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CIMdata News

3DEXPERIENCE Works 2024 – a CIMdata Commentary

25 March 2024

CIMdata had the pleasure of attending **3DEXPERIENCE** World 2024, held in Dallas, TX, from February 11 to 14, 2024. While **3DEXPERIENCE** World 2023 was a live, in-person event in Nashville, TN, the 2024 session brought more of the energy one expects from a larger crowd dominated by SOLIDWORKS enthusiasts. According to Dassault Systèmes, the event included over 4,700 live participants from over 30 countries, with another 10K+ consuming the live stream. “Imagine” was the overall theme again this year.

The General Sessions each day were kicked off by an energetic host and moderated by a SOLIDWORKS executive. As is the fashion at such events, the host or executive introduces customers and partners who share vignettes or help announce new initiatives. A diverse and interesting set of organizations gave customer presentations, from exciting startups to large multinationals. Mr. Gian Paolo Bassi, long-time SOLIDWORKS CEO who is now Executive Vice President of **3DEXPERIENCE** Works, led the Day 1 session. He quickly ceded the spotlight to the Executive Chairman of Dassault Systèmes, Mr. Bernard Charlès. Mr. Charlès helped found the company and led its growth during his time as President and CEO. Last year, Dassault Systèmes announced on January 1, 2024 Mr. Pascal Daloz would take over as CEO. (Unfortunately, Mr. Daloz wasn't able to attend due to a last-minute personal constraint.) During his opening remarks and later in a press conference, Mr. Charlès thanked the SOLIDWORKS community in attendance for their long-time passion and support for the company.

Mr. Charlès highlighted their efforts to expand the reach of their successful HomeByMe app, a website and mobile application that helps consumers design their interior spaces leveraging content from thousands of houseware product companies. To date, users have created over 50 million projects using the application. Previously, users could get ideas by reviewing designs created by others. Now, leveraging artificial intelligence (AI), users can provide a higher-level description of their interior design goals, and the application offers essentially “generative interior design,” coming up with alternatives that meet the stated design goals. This new capability drew on a subset of those 50 million projects to create alternatives, but they plan to leverage the full data set in future application versions.

From the main stage, Mr. Bassi, highlighted their Cloud Services offering announced at World last year, became generally available on July 1, 2023. Every new seat of SOLIDWORKS includes Cloud Services, designed as an on-ramp to the cloud and the **3DEXPERIENCE** platform. With “Share and Markup,” users can share and markup SOLIDWORKS designs with anyone from within the SOLIDWORKS user interface. The company was quite successful with their eDrawings offering and this new capability brings that collaboration under the management of their cloud platform. “Store and Revise” provides users with online storage that's purpose-built with CAD relationships and collaboration in mind. Fully adopting these storage services does require some data cleansing and preparation. These services offer a lot of capabilities increasingly needed by manufacturers to support their value chain data sharing and collaboration

requirements. Finally, “Manage and Control” gives users full access to a suite of tools to help manage data, work through formal change actions and approvals, and keep project tasks in check. Cloud Services scales with an organization’s need, as and when required. Historically, many SOLIDWORKS users have not adopted their on-premises product data management (PDM) offerings so one might wonder how this new cloud-native offering is faring with customers added since July 1. CIMdata wondered too, and asked Mr. Bassi in a one-to-one meeting at the event. The answer was “quite high,” a pleasant surprise and one that bodes well for the company.

Some of the customer vignettes were quite interesting. For example, Naganu Automation, a Japanese product line solution provider established in 1982 first adopted 2D computer-aided design (CAD) in 1992 and moved to 3D in 2014. Today, they have 80 designers using SOLIDWORKS and they recently adopted the **3DEXPERIENCE Works** portfolio. Mr. Kenya Yamaura, Naganu’s President, said the platform was user-friendly and that data management in the cloud gives them peace of mind due to higher security. It also allows them to work seamlessly with their suppliers, which is critical to speed time to market and produce higher quality.

Mr. Philip Glonner, the Co-Founder and CEO of Arthur Bus, a German transportation start-up, offered another enthusiastic customer testimonial. Arthur Bus started on their mission 2 1/2 years ago: revolutionizing the fossil fuel-dependent public transportation sector. They are focusing on making buses emission-free with the same conveniences as provided by fossil fuels. Mr. Glonner claimed that they offered the “most advanced bus” available. They offer a range of over 200 miles, with 250 KW available at the wheels, powered by hydrogen fuel cells. Their bus is a moderately complex product, with over 80,000 parts. Why did they choose the 3DEXPERIENCE Works platform? He cited three reasons: performance, safety, and flexibility. They felt that the Dassault Systèmes platform offered superior capabilities to create and manage designs working with over 200 suppliers, while also protecting their intellectual property.

Mr. Minish Kumar, SOLIDWORKS CEO, was joined on stage by Mr. Michael Jackson, Corporate VP of R&D, Cadence Design Systems, to announce an exciting new partnership to jointly deliver AI powered tools for PCB and chip design spanning their collective OrCAD-X, ALLEGRO-X, and SOLIDWORKS offerings. Mr. Kumar claimed this new offering is the first of its kind on the cloud and will formally launch in July 2024. Given the scope of their vision, this statement is potentially valid. It is important to note that Altium has had a lot of success with Altium 365, a cloud-based platform for collaboration between mechanical computer-aided design (MCAD) and electronic CAD (ECAD). Altium is trying to build out this platform and will likely continue its evolution under their new owners Renesas, but the **3DEXPERIENCE** platform offers much more upside to support product and systems design, model-based systems engineering, and extended value chain collaboration.

The Day 2 General Session also highlighted customer success. Flowserve is a global provider of flow control systems, with about 2,000 engineers around the world. Mr. Rob Philips, Vice President of Global Engineering at Flowserve, described their CAD standardization effort that

started in 2018. While the company dates back to 1790, they have grown a lot through acquisitions, especially in the last 25 years. Each new acquisition brought its own tools and processes and the company wanted to have an enterprise solution. CIMdata knows this problem quite well as much of our industrial consulting is to companies who do not lack technology but have an excess of it and want to make these same kinds of decisions. Their evaluation process brought together 99 reviewers from across functions in the company, focused on 24 selection criteria and 37 illustrative case studies describing their to-be state. An added complexity: they were also moving from 2D to 3D CAD and needed a partner they could grow with. Today, the company is working with Dassault Systèmes to digitalize their processes to improve their ability to support their engineer-to-order requirements. They have a huge installed base of equipment they want to make smart and connected to help monitor field performance. As they moved into 3D, they better understood the importance of digital twins and the digital thread, and have learned how SOLIDWORKS and the 3DEXPERIENCE platform can support these important capabilities. In some ways, Flowserve stands as an example of what Dassault Systèmes is trying to achieve with their 3DEXPERIENCE Works offerings: bringing their historically design-centric customers to the cloud and providing more capabilities they require as their business needs expand.

Our last customer example is QARGOS, an Indian startup focused on what they call a compact logistics vehicle (CLV), essentially a motorbike with storage capabilities up to 120 Kgs. Anyone traveling in Asia can testify to the ubiquity of motorbikes transporting just about anything you can imagine (like a family of five, for instance). Five years ago the company founders made their first sketch on SOLIDWORKS. Safety and efficiency were paramount, and the company emphasized an “analysis first” approach to product development. They wanted to simulate in the design platform first to ensure predictable execution. Figure 1 illustrates the breadth of their approach and shows the CLV.



Figure 1—Modeling and Simulation at QARGOS
 (Courtesy of QARGOS)

The company is about to launch their first products and CIMdata was impressed by their progress to date. Their approach is well suited to the clogged roads of Asian cities and will play well in other markets as well. It provides a key piece of that last mile of logistics that is a pain point for many companies.

This is but a sampling of the content shared at the event. The SOLIDWORKS community is one of the most energetic that CIMdata has witnessed, and this 3DEXPERIENCE World 2024 was no exception. A well-attended session on the SOLIDWORKS roadmap showed the on-going commitment to supporting their customers evolving design needs. AI is a hot topic and Dassault Systèmes stressed that AI has enabled their various solutions for years and its use will continue to expand across their offerings. HomeByMe's new generative interior design capability is one example. The event also demonstrated the stability of 3DEXPERIENCE Works' leadership and their commitment to delivering the Dassault Systèmes comprehensive vision to this critical global market. Based on the presentations at the event, customers are responding and adopting these offerings in increasing numbers. CIMdata looks forward to what will be imagined for the 2025 event.

Answering 3 top PLM questions

22 March 2024

Peter Bilello answers the top 3 basic questions about PLM in his most recent article published by [engineering.com](https://www.engineering.com).

Peter says, "Two of the main reasons for PLM failure are a lack of awareness and misunderstanding of it. My hope with this article is to minimize and address both head-on."

You can read the questions and answers here on [engineering.com](https://www.engineering.com):

<https://www.engineering.com/story/answering-3-top-plm-questions>

JWI: Native PLM from China - a CIMdata Commentary

26 March 2024

Key Takeaways

- China's PLM market continues to rapidly expand, exceeding US\$3.62 billion in 2022, up 7.5% from 2021. While the global PLM market grew by 10.0% and reached US\$66.6 billion in 2022, China's PLM market share decreased slightly, from 5.6% in 2021 to 5.4% in 2022.
- World-class manufacturers require accurate, traceable product information to meet innovation, as well as efficiency requirements and a [Product Innovation Platform](#) is a best-in-class approach to enabling end-to-end sustainable PLM that meets those requirements.
- JWI's PLM platform, developed in China for China, is based on a modern microservice architecture and runs on-premises, in the cloud, or a hybrid of both, while supporting real-time app-based solutions across extended enterprises.

- JWI is providing a PLM solution that scales from SMBs through multi-national corporations with a complete international technology stack that leverages modern software development technologies and business practices across the lifecycle for discrete manufacturers.

Introduction

The roots of PLM can be traced back to product development and manufacturing support. Efficient bills of material generation and management, process planning, and data accuracy were early goals. Modern objectives of discrete manufacturers focus on improving the front end of the lifecycle with approaches like Model-Based Systems Engineering (MBSE), Simulation & Analysis, and capturing profitable after-sales revenue by managing the as-operated and as-maintained lifecycle states. Market and mindshare leaders in PLM from the United States and Europe are investing heavily in ensuring their product innovation platforms meet the extended lifecycle requirements of their customers. Evolution in global trade relationships and the risk of decoupling (i.e., the reduction of trade between the West and China) has opened opportunities for local solution providers to provide software with a better customer and market fit for China-based manufacturers.^[1]

While capable and proven, many of today's leading PLM solution providers have complex software systems built using architectures designed for on-premises deployments, often including rather complex technical debt based on legacy code. Forward-thinking solution providers are migrating their platforms to be more service-oriented and leveraging microservices to take advantage of the cost and performance potential of cloud-native services. At an increasing rate, Chinese companies want locally developed, lower-cost solutions to support their digital transformation requirements and local solution providers, including JWI are beginning to deliver.

At the same time, some solution providers are building a new generation of cloud-native solutions on raw cloud platforms such as Microsoft Azure, AWS, Alibaba, and Tencent or application-focused clouds such as Force.com or Forge.com. Most of the new generation of cloud-based PLM platforms focus on the engineering part of the product lifecycle. They support parts, EBOM, engineering change management, and ERP integration, a high-value, very visible portion of the lifecycle. Within China, A&D, Automotive, Industrial Equipment, and High-Tech are the largest customers for PLM-enabling solutions. Figure 1 shows the revenue for the various technology areas by industry in 2022.

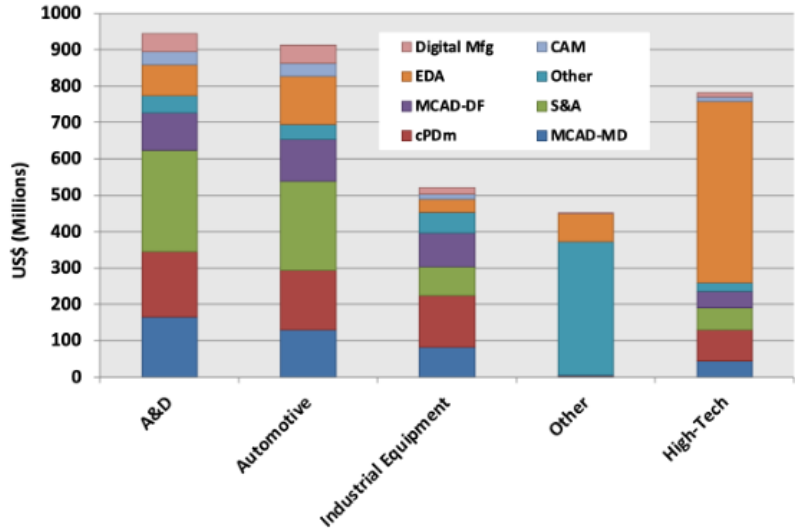


Figure 1—Market Segment Analysis of China’s PLM Industry (CIMdata Market Research Estimates)

As Chinese companies evolve from pure manufacturing and make-to-print operations, they are taking on higher value activities, including change management and product design, and in a few cases, marketing their brands globally. ERP was the only solution required for contract manufacturing, but CIMdata now sees a rapidly growing market for PLM in China to support the move up the value chain. Figure 2 shows the expected growth of mainstream PLM market segments through 2027.

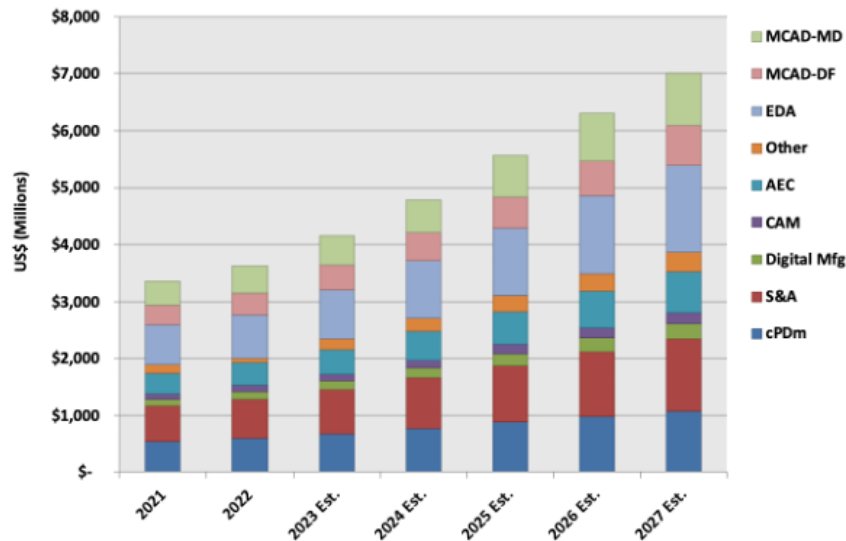


Figure 2—Development of China’s Mainstream PLM Market Segments and Forecasts from 2021 to 2027 (CIMdata Market Research Estimates)

China's PLM market exceeded US\$3.62 billion in 2022, up 7.5% from 2021. The global PLM market grew by 10.0% and reached US\$66.6 billion in 2022, while China's PLM market share decreased from 5.6% in 2021 to 5.4% in 2022.

CIMdata's research tracks, among other things, emerging PLM market participants, including service and software providers. We have been following JWI for several years, and they recently gave CIMdata a briefing on their latest technology platform and business developments.

Introducing JWI

JWI was founded in 2007 and is based in Shenzhen, China's innovation hub. JWI has a long history of implementing PLM solutions and has been one of the largest implementers of PLM solutions in China. They developed their platform to overcome issues manufacturing companies face every day while implementing other solution providers' PLM solutions. Mr. Per Johnsson, founder of JWI, spent many years working for PLM mindshare leaders in China and has used his knowledge of PLM and the Chinese market to create a new solution. The JWI cloud-native innovation platform was designed to meet the needs of Chinese companies and architected to meet the requirements of multinational innovators. JWI has had significant success recently and closed deals with over 50 new customers in 2023, more than doubling their sales revenue.

The JWI PLM Platform

A [Product Innovation Platform\[2\]](#) is a best-in-class approach to enabling end-to-end sustainable PLM. Predicting business needs more than a few years out is difficult, so the best approach is to have a flexible solution that can adapt to unforeseen needs. JWI has evolved its PLM solution platform to be cloud-native and support state-of-the-art DevOps processes. Figure 3 shows some of the modern technology built into their core platform such as graph database support, serverless operations, data fabric support (i.e., an architecture that connects data and knowledge at scale in a distributed and decentralized manner[3]), and Artificial Intelligence (and Machine Learning (AI/ML)). This technology helps address performance and scalability issues often common with legacy on-premises solutions.

DevOps simplifies customization and upgrades according to JWI; microservices can be updated independently and as needed, and while cloud-native, the solution is cloud agnostic and can also be run on-premises. AI/ML are built in rather than pasted on. JWI claims their AI capability connects a product's digital thread in real-time through inferred relationships from domain-specific data models rather than explicit data modeling, something CIMdata hasn't seen elsewhere.

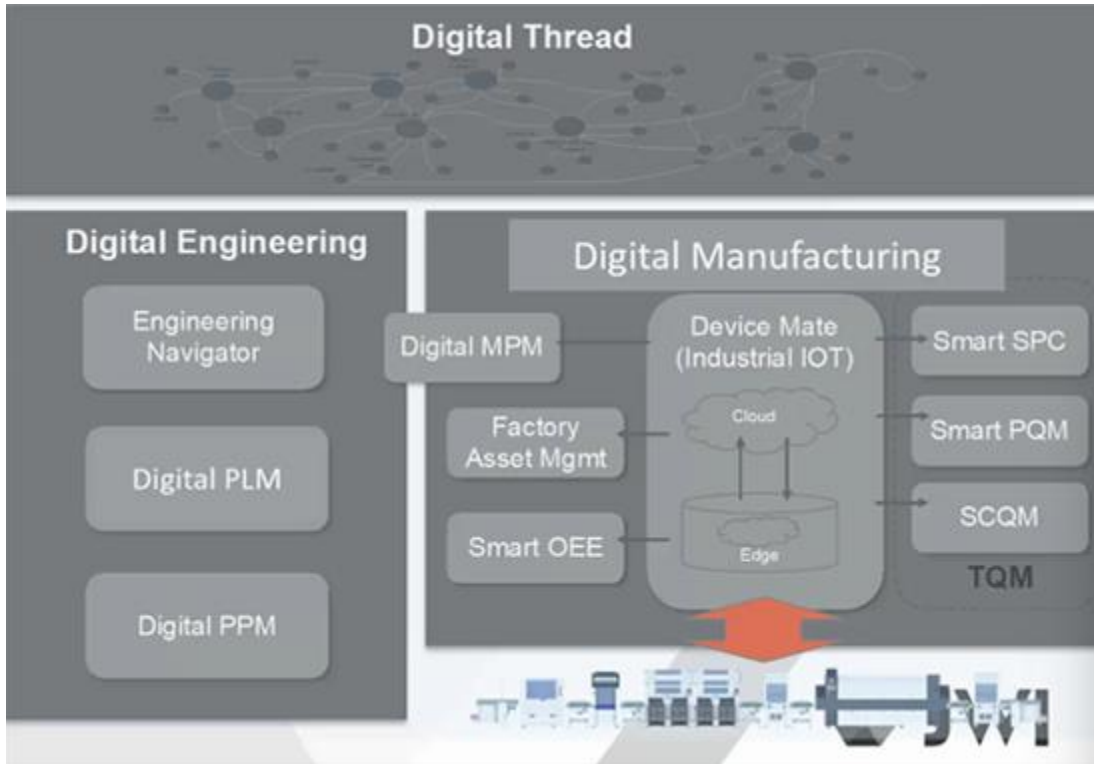


Figure 3—JWI Cloud Architecture
 (Courtesy of JWI)

JWI is incredibly proud of the real-time event processing built into the core of its platform. This was done to facilitate Industrial Internet of Things (IIoT). The benefit is that it enables efficient closed-loop processes from production or in-service operation back to the innovation processes. Incorporating IIoT as a native service on the platform is a major strength.

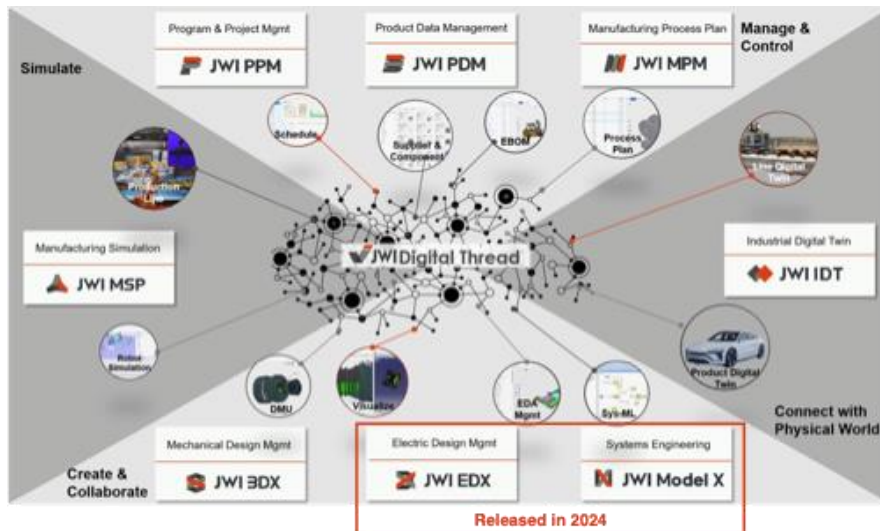


Figure 4—JWI Applications
 (Courtesy of JWI)

Since CIMdata previously talked to JWI in 2019, they have significantly expanded their available applications. From an application perspective, JWI uses its microservice architecture to support engineering, manufacturing, and products in the field. The digital thread, as shown in Figure 4, is an important requirement for companies, and the connectivity it enables reduces time-to-market, improves quality and lowers cost by improving data and process connectivity. To provide flexibility for creating the dynamic digital thread, each JWI application has its own data model. The JWI 3DX mechanical design management application uses a model-based approach for integrating CAD solutions, easing traditional complexity. Other enterprise solutions and custom applications use the same approach for integration. They have added additional capabilities, such as MBSE support with integration to ALM and MBSE tools, as well as digital twin support to close the product lifecycle loop.

