.

"Ansys 2021 R1's newest release of Ansys® Mechanical™ provides the ability to model the realistic and complex details of injection molded plastics, like the orientation of fibers and the presence of injection stresses in the parts," said Francesco Fiorini, structural and durability engineer at thyssenkrupp Presta AG. "This significantly increases the accuracy of our engineering developments."

"Ansys 2021 R1 will provide companies and engineering teams of every size with the industry-leading technology needed for developing products that will shape the future of our global community," said Shane Emswiler, senior vice president, Ansys. "Ansys 2021 R1 delivers unique capabilities that equip engineers to pioneer innovations that previously might have been impossible to imagine, creating a

significant competitive edge and a faster path to market for their organizations."

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Centric Software Enhances 3D Capabilities with SOLIDWORKS Connector
28 January 2021

Product Lifecycle Management (PLM) market leader Centric Software extends its CAD agnostic approach with integration to multiple, leading 3D design and development solutions with the release of a SOLIDWORKS 3D connector. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Guided by Centric's Customer Advisory Board and feedback from its robust PLM user base, Centric's 3D strategy is committed to driving digital transformation for brands, retailers and manufacturers. Now, Centric has launched a connector for Dassault Systèmes SOLIDWORKS, the popular hard goods 3D design platform. Dassault Systèmes is also the parent company of Centric Software.

This new connector comes on the heels of multiple innovations in 3D PLM including connectors to other 3D environments such as Browzwear, Optitex and soon to come with CLO. Like Centric's existing 3D connectors, the SOLIDWORKS connector enables 3D designers and product teams to access Centric PLM from SOLIDWORKS and vice versa.

"Integrating SOLIDWORKS and Centric PLM enables companies to eliminate manual processes and time-consuming data entry, and centralizes all creative, technical and production-related details relevant to the product lifecycle. Access to 3D models in Centric PLM for previews, reviews and use in sales and marketing collateral speeds time to market through accessible collaboration. Ultimately, end-to-end 3D integration improves profitability and shortens the product development cycle," says Ron Watson, VP Product at Centric Software.

"We are really excited about the SOLIDWORKS/Centric PLM connector as it will give us the ability to seamlessly integrate CAD functions, automate certain tasks, deploy revisions and really improve communication between design, engineering and suppliers," says Radu Ghiorghie, Design Director, InterDesign

Centric has also released Browzwear 3D 2.0, an update to its Browzwear connector, now with Bill of Materials (BOM) integration, enabling designers to automatically create a BOM for a new style in Centric 8 by checking in its completed Browzwear 3D design file.

"The new Browzwear connector automates the process of creating a BOM right from the design space," says Watson. "Centric PLM will use its libraries to generate a BOM matching materials, colors and quantities used in the 3D design, which designers can edit as necessary. This cuts out huge amounts of data entry, enabling a designer to automatically create a BOM in under five seconds."

"We're proud to partner with SOLIDWORKS to forge the path ahead for total 3D design and PLM integration and to announce an update to our Browzwear connector," says Chris Groves, President and CEO of Centric Software. "Our vision is to provide a continuous 3D workflow that directly responds to the needs of our customers, bringing benefits such as reduced time to market, lowered development costs, increased product innovation and a smaller environmental footprint."

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e-Xstream engineering enables manufacturers to weigh up the production cost of composite 3D printing

25 January 2021

e-Xstream engineering, part of Hexagon's Manufacturing Intelligence division, has introduced new simulation and virtual manufacturing capabilities that enable users to analyse the production cost of polymer-based additive manufacturing parts against conventional processes, and continuously improve their virtual engineering processes by validating the composite's microstructure with CT scans of manufactured parts.

Additive manufacturing with composites is gaining traction in the market because of its ability to automate the creation of stronger and lighter components than metal processes and engineer the performance (eg. with continuous fibre reinforced polymer) of the underlying material to purpose. The latest Digimat software enables businesses to simulate the 3D printing process and calculate the total cost of producing each part including the material utilisation, employee time, energy, and the required post-processing steps.

Using this new tool, an engineer can take a holistic view of part production and finishing processes to determine the best process chain for production. Crucially, it can also be used to perform batch optimisations to print as many parts as possible in parallel, increasing production capacity and reducing lead time. It can also be used in production planning, to consider the total cost of ownership of machines and amortise those costs over the projected production volumes. This information is visualised for the user through plots and pie charts, so the cost breakdown can be easily analysed for different scenarios.