While JWI is more and more focused on SaaS and hybrid cloud deployments for the SMB market, they will continue to support large multinational enterprises and believe the flexibility offered by their architecture and ability to quickly develop custom functionality will deliver what their customers need independent of company size or complexity. CIMdata believes that architectural flexibility is critical to successful PLM solutions and JWI's 2023 business success supports this premise.

Mr. Johnsson stated, "We can support any industry's requirements and both small and very large complex customers, proven by the 50 deployments in 2023 across seven major industries and very diverse customer size and complexity. All thanks to the Cloud-native architecture and distributed application strategy." He further stated, "Our solution can co-exist with legacy PLM during long and complex transitions thanks to our microservices approach, domain-based data structure, and digital thread. This allows us to slowly and safely replace legacy PLM in complex transitions and upgrade and improve the areas of PLM that add the most value to our customers while co-existing with the legacy technology." Again, CIMdata is impressed with JWI's progress but are still looking forward to seeing the impact of AI/ML on their solutions.

Conclusion

Global trade, politics, and competition are driving China to develop more sophisticated products and infrastructure, including native software solutions. PLM is becoming one of those needed solutions. To compete globally, and even within China, companies need to step up their game, as competing primarily based on low-cost labor is not a viable long-term strategy.

In 2017, CIMdata forecasted the PLM market in China in 2023 to be about US\$ 3 billion, exceeding US\$ 3.6 billion; by 2027, we forecast it to be US\$ 7.0 billion. This market growth shows the need for PLM and the opportunity and requirement for local solution providers to exist. JWI's PLM platform has the proven capabilities needed to support local Chinese requirements and is architected to provide the support multinational manufacturers require. CIMdata is impressed by the JWI platform's technology and focus on customer needs via its application strategy. Given the change in market dynamics and JWI's strategy, we look forward to tracking its financial growth and how the Chinese market transitions to locally developed solutions.

For Chinese and Asian companies looking for a PLM solution, JWI should be on their shortlist.

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

[2] <https://www.cimdata.com/en/resources/about-plm/a-cimdata-dossier-plm-platformization>

[3] <https://data.world/blog/data-mesh-vs-data-fabric/>

Acquisition

Accenture Completes Acquisition of Mindcurv

25 March 2024

Accenture has completed the acquisition of Mindcurv, a cloud-native digital experience and data analytics company specializing in composable software, digital engineering and commerce services for more than 200 clients worldwide. With this acquisition, Accenture Song—the world’s largest tech-powered creative group—will further expand its commerce services for clients globally.

The acquisition of Mindcurv previously announced on February 28, 2024, adds over 700 people to Accenture Song, bringing expertise in in composability skills, data, and AI capabilities.

Founded in 2011, Mindcurv is one of the leading German companies providing end-to-end digital experience services solving complex challenges in the core business leading European clients across several industries, including manufacturing, retail, consumer good, life sciences and chemicals. As a certified member of the MACH Alliance, Mindcurv helps businesses design and implement innovative scalable digital experience platforms, with operations in several countries enabling it to deliver tech-enabled innovation with an integrative approach.

By combining Accenture Song and Mindcurv's expertise in composability skills, data, and AI capabilities, clients can accelerate their commerce operations and bridge the profitability gap. These capabilities enable personalization at scale, foster customer loyalty, and drive sales.

Honeywell To Acquire Civitanavi Systems To Strengthen Autonomous Operations Offerings In Aerospace And Expand European Footprint

27 March 2024

Honeywell announced the intention to acquire the entire share capital of Civitanavi Systems S.p.A. (Civitanavi or the Company). Honeywell will initiate a voluntary tender offer to acquire all outstanding shares of Civitanavi for a purchase price of €6.30 per share in cash (an equity value of approximately €200 million at closing).

The acquisition will further strengthen Honeywell's capabilities to help its customers create autonomous operations in aircraft and other vehicles. It also supports Honeywell's alignment of its portfolio around three compelling megatrends, including the future of aviation and automation. Together with Civitanavi, Honeywell will be able to offer a broader set of technologies to its customers across the globe, whether they are traditional operators seeking

to increase the autonomous capability of their existing fleets or are new entrants in the Advanced Air Mobility space.

The purchase price payable at closing represents a premium of approximately 27.1% to the 30-day volume-weighted average trading price of Civitanavi's stock ended on March 26, 2024, the last day of trading before the announcement of the transaction. Honeywell has already secured the commitment of Civitanavi's controlling shareholder, which owns approximately 66% of Civitanavi's outstanding shares to tender its shares.

The transaction is not subject to any financing condition and is expected to close in the third quarter of 2024, subject to customary closing conditions, including among the others: (i) receipt of required antitrust clearance; (ii) receipt of required clearances pursuant to the foreign direct investment regulations in Italy, United Kingdom and Canada and; (iii) the tender of at least 95% of Civitanavi's outstanding shares.

Civitanavi is a leader in position navigation and timing technology for the aerospace, defense and industrial markets. Both Civitanavi and Honeywell have a successful history of developing innovative inertial navigation solutions, which can track the position and orientation of a vehicle by using accelerometers, sensors and gyroscopes. Civitanavi's product offerings of inertial navigation, geo reference and stabilization systems will complement technologies in Honeywell's existing navigation and sensors business. Civitanavi specializes in high-performance Fiber Optic Gyro technology that Honeywell has not previously offered in its navigation portfolio.

"By integrating Civitanavi's inertial technologies and sensors across Honeywell's existing commercial, military, space and industrial platforms, our customers across the globe will now have access to a more robust portfolio of aerospace navigation solutions in support of their journey toward autonomous operations," said Honeywell Aerospace Technologies President & CEO Jim Carrier.

"With this acquisition, we will be able to immediately expand our offerings to customers in the European Union through Civitanavi's navigation solutions, a capability we intend to further build out in the near-term. We look forward to adding this critical technology to our portfolio to help accelerate the growth of our Aerospace business. We are excited to welcome Civitanavi's talented workforce as our newest Honeywell Futureshapers," Carrier added.

Bird & Bird is acting as legal counsel to Honeywell in the acquisition process, while UniCredit is acting as financial advisor.

Recommended Cash Offer by Keysight for Spirent Communications PLC

28 March 2024

Keysight Technologies announced its intention to acquire the entire issued and to be issued share capital of Spirent Communications PLC (London Stock Exchange Symbol: SPT) ("Spirent") for a cash consideration of 199 pence per Spirent share which values Spirent at approximately £1,158 million (US\$ \$1,463 million¹), on a fully diluted basis. Spirent shareholders will also be entitled to receive a special dividend of 2.5 pence per Spirent share, in lieu of any final dividend

for the year ended 31 December 2023 (together with the cash consideration of 199 pence per share, the “Offer”).

Spirent’s board of directors intend to unanimously recommend the Offer which is conditional on, among other things, the approval of the requisite majority of Spirent Shareholders at the Court Meeting and the Spirent General Meeting, as well as regulatory approval as laid out in the Offer announcement.

Keysight views Spirent’s business as highly attractive and aligned with Keysight’s long-term software-centric solutions strategy. Keysight believes there is strategic synergy between the two businesses, and that the parties’ respective complementary products will help customers address their complex engineering challenges. Keysight and Spirent are both focused on enabling secular technology megatrends across multiple end-markets, including communications, aerospace and defense, automotive, and enterprise sectors. With Spirent’s offerings, Keysight expects to address new serviceable available market opportunities of up to US\$1.5 billion.

The acquisition meets Keysight’s strategic and financial M&A criteria, and post integration Keysight expects it to be accretive to Keysight’s gross and operating margins.

Commenting on the acquisition, Satish Dhanasekaran, President & Chief Executive Officer of Keysight, said: *“Spirent has a differentiated portfolio, which is a strong fit for Keysight. Both companies share a common focus on empowering and accelerating high-value solutions for customers. In Keysight, Spirent will join a platform of significant customer scale with the capacity to provide the necessary capital and resources to help Spirent grow and accelerate the delivery of its strategic vision. Keysight’s long-term customer relationships, industry expertise and global reach will help Spirent drive product development and execute on its full potential. With similar cultures valuing customer-centricity and high-performance, we believe that Keysight will be an excellent home for Spirent to thrive and deliver sustainable, long-term growth. Our superior Offer recognizes the value of Spirent’s achievements to-date, and the exciting prospects of the combination of our complementary product portfolios to provide end-to-end solutions for customers across their lifecycle needs.”*

There can be no assurance that the proposed transaction, which is detailed in the formal announcement available at <https://investor.keysight.com/investor-resources/proposed-acquisition-of-spirent>, will be consummated.

Woolpert Acquires Ireland-Based Murphy Geospatial, a Leading European Geospatial Solutions Firm

27 March 2024

Woolpert has acquired Murphy Geospatial, a multidisciplinary geospatial solutions company that is headquartered in Kilcullen, Ireland. Murphy Geospatial is a private, family-owned geospatial solutions company that delivers a broad range of services that include survey, mobile and indoor mapping, asset monitoring, subsurface engineering, and 3D digital twin

development. The firm has a staff of nearly 400 across six offices in Ireland and the United Kingdom.

Woolpert is a private, U.S.-based architecture, engineering, and geospatial firm that was founded in 1911 and has been providing comprehensive and integrated geospatial services for more than 50 years. Woolpert President Neil Churman said this acquisition is focused on the expansion and elevation of Woolpert's geospatial capabilities in Europe. This union will enable the companies to align best practices, leverage operational efficiencies, and advance services that include survey, reality capture, BIM, asset monitoring, GIS, and all forms of mapping.

"Over the last four decades, Murphy Geospatial has solidified itself as an innovative geospatial partner throughout Ireland, the UK, and the surrounding regions," Churman said. "Together with Murphy Geospatial, Woolpert will expand its geospatial presence in Europe to improve our offering to customers, accelerate next-level solutions, and provide vital support to the infrastructure, manufacturing, construction, property, utility, and natural environment sectors."

Murphy Geospatial CEO Niall Murphy and his team will continue to lead Murphy Geospatial, a Woolpert Company, in strategic alignment with Woolpert. Murphy said the companies share a dedication to client service, geospatial innovation, industry leadership, and employee culture.

"We are thrilled to be joining forces with the Woolpert team," Murphy said. "Their long-standing history in the geospatial sector and commitment to creating a great place to work for employees makes them an ideal match for us. We look forward to taking this next step to better serving our valued clients and advancing the industry together."

Company News

Accenture and Adobe to Co-Develop Industry-Specific Generative AI Solutions to Accelerate Marketing Transformation

25 March 2024

Through a strategic expansion of its relationship of more than 20 years, Accenture has been selected by Adobe to co-develop industry-specific solutions using Adobe Firefly, Adobe's family of creative generative AI models, to help organizations create personalized content at scale and accelerate the transformation of their content supply chains.

Accenture will integrate Adobe Firefly Custom Models into marketing services offered by Accenture Song, to provide clients with the industry-specific insights required to train bespoke models on their proprietary data and brand guidelines. Firefly, which is designed to be safe for commercial use, is also accessible via APIs through Firefly Services, as well as through Adobe Creative Cloud and Experience Cloud applications. By generating content that aligns with their brand style and design language, marketers can build templated campaigns that can be continually refined based on performance data and impact. This iterative approach streamlines the content creation process and reduces the need for manual adjustments.

With an initial focus on the retail and consumer goods, automotive, financial services and health industries, the new solutions will leverage Accenture's extensive data and AI engineering capabilities and systematic approach to responsible AI, coupled with its approach to driving unified brand experiences. By integrating the solutions with Adobe's broader suite of generative AI-powered solutions and client systems, organizations can realize value faster with content that is globally consistent, locally relevant and industry specific. Additionally, Accenture engineers will be trained to be specialists in Adobe Firefly, allowing them to provide support for clients deploying generative AI campaigns.

"Brands today are looking for ways to go beyond experimenting with generative AI to achieve real impact," said David Droga, chief executive officer, Accenture Song. "Whether it's consumer goods companies scaling their product data and images in e-marketplaces worldwide, or healthcare providers ensuring brand standards for patient safety, the demand for scalable generative AI solutions is increasing. By bringing together Adobe technology with Accenture Song's tech-powered creativity, we can help democratize the ability for teams to develop creative assets and accelerate content supply chain transformation."

According to Accenture research, business leaders are positive about the potential of generative AI—97% expect generative AI to be transformative for their company and their industry, yet only 31% of organizations say they have started investing "significantly" in generative AI initiatives. Accenture is committed to providing solutions for clients that help them navigate the reinvention of work, transformation of their organization and responsible adoption of AI.

"Businesses have an unprecedented opportunity to leverage generative AI to deliver truly personalized experiences that connect with their customers," said David Wadhvani, president, Digital Media Business, Adobe. "Firefly is an enterprise grade solution that powers a full suite of generative capabilities - from content generation to editing to assembly - through our industry-leading applications and enterprise automation APIs. We are excited to partner with Accenture to define and implement solutions that empower organizations around the world to harness the power of AI."

Jim LaLonde, lead of the Accenture Adobe Business Group, added, "In recognition of our technology and industry experience and decades-long relationship, Adobe has selected Accenture to help develop and deliver industry-specific generative AI capabilities that will give organizations the tools they need to unlock new value. Together with Adobe, we're continuing to invest in the talent and technology needed to drive next generation experiences for our clients."

Accenture's use of Adobe Firefly within its marketing organization

As part of the collaboration, Accenture will leverage Adobe Firefly within its own marketing organization to empower its people to produce creative content faster and enhance their creativity. Using a Firefly Custom Model focused on its own brand style and design language, Accenture can customize content across each of the 19 industries it serves.

"Organizations, including Accenture, are moving from generative AI experimentation to implementation and value realization," said Jill Kramer, chief marketing and communications

officer, Accenture. “For us, that means using generative AI tools that allow our marketing professionals to generate content using our brand assets in a safe and closed environment. This will allow us to confidently accelerate the development of production-ready materials.”

Today’s announcement builds on Accenture and Adobe’s content supply chain collaboration, which is focused on helping marketers more effectively create and deliver content that provides personalized customer experiences at scale. The generative AI collaboration is part of Accenture’s broader \$3 billion investment in data and AI and expands on recent activities to support the customer agenda, including its investment in Writer.com and the launch of a network of generative AI studios across the world, along with specialized services, to help clients build their own large language models that are tailored to meet their specific business needs.

Accenture Invests in Sanctuary AI to Bring AI-Powered, Humanoid Robotics to Work Alongside Humans

27 March 2024

Accenture has made a strategic investment, through Accenture Ventures, in Sanctuary AI, a developer of humanoid general-purpose robots that are powered by AI and can perform a wide variety of work tasks quickly, safely and effectively.

“AI-powered humanoid robots are essential to reinventing work and supporting human workers as labor shortage is becoming an issue in many countries and industries,” said Joe Lui, Accenture’s global advanced automation and robotics lead. “Sanctuary AI’s advanced AI platform trains robots to react to their environment and perform new tasks with precision in a very short time. We see huge potential for their robots in post and parcel, manufacturing, retail and logistics warehousing operations, where they could complement and collaborate with human workers and automate tasks that traditional robotics can’t.”

Sanctuary AI’s general-purpose robot Phoenix™, recently recognized as one of TIME magazine’s “Best Inventions of 2023,” can perform a multitude of work tasks. For instance, at a Mark’s retail store in Langley, BC, Canada, Phoenix has performed more than 100 tasks, including choosing and packing merchandise, and correctly cleaning, tagging, labeling and folding items, with robotic hands that rival human hand dexterity and fine manipulation. Phoenix is powered by the company’s AI control system, Carbon™, which mimics subsystems found in the human brain, such as memory, sight, sound and touch, and translates natural language into action in the real world.

Geordie Rose, chief executive officer and co-founder of Sanctuary AI, said: “Robots with human-like intelligence will completely transform the workforce of the future. By combining Accenture’s expertise in disruptive technology with Sanctuary AI’s industry-leading robotics, we can help some of the biggest companies in the world manage this change and provide the best solutions for its clients.”

Accenture’s Technology Vision 2024 report found that 95% of executives surveyed agree that making technology more human will massively expand the opportunities of every industry. The

report calls for taking a balanced, ‘human by design’ approach that ensures companies use technologies fairly and responsibly. Sanctuary AI is making this a reality by embedding Explainable AI in the Phoenix robot in order to feature reasoning, task and motion plans that can be defined and audited.

Accenture has previously invested in other robotics areas, for example, through Accenture Alpha Automation, a recently formed joint venture with Japanese robotics leader Mujin, and acquisitions of Eclipse Automation in Canada and Pollux in Brazil. Sanctuary AI is the latest company to join Accenture Ventures’ Project Spotlight, an engagement and investment program that connects emerging technology startups with Accenture’s Global 2000 client base in order to fill strategic innovation gaps. Project Spotlight offers extensive access to Accenture’s domain expertise and enterprise clients, helping startups harness human creativity and deliver on the promise of their technology.

Aurigo Software Appoints Former PennDOT Secretary to Industry Strategy Group

26 March 2024

Aurigo Software, the leading provider of capital planning and construction management software for infrastructure and private owners, announced the appointment of former Pennsylvania Department of Transportation (PennDOT) Secretary, Yassmin Gramian, to its Industry Strategy Group. The group advises public agencies across North America on business and technology strategies to support the \$1.2 trillion bipartisan Infrastructure Investment and Jobs Act (IIJA) that was passed in November 2021.

Yassmin joins as Aurigo’s Industry Lead Advisor for Transportation. She will assist Mike Tooley, former Director of the Montana Department of Transportation (DOT), who heads the Industry Strategy Group. As part of the group, Yassmin will be joining Jennifer Cohan, former transportation secretary of Delaware DOT, David Woolridge, former Chief Information Officer of Nevada DOT, and Tim Pratt, former technology leader of the City of Lincoln, Nebraska.

“As former PennDOT secretary, Yassmin has an insider’s view on the needs of public agencies and how technology can be leveraged to meet them,” said Mike Tooley. “Her experience managing complex capital programs and bringing together diverse participants to improve public outcomes will be of great benefit to our customers.”

Yassmin’s forte is the planning and execution of emerging transportation systems. She managed an annual budget of approximately \$10 billion at PennDOT, which was invested in 120,000 state and local miles of highways, 32,000 state and local bridges, and other transportation assets. Yassmin’s notable achievements include the pioneering Major Bridge P3 Initiative and advancements in technology integration for safety and mobility.

“As an advisor to Aurigo’s Industry Strategy Group, I am excited to have the opportunity to help our transportation industry adopt cutting-edge technologies,” Yassmin Gramian stated. “Over the next few years, there’s an exciting opportunity for infrastructure and facility owners to leverage these emerging capabilities to reduce their risk, increase productivity, and foster closer relationships between all program stakeholders.”

Yassmin's extensive professional credentials include being Board Chair of the Pennsylvania Turnpike, Board Chair of the Transportation Revenue Options Commission, and Board Member of the Intelligent Transportation Society of America. Before assuming her leadership role at PennDOT, Yassmin served as a consulting engineering executive for leading firms, such as Jacobs, HNTB, and WSP. She has been an active mentor to young engineers and has received several awards from Women in Transportation International. Yassmin obtained her bachelor's and master's degrees in civil engineering from the University of Michigan and has completed Dartmouth's executive management program.

AVEVA Announces European and North America Winners of its 6th Chemical Engineering Student-Focused Annual Process Simulation Competition

25 March 2024

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, has announced the winners of its 6th Annual Process Simulation Academic Competition. For chemical engineering students, the competition provides an exceptional opportunity to enrich their process simulation skills using the latest technology. Producing and transporting hydrogen in a manner that is both clean and sustainable was the theme of this year's edition. Participants were able to engage with cutting-edge concepts and contributed to the advancement of eco-conscious practices.

The 2023 AVEVA Academic Competition attracted more than 300 entries. A total of 48 teams, and 121 individual students from 54 universities across North America and Europe entered the event.

The competition submissions went through a multi-level selection process and were reviewed by a judging panel comprised of AVEVA technical specialists for 4 categories:

- "Best Overall" rewards the winner with \$3,000 or the opportunity to take internship with AVEVA
- "Best Steady State Simulation" with a \$1,000 reward for the winner
- "Best Economics Optimization" with a \$1,000 reward for the winner
- "Best Design and Optimization" with a \$1,000 reward for the winner

And the winners of the 2023 competition are:

In Europe:

- **Best Overall: Seonggyun Kim** - KTH Royal Institute of Technology (Sweden)

"I decided to participate in the competition to gain experience in real-world problem-solving in chemical engineering, as well as to learn a new process simulation tool. I thoroughly enjoyed using AVEVA Process Simulation (APS) software—it is, by far, one of the most elegant process simulation programs I have used in terms of overall usability, speed, efficiency, and extensibility. The problems in the competition were well-formulated and challenging, both academically and creatively, to a reasonable extent. I am deeply grateful for the opportunity to showcase and

further advance my expertise in process engineering, hydrogen economy, and technical communication.”

- **Best Steady State Simulation: Alejandra Marquez Marvizon** - University of Seville (Spain)

“When I first saw the announcement for the AVEVA simulation contest, I saw it as a fantastic opportunity to apply what I've learned in my studies to real-world problems, and it definitely lived up to that expectation. Using AVEVA's simulation software for the first time was surprisingly straightforward, and winning the first part of the contest was truly unexpected but incredibly rewarding. I'm grateful to AVEVA for organizing such an enriching competition and for providing us with simulations that tackle current issues, like the use of renewable hydrogen for ammonia production. I also want to acknowledge the University of Seville for equipping me with the knowledge and skills necessary to participate in such competitions. This experience has not only boosted my confidence but has also reinforced my passion for chemical engineering. I look forward to applying the insights gained from this competition to future projects in the field.”

- **Best Economics Optimization: the team of Flavio Francalanci and Andrea Fiaschi** - University of Pise (Italy)

“Aveva academic competition was both challenging and fun. Each part of the competition required us to tackle new challenges, striving to find innovative solutions. It was different from school projects because we had no idea about the possible output and results, forcing us to be as creative as we could. We were able to explore process solutions and alternatives thanks to APS. The software was easy to learn and really intuitive to use, especially for running process optimizations and minimization of costs - which is usually the tough part - during the second milestone of the competition.

The fact that we participated as a team was another positive fact that made the competition even more fascinating. In short, it was a fun and educational experience that allowed us to develop new skills in the field of simulation”.

- **Best Design and Optimization: Somtochukwu Anyaorah** - University of Applied Sciences of Muenster (Germany)

"Quite remarkable is the steep learning curve of the AVEVA Process Simulation software. As a first-time user of the software, only a short amount of time was needed to familiarize myself with the user interface and the rich features packed in the software. This gave me enough room to focus on addressing the challenge. The support tools and examples accompanying the program were of tremendous help during the challenge.

My sincere gratitude to the organizers of this completion and AVEVA for this ample opportunity."

In North America:

- **Best Overall: Ohsung Lee** - University of Calgary (Canada)

"It was my honor to join this AVEVA process simulation competition. I'm very excited that I received the overall best design award. During this competition, I was able to increase my insight into optimization and design using AVEVA Process Simulation. It is so valuable to university students to have this kind of opportunity. It helped to prepare to what companies could expect from me as a chemical engineer, and I was able to gain confidence as I overcame the challenges I dealt with while preparing for the deliverables.

I think the design of the competition is well-organized as each deliverable required for each part lead toward the final goal. I want to thank Richard for the great tutorial videos about APS as I learned a lot about what each function does on APS. The program itself was user-friendly with a clean UI and easy to learn."

- **Best Steady State Simulation:** The team of **Owen Gerdes, Brian Lauerman, Hunter Hardway and Joshua Swecker** - West Virginia University (USA)

"The WVU AVEVA Competition Team had a great time competing and learning over the past three months while being involved in the North America AVEVA Academic Competition. The competition provided us an opportunity to expand upon our process simulation knowledge in a competitive and fun environment. We embraced the challenge and opportunity of learning a software that the team was unfamiliar with. Not only did the competition provide an excellent opportunity to expand upon our skills, but it fostered a fun and relaxed environment in which we could apply and showcase the skills we have acquired throughout our time at West Virginia University. We would like to express our gratitude for the opportunity AVEVA has created for aspiring students like ourselves. It was a real pleasure learning and competing in the North America AVEVA Academic Competition!"

- **Best Economics Optimization:** The team of **Axel Bernal Ruiz; Frida Sofía González Martínez** - Insituto Politecnico Nacional (Mexico)

As up-and-coming chemical engineers, addressing a real-world sustainability problem and achieving Best Economics Optimization Simulation is a huge milestone for our careers. The competition posed a challenge since it meant stepping out of our comfort zone and familiarizing ourselves with a simulator we have never used before while applying the knowledge acquired during our time in Instituto Politécnico Nacional, ESIQIE to solve the problems presented to us. Without a doubt, the simulation skills and problem-solving strategies developed during the competition, as well as the acquirement of engineering expertise will be invaluable resources to us in the future as we progress.

We are especially proud of this achievement, knowing that this is the first time in the history of this competition that Mexico is eligible for participation. Seeing our school and country among the places for best simulations instills confidence in our abilities and motivates us to keep improving. We hope that this achievement will give further insight for this specific problem and that it will inspire the bright minds of chemical engineering students in Mexico to participate in the future. We would like to thank AVEVA for this opportunity and our friends, family, and professors for motivating us to take on this challenge."

- **Best Design and Optimization:** The team of **Tyler Cedres, Benjamin Tang, Jesse B. Williams and Roy S. Mouawad** - California State Polytechnic University Pomona (USA)

“The AVEVA Academic Competition has been both a challenging, yet fun experience for all of us. A strong emphasis of this competition revolved around hydrogen, which is one of the most promising energy sources going into the future, and it very much felt as though we were given the tools to learn about how we could begin making an impact on the industry. From simulating electrolyzers, scaling up production processes, and even comparing pipeline simulations, APS provided us with a wide variety of resources and perspectives on relevant engineering topics. Ultimately, this has been a rewarding experience in which our university’s “learn by doing” motto was highlighted to the greatest extent.”

Mihaela Hahne, Sr Director Sales Development – Academia, AVEVA said: “This year, we were truly astounded by the exceptional submissions from the students. It fills me with immense joy to witness the remarkable potential within our young engineers, affirming that the future of engineering shines brightly. Through AVEVA’s competition, students had the privilege to wield the very tools utilized by industry giants in the chemical sector. Today, we proudly extend our congratulations to the outstanding winners from North America and Europe! The bar has been set high, and they have certainly risen to the occasion.”

Entries for the 7th edition will be announced this summer.

Centric Software and Bizcaps Software Partner to Automate PIF Process for Food and Beverage Companies

27 March 2024

Centric Software®, the Product Lifecycle Management (PLM) market leader and Bizcaps Software, the Product Information Form (PIF) management provider are pleased to announce their partnership to drive efficiency and compliance through automated information transfer capabilities for product development. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price and sell food & beverage, cosmetics and consumer products to achieve strategic and operational digital transformation goals.

The Bizcaps PIF Manager™ is a secure, web-based portal and repository to easily manage the setup, storage, search and sharing of PIFs directly with customers and suppliers. As the first licensed online PIF portal solution incorporating the Electronic Food Data System of the Australian Food and Grocery Council (AFGC), PIF Manager supports food suppliers and their customers across Australia, New Zealand, Asia, the UK, the USA and South America.

A PIF contains all the product information like ingredients, nutrition, labeling, certificates and regulatory compliance. However, creating a PIF can be a resource-intensive, manual process; current practice for most food & beverage companies that require PIFs is to send and receive them in pdf or Excel formats, then entering them into whatever system(s) need the info. Further, PIFs and associated certificates should be reviewed and ‘renewed’ at least every 12 months (even if the information doesn’t change). The process is very involved—it is heavy and time-consuming as entire PIF contents in PDF format can be 20 pages long with hundreds of attributes—and it is a monumental task to manually renew and update each and every PIF annually, especially for companies with large numbers of products and thousands of

ingredients. Updating a PIF and transcribing its contents into other business systems can also be at a high risk for error due to copy/paste mistakes.

The new connector between Centric PLM™ and Bizcaps will enable Centric food & beverage users to automatically create, maintain and send PIFs directly to their manufacturing and retail customers and ingredient suppliers via the PIF network from within Centric PLM. The process also works in reverse—companies can receive ingredient PIFs directly from their suppliers in Centric PLM. The spreadsheet-based V5 PIF has not been updated since 2012, so using it is a compliance risk. The electronic PIF version 6 (ePIF6) essentially eliminates all manual creation and entering of PIF data—both incoming and outgoing—because the information is already housed in PLM and simply needs to be electronically pulled into the PIF format.

By combining the information in Centric PLM with PIF creation, whole teams of people can be freed up to do more creative work, where human intervention and critical thinking are needed, rather than just entering data. With centralized, cloud-based PIFs in one place, customers can eliminate transcription errors, thereby reducing compliance risk, time-consuming manual processes and repetitive tasks of entering and searching for product information.

Forbidden Foods, a Bizcaps customer, had all of its incoming and outgoing PIFs still in Excel format, eating up hours of time in scrolling to find the information needed. By transitioning to PIF V6 and a PIF Portal, Forbidden Foods has slashed time to enter PIFs by 20%. In addition, they enjoy improved security, accuracy and version control with PIF V6.

The Australian Government's independent statutory agency, Food Standards Australia New Zealand (FSANZ) gives the following stats: between 2013 – 2022, FSANZ co-ordinated 791 food recalls, broken out into consumer recalls at 87% and trade recalls at 13%. Of those, almost 46% were due to incorrect labelling, including undeclared allergens. Recalls hurt brand reputation and undeclared allergens pose a food safety hazard to consumers.

CEO of Bizcaps Software, Rob Clifton-Steele says, "It is crucial to get product information correct, particularly nutrition and food safety information. Having to transcribe and re-enter this data leaves room for potentially dangerous error. Automating these tasks between Centric's PLM and Bizcaps' PIF Manager drives accuracy, time-savings, streamlines compliance and renders the information searchable. PIF Manager also enables loading and converting the former V5 version of the PIF to V6, along with any attachments such as certificates, version control and backup."

Chris Groves, CEO of Centric Software says, "We are delighted that Bizcaps is partnering with us to provide faster and more accurate data exchange of critical documents among food brands, retailers, manufacturers and suppliers. We understand the magnitude of efficiency that the electronic PIF provides as well as ensuring that the right information is tied to each product to be in compliance. We are proud to be a part of this advancement in streamlining workflows and improved risk management with Bizcaps."

Computer Guidance Corporation Successfully Passes SOC 1 Type II and SOC 2 Type II Audits For Its Cloud Hosting Systems, Services, and Associated Processes

27 March 2024

Computer Guidance Corporation, the leading developer of cloud-based ERP solutions for the construction industry, announced receipt of its annual System and Organization Control (SOC) SOC 1 Type II and SOC 2 Type II attestation engagement reports for the eCMS Hosting Service system that was designed and implemented throughout the period January 1, 2023, to December 31, 2023.

The trust services reports provide independent validation that Computer Guidance Corporation's security, availability, and confidentiality controls operated in accordance with the American Institute of Certified Public Accountant (AICPA) applicable Trust Services Criteria (TSC) as a result of an examination of the description of a service organization's system and the suitability of the design and operating effectiveness of controls involving a number of factors such as security, availability, and confidentiality outlined in the audit report.

The audits reviewed several processes and procedures that have been implemented by Computer Guidance to proactively manage the cloud environments that host the eCMS system, associated Tier III data centers.

"Computer Guidance Corporation's commitment to strong internal controls supporting its service commitments and system requirements in regard to their cloud-based hosted system solutions and services is evident in these reports," stated Michael Nyman, Director of Risk Management, CliftonLarsonAllen, LLP. "Computer Guidance Corporation's successful completion of both SOC 1 Type II and SOC 2 Type II attestations demonstrates its integrity, accountability, and commitment to its clients, partners, and industry. Computer Guidance customers can be confident that controls described within the report are accurately depicted and were operating as represented during these engagement periods."

"The successful completion of our SOC 1 Type II and SOC 2 Type II examination audits provides Computer Guidance's clients with the assurance that the controls and safeguards we employ to protect and secure their data, systems and cloud hosting environments are in line with industry standards and best practices and that we are committed to and making every investment to establish and maintain the most stringent controls needed to ensure the highest level of security and compliance," stated Michael Bihlmeier, President, Computer Guidance Corporation.

Datatex - NEW PARTNERSHIP WITH BCENTRIQE

29 March 2024

Bcentriqe.AI, based in Silicon Valley, California, US and Datatex, a global leader in ERP Applications for textile and apparel manufacturing, and based in Italy, announced the partnership to deliver innovative AI-driven business profitability and productivity solutions for Textile and Apparel manufacturing companies.

Bcentriqe is a boutique AI solutions provider and an emerging leader in AI-driven business profitability, productivity and demand predictions solutions, and will offer integrated solutions with Datatex ERP. This strategic partnership will underscore Datatex' commitments with its 1000+ existing customers to accelerate customer AI adoptions globally.

Bcentriqe Inc. offers ProfitEdge and VisionEdge as its cutting-edge AI-based profitability platform with various offerings for an enhanced demand prediction, production control, inventory, and profitability improvement.

The strategic partnership with Datatex has laid a solid foundation to show case Bcentriqe AI based business profitability system with industry leading ERP solutions for textile and apparel manufacturing companies. The association also solidifies commitment to serve customers globally with Bcentriqe AI powered profitability system with a robust offshore engineering, development center in India, said Alakh Verma, CEO, Bcentriqe.AI.

“We see huge potential of AI based solutions globally across our customers, Datatex has a robust ERP suite with all modules and expertise needed to implement AI-powered solutions with the ERP and Supply chain applications,” says Ronnie Hagin, CEO of Datatex.AG “The combined solution will provide customers with predictable insights and profitability, leveraging AI and Intelligent Process Automation needed for product quality control, smart manufacturing processes and effective supply chain with reliable Services.”

Half-time milestone: DIAMOND Project Enters Hot Phase

27 March 2024

CADENAS and the other partners in the DIAMOND project present interim results and demonstrators to the project sponsor and announce the second half of the project

On March 12 and 13, the high-profile partners of the DIAMOND project met at SIEMENS AG in Stuttgart for a consortium meeting. The project is funded by the European Union and supported by the German Federal Ministry of Economics and Technology (BMWK). DIAMOND stands for Digital Asset Modeling with Neutral File Formats. Since the start of the project in May 2022, CADENAS has been working with other partners on a common data model.

Interim status at the midpoint of the project

May 2024 marks the halfway point in the DIAMOND project - time to look back on the successes and milestones achieved so far. At the working meeting in March, the participants presented the latest results from all subprojects and provided a deeper insight into exciting developments with the help of videos and illustrations. They were also pleased with the high attendance and the active support of the VDI (Association of German Engineers).

After interesting presentations and the opportunity for the digitization experts to exchange ideas, a tour of the eleven market stands took place, where the individual partners presented their demonstrators and the current status of their work. This gave the members the opportunity to get to know the project stands of the other subprojects in detail.

CADENAS GmbH was also there to present its work in the area of ROI calculation of a Digital Twin as well as a communication concept and lossless data exchange between BIM planning programs.

Outlook for the Future

In the future, the project participants will continue to work at full speed to realize the goals of the DIAMOND project. Demonstrators for testing and using the Common Data Model, as well as a cloud and engineering data space, are planned for the future. In the future, a component data checker will give manufacturers direct feedback on whether their data is sufficient for use in the DIAMOND-compliant design process.

Hexagon partners with Nemetschek Group

26 March 2024

Hexagon's Geosystems division and the Nemetschek Group, a leading software provider for the AEC/O and media industries, announced a strategic partnership to accelerate the digital transformation within the AEC/O industry. As a first step, the partnership is driving the adoption of digital twins by offering their customers a seamlessly integrated end-to-end workflow for efficient and sustainable building operations.

While huge amounts of data are created during the lifecycle of a building, much of this valuable information resides in silos and becomes outdated over time. Such incomplete and archaic information leads to poor and error prone decisions which negatively affect a building's performance and increase operational costs. Nemetschek and Hexagon are both convinced that digital twins are key in transforming the industry and overcoming the challenges building owners and operators are facing. A digital twin enhances visibility, increases efficiency and delivers data-driven insights.

Hexagon leverages its end-to-end reality capture and Scan2BIM solutions to automatically capture accurate and real-time field data to create Digital Twins across all sectors. Furthermore, it uses its AI- powered solutions to support building analytics and simulations, generate progress insights as well as provide an immersive experience navigating assets during design, construction and operations through its VR/AR and positioning technology.

dTwin, Nemetschek's new horizontal, open, and cloud-based Digital Twin platform, delivers data-driven insights and helps customers to efficiently manage facilities from design to operations. It is the first solution in the industry that fuses all data sources of a building in one overarching view. dTwin is bringing together all relevant information from CAD/BIM, IWMS, and more with the real-time streams from building operations and thus provides value via visualisation, data analysis and assets management. With the platform, owners and operators can optimise building operations based on real time information and data-funded decision criteria.

Jointly, Nemetschek and Hexagon will provide customers with the tools, services and expertise for an end-to-end digital twin workflow by joining the up-to-date building data through

Hexagon's latest reality capture solutions with the smart and efficient building operations powered by Nemetschek's dTwin.

"The future is here — digital twins make work easier, insights available and decisions better," says Thomas Harring, President at Hexagon's Geosystems division. "With that, they are paving the way for a more sustainable future. Through our combined strength, we make this a reality for our customers and supercharge the buildings and infrastructure industry with data continuity and digital twins at scale."

"We are very excited to partner with Hexagon", says César Flores Rodríguez, Chief Division Officer Planning & Design, and Digital Twin at the Nemetschek Group. "Together we will build digital twins for the large market of existing buildings, making those future proof. Also, we aim to address efficient and sustainable building operations and smart renovation, retrofit or revitalisation projects."

By bringing together the accurate building data and visual reality, information from CAD/BIM, IWMS, and the real-time streams from building operations, a digital twin enables data-driven decision making and true Building Lifecycle Intelligence™.

Medidata Wins Inaugural SCOPE Site Innovation Award for Pioneering Advancements in Site Experience with Leading-edge Technology

26 March 2024

Medidata, a Dassault Systèmes brand and leading provider of clinical trial solutions to the life sciences industry, was presented with the inaugural Site Innovation Award for its groundbreaking work in improving efficiency in clinical trials by the Summit for Clinical Ops Executives (SCOPE).

Medidata Rave Companion was selected as the winner for its ability to elevate the site experience, enabling sites to spend more time conducting research, caring for patients, and delivering high-quality data to sponsors. This next-generation solution enhances data quality and lowers monitoring costs by making it easier and faster to input information into Medidata Rave EDC from other electronic systems, including electronic health records (EHR). In fact, one clinical trial site reported that data entry was 44 times faster with Rave Companion than doing it manually.

"We're honored to receive the Site Innovation Award and to be recognized by SCOPE," said Dan Braga, vice president, electronic health record and healthcare solutions, Medidata. "We are inspired to continue innovating in all aspects of clinical trials to enhance the experience for everyone involved, including patients."

"Data entry within a clinical trial is often time-consuming and is an area that can affect a site's overall quality of work," said Melanie Curole, senior research coordinator, Velocity Clinical Research, a Medidata Customer. "Rave Companion is user-friendly, lessens the amount of time spent on data entry, and decreases the opportunity for transcription errors - helping to ensure high-quality data is being delivered to sponsors while meeting their timelines."

SCOPE is a leading global conference series that focuses on advances and innovative solutions in all aspects of clinical trial research, planning, management, operations, and investments.

OpenText Strengthens X12 Collaboration to Accelerate the Future of Supply Chain B2B Data Exchange

27 March 2024

OpenText™, the information company, and X12, the ANSI-accredited standards organization, announced the renewal of their commercial use partner license agreement. This long-standing collaboration underscores OpenText's commitment to and support for X12 standards across its expansive supply chain network.

"Electronic data interchange (EDI) is a critical foundation that supports how supply chains and businesses function today," stated Muhi Majzoub, Chief Product Officer and EVP, OpenText. "Working with X12 is more than just a collaboration; it's a testament to our joint dedication to continuous innovation and to laying the foundation for a more interconnected and efficient B2B data exchange landscape for the future."

X12 standards play a crucial role in EDI, serving as the primary conduit for businesses across diverse industries, including retail, consumer goods, automotive, high-tech, general manufacturing, and insurance. These standards allow businesses to digitally share vital information seamlessly within and across their operations.

The integration of X12 standards within OpenText's business network solutions improves efficiency, accuracy, transparency, and cost-effectiveness for its customers, contributing to a strengthened supply chain ecosystem.

"We are delighted to join forces with OpenText in advancing the development of X12 standards and derivatives," said Cathy Sheppard, CEO of X12. "Together, we are not just shaping standards; we are fostering a future where technology supports and enhances global operations across the industries we serve."

With the world's largest business network, OpenText connects over 1.1 million trading partners, facilitating the exchange of more than 33 billion EDI transactions annually. As a trusted EDI partner offering robust solutions for seamless business document exchange, OpenText is proud to be formally recognized as an X12 licensing partner with a comprehensive long-term agreement that includes its customers from the past, present, and future.

Rockwell Automation Celebrates Collaboration, Announces Award Winners from Third Annual PartnerNetwork™ Conference

25 March 2024

Rockwell Automation, Inc., the world's largest company dedicated to industrial automation and digital transformation, is pleased to announce this year's winning partner companies closing out this year's PartnerNetwork Conference from March 18-21 at the Hyatt Regency Orlando in Orlando, Florida.