Global demand for composite 3D printing is predicted to grow to $1.7 billion by 2030, but applications have been limited to date due technical challenges. Because the fibre orientation changes throughout different areas of the part, this has a significant effect on the mechanical performance. Knowing this information can help engineers troubleshoot quality issues and greatly improves the accuracy of performance predictions. Manufacturers can now CT Scan a part and import the 3D RAW image to build a finite element model of its two-phase microstructure (eg. carbon fibre reinforced polymer) in Digimat and model its behaviour. By embedding this validated material model in their Computer Aided Engineering (CAE) tools, a design engineer can perform analyses that account for variations within a manufactured part to reduce material use or avoid points of failure.

Connecting physical measurement with virtual testing also improves the accuracy of Integrated Computational Materials Engineering (ICME) processes when a new material system is introduced. The part performance can be compared to the simulated process to validate and certify the material model. CT scan validation also supports helps materials professionals refine the microstructure models they have built manually to improve the accuracy of future simulations.

When refining new manufacturing processes, users can capture information about the part, material, 3D printer or process used and their physical tests as they work using material lifecycle management. e-Xstream engineering's MaterialCenter software captures a traceable, validated database of those trusted material properties so that they can be used in the design phase of a product. Using material lifecycle management, information can be easily documented within multi-disciplinary teams and shared throughout an organisation capturing valuable knowledge for reuse by authorised users.

Predicting the material behaviour of a CT-scanned microstructure is a computationally intensive process, for example it could take several days to analyse complex behaviour such as creep using Central Processing Units (CPU) computing only. By optimizing these processes for Graphics Processing

Units (GPUs), some tasks can now be performed interactively by the engineer because results are produced in minutes. Benchmarks show the time required to analyse the stiffness of a material is reduced by 98%. This rapid solve time, combined with the introduction of a command line interface, also enables the use of Digimat finite element models within automated cloud-based optimization workflows on high performance computing platforms.

When producing high performance structures such as aerospace components from composites, the Progressive Failure Analysis (PFA) model makes it possible to define safety margins for a structure and make optimal use of the expensive materials and processes. The latest version of Digimat performs these complex Camanho model analyses twice as fast, making it possible to perform a parametric study to define defect tolerances and maximise production yields.

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Innovative AI software facilitates condition monitoring of CNC machine tools

26 January 2021

NUM has launched innovative artificial intelligence software that provides CNC machine tool users with highly cost-effective condition monitoring capabilities.

Compatible with all of NUM's latest-generation Flexium+ CNC systems, the NUMai software package is a complete, fully integrated solution for CNC machine tools – it does not require any additional sensors, and runs on the same industrial PC as the CNC system's HMI (human-machine interface).

NUMai software can be utilised as soon as a machine tool has been commissioned and is ready to start production, or on a machine that is already being employed for production purposes. The software initially acquires all pertinent operating data over a period of time, typically a number of hours, while the machine is being used for normal production tasks. Ideally, a diversity of part programs is run, involving a variety of different machining conditions, in order to ensure that the data is as comprehensive and reliable as possible.

The collected data is used to teach a neural network so that any deviation from the 'good' machine behaviour and performance can then be detected and predicted; a suitable PC program for subsequent online performance monitoring and diagnostic purposes is generated automatically.

During the software's development, NUM beta tested the technology on a CNC milling machine equipped with three axes and a spindle, which required a neural network comprising 36 neurons with three hidden layers. In this particular instance, 396 parameters needed their values to be accurately defined; this required the acquisition of more than 2 million 'known good' data points and 300 iterations of the teaching phase, which took about four hours per axis.

NUMai condition monitoring software capitalises on the inherent flexibility of NUM's latest-generation Flexium+ CNC platform. As standard, every Flexium+ CNC system includes a PC which can handle data from the servo drives' measurement points, a PLC that has direct access to machine parameters, and an NCK oscilloscope feature capable of reading values in real-time. All system communications are handled by FXServer, using fast real-time Ethernet (RTE) networking.

During everyday use in the production environment, NUMai software runs in the background on the industrial PC that forms part of the machine tool's CNC system, continuously monitoring and evaluating the machine's performance. Any discrepancy or deviation beyond user-defined thresholds is notified to the PLC, which decides what action should be taken – from a simple advisory message to an emergency

disengagement.

The new NUMai condition monitoring software option can be installed and used on any Flexium+ CNC system running NUM's Flexium software version 4.1.10.10 or higher.