The invite-only event was focused on how to redefine possibilities together, grow through collaboration, reinforce the value of our global partner community and advance customer success. This event featured keynote presentations from Rockwell Automation leadership and guest speakers, open discussions with partner program managers, networking, and breakout sessions focused on topics that matter most to the partner community. Topics focused on how to prepare our partner companies for the future and the steps Rockwell Automation is taking to bring new value to our mutual customers with particular excitement around the third annual PartnerNetwork Awards.

The Rockwell Automation PartnerNetwork Awards honor the achievements of organizations that have successfully planned and executed innovative and transformational solutions. These organizations have found ways to impact one or more areas of their businesses through the application of Rockwell and other partners’ digital and disruptive technologies.

“The nominees and award winners all demonstrated an incredible dedication to customer success, so I would like to congratulate all our partners that entered, and those who won,” said Nicole Denil, vice president, global market access, Rockwell Automation. “Rockwell Automation is as strong as it is largely because of our PartnerNetwork, one of our main differentiators. Our partner companies provide access to the best people, products, solutions and services and deliver superior value and business outcomes for our mutual customers.”

Rockwell Automation would like to thank all who entered and congratulate the winners:

DE&I: Van Meter Inc.	DI Innovation Award: Van Meter Inc.
OEM Partner of the Year: BID Group	OEM Innovation: DCC Automation
Partner Ecosystem: Amatrol Inc.	Partner Ecosystem: CED – Industrial Solutions Network
Partner Ecosystem: Opus Integration Inc.	
SI Innovation Award:	SI Innovation:

Cybertrol Engineering	DMC, Inc.
SI Partner of the Year: Gray Solutions	
EPC Innovation: Gray	Sustainability: Faith Technologies Incorporated (FTI)
Technology Partner of the Year: Fortinet	Technology Innovation: Hammond Power Solutions

Stratasys Establishes New Customer Advisory Board to Drive Collaboration and Innovation in Additive Manufacturing

27 March 2024

Stratasys Ltd., a leader in polymer 3D printing solutions, is excited to announce the launch of a new Industrial Customer Advisory Board (CAB). The CAB will provide the customer with added voice and insight as Stratasys continues to drive innovation in the additive manufacturing industry.

The 12-member Industrial Customer Advisory Board includes leaders from market leading manufacturers across Aerospace, Automotive, and Industrial Manufacturing, as well as institutions of research and higher learning. Some of the participants on the board include manufacturers such as Boeing, TE Connectivity, and Toyota, along with schools that have well known manufacturing programs such as Wichita State’s National Institute for Aviation Research (NIAR), the University of Texas El Paso, and the Milwaukee School of Engineering.

Aligned with senior Stratasys leadership, the Customer Advisory Board provides input on requirements for scalable manufacturing applications and specific initiatives that focus on quality and reliability; characterization data; and alignment on an impactful sustainability strategy.

“Stratasys has and will continue to invest in capability development and to accelerate the realization of evolving addressable applications and associated customer value, we must work closely with market leaders to define and realize requirements,” said Jeff Hemenway, Senior Vice President, Global Industrial Sales.

- *“We realize significant value from AM technologies today, and to continuously open new scalable applications, we must evolve beyond purchasing products to working with*

collaborators like Stratasys to develop solutions. I am looking forward to working with Stratasys to advance capabilities and value for our industry,” **Dr. Melissa Orme, Vice President of Boeing Additive Manufacturing.**

- “The Advisory Board assembled by Stratasys includes market leaders from several industries, and I believe that working with its members and Stratasys, we will further the value that AM delivers to our organization as we continue to advance into critical parts and applications. In creating this unique advisory board, Stratasys is showing its dedication to being a true partner and is willing to merge the expertise of many experts to create new standards in additive manufacturing.” **Jamie Janawitz, Chief Technology Officer, Aerospace, Defense and Marine at TE Connectivity.**
- “The engagement with this board and the opportunities are exciting. Several of the largest manufacturers are collaborating with the key player in industrial polymer 3D printing to solve problems that will have positive long-term impacts on additive manufacturing. From a Toyota manufacturing point of view, we see tremendous value for us and the entire industry as we work toward taking additive more mainstream in the production process.” **Eduardo Guzman, Production Engineering, Advanced Technology Manager at Toyota Motor North America.**

“This is very much a working advisory board that is excited to further the production-based value their companies and industries can realize with Additive Manufacturing,” Rich Garrity, Chief Industrial Business Officer, Stratasys. “This is an important step for Stratasys and our customers as we advance into applications that are critical to their success.”

The Customer Advisory Board conducted its first workshop in December and is holding additional workshops throughout the remainder of 2024 and will continue into 2025 and beyond.

VERTEX WELCOMES MARK ST. MARIE AS NATIONAL TECHNICAL LEAD – HEALTHCARE

25 March 2024

We are thrilled to introduce Mark St. Marie, as the newest member of our Industrial Hygiene and Building Sciences Team at VERTEX. Mark will serve as the National Technical Lead-Healthcare.

With over 30 years of diverse experience, including roles in the Department of Defense, Federal Government, and private sector, Mark brings a wealth of expertise in healthcare, pharmaceutical industry, laboratory/research facilities, and potable and high-purity critical water treatment and testing.

His previous role as the National Industrial Hygiene Program Manager for the Department of Veterans Affairs showcases his leadership in policy development, implementation, and compliance across 175+ medical centers. Mark is also a retired U.S. Air Force Bioenvironmental Engineering and Industrial Hygiene professional.

Mark's certifications as a Board for Global EHS Credentialing (BGC) professional, Certified Industrial Hygienist (CIH), and CNBT Registered Certification Professional for Sterile Compounding Clean-Room Facilities (RCP-SCF) highlight his commitment to excellence and industry standards.

With an extensive background in government contracting and a proven track record of securing contracts and delivering exceptional results, Mark's insights will be invaluable in navigating government solicitations and crafting winning proposals.

His passion for exploring and integrating cutting-edge Industrial Hygiene sampling technologies into various business models will significantly enhance value and boost productivity across our vertical business lines. We are excited to have Mark on board and look forward to leveraging his talents for continued success and innovation.

With the addition of Mark, our team offers unparalleled Industrial Hygiene and Building Science services to **Healthcare settings**.

Wipro Collaborates with Indian Institute of Science for Online Master's Program in AI

28 March 2024

Wipro Limited, a leading technology services and consulting company, announced a collaboration with Indian Institute of Science (IISc), an institute renowned for research and education in science and engineering, to offer eligible employees a higher education program in AI. The online Master's in Technology (MTech) course will emphasize key areas such as AI, Foundations of ML/AI, Data Science, and Business Analytics, addressing the growing demand for skilled professionals in these domains.

Wipro's investment in expanding its AI capabilities through skill-building underscores its commitment to cultivating a future-ready workforce. This initiative is a pivotal step towards upskilling by engaging with premier universities and enhancing top talent through formal degree programs.

"We are thrilled that Wipro stands among the pioneers in the industry, offering a Master's degree program to our top-performing employees, under our WILP (Work Integrated Learning Programs)," said **Sanjeev Jain, Senior Vice President and Global Head, Business Operations, Wipro Limited**. "GenAI is evolving at a rapid pace, and we are confident that selected employees will gain immensely from the knowledge at IISc and develop capabilities for the opportunities ahead delivering strong business outcomes."

As part of this collaboration, selected Wipro employees will have full access to IISc faculty members, online lectures, libraries, and alumni networks. They will also benefit from mentorship by seasoned professionals from the Data, Analytics, and AI practice at Wipro. The acceptance to the program will be subject to rigorous entrance tests and evaluations designed by IISc.

"We are happy to support Wipro in providing higher education opportunities for their employees, especially in emerging areas like data science, GenAI and next-gen communications,

through the highly successful MTech (Online) program offered by IISc for the past few years,” said **Prof Rajesh Sundaresan, Dean, Division of EECS, IISc**. “The program curriculum for working professionals has been designed with the same high standards as our full-time programs, with our faculty members delivering content online to train students on foundational concepts and real-world applications.”

This collaboration with IISc marks a significant milestone in Wipro’s commitment to advancing education and skills within its workforce and advancing its leadership position in the dynamic realm of AI.

Event News

After the game is before the game: The Industry Forum 2024

26 March 2024

300 guests from the fields of mechanical and plant engineering, construction and electrical engineering took part in the 22nd Industry Forum in Augsburg

The CADENAS Industry Forum brought together numerous speakers, exhibitors and trade visitors for a joint exchange on the topic of Industry 4.0.

This year's event was held in the spirit of the European Football Championship. The choice of venue could not have been more fitting: More than 300 trade visitors attended the event at the WWK Arena in Augsburg on March 19 & 20. An exciting program of presentations with simultaneous translation awaited the international audience. A total of 30 top-class speakers gave insights into the latest developments, current challenges and innovative solutions in their industries on two stages. Among the exhibitors at this year's event were once again well-known companies such as Zuken E3 GmbH, Resolto Informatik GmbH, TwinStore GmbH and DSC Software AG.

Kick-off in the WWK Arena

On March 19, the Industry Forum entered its 22nd round. Jürgen Heimbach, CEO of CADENAS GmbH, gave a keynote speech to kick off the day's speakers, including Dr. Christian Scheifele, Managing Partner of ISG Industrielle Steuerungstechnik; TwinStore GmbH and Thomas Lang from CADENAS, as well as Andreas Brandauer from Siemens AG and Joachim Frank and Bernd Schlenk from Zuken E3 GmbH.

During the lunch break, interested parties had the opportunity to take part in an exclusive tour of the stadium. After a delicious meal, the participants started the second half of the day invigorated and listened to presentations by Sebastian Krohn from Dräger GmbH and Arne Gaiser from DSC Software AG, among others.

The crowning finale was the award ceremony and the subsequent evening event. In a cozy atmosphere and with culinary delicacies. The participants rounded off the evening in the "Kälberhalle" in Augsburg. Soccer enthusiasts were able to prove themselves with table football and other interactive attractions.

Second half

On the second day, there was plenty of opportunity for networking over a tasty breakfast buffet. Exciting specialist presentations followed and the DIAMOND research project presented interim results. The speakers on day two included Karl Osti from Autodesk GmbH, Damian Nowak from Resolto GmbH, Dr. Anna Lukasson-Herzig from Nyris GmbH and Pieter Ruijsenaars CEO of DiManEx.

The speakers at the Industry Forum covered a wide range of topics, from digital twins and artificial intelligence to parts management and email marketing.

A success across the board

The 22nd Industry Forum was a great success - concentrated expert knowledge once again found an appropriate stage in 2024. The subsequent Q&A sessions, the exchange with the digitization experts on site and the evening event in a cozy atmosphere made the event something very special.

Did you miss the Industry Forum 2024? Then be there on **March 25 & 26, 2025**, when the Industry Forum goes into a new round!

EPLAN at Hannover Messe 2024

25 March 2024

At our joint trade show stand with Rittal, CIDEON and German Edge Cloud, you can gain fascinating insights into the digitalisation of industrial automation. Trade show highlights EPLAN will be showing include innovative solutions for machine building and plant system engineering, including manufacturing integration, along with a focus on the energy sector and building services engineering. With EPLAN Education, we are addressing educational institutions and students. There will naturally also be a sneak preview of the upcoming EPLAN Platform 2025.

Come visit us in hall 11 at stand E06 from 22 to 26 April 2024

Exclusive sneak preview: EPLAN Platform 2025 und other software highlights

You can get exclusive insights into upcoming product innovations.

- EPLAN Platform 2025 with a focus on the rapid training of new users and easing the burden for qualified specialists
- Product innovations for machine cabling: EPLAN Cable proD
- Manufacturing support for panel building: EPLAN Smart Mounting and Smart Wiring
- Augmented Reality for servicing and maintenance: EPLAN eVIEW AR

Further EPLAN highlights: Energy sector and education

- EPLAN Education: We train students for the engineering of tomorrow
- EPLAN in the energy sector: Industrialised grid expansion, a head start thanks to consistent standardisation

Joint trade show stand with Rittal, CIDEON and German Edge Cloud: Connecting Ecosystems. Smarter

The centrepiece of our joint trade show stand is the Smart Factory Ecosystem – the unique, integrated technology expertise that the four companies as a group offer you. Get inspired by our models and examples taken from everyday engineering!

ESTECO - UM24 first keynote speaker announced: Yoshio Fujita from Toyota Motor Corporation

27 March 2024

We're excited to announce the first keynote speaker of our ESTECO International Users' Meeting 2024: **Yoshio Fujita, CAE Staff Engineer at Toyota Motor Corporation.**

Yoshio Fujita's talk will focus on how VOLTA is used to create a user-friendly CAE process within a short timeframe, with a particular focus on body stiffness evaluation in vehicle development. He will discuss how VOLTA automates tasks and processes such as data preparation, democratizing access for all users and reducing evaluation times, maximizing efficiency in engineering simulation.

Joining Mr. Fujita as keynote speakers are ESTECO experts who will present the best of our software solutions. Our President **Carlo Poloni** will take a journey through our history of technological evolution to celebrate our 25 year anniversary. ESTECO Product Managers **Marco Turchetto** and **Danilo Di Stefano** will offer insights into the future of digital engineering along with some of our field experts.

The UM24 agenda is rapidly taking shape, promising an engaging and diverse lineup of talks. Don't miss out on enhancing your knowledge and skills with our exclusive workshops at our offices on **June 6** and discover how our solutions align with the latest technological trends. Join us for ESTECO UM24 on **June 4-5** at Starhotels Savoia Excelsior Palace in Trieste, Italy. [Secure your spot](#) and stay updated on further details and exciting announcements!

INSIDE VECTORWORKS on April 17, 2024

28 March 2024

ComputerWorks invites you to an interactive live event on April 17, 2024.

INSIDE VECTORWORKS 2024 combines practical user presentations and exciting training sessions in a single event. It's the perfect opportunity for users and those interested in becoming users to effectively utilize Vectorworks' strengths in their everyday projects. The event will take place online starting at 9:30 AM.

Concrete practical relevance and exciting training

By combining best-practice presentations from Vectorworks users with exciting expertise, planners are able to share optimized workflows in their offices and teams, thus making the entire work structure more productive. Each training session will be complemented by a user presentation to experience the presented workflows within a specific practical example.

Highlights of the program:

- Presentation: Sustainable planning thanks to smart information in the BIM model
 - Speakers: Dipl. Ing. Architect Udo Schaumburg & Matteo Neustadt from LH Architekten
- Presentation: PANOTOOL EXPERIENCE: Interactive communication and virtual reality
 - Speakers: Dipl.-Ing. Hubertus Schäfer from GREENBOX Landschaftsarchitekten
- Presentation: Planning professional mountain bike trails and roller sports facilities
 - Speaker: Environmental process engineer Nico Reuter from ecopark-concepts
- Training: 2D plan to 3D model - The most important tools and settings for 3D planning
- Training: Locating your project correctly - A how-to guide to georeferencing

You can register [here](#).

OpenText to Showcase Power of AI to Supercharge Modern Work at AIIM24

26 March 2024

OpenText™, the information company, announced its participation as a Diamond sponsor at the Association for Intelligent Information Management (AIIM) Conference 2024, from April 3-5. This year, OpenText will showcase its [Content Aviator](#), an AI-powered intelligent assistant that revolutionizes content management and empowers users to work smarter.

WHAT: At [AIIM24](#), OpenText experts will guide attendees on how to harness the benefits of generative AI to transform productivity and prepare for the future of work. Through interactive demos, speaker sessions, and fireside chats with customers, OpenText will demonstrate how organizations can:

- **Master modern work with generative AI:** Explore how Content Aviator can automate tasks that demand 60 to 70 percent of employees' time today. Through interactive chat-based search, Content Aviator enables users to quickly sift through large volumes of content to find and understand the information they need to do their jobs faster.
- **Uplift operational experiences:** Learn how to stop content sprawl and digital friction by connecting content to process and by bridging information silos. With OpenText Content Cloud integrations for Microsoft, organizations can elevate and extend their Microsoft 365 basic capabilities to new levels of productivity, information relevance, governance, compliance, and security.
- **Uplevel content strategies with agile cloud solutions:** Discover how OpenText Core Content can enhance technology to meet changing needs. The agile and secure SaaS content management solution integrates with crucial business applications – meeting teams where they are already working to maximize productivity and accelerate business processes.

WHEN AND WHERE: Visit the OpenText booth in the AIIM24 Solution Lounge, Grand Hyatt Riverwalk, San Antonio, Texas, US. April 3-5, 2024 – Register [here](#)

- **Speaker keynote:** “Great AI needs great information management!” – Thursday, April 4 from 10:00 AM – 10:30 AM (Central Time). More details [here](#)
- **Demo session:** “Everything you ever wanted to know about making the AI pivot” – Thursday, April 4 from 11:45 AM -12:10 PM (Central Time). More details [here](#)
- **OpenText customer fireside chat with Western Midstream:** Thursday, April 4 from 1:50 PM – 2:20pm (Central Time). More details [here](#)

Spirent Showcases Advanced Ethernet Validation Solutions at OFC 2024

26 March 2024

Spirent Communications plc, the leading provider of test and assurance solutions for next-generation devices and networks, announced the availability of the newest addition to its industry-leading 800G portfolio, the Spirent B3 800G Appliance. The latest of its test platforms for validating the reliability, high performance, and interoperability of Ethernet technologies, the B3 Appliance will debut at the **2024 OFC Conference and Exhibition** in San Diego, March 26-28 in booth #1515.

“The maturity of 400G and 800G technologies is accelerating deployments, with 800G solutions from multiple vendors being deployed at a rapidly accelerating pace,” said Aniket Khosla, Spirent’s VP of Wireline Product Management. “Comprehensive testing has become imperative to enable this next-generation network equipment to be tested and validated for interoperability and performance under real-world conditions.”

Spirent’s 800G and 400G test solutions on show at OFC leverage Spirent’s decades of experience in Ethernet testing to help customers validate market readiness, high performance, and interoperability of new cutting-edge Ethernet technologies which are increasingly expected to meet the needs of artificial intelligence (AI) workloads.

“Growing demand for computing power is driving new requirements for high-quality network connections,” says Khosla, “and with 800G - and 1.6T in the longer term - expected to become the standard networking technologies for large-scale AI training, validating the performance of next-generation routers and switches is essential for ensuring the overall network efficiency and response speed.”

Spirent’s OFC demonstration features the **new B3 800G Appliance**, which is a high-density native 800G OSFP and QSFP-DD test platform, and the first in its class to support IEEE 802.3df specifications. As a vendor-neutral test system, the Spirent B3 800G Appliance will help accelerate 800G deployments to enable the networking industry to power new applications running AI/ML.

OFC demonstrations with a number of key industry partners will also showcase the **award-winning high-density B2 800G 8-Port Appliance**, recognized by the 2024 Lightwave Innovation Reviews for accelerating the development and adoption of 800G infrastructure. The high-density native 800G OSFP and QSFP-DD test platform is designed to validate the reliability, performance and interoperability of the latest 800G networking solutions and devices across various interconnect technologies.

Spirent's high-density **native 400G QSFP-DD test platform with 8 and 16 400G ports** will also be demonstrated at OFC, showcasing capabilities to deliver high-performing, reliable, affordable, and interoperable 400G infrastructure and support emerging technologies like AI/ML. Meanwhile, the **Spirent M1 Compact Appliance** – also recognized with an award from the 2024 Lightwave Innovation Reviews – will demonstrate how the flexibility built into its space-saving M1 configuration can accelerate time to market for new technologies and improve product quality by ensuring reliable, high-quality experiences. An ideal tool for the whole test lifecycle, the M1 Compact Appliance provides functional, performance, and benchmark testing of various Ethernet applications.

AMD:

"With 800G adoption set to grow significantly, we are excited to team up with Spirent, a leader in high-speed Ethernet test and measurement to demonstrate highlights of our latest 800G solutions," said Harpinder Matharu, Senior Director, Wired and Wireless business, **AMD** "Our joint demonstration at OFC 2024 features AMD Versal Premium 800G Ethernet solution and Spirent B2 800G Appliance showcasing the performance, flexibility and scalability needed to simplify and accelerate 800G deployments and support even the most demanding AI and HPC workloads."

Amphenol:

"Today's system architectures are pushing the physical limits of copper solutions and evolving more complicated feature sets for optical solutions," said Sam Kocsis, Director of Standards and Technology at **Amphenol**. "We value our relationship with Spirent to help us evaluate and qualify the diverse portfolio of 800G interconnect solutions in a streamlined and sophisticated platform that promotes high-confidence decisions with our customers."

AOI:

"We are excited to partner with Spirent, uniting AOI's advanced 800G OSFP DR8 LPO modules with their leading testing solutions. This collaboration underscores our mutual commitment to driving innovation and excellence in the realm of high-bandwidth optical interconnections for AI/ML systems," said Dr. Fred Chang, SVP and GM, **AOI**.

CIG:

"High density 800G test solutions are critical for validating the performance of 800G modules," said Gerry Wong, CEO at **CIG**. "Spirent B2 800G Appliances are invaluable tools as we expand our 800G product portfolio."

ColorChip:

"We value partnering with Spirent, a leader in high-speed Ethernet test and measurement," said Yigal Ezra, **ColorChip** CEO, "and are joining forces at OFC 2024 to showcase ColorChip's latest generation of 800G AOC that enable high-performance connectivity for AI and Hyper Scale Data Centers."