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Nanosoft announces nanoCAD 3DScan 2.0

20 January 2021

nanoCAD 3DScan 2.0 gets better with new features, commands and improved performance

nanoCAD 3DScan is designed to work with 3D scanning data, primarily 3D laser scanning data (LIDAR). The highly anticipated 2.0 version is finally here!
nanoCAD 3DScan 2.0 is based on the nanoCAD Plus version 20.1 which means that it automatically receives all of its features.It became even more precise with the recognition process with which you can now easily exclude points such as noise or man-made objects.

Overview of new commands and improvements of nanoCAD 3DScan 2.0:

- automatic recognition of ground surface has been significantly improved
- possibility to classify vegetation and objects at a given distance from the ground (or any other surface);
- filtration Based on Source Classes in the "Create TIN" Command
- support of WGS84 coordinate system;
- new command Classification by Class added;
- Compare Point Clouds command updated;

For the full list of changes in nanoCAD 3DScan 2.0, be sure to read What's new and press release.
nanoCAD 3DScan 2.0 is available as of today. All nanoCAD 3DScan subscribers can download the new nanoCAD 3DScan 2.0. You will need a new serial number, which you can get through your personal account. Current subscription terms apply.

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Oracle Helps Organizations Optimize Logistics Across Global Supply Chains

27 January 2021

To help organizations increase the efficiency of their global supply chains, Oracle announced new logistics capabilities within Oracle Fusion Cloud Supply Chain & Manufacturing (SCM). The updates to Oracle Transportation Management (OTM) and Oracle Global Trade Management (GTM), a part of Oracle Cloud SCM, help customers reduce costs, make better planning decisions, and improve customer experience.

"Last year tested supply chains to a breaking point and exposed the limitations of older, on-premises systems that don't provide the flexibility organizations need to run efficient logistics operations," said Chris Cunnane, research director, supply chain management, ARC Advisory Group. "Oracle Cloud SCM's latest update adds new artificial intelligence, machine learning, and integrated IoT features to improve real-time monitoring of shipments and enhance the efficiency of trade and logistics processes."

Oracle Cloud SCM helps organizations enhance supply chain operations, improve planning and execution across the entire business, and deliver a better customer experience. The new capabilities within Oracle Transportation Management and Oracle Global Trade Management include:

Oracle Logistics Machine Learning: Helps customers leverage machine learning in transportation processes to accurately predict transit times, reduce costs associated with unplanned delays, increase logistics efficiency, and enhance customer experience.

Rules of Origin Qualification: Helps customers comply with rules of origin criteria across hundreds of different trade agreements.

Connected Logistics: Helps customers better predict and manage shipments and inventory, while monitoring location and conditions (such as temperature and humidity), by connecting logistic flows between Oracle Transportation Management, Oracle Warehouse Management (WMS), and Oracle Internet of Things (IoT).

Ocean Enhancements: Help customers automate transactions with ocean carriers, from booking through financial settlement.

3D Load Configuration Editor: Provides customers with full flexibility in managing container-based shipments and how they are loaded.

New Oracle Logistics Digital Assistant Capabilities: A new accelerated access experience and enhanced conversational interface helps Oracle Transportation Management and Oracle Global Trade Management customers easily access all shipment information and send requests while on the go.

"Using Oracle Transportation Management, we've been able to get almost immediate results on the rate changes that impact our shipping costs," said Matt Kirchner, senior logistics analyst, White Cap (formerly HD Supply). "We utilize Oracle Transportation Management for export lane cost-by-carrier analysis, and when we're comparing the different costs, we're able to easily try different carrier combinations and compare the planned cost versus the lowest cost. We've found that on average, we're able to reduce costs by approximately 6 percent."

"As organizations reimagine their supply chains in the wake of 2020, creating robust and resilient logistics processes that keep the business moving efficiently should remain a key priority," said Derek Gittoes, vice president of supply chain management product strategy, Oracle. "With the new capabilities within Oracle Transportation Management and Oracle Global Trade Management, we are helping organizations streamline logistics to fulfill orders faster, cheaper, and more sustainably to ultimately meet and exceed customer expectations."

Siemens extends Xcelerator portfolio with enterprise-wide quality management system

27 January 2021

Siemens Digital Industries Software announces Teamcenter® Quality software, a new suite of solutions that provide a closed-loop approach for quality management, from design to manufacturing on the shop floor and back again. Teamcenter Quality helps keep product development, quality planning and continuous improvement processes in synchronization to help maximize the value of change management and configuration management capabilities on the Teamcenter collaboration platform.