Coherent:

"As a leading manufacturer of optical transceivers, we take great care in ensuring standards compliance and interoperability," said Mark Ives, Vice President of Product Management,

Transceiver Business Unit, at **Coherent Corporation**. “Spirent’s test solutions help us achieve that goal very well and contribute to a thriving test ecosystem in the market.”

Hisense:

“Our partnership with Spirent helps us push the boundaries of innovation,” says Jianwei Mu, Director at **HisenseBroadband**, “working tirelessly on the research and development of optical transceiver modules essential for enabling the adoption of cutting-edge 800G technologies.”

InnoLight:

“We value our partnership with Spirent and are pleased that our 800G OSFP optical modules are featured in their 800G demo at OFC,” said Osa Mok, Chief Marketing Officer at **InnoLight**. “Spirent is uniquely positioned to help their customers manage test and validation across entire ecosystems and we look forward to continuing our collaboration on 800G and beyond to help improve data interconnection efficiency.”

Juniper Networks:

“Acceleration of networking innovation has been relentless, propelling network operator solutions toward new frontiers,” said Julius Francis, Senior Director, Product Strategy, Wide Area Networking, **Juniper Networks**. “In a fraction of the time it took the 100GbE ecosystem to fully evolve, operators have made 400GbE-capable solutions a table stake requirement, and the 800GbE ecosystem promises to accelerate even faster. In today’s environment, where time-to-market of next-gen solutions is condensed, test and assurance solutions capable of evaluating beta technologies are invaluable. Juniper is pleased to take part in the Spirent B2 800G Appliance showcase at OFC 2024, demonstrating Spirent’s ability to generate massive amounts of bandwidth for devices under test, featuring the 100GbE, 400GbE and 800GbE-enabled Juniper PTX10002-36QDD Packet Transport Router and Juniper 800ZR transceiver technology.”

Luxshare-ICT:

"By teaming up with Spirent, Luxshare Technologies is enhancing our capabilities to conduct rigorous testing of 800G DPO, LRO and LPO optical transceiver within a sophisticated traffic analysis environment." said Mike Gao, General Manager of OptoElectronic & Photonic Solutions at **Luxshare Technologies**. "Spirent's expertise in this field will enable us to ensure the highest standards of performance, reliability, and security for our customers. Together, we are paving the way for the next generation of 1.6T optical communication technologies."

MultiLane:

"Enabling interoperability for a robust testing ecosystem is a core competency at MultiLane," said Rachad Samaha, General Manager of **MultiLane** Data Center Test Solutions. "Our ThunderBERT enabled Active Loopbacks provide a rapid and comprehensive means of validating host ports, even accounting for the increased complexities of 800G. We are very happy to be working with Spirent once again on this front as our partnership helps ensure a seamless testing experience for the industry."

TE Connectivity:

“TE Connectivity (TE) is pleased to collaborate with Spirent in enabling the ecosystem for next-gen data rates such as 400Gbps and 800Gbps based on 100Gbps electrical interfaces as well as developmental evaluation of 200Gbps electrical interfaces,” said Nathan Tracy, Technologist,

System Architecture Team at **TE Connectivity**. “A proven test and measurement ecosystem with key solution providers like Spirent is critical for validating advanced connectivity solutions such as TE’s next generation passive and active cables and interconnects”.

Spirent’s industry-leading 400G and 800G test and validation solutions can be seen demonstrated with the technology partners including AMD (booth #1207), the Ethernet Alliance (booth #1415), and at Spirent’s booth #1515.

Technia - Innovation Forum Returns to Stockholm

27 March 2024

TECHNIA, the virtual twin experts, are thrilled to announce the return of their Innovation Forum in-person event!

This exclusive gathering, scheduled to take place between June 18th and 19th at SPACE Arena in Stockholm, will bring together industry experts, engineers, manufacturers, and executives to delve into the transformative power of PLM.

The Innovation Forum by TECHNIA is set to be a pivotal gathering for those at the forefront of product development technology. Attendees can anticipate a dynamic program designed to inspire innovation, foster collaboration, and drive industry progress.

Boasting one of Europe's largest permanent LED screens, SPACE Arena offers a visually captivating setting that is ideal for immersive presentations and engaging demonstrations.

With 449 seats and a state-of-the-art audio system, attendees can expect a dynamic and interactive experience that enhances learning and networking opportunities. The SPACE Arena's hypermodern and versatile design, coupled with its central location in Stockholm, makes it the perfect backdrop for the return of the Innovation Forum.

Those unable to attend the main event in Stockholm are welcome to join one of three satellite events that will be held in France, Germany, and the UK.

Join like-minded pioneers at the Innovation Forum to stay ahead of industry trends, connect with international peers, and unlock new possibilities in product development.

“This gathering presents a unique opportunity for industry peers to come together, share insights, and foster collaboration in ways that virtual experiences cannot replicate. I look forward to reconnecting with our community.”

Magnus Falkman, CEO | TECHNIA

Mark your calendars for June 18–19 and stay tuned for further details on registration and the agenda.

For more information and updates, visit <https://innovationforum.techni...>

Financial News

Atos reports full year 2023 results

26 March 2024

Atos, a global leader in digital transformation, high-performance computing and information technology infrastructure, announces its FY 2023 results.

Atos' Chief Executive Officer, Paul Saleh declared: *"In 2023, we achieved our revenue and profitability guidance in a challenging environment and while we were executing the separation of the company into two businesses, Tech Foundations and Eviden.*

We reported organic growth at Eviden as the company continues to invest in its offering. The business expanded its leadership in generative AI and application management, securing its customer base with significant renewals and new business particularly in Manufacturing, Consumer Goods and Public Sector verticals in Europe. Eviden has also been awarded the first exascale supercomputer in Europe, a state-of-the-art machine that will allow the acceleration of European scientific research and innovation.

In Tech Foundations, the business is executing on its transformation plan with a strong renewal rate with existing clients and contracts signature with new logos in both Digital Workplace and Hybrid Infrastructure including mainframe management, highlighting the relevance of our offerings and the quality of our service delivery.

Our operating margin has improved year over year, reflecting the execution of our cost improvement plans, while our cash flow was impacted by workforce optimization, separation costs and lower working capital actions.

Discussions regarding the potential sale of Tech Foundations to EPEI have concluded with no deal reached. We will continue to run Tech Foundations and Eviden as separate businesses and leverage the strengths of their respective offerings with a coordinated go-to-market strategy. We have been informed as well by Airbus that discussions related to the sale of Eviden's BDS (Big Data & Security) division will not proceed and we are therefore actively evaluating strategic alternative options that are in the best interest of our customers, employees, creditors and shareholders, taking into consideration the sovereign imperatives of the French state.

We are also in discussions with our financial creditors with a view to reaching a refinancing plan by July within the framework of an amicable conciliation procedure that is part of the mandat ad hoc procedure initiated last February.

Our colleagues around the world work with dedication and passion to serve our clients with the highest quality. I thank them deeply for their daily commitment and energy in this evolving environment. To our loyal and trusting clients and partners who stand side-by-side with Atos during this period, on behalf of our 95,000 employees, I say thank you for your unwavering support."

Basis of preparation of the 2023 consolidated financial statement

The consolidated financial statements of the Company for the year ended December 31, 2023 have been prepared on a going concern basis.

Atos SE wishes to draw attention to the maturity of its borrowings and the risks associated with its refinancing and its liquidity. Please refer to section “Refinancing discussions and liquidity” of this press release for further details on liquidity.

2023 performance highlights

<i>In € million</i>	2023	2022	Var.	2022*	Organic Var.
Revenue	10,693	11,270	-5.1%	10,648	0.4%
Operating Margin	467	356	111	289	178
<i>In % of revenue</i>	<i>4.4%</i>	<i>3.2%</i>	<i>+120 bps</i>	<i>2.7%</i>	<i>+170 bps</i>
OMDA	1,026	1,020	6		
<i>In % of revenue</i>	<i>9.6%</i>	<i>9.1%</i>	–		
Normalized Net income (loss)	73	-28	101		
Net loss	-3,441	-1,012	-2,429		
Free Cash Flow	-1,078	-187	-891		

Net (debt)	-2,230	-1,450	-780
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*: at constant scope and average exchange rates

Revenue and operating margin by Businesses

In € million	2023 Revenue	2022 revenue	2022 revenue*	Organic variation*
Eviden	5 089	5 244	4 945	+2,9%
Tech Foundations	5 604	6 026	5 703	-1,7%
Total	10 693	11 270	10 648	+0,4%

In € million	2023 Operating margin	2022 Operating margin	2022 Operating margin*	2023 Operating margin %	2022 Operating margin%	2022 Operating margin%*	Organic variation
Eviden	294	276	233	5.8%	5.3%	4.7%	+110 bps
Tech Foundations	172	79	56	3.1%	1.3%	1.0%	+210 bps
Total	467	356	289	4.4%	3.2%	2.7%	+170 bps

*: at constant scope and average exchange rates

Group revenue was €10,693 million in 2023, up +0.4% organically compared with 2022.

Eviden delivered a +2.9% organic growth.

- **Big Data & Security (BDS)** grew by mid-single digit, driven by stronger demand in Mission Critical Systems and High-Performance Computing (“HPC”), with a large system in Spain and the ramp-up of a new contract signed in India.

- **Digital** activities grew low-single digit reflecting strong revenue growth in Europe, driven by demand for specialized application development, application management and next-generation products and services, which was partially impacted by a general market slowdown in the US, as clients take longer to award new business.

Tech Foundations recorded a -1.7% organic decline in revenue.

- This reflects the deliberate reduction in **non-core activities**, including the sale of its Italian and UCC businesses and a -19% decrease of hardware and software resale. BPO activities were up year on year, due to a favorable comparison effect.
- The decline in **core revenue** was successfully contained to -2.0%. Growth in Digital Workplace and Technological Services helped to partially offset the structural decline of the Hybrid Cloud & Infrastructure market.

Group operating margin was €467 million representing 4.4% of revenue, up +170 basis points organically compared with 2022. Both businesses contributed to this improvement:

- **Eviden's** operating margin was €294 million or 5.8%, up +110 basis points organically. Eviden's operating margin improved as a result of cost take-out actions, better utilization of billable resources and higher absorption of fixed costs in advanced computing.
- **Tech Foundations** operating margin was €172 million or 3.1%, up +210 basis points organically. The business benefitted from the execution of the transformation program that started in 2022, including the shift of the business portfolio towards higher margin new offerings. There was also a positive impact from the accelerated reduction of under-performing contracts via renegotiation and improved delivery, better pricing of new businesses and continued reduction of low margin non-core activities such as resale.

Order entry and backlog

Full-year 2023 commercial activity

Order entry reached €10.1 billion during the year, representing a book-to-bill ratio of 94%, up +4 points compared with 2022.

Eviden reported a book-to-bill ratio of 94% for the full year. Order entry reflects ongoing digital activities from smaller, low-risk contracts and short-term bookings with faster revenue yields. In terms of new deals concluded during the year, Eviden signed generative AI contracts with large clients in the retail and technology sectors. In addition, Eviden signed a large HPC deal in India and the very first exascale supercomputer contract in Europe, a key milestone that will extend Europe's scientific excellence and industrial leadership.

Tech Foundations' reported a book-to-bill ratio of 94% led by the successful renewals of major Digital Workplace and Hybrid Infrastructure contracts in nearly all geographies with particular strength in North America and by the renewal of Technology Services contracts in France. The

number of new signatures more than doubled compared with 2022 with eleven new large deals.

Q4 2023 commercial activity

Book-to-bill ratio for the Group was 108% in Q4.

At Eviden, Q4 book-to-bill reached 100%. Main contracts awarded consisted of the extension of the HPC contract in Germany, a new HPC contract for a French public entity and a new Public Sector contract in the United Kingdom. An application maintenance contract with a leading US financial rating agency was also successfully renewed.

At Tech Foundations, Q4 book-to-bill was 117%. Main order entry in Tech Foundations included the extension of infrastructure management services with a leading Asian bank, a new Digital Workplace contract with a major European Telecom company and an extension of a mainframe management contract for a large US insurer.

Backlog & commercial pipeline

At the end of December 2023, the **full backlog** reached €18.5 billion representing 1.7 years of revenue. The **full qualified pipeline** amounted to €6.2 billion at the end of December 2023.

Net income

Net loss group share was €-3,441 million, primarily impacted by a €-2,546 million impairment charge.

Normalized net income stood at €73 million compared with a loss of €-28 million in 2022.

Free cash flow

Free cash flow was €-1,078 million for the full year, reflecting €377 million higher restructuring and separation costs, and €502 million lower working capital actions compared with the prior year.

Opening of an amicable conciliation procedure aiming at renegotiating Atos S.E.' debt with its financial creditors

Atos SE announces today that the Company has entered into an amicable conciliation^[1] procedure. According to French law, a conciliation procedure lasts four months, which may be extended by one month; Maître Hélène Bourbouloux of FHB SELARL was appointed as conciliator.

The purpose of this procedure is to facilitate a global refinancing agreement with the banks and bondholders of Atos SE's (the "financial creditors").

The conciliation procedure concerns only the financial indebtedness of Atos SE and will not impact suppliers, employees, the governance of the Company, or other creditors of the Company or its subsidiaries.

The Company intends to present the parameters of its refinancing framework to its financial creditors during the week of April 8th, 2024 and to provide an update to the market. The

Company's objective is to reach a global agreement on the capital structure of the Company by July 2024.

End of exclusive negotiations with EPEI for the sale of Tech Foundations

Exclusive negotiations with EP Equity Investment ("EPEI") for the potential sale of Tech Foundations announced on August 1, 2023, did not lead to a mutually satisfactory agreement. The discussions and the put agreement were therefore terminated by mutual consent on February 27, 2024, with no indemnification on either side and the parties are released from any future reciprocal obligation subject to maintaining the confidentiality agreements. Atos will continue to run Tech Foundations and Eviden as separate businesses and leverage the strengths of their respective offerings with a coordinated go-to-market strategy.

End of the discussions with Airbus regarding BDS potential sale

On March 18, 2024, Atos was informed by Airbus that discussions related to the sale of its BDS (Big Data & Security) business will not proceed.

Atos is analysing the resulting situation and actively evaluating strategic alternatives that will take into consideration the sovereign imperatives of the French state and will be in the best interest of its customers, employees, creditors and shareholders.

Favorable court decision for Atos in appeal against TriZetto damages ruling

On March 13, 2024, the United States District Court for the Southern District of New York, as part of Syntel's ongoing litigation with Cognizant and its subsidiary TriZetto, vacated the remaining compensatory damages judgments entered in this case : (1) the \$142 million New York trade secret misappropriation award and (2) the \$59 million copyright infringement award. Therefore no compensatory damage will have to be paid by Atos. The District Court granted TriZetto's motion for attorney's fees in the amount of approximately \$15 million.

The case began in 2015, before Syntel's acquisition by Atos. Throughout the trial and on appeal, Atos maintained that Cognizant and TriZetto had failed to meet their burden to show trade secret misappropriation and that their damages theories were improper as a matter of law.

In its decision, the District Circuit, acknowledged that *"the jury's award was based on what now turns out to be legal error"* and held that *"the Court is compelled to vacate the jury's remaining compensatory damages awards"*.

Asset sales

The Group completed its €700 million program announced in 2022 and is executing on its additional asset disposal plan of €400 million mentioned in the press release of July 28, 2023. During 2023, the Group has generated net proceeds from asset disposal of €411 million, of which €190 million in H1 and €221 million in H2.

Net debt and debt covenant

At December 31, 2023, net debt was €2,230 million and consisted of:

- Cash, cash equivalents and short-term financial assets for €2,423 million, including benefits from working capital actions.
- Total borrowings for €4,654 million

The Group remained within its borrowing covenant applicable to its bank financing, with a leverage ratio (net debt divided by pre-IFRS 16 OMDA) of 3.34 times at the end of December 2023 compared with the bank covenant of 3.75x.

Refinancing discussions and liquidity

The consolidated financial statements of the Group for the year ended December 31, 2023 have been prepared on a going concern basis. The Group's cash forecasts for the twelve months following the approval of the 2023 consolidated financial statements by the Board of Directors, result in a cash situation that meets its liquidity needs over that period.

The cash forecasts, which take into account the latest business forecasts, have been prepared in particular based on the following assumptions:

- The implementation of specific actions to optimize its working capital requirements, including in particular the continued access to a factoring program,
- The continuation of the €400 million asset divestment program that was announced on July 28th, 2023,
- The implementation of a new disposal program announced on January 3, 2024. In this respect, the Group is actively evaluating strategic alternatives, having received several expressions of interest or indicative offers relating to various perimeters.

At December 31, 2023, cash, cash equivalents, and short term financial assets of the Group amounted to €2,423 million, including the benefits of working capital actions. Borrowings amounted to €4,654 million, of which €2,400 million of bonds and €2,080 million of bank financing. As a result, the total net debt for the Group amounted to €2,230 million at December 31, 2023. In addition, the Atos SE's leverage ratio applicable to the multi-currency revolving credit facility and the term loan A amounted to 3.34x at December 31, 2023.

Atos SE wishes to draw attention to the maturity of Atos SE's borrowings and the risks associated with its refinancing. The coming maturities of its borrowings are as follows:

- The €1.5 billion term loan A, maturing in July 2024, provides for another 6-month extension option until January 2025 available to Atos under standard conditions (notably no event of default and payment of an extension fee); it should be noted that there is no ongoing event of default, since under French law, events of default linked to the appointment of a *mandataire ad hoc* or the opening of a conciliation procedure are considered void;

- The €500 million bond (Optional Exchangeable Bond) maturing in November 2024,
- The €750 million bond maturing in May 2025,
- The €900 million revolving credit facility maturing in November 2025,
- The €350 million bond maturing in November 2028, and
- The €800 million bond (Sustainability-Linked Bond) maturing in November 2029.

As stated in the January 3rd, 2024 Market Update press release, the Group will need to take the following actions, either individually or in combination, in order to meet these financing maturities:

- Obtain new bank financing,
- Access capital markets (debt and/or equity),
- Implement a major asset disposal program in addition to the €400 million disposal program announced on July 28, 2023, and
- Continue specific actions to optimize its working capital requirement, including continued access to a factoring program.

In this context and as indicated above following its press release of February 5, 2024, Atos SE has entered into discussions with its banks and bondholders with a view to reaching a global agreement on the restructuring of its financial debt. Those discussions, that were held with the participation of the CIRI (“Comité Interministériel de Restructuration Industrielle”) and the *mandataire ad hoc* appointed since the beginning of February 2024, will continue under an amicable conciliation procedure in order to frame these discussions and facilitate the emergence of a global agreement within a short and well-defined timetable of 4 months, which can be further extended by another month if needed. Those discussions were still ongoing at the time the consolidated financial statements for the year ended December 31, 2023 were approved by the Board of Directors.

The Group has sufficient liquidity to operate business until a refinancing plan is reached and is also in discussions with its financial creditors regarding an interim financing, which would provide an additional liquidity cushion to the Group until a global agreement on the refinancing plan is reached.

All these circumstances create a material uncertainty upon the ability of the Group to continue as a going concern in the event the Group is unable to negotiate a new refinancing plan or to execute an important asset disposal plan. In that case, Atos SE may not be able to realize its assets or settle its liabilities within the ordinary course of its operations, and the application of IFRS accounting standards in the ordinary context of going concern, in particular with regards to the measurement of assets and liabilities, may not be appropriate.

Atos will inform the market in due course of the progress of the refinancing discussions with its financial creditors, its contemplated disposals, as well as any potential changes in its capital structure arising from a final global refinancing agreement, including the issuance of new equity, which will likely result in a dilution of the existing shareholders.

2023 performance by Regional Business Unit

<i>In € million</i>	2023 Revenue	2022 revenue	2022 revenue*	Organic variation*
Americas	2 441	2 794	2 626	-7,1%
Northern Europe & APAC	3 163	3 199	3 123	+1,3%
Central Europe	2 506	2 588	2 452	+2,2%
Southern Europe	2 284	2 420	2 198	+3,9%
Others & Global Structures	300	269	248	+21,1%
Total	10 693	11 270	10 648	+0,4%

<i>In € million</i>	2023 Operating margin	2022 Operating margin	2022 Operating margin*	2023 Operating margin %	2022 Operating margin%	2022 Operating margin%*	Organic variation*
Americas	249	222	202	10.2%	7.9%	7.7%	+250 bps
Northern Europe & APAC	163	115	112	5.2%	3.6%	3.6%	+160 bps

Central Europe	31	-10	-23	1.3%	-0.4%	-0.9%	+220 bps
Southern Europe	99	106	81	4.3%	4.4%	3.7%	+60 bps
Others & Global Structures	-77	-78	-84	NA	NA	NA	NA
Total	467	356	289	4.4%	3.2%	2.7%	+170 bps

*: At constant scope and average exchange rates

Americas revenue was €2,441 million, down -7.1% organically, reflecting a general slowdown in market conditions, delays in contracts awards and tougher comparison with the prior year. Both Eviden and Tech Foundations businesses contributed to that organic revenue decline. In Advanced Computing, the delivery of an HPC in South America in 2022 could not be compensated by another HPC delivery in 2023, while softer market conditions led to volume reductions in Digital, particularly in Finance, Transportation and Healthcare. Tech Foundations was impacted by contracts scope reductions, notably in Pharmaceutical and Finance verticals.

Operating margin was €249 million or 10.2%, up +250 basis points organically. Eviden margin improved towards mid-teens and Tech Foundations reached mid-single digit reflecting stronger productivity and costs improvements.

Northern Europe & Asia-Pacific revenue was €3,163 million, up +1.3% organically, reflecting strong demand from the Public Sector across Europe and solid performance in the Financial vertical in Asia-Pacific. Digital activities were up high-single digit on solid demand from application modernization and cloud transformation, partially offset by reduction in low-margin *Lab-as-a-Service* business and lower HPC revenue compared with the prior year, which benefited from several supercomputer deliveries. In Tech Foundations, growth came mostly from stronger Public Sector business in the United Kingdom and in the Financial sector in Asia-Pacific.

Operating margin was €163 million, or 5.2%, up +160 basis points organically thanks to continued delivery optimization actions and tighter cost controls.

Central Europe revenue was €2,506 million, increasing by +2.2% organically. Solid double-digit growth in Digital and BDS, driven by strong demand in the Public and Automotive sectors was

partially offset by revenue decline in Tech Foundations, which was impacted by lower activity in Manufacturing and Banking.

Operating Margin was €31 million or 1.3%, up +220 basis points organically. Both Business lines reported improvements in profitability reflecting the benefit of workforce optimization actions and tighter management of under-performing contracts.

Southern Europe revenue was €2,284 million, up+3.9% organically. High-single digit growth in Eviden was driven by strong performance in Big Data and Cybersecurity and HPC. Digital also grew, benefitting from new customers contracts as well as demand for application modernization and decarbonation solutions. Tech Foundations reported a low single digit decline, as solid performance with Public Sector clients were offset by volume reductions in the Aerospace and Transport & Logistics sectors.

Operating margin was €99 million or 4.3%, up +60 basis point organically, primarily from improvement in Tech Foundations profitability.

Others and global structures encompass Middle East, Africa, Major Events as well as the Group’s global delivery centers and global structures. Revenue was €300 million, up +21% organically supported by double-digit growth in Major Events with the European Games in Poland and with the ramp-up of a contract in Sports & Major Events with UEFA. Overall profitability improved by €+7 million organically reflecting tighter cost management in the delivery centers and improved profitability in Growing Markets.

Operating Margin to Operating income

<i>In € million</i>	2023	2022
Operating margin	467	356
Reorganization	-696	-352
Rationalization and associated costs	-38	-69
Integration and acquisition costs	4	-30
Amortization of intangible assets (PPA from acquisitions)	-108	-140

Equity based compensation	-19	-25
Impairment of goodwill and other non-current assets	-2,546	-177
Other items	-169	-359
Operating (loss)	-3,106	-795

Non recurring items were a net expense of €3,573 million.

Reorganization costs amounted to €696 million, consisting in €343 million in workforce adaptation, of which €147 million for the extension of the German restructuring plan launched in 2022, and €353 million in separation and transformation costs.

Rationalization and associated costs was €38 million, consisting primarily in the datacenter consolidation plan in North America.

Integration and acquisition costs were a net income of €4 million as certain earn-out and retention schemes did not materialize and were thus released to the income statement.

Amortization of intangible assets recognized in the **purchase price allocation** exercises amounted to €108 million, compared with €140 million in 2022. The decrease originated from PPA assets being derecognized as the underlying entities were disposed of, as well as the end of the amortization period for certain assets.

Non-cash goodwill and other non-current assets impairment amounted to €2,546 million, including impairment of goodwill, allocated to Eviden of € 1,920 million, and Tech Foundations of €328 million, as well as €173 million impairment on PPA assets. The annual goodwill impairment test is performed at year end, in compliance with IAS 36. Fair values are determined based on a multicriteria approach, including Discounted Cash Flows (“DCF”), discount rates reflecting estimated execution risks, and adjusted trading multiples, consistent with the methodology applied in prior years.

In 2023, **Other items** were a net expense of €169 million compared with €359 million in 2022. In 2023, those exceptional items mainly included:

- Reassessment of onerous contracts that were accounted for in Other Items in 2021 for €36 million;
- Litigations costs and vendor contract renegotiations for €65 million;

- Net capital loss arising from disposals for €46 million, primarily due to the disposal of UCC.

As a result, operating loss was at €-3,106 million, compared with a loss of €-795 million in 2022.

Operating Income to Net income Group Share

<i>In € million</i>	2023	2022
Operating (loss)	-3,106	-795
Net financial expense	-227	-175
Tax charge	-112	-46
Non-Controlling interests	-1	0
Share of net profit of equity-accounted investments	5	4
Net (loss) Group Share	-3,441	-1,012
Normalized net income (loss) (Group share)	73	-28
Basic earning per share	-31.04	-9.14
Diluted earning per share	-31.04	-9.14

Net financial expense was €227 million and was composed of:

- a net cost of financial debt of €102 million, which increased by €+73 million due to higher interest rates, coupled with additional drawdowns on bank borrowings; and

- Other net financial expense of €125 million, which include in particular the interest component on pension and lease.

The **tax charge** for 2023 was €112 million.

Net loss group share was €3,441 million, mainly impacted by the goodwill and other non-current assets impairment charges of €2,546 million and reorganization expense for €696 million.

The normalized net profit group share excluding unusual, abnormal and infrequent items (net of tax) was €73 million, compared with a loss of €-28 million in 2022. Reconciliation between the net loss group share and the normalized net profit group share is presented in appendix.

Earnings per share

Basic and diluted earnings per share were €-31.04 per share in 2023, while normalized and diluted earnings per share were €0.66 per share.

Free cash flow and net cash

<i>In € million</i>	2023	2022
Operating Margin before Depreciation and Amortization (OMDA)	1,026	1,020
Capital expenditures	-205	-251
Lease payments	-358	-405
Change in working capital requirement*	-391	126
Cash from operations (CFO)	73	489
Tax paid	-77	-59

Net cost of financial debt paid	-102	-29
Reorganization in other operating income	-605	-192
Rationalization & associated costs in other operating income	-47	-72
Integration and acquisition costs in other operating income	-8	-19
Other changes**	-312	-305
Free Cash Flow (FCF)	-1,078	-187
Net (acquisitions) disposals	411	-109
Capital increase	–	7
Share buy-back	-3	-2
Dividends paid	-35	-11
Change in net (debt)	-705	-301
Opening net cash (debt)	-1,450	-1,226
Change in net cash (debt)	-705	-301

Foreign exchange rate fluctuation on net cash (debt)	-75	77
Closing net (debt)	-2,230	-1,450

* Change in working capital requirement excluding the working capital requirement change related to items reported in other operating income and expense.

** "Other changes" include other operating income and expense with cash impact (excluding staff reorganization, rationalization and associated costs, integration and acquisition costs) and other financial items with cash impact, net long term financial investments excluding acquisitions and disposals, and profit sharing amounts payable transferred to debt

Free cash flow was €-1,078 million for the full year, reflecting higher restructuring and separation costs for €377 million, and €502 million lower working capital actions compared with the prior year.

Capital expenditures and lease payments totaled €562 million, down €-94 million from the prior year reflecting the actions from the Group to further optimize lease and capital expenditure, as well as to move to less capital-intensive activities.

Change in working capital requirement was €-391 million, primarily from €502 million lower working capital actions compared with prior year. At year-end, total specific actions carried out by the Group to optimize its working capital amounted to € 1.8 billion, compared with €2.3 billion at the end of 2022. They comprised:

- Non-recourse transfer of trade receivables for €712 million (€862 million at December 31, 2022);
- Other specific actions on trade receivables for € 455 million (€647 million at December 31, 2022), consisting mainly in the reduction in the average payment period for trade receivables; as well as
- Specific actions on trade payables for €650 million (€810 million at December 31, 2022), resulting mainly from the extension of supplier payment execution. Those specific actions did not comprise any reverse factoring measure.

Cash out related to **taxes paid** increased by €+18 million and amounted to €77 million in 2023, including €11 million of taxes paid in connection with carve-out transactions and disposals completed during the year.

Net cost of financial debt was €102 million and increased by €+73 million due to higher interest rates, coupled with additional drawdowns on bank borrowings.

The total of reorganization, rationalization & associated costs and integration & acquisition costs reached €660 million compared with €283 million in 2022.

- Restructuring cost was €605 million, of which €382 million of one-off separation costs;

- Rationalization cost was €47 million and resulted from the closure and consolidation of data centers, mainly in North America;
- Integration cost was €8 million.

Cash out related to **Other changes** was €312 million and consisted primarily of costs incurred on onerous contracts for €126 million, payments related to past settlements with customers and vendors and legal costs for €115 million.

As a result of the above impacts mainly driven by reorganization costs and the change in the working capital requirement, the Group presented a negative **Free Cash Flow** of €-1,078 million in 2023, compared with €-187 million in 2022.

The net cash impact resulting from net disposals amounted to €+411 million and mainly originated from the disposal of:

- The Group Italian operations to Lutech,
- EcoAct and its subsidiaries to Schneider Electric,
- The share in the joint-arrangement with the State Street group,
- The UCC business

No **dividends** were paid to Atos SE shareholders in either 2023 and 2022. The €35 million cash out corresponded to taxes withheld on internal dividend distributions.

Foreign exchange rate fluctuation represented an increase in net debt of €75 million mainly coming from the evolution of exchange rates of the US Dollar and British Pound against the Euro.

As a result, the Group **net debt position** as of December 31, 2023 was €2,230 million, compared with €1,450 million as of December 31, 2022.

Outlook

Full year 2024

Full year 2024 objectives are not provided at this time given current market uncertainties and contemplated sale of assets.

2026 objectives

The Group withdraws previously communicated financial objectives given the contemplated sale of assets and the ongoing debt refinancing discussions.

Human resources

The **total headcount** was **95,140** at the end of December 2023, a decrease by -14.1% compared with 110,797 at the end of December 2022. This was due to the divestures of Atos Italy, UCC,

State Street joint-venture, EcoAct and Elexo. Excluding the scope impact, the decrease would have been -5.7% over the period.

During the year 2023, the Group hired 14,839 staff (of which 92.0% were Direct employees). 70% of hirings were in offshore and nearshore countries.

Attrition rate declined from 21.6% in 2022 to 14.5% in 2023, reflecting the strong dedication of employees to the Group. In particular, attrition rate declined in offshore centers from 27.8% to 17.1% and retention of key personnel has improved compared with last year despite leadership changes at the top of the organization.

Conference call

Atos' Management invites you to an international conference call on the Group 2023 results, on **Tuesday, March 26, 2024 at 08:00 am (CET – Paris)**.

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

- via the following link: <https://edge.media-server.com/mmc/p/tppiw22z>
- by telephone with the dial-in, 10 minutes prior the starting time. Please note that if you want to join the webcast by telephone, **you must register in advance of the conference** using the following link:

<https://register.vevent.com/register/Bld8617ae02024472d98cf92ca14549339>

Upon registration, you will be provided with Participant Dial In Numbers, a Direct Event Passcode and a unique Registrant ID. Call reminders will also be sent via email the day prior to the event.

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

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

HONEYWELL TO RELEASE FIRST QUARTER FINANCIAL RESULTS AND HOLD ITS INVESTOR CONFERENCE CALL ON THURSDAY, APRIL 25

28 March 2024

Honeywell will issue its first quarter financial results before the opening of the Nasdaq Stock Market on Thursday, April 25. The company will also hold a conference call at 8:30 a.m. EDT.

Presentation Materials / Webcast Details

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

Invitation: Presentation of Sandvik's report of the first quarter 2024

28 March 2024

Sandvik will publish its first quarter results on Monday, April 22, 2024, at approximately 11:30 AM CEST.

A combined webcast and conference call for investors, analysts and financial media will be held at 1:00 PM CEST. The report will be presented by Stefan Widing, President and CEO as well as by Cecilia Felton, CFO.

The presentation will be broadcasted live on our website home.sandvik

Dial-in details for the conference call:

SE: +46 (0) 8 505 100 31

UK: +44 (0) 207 107 06 13

US: +1 (1) 631 570 56 13

From about 12:30 PM CEST presentation slides will be available on our website home.sandvik

Kontron AG with a strong year as a pure IoT player

28 March 2024

Kontron AG, the leader in Internet of Things (IoT) solutions, today published its strong financial performance for the fiscal year 2023. This period marked another record year in Kontron's history, showcasing financial growth and a strategic shift towards IoT.

Revenues totaled EUR 1,226 million in 2023, which was 15.3% higher than the previous year (2022: EUR 1,064 million). Organic growth came in at 9.5%. Net profit from ongoing business increased to EUR 75.3 million, which is more than double compared to the net profit in 2021 (adjusted: EUR 30.5 million) and a plus of 36% versus 2022 (adjusted: EUR 55.5 million) comparing the IoT development.

The sale of the IT service business in 2022 allowed Kontron to fully concentrate on the IoT sector and strengthen its technology through the strategic acquisitions of Comlab, Telit, Bsquare, and Hartmann W-IE-NE-R. The acquisition beginning of 2024 of the majority in Katek Group and its GreenTec Division marks Kontron's entry into environmental technology, promising a leap forward in technological capabilities.

Order entries in 2023 were at EUR 1,452m which is 16% more than revenues generated in the same time period. Looking ahead, Kontron is excited about the potential for 2024. With a solid backlog worth EUR 1,686 million, Kontron is on track for another great year.

"2023 was a great year for Kontron, and 2024 will be even better," said Hannes Niederhauser, CEO of Kontron AG. "We have several product innovations like KontronOS and KontronGrid at the start which will boost our growth. With this at hand, we confirm our 2024 guidance with revenue of at least EUR 1.9 billion and a net profit of approx. EUR 100 million."

Velo3D Announces Fourth Quarter and Fiscal Year 2023 Financial Results

26 March 2024

Velo3D, Inc., a leading additive manufacturing technology company for mission-critical metal parts, announced financial results for its fourth quarter and fiscal year 2023 ended December 31, 2023.

“2023 was a transformational year for the company as we re-aligned our strategic and business priorities from driving revenue growth to ensuring customer success, improving system reliability and materially reducing our cost structure,” said Brad Kreger, CEO of Velo3D. “We are pleased with the significant progress we are making related to our key initiatives as we have significantly reduced our costs and materially improved our operational efficiency. Additionally, our new go to market approach is paying dividends as we have resumed our bookings growth, including signing a number of new, strategic customers in the defense industry with Kratos Defense and Bechtel Plant Machinery (BPMI). I remain very excited about our market opportunities in 2024, especially in defense given the recent \$825 billion Department of Defense funding approval. We have already received one purchase order tied to this approval and expect we will close additional orders by the end of the quarter as a result. I firmly believe the benefits from our re-alignment are just beginning.”

Key highlights related to the company’s strategic initiatives:

- Ensuring customer success / system reliability – reduced field issue resolution times by more than 45% since Q3 2023 and improved system uptime by 10%
- Increased revenue 1H24 visibility through bookings growth – as of March 26, 2024, booked >\$15 million in new orders since mid-December, more than 50% of orders from existing customers
- Improved Sapphire printer quality – reduced system installation time by 40% over the last 6 months
- Improving cash flow – successfully reduced sequential operating expenses by >15%, expect sequentially quarterly improvement in free cash for FY 2024

“The entire Velo3D team remains focused on these four objectives and we’re beginning to see these changes yield results, including existing customers purchasing new systems. We believe this reflects their confidence in our technology as well as the success of our initiatives in improving customer satisfaction,” said Kreger. “We’re continuing to execute on our cost realignment programs to improve margins and cash flow, while prudently managing working capital. By doing so, we believe we are well positioned to profitably capitalize on the increasing industry demand for leading-edge additive manufacturing solutions.”

(\$ in Millions, except percentages and per-share data)	4th Quarter 2023	3rd Quarter 2023
GAAP revenue	\$1.8	\$23.8

GAAP gross margin	(>100)%	6.3%
GAAP net income (loss) ¹	\$(58.2)	(\$17.4)
GAAP net income (loss) per diluted share	\$(0.28)	(\$0.09)
Non-GAAP net loss ²	\$(61.1)	(\$19.2)
Non-GAAP net loss per diluted share ²	\$(0.29)	(\$0.10)
Cash and Investments	\$31	\$72

Information about Velo3D’s use of non-GAAP information, including a reconciliation to U.S. GAAP, is provided at the end of this release.

- 1. Reconciliations to U.S. generally accepted accounting principles (GAAP) financial measures are presented below under “Non-GAAP Financial Information”.**
- 2. Non-GAAP net loss and non-GAAP net loss per diluted share exclude stock-based compensation expense, fair value adjustments for the Company’s warrants, contingent earnout and debt derivative liabilities, and loss on extinguishment of debt in the three months ended December 31, 2023, September 30, 2023 and December 31, 2022 and years ended December 31, 2022 and 2023.**

Summary of Fourth Quarter 2023 results

Revenue for the fourth quarter was \$2 million and reflected a significant reduction in system shipments due to lower than planned bookings in the second half of 2023 and the company’s re-alignment transition. For fiscal year 2023, revenue was \$77.6 million compared to \$80.8 million in 2022. Given the decline in bookings and challenging industry conditions, the company successfully instituted a number of strategic sales initiatives in the fourth quarter to drive bookings growth. As a result of the successful execution of these initiatives, as of March 26, 2024, the company has booked more than \$15 million in new orders since mid-December 2023.

Gross margin for the fourth quarter was a negative 1,857%, primarily driven by reduced system volume, inventory valuation charges and costs associated with the company’s re-alignment initiatives. The company expects positive gross margin in the first quarter given improvements in its system balance of material costs, benefits from its new long term supply contracts and overall improvements in operating and manufacturing efficiency.

Operating expenses for the fourth quarter were \$24.5 million compared to \$26.7 million in the third quarter of 2023. Fourth quarter operating expenses include one-time charges totaling \$4.7 million related to the company’s re-alignment initiatives including a \$2.4 million inventory reserve charge and \$2.3 million in severance and other costs related to its recent reduction in force. Non-GAAP operating expenses, which excludes the company’s re-alignment charges and stock-based compensation expense of \$3.4 million, was \$16.5 million, down approximately 17%

sequentially. The company expects non-GAAP quarterly operating expenses to decline by more than 30% in the first quarter of 2024 compared to the third quarter of 2023 as a result of the company's realignment programs.

Net loss for the quarter was \$58.2 million and reflected a gain of \$27.6 million on the fair value of warrants, contingent earnout and debt derivative liabilities. Additionally, net loss for the quarter included a \$19.2 million loss on the extinguishment of the company's convertible debt that was exchanged in the fourth quarter. Non-GAAP net loss, which excludes, among other items, the gain on fair value of warrants, contingent earnout and debt derivative liabilities and the loss on debt extinguishment as well as stock-based compensation expense, was \$61.1 million in the three months ended December 31, 2023. Adjusted EBITDA for the quarter, excluding the same metrics, was a loss of \$51.5 million. For more information regarding the company's non-GAAP financial measures, see "Non-GAAP Financial Information" below.

The company ended the quarter with \$31 million in cash and investments. Also, as a result of its re-alignment initiatives, the company recorded a \$27 million non-cash charge related to the valuation of its inventory during the quarter. Fourth quarter free cash flow, excluding financing activities, was in line company's forecasts and improved 35% on a year over year basis. The company expects sequential quarterly improvement in cash flow in 2024.

Guidance

The company expects sequential improvement in revenue, gross margin and operating expenses on a quarterly basis in 2024. The company also believes the continued execution on its realignment strategy will enable it to reach its goal of free cash flow breakeven in the second half of 2024.

For the fiscal year 2024, the company's guidance is as follows:

- Revenue in the range of \$80 million to \$95 million
- Gross margin in the range of 20% to 30% with fourth quarter 2024 gross margin of approximately 30%, excluding non-recurring charges related to its cost reduction initiatives

The company will host a conference call for investors this afternoon to discuss its fourth quarter 2023 financial results at 2:00 p.m. Pacific Time. The call will be webcast and can be accessed from the Events page of the Investor Relations section of Velo3D's website at ir.velo3d.com.

Implementation Investments

Beiersdorf Embraces Collaboration and Automation to Build End-to-End Ocean Shipping Execution Capability with Transporeon

26 March 2024

Transporeon, a Trimble Company, announced that **Beiersdorf AG** has transformed its transport operations by implementing an end-to-end ocean booking and shipment management system via Transporeon's Transportation Management Platform. The solution enables global

collaboration between multiple parties operating through a common platform that encompasses all the elements of a complex shipping transaction – reducing errors, saving resources and eliminating the issue of incompatible IT systems.

Transporeon’s real-time platform integrates the participants including carriers, custom brokers and other stakeholders in the process to ensure a seamless and transparent flow of insights and communications. When Beiersdorf issues container booking details at the start of the process, the data is integrated into a connected workflow and visible along the entire transport chain. This helps automate the manual process of booking requests, booking confirmations, shipping instructions and Bill of Lading handling. In addition, the platform approach means it no longer matters if carriers and customs authorities work with different IT systems. Key documentation travels digitally and automatically with the container, accessible through a single platform that ensures interoperability.

Documents can be easily read and processed at the various checkpoints during transport to ensure smoother shipment execution and streamlining global workflows while saving significant time and money for all parties.