"Given today's product complexities and time to market agility needs, leading manufacturers include

quality management into their collaboration, change management and data backbone, such as Teamcenter represents today," said Matthew Littlefield, President and Principal Analyst at industrial transformation analyst firm, LNS Research.

In today's market, companies are continuously challenged to reduce product and operating costs, while still improving quality, to distinguish products and gain a competitive advantage. Every effort must be made to improve efficiencies among teams that may be distributed across the globe. On the other hand, consumers are requesting more innovation, faster delivery and cheaper products to the market, while still ensuring their quality and safety. This new extension to the Teamcenter portfolio allows engineers to set quality requirements early in the design process and establish the parameters required to help ensure the product realized during the production phase will meet the necessary quality standards.

Cebi, a worldwide manufacturer of electromechanical components for the automotive and household appliance industries, has recently engaged in a long-term partnership with Siemens in order to accelerate its digital transformation throughout the entire development process, starting from the concept phase through quality execution at the shop floor up to the customer service. "An important aspect in our digital transformation is to set up a common approach for managing product information and improve collaboration across Cebi's global network, in which all the actors bring in their added value to meet customer expectations in terms of product innovation and quality," said Paul Elvinger, member of the Executive Board at Cebi.

"Teamcenter Quality provides a digital thread throughout the design and production phases, creating aligned workflows between quality, manufacturing and engineering teams to help improve collaboration and reduce the need for coordination," said Dr. Raffaello Lepratti, vice president of Business Development and Marketing for Manufacturing Operations Management at Siemens Digital Industries Software. "Creating this single source of truth for product, process and quality data can help ensure each step of the process is synchronized and compliant, while also offering traceability and a high level of transparency within the process."

Teamcenter Quality is accessed through a modern web interface and includes AI-enabled user guidance with Teamcenter Assistant functionality.

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Synopsys Delivers Industry's First Integrity and Data Encryption Security IP Modules for PCI Express 5.0 and Compute Express Link 2.0 Specifications
27 January 2021

Highlights

- DesignWare Integrity and Data Encryption Security Modules protect data transfers for SoCs using the PCI Express® 5.0 or CXL™ 2.0 architectures
- Pre-verified with DesignWare Controller IP for PCI Express technology and CXL enables fast integration and lowers risk
- Efficient encryption/decryption and authentication with AES-GCM helps ensure data confidentiality and integrity for high-performance systems

Synopsys, Inc. announced the availability of the DesignWare® Integrity and Data Encryption (IDE) Security Modules to help designers protect against data tampering and physical attacks in high-performance computing (HPC) SoCs using the PCI Express® (PCIe®) 5.0 architecture or Compute

Express Link™ (CXL™) 2.0 interface. The DesignWare IDE Security Modules protect sensitive data with efficient encryption, decryption, and authentication based on AES-GCM algorithms while meeting PCIe 5.0 specification and CXL 2.0 IP performance and latency requirements. The DesignWare IDE Security Modules are designed to the latest PCIe 5.0 specification and CXL 2.0 interface standards and are designed and validated with Synopsys' DesignWare Controller IP to accelerate SoC integration.

"The IDE cryptographic features in the PCIe 5.0 specification are aligned to industry-standard design requirements and can be flexibly extended as security requirements evolve," said Al Yanes, PCI-SIG® chairman and president. "By offering the unique combination of interface and security IP for the PCIe 5.0 specification, Synopsys is enabling the design community to quickly implement necessary security functionality into their systems."

"Security is a cornerstone for the success of any technology, and adding IDE security functionality to the CXL 2.0 specification supports the creation of a more secure ecosystem," said Jim Pappas, chairman at CXL Consortium. "We're pleased to have Synopsys' support as a member of the CXL Consortium to help enable designers integrate security functionality into advanced cloud and HPC systems."

"With the tremendous Internet traffic growth in hyperscale cloud data centers, security is becoming essential to protecting the data transfer in these systems," said John Koeter, senior vice president of marketing and strategy for IP at Synopsys. "The combination of Synopsys' innovative DesignWare IDE Security IP Modules with our DesignWare Controllers for PCIe 5.0 technology and CXL 2.0, enables designers to integrate standards-compliant security functionality at the chip level in high-performance cloud computing systems with significantly less risk."

Availability & Additional Resources
DesignWare IDE Security IP Modules for PCI Express 5.0 architecture and CXL 2.0 are available now. DesignWare Controllers, PHYs, and verification IP for PCI Express 5.0 technology and CXL 2.0 are also available now.

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