Beiersdorf’s Transport Control Centre has been using Transporeon for many years to steer its European transport network — moving components and finished goods from production sites to consumer markets, while prioritizing excellent customer service. Now, Beiersdorf has extended Transporeon’s tried-and-tested platform capabilities to its entire global sea freight execution, creating a truly unified experience.

Malte Schulz, vice president, Supply Chain EU & NA of Beiersdorf said, “Cooperating with Transporeon directly contributes to our strategic priority of supply chain digitization. In developing Beiersdorf’s control tower for global transport management, we have significantly extended our service scope with Transporeon, achieving great results. The web-based platform ensures end-to-end process visibility and real-time access for all internal and external parties and plays a fundamental role in maintaining sustainable round-the-clock operations to support our global logistics network.”

Philipp Pfister, chief customer experience officer at Transporeon added, “We are proud that Beiersdorf has relied on Transporeon’s solutions for more than ten years. As a leading skincare company with numerous production facilities around the globe, Beiersdorf is committed to continuously improving its logistics and transport processes. This implementation of an end-to-end platform that provides visibility and connectivity across all stages of the ocean booking management process marks another big step forward, together.”

Berne Apparel Selects Centric PLM to Drive Efficiencies and Growth

25 March 2024

Centric Software®, the Product Lifecycle Management (PLM) market leader is pleased to announce that Berne Apparel, a leading workwear company has selected Centric PLM™ to drive efficiency. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, buy, make, price, allocate, sell and replenish products such as fashion,

outdoor, luxury, multi-category retail, grocery, food & beverage, cosmetics & personal care and consumer electronics to achieve strategic and operational digital transformation goals.

Founded in 1915, Berne Apparel is privately held and based in Ossian, Indiana. The company produces durable, affordable workwear and outdoor clothing for men, women and children. Products include insulated outerwear, tops, bottoms and accessories, with expansion to new categories coming in the future. Berne Apparel's products can be found at bernedirect.com, at farm & agriculture retailers, and through industrial distributors.

Amanda Campbell, Product Development Manager at Berne Apparel, highlights the necessity for streamlined processes and a centralized repository for product information as the decision driver. She explains, "Our current systems include detailed internally developed programs housing specification data, coupled with Excel use and catalog references." Campbell points out, "We are looking for increased efficiency to reduce repetitive tasks and manual data entry. We are also looking for a solution to provide real-time visibility to assortment development, material management, and sourcing in one place."

A key factor that influenced Berne Apparel's decision to choose Centric was the impressive range of well-known brands already using Centric Software. Campbell says, "I know there are companies that have switched over to Centric PLM from another system. That's not an easy thing to do, so that gave Centric credit in my mind. I have experience in a handful of other PLM systems prior to my time at Berne, and was impressed with its ease of navigation and ability to configure as needed without hidden costs."

Campbell explains some out-of-the-box benefits she sees with Centric PLM, "I know the system automation will make our workflows immediately more streamlined. I'm excited to link seasonal calendars to Centric, and fully utilize system generated reports to track development for real-time reporting. We will be using the AdobePLMC plug-in from initial launch, so designers can build products and artwork in-system as they create them, saving time." She adds, "I like the familiar Excel-like feel of the interface. We have some teammates migrating to a PLM system for the first time. Learning new systems and processes isn't easy, and Centric has proven very intuitive as we're on-boarding the greater team. Its robust features are allowing us to establish repeatable, scalable processes to grow into the future."

Berne Apparel will roll out Centric PLM in carefully planned phases across multiple key departments to ensure a smooth transition and optimal utilization. "The majority of our leadership team comes from an IT background, so high standards needed to be met before an outside system was seriously considered," states Campbell. "Centric earned our trust as a partner in the exploration phase, and our trust has only grown during implementation as we've gotten to know their team. I'm looking forward to their continued guidance through best practices as we roll out internally, and as we onboard vendors in the future."

President of Centric Software, Fabrice Canonge says, "We are thrilled that Berne Apparel, a growing heritage brand that has 100+ years of success behind them, has chosen to place their trust in Centric Software. We look forward to our association with Berne into their next century of business."

CNR, France's Top Renewable Energy Producer, Selects Cosmo Tech for Asset Investment Planning Simulation

27 March 2024

Cosmo Tech announces it has been selected by CNR, France's leading producer of 100% renewable electricity, for a five-year partnership to enhance its asset management efficiency, supporting its strategic and tactical planning decisions with advanced AI-Simulation software.

The aim of bringing Cosmo Tech on board for CNR is to assist its teams in predicting how their decisions in asset renewal and maintenance will affect overall performance. This helps optimize investments and improve the operational efficiency of CNR's hydroelectric and solar power plants, dams, and locks in France's Rhône Valley.

"Through 90 years of experience in producing renewable energy and developing the navigability of the Rhône river, CNR has continuously innovated and gained expertise in managing industrial equipment," said **Mathieu Stortz**, General Director at CNR. "Our choice of Cosmo Tech's AI Simulation capabilities marks a significant advancement towards supporting our 2030 strategy. This collaboration is set to increase the profitability of our capital-intensive industrial facilities and optimize the management of the Rhône's natural resources, further fortifying our role in the region's energy transition."

Cosmo Tech is a software company renowned for its expertise in AI Simulation and Enterprise Digital Twins. Acting as a navigator for business decision making, the software generates thousands of scenarios to predict all possible futures and their outcomes. CNR can simulate the impact actions will have on the overall performance and better optimize plans and operations.

"For the past 10 years, we have partnered with major asset-intensive manufacturers and energy players. They are all facing significant changes and modernization challenges with their aging assets in line with the accelerated energy transition. We have witnessed how navigating complexity and uncertainty with AI Simulation is a key to their success, significantly helping them drive transformation through asset management" said **Hugues de Bantel**, co-founder and CEO of Cosmo Tech.

CNR fulfills three roles for the Rhône river region in France: electricity production, navigation, and the irrigation of agricultural land. Its 49 hydropower plants, 60 solar plants, 19 dams and 61 wind farms, and 330 km of navigable waterway between Lyon and the Mediterranean, industrial and port sites make it a key player in the energy transition of the region. Spread out along the Rhône Valley, these facilities also form a complex system where any action at one site can have an impact on the others, creating cascading effects across the Rhône Valley and affecting the river's flow, which must be maintained at a specific height, whatever the weather conditions.

Michel Morvan, Co-Founder and Executive Chairman of Cosmo Tech also added, "We are excited to provide CNR's teams with the software to optimize their decisions, aligning all stakeholders on common objectives, with a clear and tangible vision of the impact of strategic and tactical decisions across CNR's operations. This partnership not only highlights the potential

of AI Simulation in managing complex systems but also cements Cosmo Tech's commitment to aiding sustainable transition in industry."

Deutsche Telekom Chooses RISE with SAP in Cloud Transformation

21 March 2024

SAP SE announced that Deutsche Telekom, one of the world's leading integrated telecommunications companies, has chosen the RISE with SAP solution to accelerate its journey to the cloud.

Deutsche Telekom is the first enterprise to implement RISE with SAP through SAP's recently expanded partnership with T-Systems as a premium supplier of RISE with SAP, marking a significant milestone in the relationship between SAP and Deutsche Telekom.

As Europe's largest telecommunications provider, with more than 252 million mobile customers, 25 million fixed-network lines and 22 million broadband lines, Deutsche Telekom operates in more than 50 countries. Aligned with the company's vision to be the leading digital telecommunications provider in the world, Deutsche Telekom has chosen RISE with SAP to transform a major part of its ERP landscape to SAP S/4HANA Cloud. As a premium supplier of RISE with SAP, T-Systems will migrate, consolidate and manage more than 300 systems into the public and private cloud using T-Systems' Future Cloud Infrastructure (FCI) and select hyperscalers. This is designed to enable customers to meet all German and European data protection requirements, as well as to benefit from tailored migration and orchestration of complex landscapes.

Peter Leukert, chief information officer of Deutsche Telekom, said, "SAP is a trusted and important partner for Deutsche Telekom in both reliably running core business processes and accelerating innovation in the cloud. Through RISE with SAP, we can drive business transformation and take our partnership to new heights. With SAP S/4HANA Cloud, Deutsche Telekom will be able to drive efficiency across key business functions such as logistics, procurement and finance."

"Deutsche Telekom's decision to select RISE with SAP to migrate and streamline more than 300 of their systems to the cloud marks an important milestone in their business transformation and continues a long history of our two companies innovating together for our customers," said Scott Russell, member of the executive board of SAP SE, customer success. "This investment by Deutsche Telekom will give them new capabilities, drive greater efficiencies, and allow them to access key insights from across their enterprise so they can adjust to changing market conditions and seize new opportunities faster than they could before. We look forward to supporting Deutsche Telekom in this exciting new era of their cloud transformation."

As a premium supplier of RISE with SAP, T-Systems offers "Thrive with T-Systems," a collection of end-to-end transformation services that includes consulting, migration, implementation and operation of RISE with SAP and support for RISE with SAP S/4HANA Cloud Private Edition.

France's defense procurement agency (DGA) chooses Eviden to industrialize the geolocation system for the French armed Forces' tactical vehicles

21 March 2024

Eviden, the Atos Group business leading in digital, cloud, big data and security, announces that it has been selected by the French defense procurement agency (Direction Générale de l'Armement – DGA) to industrialize the new P3TS (“Plug and Play Positioning and Timing System”) geolocation solution that will equip all the French Armed Forces' defense vehicles by 2024.

P3TS is a compact, multi-constellation GNSS (Global Navigation Satellite System) -integrating GPS and Galileo constellations -, offering unprecedented resilience and ease of deployment. P3TS is a solution that extends tactical situational awareness to non-digitized vectors, from dismounted soldiers to army support vehicles. Information regarding position and time-stamp, which is updated in real time, is fed into the Scorpion program's combat information system – SICS, developed by Eviden – as well as into the tactical radio, enabling the entire chain of command to gain a better understanding of the combat environment and to limit the risk of fratricidal fire, which is the prime objective of the P3TS.

Developed by the armed forces, for the armed forces, P3TS is the result of a joint innovation by the Technical section of the Armed Forces (Section Technique de l'Armée de Terre – STAT) and the DGA, supported by the Cellule Innovation Participative (CIP) of the Agence Innovation Défense (AID), which helps ministry staff develop their innovation projects..

Eviden has been commissioned by the DGA to take this sovereign solution to scale, a mandate which includes not only project management, but also the developments needed to move on to the prototyping, industrialization, deployment, and operational support phases. Eviden is working with FDC to develop an innovative satellite navigation solution, including jamming and decoy detection. This navigation solution integrates alternative navigation devices to ensure continuity of service for P3TS positioning.

“We are proud to contribute to the implementation of the new geolocation system for the French army's defense vehicles, and to support innovation in the service of our armed forces,” says Bernard PAYER, Head of BDS Mission-Critical Systems, Eviden, Atos Group. *“P3TS helps to limit fratricidal fire and optimize the coordination of tactical operations, and we are putting our expertise at the service of its industrialization and related developments, so that the solution can rapidly benefit all Army regiments“.*

Infosys and Handelsblatt Media Group Announce Strategic Collaboration

27 March 2024

Infosys, a global leader in next-generation digital services and consulting, announced a strategic collaboration with the Handelsblatt Media Group, a leading media company for business and financial information in Germany. As an AI and Digital Innovation Partner for the Handelsblatt Media Group, Infosys will bring the best of digital technology to power innovative storytelling to inform and delight Handelsblatt's core audience.

In the first year of this partnership, Infosys will work with Handelsblatt Research Institute (HRI), an independent economic research institute under the umbrella of the Handelsblatt Media Group. Infosys will leverage Infosys Topaz, an AI-first set of services, solutions and platforms using generative AI technologies, to support the HRI in making complex HRI reports on global economic and financial topics more accessible and consumable for the public.

HRI has been consistently evolving the digital storytelling of its reports and, now leveraging its collaboration with Infosys, will enable new-age customizations like chat functionality, text translation and transformation, text-to-speech, and automatic data updates, among other key features. These innovations will help create an immersive presentation of HRI's reports, which are smart, reliable, characterized by scientific analysis, and are a widely accessible source of economic and financial information.

Dr. Jan Kleibrink, Managing Director, Handelsblatt Research Institute, said, "We are excited to collaborate with Infosys to offer cutting-edge, AI-enabled trend reports. One of the core tasks of the Handelsblatt Research Institute is to present complex economic relationships and the results of scientific analysis to a broad readership. We achieve this with texts of the highest journalistic quality and visual storytelling based on high-quality infographics. With Infosys as our AI and digital innovation partner, we now move to the next level of digital storytelling that is powered by AI."

Ashiss Kumar Dash, EVP & Global Head – Sustainability, Services, Utilities, Resources and Energy, Infosys, said, "We are delighted to become the AI and digital innovation partner of an organization that is known for its in-depth research reports on economy and finance. By leveraging our Generative AI capabilities, through Infosys Topaz, Handelsblatt Media group will redefine the storytelling experience for complex reports in journalism and making them more accessible to the public. The media industry is the digital fabric of our society, and Infosys aims to constantly deliver value and opportunity for all industry stakeholders."

JinJia Technology Launches Digital R&D Project with Centric Software

28 March 2024

Shanghai JinJia Technology Co., Ltd. (JinJia Technology), the personal care company, has successfully implemented Centric PLM™ to build a digital research and development platform. Centric Software® provides the most innovative enterprise solutions to plan, design, develop, source, buy, make, price, allocate, sell and replenish products such as fashion, outdoor, luxury, multi-category retail, grocery, food & beverage, cosmetics & personal care and consumer electronics to achieve strategic and operational digital transformation goals.

Founded in 2007, JinJia Technology is focused on the beauty and personal care industry and operates more than 20 distributor brands. JinJia Technology began investing in the development of its own brands in 2019. Its five proprietary brands have experienced rapid growth and market recognition.

Understanding that long-term brand development ultimately depends on product quality and innovation, JinJia Technology realized that manual systems and offline operations were no longer sufficient to manage a rapidly growing business with an increasing number of R&D

projects. Jinjia Technology has adopted a digital perspective to refine the product development process, enhance R&D efficiency, better manage product information, elevate product quality and increase competitiveness. Following a thorough analysis of their digitalization goals, Jinjia Technology chose to collaborate with Centric Software to implement Centric PLM.

The Centric PLM project involves 5 major brands, 7 major categories and 11 core business scenarios and connects 6 key departments, including Marketing, Product, Design, R&D, Quality and Legal. After the Centric PLM project went live, Jinjia established a product R&D standardization and management platform to comprehensively oversee the development progress of multiple brands, projects and products, ensuring controlled and predictable new product launches.

Centric and Jinjia Technology have standardized and structured foundational business data, giving teams greater clarity and the ability to grasp potential benefits or risks. The product team is now enabled to enhance overall competitiveness and activate new growth opportunities. Centric PLM seamlessly integrates with Jinjia Technology's other systems like ERP and their internal messaging system, ensuring real-time synchronization of processes and information. Each step is traceable, facilitating smoother collaboration and allowing more focus to be directed towards product R&D.

"We are honored to earn the trust of Jinjia Technology, a rising brand in the Chinese beauty and personal care industry," says Fabrice Canonge, President of Centric Software. "The successful implementation of Centric PLM not only contributes to enhancing their research and development capabilities but also provides support for seizing opportunities and achieving brilliance in the competitive landscape of the beauty industry. With the backing of the Centric team, Jinjia Technology is poised to bring more high-quality beauty products to consumers. We eagerly anticipate further and deeper collaboration with Jinjia Technology in the future."

Kikkoman Leverages Matterport's Digital Twin Platform To Digitize Historic Soy Sauce Production Line

26 March 2024

Matterport, Inc., announced that Kikkoman Corporation, the world's leading soy sauce producer, has used Matterport's Digital Twin Platform to create a digital twin of the company's historic *Goyogura* soy sauce brewery.

Originally established in 1939 as a dedicated facility supplying soy sauce to the Imperial Household Agency of Japan, the *Goyogura* brewery produces some of Kikkoman's premium series of soy sauces, including the '*Goyogura Shoyu*' and the D2C exclusive brand, '*Kikkoman Honten*'. Although the brewery was moved to the current location in 2011 due to its age, it is still constructed with original elements of the historic facility like wooden barrels, stone walls, and gates, continuing to preserve its traditional brewing methods to supply the Imperial Household Agency with its world-renowned soy sauces.

Using Matterport's Property Marketing solution, Kikkoman aims to offer factory tours to consumers so that it can be shared with the world. Enriched with notes, guides and videos, the

digital twin serves as an educational resource for understanding and preserving the traditions and culture of soy sauce production.

The company is also considering Matterport's Facilities Management solution for maintenance, repairs and measuring the space to reduce equipment management costs and time on site. By minimizing the need for personnel to physically enter and inspect the facility, the company would be able to save time and effort for hygiene management.

The Goyogura brewery was captured quickly with Matterport's Capture Services and the Pro3, minimizing disruption to the facility's operations and ensuring low-impact on the historic equipment. Equipped with lidar and RGB sensors, Matterport's Pro3 produces both photo-realistic 3D tours and photos as well as detailed point cloud data that can be used for BIM (.ifc, .rvt) and CAD (.dwg) files.

"As part of the branding of the 'Goyogura Shoyu' and the 'Kikkoman Honten' series, we believed that allowing customers to see the traditional brewing methods of the production site would create interest in the craftsmanship of our brewing process," said Kaname Tsuji, Manager of the EC Strategy Group, Products Management Division. "Having seen the accuracy and smoothness of the technology, we considered Matterport capable of conveying the reality of the Goyogura brewery, providing access to areas of the facility which visitors cannot step in. We hope that through this special access, including views of the interior of our cedar brewing barrels, which are usually seen through glass, we will delight our customers as part of our exhibitions and communication on the D2C exclusive 'Kikkoman Honten'."

"We are honored that Kikkoman, a symbol of Japanese food culture, is using our services," said Howard Xiao, President and Operating Officer of Matterport Japan K.K. "We hope that by utilizing Matterport, the charm and craftsmanship of traditional soy sauce production will be passed on to generations to come, not only in Japan but also overseas. We also look forward to supporting Kikkoman's consideration of uses in the future, such as our Facilities Management solutions, using the power of our digital twin platform as part of this journey."

The 'Goyogura Shoyu Brewery' is part of Matterport Japan's 'Connecting Culture and the Future with Digital Twins' project, which aims to digitize and widely share Japan's cultural properties and historical buildings such as Aso Shrine, Tenzan Sake Brewery and others.

NC Componenti SPA revolutionizes design with new Easy-Link® Catalog on CADENAS

21 March 2024

Simpler and faster design with intelligent CAD product data

NC Componenti, with more than 38 years of experience in the automation industry, has taken a major step forward in improving accessibility and efficiency for its customers by integrating its Easy-Link® Catalog into the CADENAS platform.

The company's strength is the Easy-Link® conveyor system. Now, with the integration of the catalog powered by CADENAS into the website, NC Componenti offers an even more comprehensive and efficient service.

New 3D CAD configurator improves digital customer experience

NC Componenti's Easy-Link® Catalog offers instant configuration and fast downloads in more than 100 CAD formats. This state-of-the-art platform allows designers to select products in the format of their choice, download them, and effortlessly integrate them into their designs. The entire process, enriched with all essential design metadata and datasheets, is done quickly and easily with just a few clicks, providing an immediate and intuitive solution to meet the dynamic needs of the industrial design world. With NC Componenti, configuration and integration become a seamless experience that brings a new dimension to design.

Here are all the advantages:

- Instant and free downloads: With CADENAS, customers can instantly download component files in the appropriate format for their software for free, speeding up the design process.
- 3D preview and instant access to technical data: In addition to downloading, you can view a 3D preview of the part and directly access product-specific technical data for quick reference.
- Availability in different languages: The CADENAS platform ensures the usability of the service by international customers by offering the catalog in different languages to increase visibility and presence in the global market.
- Extreme customization: The CADENAS catalog allows precise customization of Easy-Link® conveyors to meet the specific needs of each project.
- Simplified integration: Integration into CAD designs is fast and intuitive, saving valuable time during the design process. Designers can work directly with NC Componenti's intelligent product information in their design software, rather than sending a request with their specific requirements and waiting for the manufacturer to respond. This also saves time for NC Componenti.
- Accessibility and sharing: The Easy-Link® catalog on CADENAS is easily accessible to the entire design team, enabling efficient sharing with collaborators and customers. Any changes can then be easily made without having to start from scratch.

Erika Fundone, Operations Manager of NC Componenti, says: *"The catalog allows a better use of the service by foreign customers, since all published components are accompanied by the corresponding translation in the different languages. This will allow us to increase our visibility and presence on the international market, where CADENAS is very popular. By choosing CADENAS, we wanted to increase the value of the offer to our customers, with the aim of facilitating and simplifying the implementation of their projects and making a quality choice that will allow us to consolidate our image on the international as well as the Italian market."*

Telenor to Transform Digital Capabilities for 5G Connections with DXC Technology

26 March 2024

DXC Technology, a leading Fortune 500 global technology services provider, announced it has signed a new multi-year contract with Telenor Sweden, one of Sweden's largest mobile operators and broadband service providers.

With the advancement of 5G mobile connection, Telenor Sweden are aligning their strategy, including digital and IT services, to meet new requirements for 5G licensing in Sweden. DXC will deliver IT infrastructure, security services as well as assist in building custom Telenor applications to support Telenor's business activities and digital capabilities.

"With 5G population coverage growing, we needed to invest in our IT infrastructure to operate cost-effective, secure and regulatory compliant business operations which will drive our 5G business model forward," said Magnus Zetterberg, CTO at Telenor. "Working with DXC, we have a partner we trust to operate our digital platforms and secure applications that we need for our networks and service delivery to the Telenor customers."

DXC and Telenor Sweden have been working together for over 20 years, developing a range of technical solutions which have continually modernized Telenor's operations in a ever-changing digital environment.

"This latest deal extends our two organizations' long-standing relationship, and we are proud to continue working with one of the largest providers of mobile and broadband services which so many Swedish citizens rely on," said Martin Bjork, Managing Director of DXC Technology Sweden. "We look forward to helping Telenor execute its business strategy as it advances the development of 5G connectivity in the region."

Product News

'The Ceramic 3D Factory': Lithoz launches a new dimension of 3D-printed ceramic serial production at ceramitec 2024

26 March 2024

At the upcoming ceramitec, Lithoz will highlight their global '**Ceramic 3D Factory**' network and launch the **CeraControl** software, driving ceramic additive manufacturing to a new dimension of serial production. Alongside the **CeraFab System S65 in action at the Lithoz booth (A6.334)**, visitors can experience an impressive range of **innovative industrial and medical parts**, produced by global Lithoz partners, in an exclusive '**touch and feel**' opportunity.

With clear growing demand for ceramic 3D printing at an industrial scale across industries, the success of Lithoz's partners and technology in serial production is becoming ever more visible. Lithoz will showcase the arrival of "The Ceramic 3D Factory", **uniting Lithoz technology and contract manufacturers all over the world in one global network** for interconnected serial production.

At the **Almatis** booth (A5.203), visitors can have a **live experience of the entry-level CeraFab Lab L30** in action and understand exactly how the powerful LCM technique works. Its presence at the Almatis booth symbolises the **successful partnership** between the two companies, with Almatis providing high-quality 99.8% thermally reactive alumina powder for aerospace, healthcare, and engineering applications for over a decade.

After the overwhelming interest in 3D-printed healthcare applications in recent years, fascinating **bioresorbable ceramic implants made of hydroxy apatite** will be on show as an exclusive ‘touch and feel’ opportunity, as well as **multi-material medical parts** combining various bioresorbable ceramic materials. For even more insight into these applications, Dr. Daniel Bomze (Director Medical Solutions, Lithoz) will discuss **‘How patients and medical professionals benefit from ceramic 3D printing’ on 9th April, 11.50am.**

AI-Powered Analytics Help Oracle Fusion Applications Customers Achieve Better Business Outcomes

25 March 2024

Oracle announced new artificial intelligence (AI) capabilities in Oracle Fusion Data Intelligence that will help Oracle Fusion Cloud Applications customers improve decision making by combining data-driven insights with intelligent actions. Oracle Fusion Data Intelligence is a next-generation data, analytics, and AI solution powered by Oracle Cloud Infrastructure (OCI) services including Oracle Autonomous Database, OCI Data Lake, and Oracle Analytics Cloud. With the help of these new AI capabilities, organizations can make better decisions and improve business outcomes.

“Collecting, analyzing, and contextualizing data can be a time-consuming, error-prone process,” said T.K. Anand, executive vice president, Analytics, Oracle. “With Oracle Fusion Data Intelligence, our customers can optimize this process by taking advantage of a comprehensive analytics offering that brings together data, ready-to-use analytics, and prebuilt AI models in the right business context. The new AI capabilities we are adding can help customers further improve decision making and rapidly turn insights into action.”

The new AI capabilities in Oracle Fusion Data Intelligence are designed to expand existing services with analytics that go beyond day-to-day transactional reporting. Advanced machine learning capabilities provide insights and predict outcomes on specific questions for finance, supply chain, HR, and customer service. The Oracle-managed data pipelines and prebuilt analytical models help ensure that data is always current for robust predictive model training and accurate predictions. AI-powered analytics integrated directly into Oracle Fusion Applications include:

- **ERP Analytics:** Help finance teams improve decision-making with insights into operational and financial metrics across the organization. New AI capabilities will help Oracle Fusion Cloud Enterprise Resource Planning (ERP) customers analyze collection history to better predict risk and payment timing, gain deeper insights into business spend to identify appropriate classifications, and automatically detect and flag expense anomalies. One of these available models flags customers that are at risk of

paying invoices late using historic data from aging receivables. Another new model identifies the risk of paying vendors late in order to maximize discounts and improve vendor relationships.

- **SCM Analytics:** Help supply chain leaders optimize their supply chain with insights from across their operations as well as external market data. New AI capabilities can help Oracle Fusion Cloud Supply Chain & Manufacturing (SCM) customers predict the actions needed to ensure on-time delivery, reduce supplier risks, optimize inventory management, and improve warehouse efficiency. By leveraging prebuilt analytics, organizations can connect insights from different areas of their supply chain and respond to changes faster.
- **HCM Analytics:** Help HR teams improve recruitment, talent retention, and growth while increasing the likelihood that resources are aligned with business needs. New AI capabilities can help Oracle Fusion Cloud Human Capital Management (HCM) customers predict staffing needs, identify next steps to close skills gaps, analyze workforce diversity, and provide actionable insights to improve time-to-hire. One of these available models surfaces hidden biases in hiring, internal mobility, and compensation practices across gender, age, and ethnicity. Another new model automatically identifies skill gaps to drive improvements in workforce planning.
- **CX Analytics:** Help sales teams efficiently engage customers with relevant offers that drive revenue and minimize customer churn. New AI capabilities can help Oracle Fusion Cloud Customer Experience (CX) customers to more accurately forecast sales, identify optimal pricing strategies, predict customer churn rates, and deliver data-driven recommendations for product pricing and sales strategies. One of these available models enables teams to leverage a single prebuilt, extensible analytical model for sales, marketing, contract, service, and subscription data for a 360-degree view of revenue and to further expand analysis with back-office ERP data.

In addition to the new AI capabilities, Oracle Fusion Data Intelligence now features an integration with and prebuilt analytics for Oracle Fusion Accounting Hub, part of Oracle Cloud ERP. Available as an add-on SKU to Oracle Fusion ERP Analytics, this integration enables customers to combine and analyze financial data from multiple accounting systems. Users can now discover correlations and irregularities across balances, journals, and sub-ledger transaction details, spanning accounting data from Oracle Cloud ERP and other systems.

Autodesk Docs Updates: Powering Simplicity in Construction Document Management

19 March 2024

Marisa Barreda published a blog post on March 19, 2024 to announce the launch of the latest update to Autodesk Docs. Marisa says, “In this blog, we will dive into the latest features in Autodesk Docs and share how these improvements can make your construction projects more powerfully simple.”

Read the full blog post here: <https://www.autodesk.com/blogs/construction/autodesk-docs-updates-powering-simplicity-in-construction-document-management/>

Autodesk Flow Production Tracking and Flow Capture launch journey to foster creative collaboration and connectivity

27 March 2024

Imagine a world where your creative workflow flows freely, openly, and collaboratively. Imagine a production pipeline that presents creative solutions rather than obstacles. Imagine creative energy unimpeded by process.

That's our mission. Autodesk Flow will get us there.

Flow is the industry cloud for media and entertainment built on Autodesk's Design & Make platform. It will connect people, workflows, and data across the entire production lifecycle, from earliest concept to final delivery. As we're working toward a more streamlined creative future with Flow, we'll be making some changes.

Autodesk Flow: Raising the game with a new name

Effective today, the Autodesk product formerly known as "ShotGrid" will be renamed "Flow Production Tracking" and "Moxion" will now be called "Flow Capture."

What's in a name change? It's a sign of all the good things to come on the journey to Flow.

For the moment, those who know and love ShotGrid and Moxion will continue to enjoy the full range of capabilities they've come to expect—with a few new features to look forward to that streamline workflows and better connect creative teams from on-set through final delivery:

- Flow Capture customers will now get to experience a new, more intuitive UI that further accelerates creative workflows, as well as a new integration with Avid Media Composer in the near future that allows editors and post-production teams to get to work the moment shooting wraps.
- As announced at Autodesk University 2023, Flow Production Tracking customers will soon experience new AI-powered scheduling capabilities, so studios can confidently deliver projects on time and on budget.

Together, Flow Production Tracking and Flow Capture break down barriers between on-set and post-production workflows, so teams and studios can collaborate more efficiently. It's the first step in our mission to enable unbridled creativity, an effort further accelerated by our recent acquisition of PIX.

Customer-tested: Early industry adoption of Autodesk Flow

Jellyfish Pictures is an award-winning animation and visual effects studio with more than 500 artists around the world working in a hybrid, cloud-based, and talent-focused structure that maximizes productivity and collaboration. Jellyfish Pictures is a longtime user of Autodesk tools and is harnessing the power of an open ecosystem, open standards, and connected data as an early tester of Autodesk Flow.

“The biggest challenge of production is managing incoming and outgoing data,” said Paul Baaske, head of production technology at Jellyfish Pictures. “Autodesk Flow simplifies this process, offering an interface for asset sharing with vendors and partners. It also accommodates internal tracking, respecting each studio’s unique workflows. Gone are the days of solo productions. Now, it’s about importing and processing data quickly in our pipeline and producing shareable outputs in a frictionless way. People must collaborate on assets as efficiently as possible to keep pace. Flow is poised to streamline this journey significantly.”

Delivering next level enhancements to Autodesk Maya and 3dsMax

We’re also announcing exciting updates to Autodesk Maya and Autodesk 3ds Max, aimed at improving modeling, animation, and rendering workflows, while continuing our support for open standards like OpenUSD and OpenColorIO. In Maya, users can expect a redesigned Dope Sheet, Smart Extrude, LookdevX enhancements, and additional tools to boost artist productivity and asset portability. In 3ds Max, important enhancements include updates to color management, improved Retopology, and an updated Global Search function, empowering animation, game development, and design visualization studios to stay in the creative zone and better collaborate.

Creativity requires freedom. Whether you’re a director, artist, editor, or producer—bringing your dreams into being means eliminating the barriers that stand in your way. Autodesk Flow lays the foundation for that freedom. Today is just the beginning.

Autodesk Fusion - March 2024 Product Update – What’s New

25 March 2024

In a blog post published on the Autodesk Fusion 360 blog, Annaka Ketterer announced that the newest update has launched. Annaka says, “This Spring we have so many exciting things in store for you, including new features such as Bill of Materials (BOM), Drawings Perspective Views, and Additive Arrange Component Prioritization. We’re also excited to introduce a new and enhanced Projects experience, a new Manufacturing Sustainability Insights Add-In and a variety of major updates to the Electronics workspace.”

Read the full blog post here: <https://www.autodesk.com/products/fusion-360/blog/march-2024-product-update-whats-new/>

Cyncly launches 3CAD in North America to enable faster, more profitable furniture manufacturing

27 March 2024

Cyncly, the leading global provider of software and content solutions that help make amazing spaces for living, announced it is now offering 3CAD, a leading furniture design and manufacturing solution, to customers in North America. 3CAD is a highly customizable visual configure, price, quote (vCPQ) solution that enables manufacturers of closets and storage, commercial furnishings, home furnishings, and kitchen & bath to connect every step of the design, sales and production process.

Cyncly is focused on helping manufacturers streamline the sales-to-production process in a single platform. With 3CAD, as a customer visually configures and prices a product online, their order is seamlessly processed and managed all the way through to CNC machines for manufacturing. One connected platform ensures full visibility of orders, enabling manufacturers to speed up sales and manufacturing of their products and succeed on three metrics most important to their success:

- **Growth in sales:** Realistic 3D configuration bring products to life in B2B, B2C, and e-commerce environments, increasing conversion rates and providing a differentiation point for manufacturers to make their brands easier to design, shop, & purchase from.
- **Fewer errors:** One platform reduces the chance for errors throughout the entire process. Using engineering data (parametric models) to push configuration to the sales end means that every configuration is already priced, validated, and is production ready, which has a direct impact on order entry bottlenecks that most companies face.
- **Shorter lead times:** Order-to-production times are significantly reduced, shrinking lead times.

“We couldn’t be more excited to bring the benefits of 3CAD to North American furniture manufacturers,” said Bryce Nord, North America Director of Sales, Manufacturing. “In a time where customers & designers expect to have product customization options at their fingertips, 3CAD helps manufacturers differentiate in their GTM to sell more product, more efficiently. Throughout our 600+ implementations specific to the industry across EMEA today, we tend to see an impact for manufacturers lifting sales by 20%, & operational efficiency 39% due to streamlining the overall quote-to-close-to-manufacturing processes. We are eager to continue working with North American manufacturers to bring them into a new era of technology & automation that will have a real impact on their business.”

3CAD can be fully integrated with ERPs, CRM, ecommerce platforms, and other core business software to enable total visibility and control over end-to-end processes. Additionally, 3CAD provides CAD automation functionality, allowing users to auto generate accurate drawings, Bills of material, and parts lists and send directly to the CNC.

Globally, more than 600 clients and more than 240,000 end users already benefit from running their sales and production processes with 3CAD. The software is built by more than 250 consultants and developers, with continued investments that keep it at the forefront of the industry.

Flexxbotics Delivers Robot Compatibility with Brother CNC Machines

27 March 2024

Flexxbotics, delivering workcell digitalization for robot-driven manufacturing, announced advanced robot machine tending connectivity compatible with the complete line of Brother CNC machines. With Flexxbotics next generation machining environments using robotics with Brother equipment achieve higher yields, greater throughput and increased profit per part.

Flexxbotics' patent-pending FlexxCORE technology enables robots to securely connect and communicate with Brother machinery in the smart factory to provide more powerful, flexible and open robot connectivity than previously possible.

Flexxbotics is compatible with Brother's CNC-D00 Controller and NC Controller and robot compatibility is enabled by Flexxbotics for the entire range of Brother SPEEDIO machine tools including the best selling S series, as well as, R series, W series, P series, U series, F series, M series and H series.

"We understand the need for the robots to work with the latest state-of-the-art CNC machines, as well as, older equipment that manufacturers already have in their plants," said Tyler Modelski, CTO & Co-founder of Flexxbotics. "That's why we provide compatibility with thousands of models of machines and have the ability to add new models quickly."

In addition to compatibility with Brother controllers Flexxbotics is compatible with a wide range of open standard protocols including OPC-UA, MTConnect, Modbus-TCP, TCP/IP, Ethernet/IP, and DeviceNet along with FOCAS2/FOCAS, MELSEC, Profibus/Profinet and other proprietary controllers and interfacing protocols.

Flexxbotics robotic workcell digitalization is the backbone of the Smart Factory, delivering robot-driven manufacturing at scale with autonomous process control for precision machining operations. Flexxbotics' SaaS/hybrid architecture also runs both online and offline so production continues with or without internet access, and Flexxbotics works with existing business systems such as DNC, CAD/CAM, SCADA/HMI, IIoT, MES, ERP, PLM and others for complete synchronization.

A full set of bidirectional communication, transform and routing capabilities are available in Flexxbotics for the robots and Brother machinery that are connected including loading PLC programs, sending instructions, updating parameters and status awareness depending on the equipment's capabilities so the robots drive the machines in the smart factory.

"With Flexxbotics the robots go far beyond simply monitoring the machinery, the robots command and control the machines for higher yields, closed-loop quality and continuous operations," said Tyler Bouchard, CEO & Co-founder of Flexxbotics. "We believe that robots will play the central role in Industry 4.0 automation with the emergence of robot-driven manufacturing."

HCLTech enhances digital experience solution with GenAI to transform marketing and customer engagement

27 March 2024

HCLTech, a leading global technology company, has enhanced its digital experience solution, Advantage Experience, with generative AI (GenAI) capabilities to help enterprises transform their marketing landscape.

HCLTech's Advantage Experience helps enterprises accelerate marketing automation and campaign launches, increase customer experience platform efficiency and lower the cost of ownership of marketing ecosystems.

The solution combines marketing technology with GenAI capabilities, enabling enterprises to curate hyper-personalized experiences, improve product discoverability and design and integrate customer experiences into MarTech platforms faster and seamlessly.

“Technology innovation and marketing creativity converge in HCLTech’s Advantage Experience AI to transform engagement with audiences. It leverages the potential of GenAI to give enterprises a competitive edge in a dynamic digital landscape by helping them maximize the value of their resources for marketing campaigns and interventions,” said Sadagopan Singam, Executive Vice President, Global Head of SaaS & Commercial Applications, Digital Business Services, HCLTech.

With its full-stack application development and engineering expertise and decades of experience in AI, HCLTech is helping clients unlock the best value out of GenAI, from chip development to cloud and business process optimization.

HCLTech is a Gold sponsor of the Adobe Summit 2024 from March 26-28 in Las Vegas.

For a live demo of HCLTech’s Advantage Experience AI, visit booth #261.

HCLTech launches Electronic Design Automation (EDA) solution powered by NetApp to accelerate EDA workloads in the cloud

28 March 2024

HCLTech, a leading global technology company, announced the launch of an Electronic Design Automation (EDA) solution in partnership with NetApp, to enable enterprises in the semiconductor industry to accelerate large EDA implementations in the hybrid cloud to significantly reduce their time-to-market, enhance the overall quality and improve the reliability of their products.

With HCLTech’s new joint offering, clients can leverage NetApp’s Design Anywhere solution to streamline the entire semiconductor design process, from concept to manufacturing, with improved scalability and flexibility. Enterprises can harness the power of hybrid cloud to efficiently manage growing data volume and workflow complexities.

HCLTech will support clients running large EDA projects by optimizing their IT environments, managing infrastructure orchestration and scheduling for EDA workloads along with associated services. HCLTech will also deliver the EDA solution in various consumption models as per client requirements in partnership with NetApp.

“We are thrilled to collaborate with NetApp to unlock the power of hybrid and multi-cloud to help enterprises transform operations and build resilience across their digital businesses. Our new joint solution will enable our clients make the most of their high-performance compute workloads across a wide range of private or public clouds,” said Rampal Singh, Head Hybrid Cloud Services, HCLTech.

“The power and availability delivered in the cloud creates new opportunities for our customers to run EDA workloads without the risks of overprovisioning or capacity shortfalls. NetApp’s

expertise in unifying data helps HCLTech clients unlock the potential of their hybrid cloud investments to make their product development process more flexible and efficient,” said Cesar Cernuda, President, NetApp.

Kubotek Kosmos Releases 6.0 Versions of CAD Utilities

27 March 2024

Kubotek Kosmos, a leader in engineering and manufacturing geometric software technology, announced the 6.0 major release of its CAD/CAM software interoperability products: Validate, Revision, Convert, and View. These CAD file utility programs utilize proprietary Kubotek Kosmos modeling technology to support transfer of precise CAD data across the manufacturing supply chain. Version 6 updates support for major CAD files, improves performance, and adds capabilities for Product Manufacturing Information (PMI) data used in Model Based Definition (MBD) workflows. The new software is available for customers to download immediately.

Updated CAD File Support

To ensure customers are prepared for any CAD files sent to them, reading of 3D CAD files across all Kubotek Kosmos software programs has been updated to support new versions of eight major MCAD file formats:

- Autodesk Inventor 2024
- Dassault Systemes (DS) CATIA V5 R2024x
- DS SolidWorks 2024
- DS Spatial ACIS 2024
- PTC Creo 10.0
- Siemens Digital Industries Software (SDIS) NX 2306
- SDIS Solid Edge 2024
- SDIS Parasolid V36

Version 6 adds support for all versions of the Mastercam file formats to read precise 3D solids and surfaces from .MCAM and .MCX files. Reading of CKD files has also been extended to support the KeyCreator 2024 format in the Validate and Revision products.

File read capabilities for all native CAD and STEP have been enhanced to support transparency properties stored on faces/bodies in the model. This improves visualization of interior portions of the model and a closer match to how the model looks in its originating system. Additionally, access to properties metadata for each CAD file has been added to the user interface.

The capability of the Convert product to write models to standard CAD formats has been significantly expanded in version 6. Export of Parasolid X_T files has been enhanced to allow control of the version of Parasolid used in the output file, in order to support older applications. (The Parasolid format is important because it acts as the native B-Rep solid/surface format of popular products such as SolidWorks, NX, Solid Edge, and Mastercam.) Additionally, export of solid/surface, point, and curve objects to the JT file format has been added to the Convert 6.0

Premium package. The JT format is a published ISO standard file format used for lightweight visualization data and also as a container for B-Rep solid/surface data closely related to Parasolid.

MBD PMI Enhancements

The Kubotek Kosmos Validate product verifies and documents accurate movement of MBD data through supplier processes and systems. The product is able to quickly read the structure of complex 3D CAD models and PMI from all major MCAD file types. Version 6 includes improved support for PMI objects to assure full semantic associativity of these critical tolerance-type annotations to faces of the part model. Comparison between translated files now alerts users to inconsistencies in model connectivity of these PMI objects, even when they are graphically correct.

View and Convert products gain support for user-defined view orientation and world coordinate axis marker metadata objects stored in native 3D CAD files. For example, in the user interface CATIA V5 Named Views are now added to the views list pull-down and CATIA V5 Axis Systems are added to the part tree. Support for both of these data types allow users to quickly set the 3D display view to match this imported PMI data.

Performance Enhancements

The 6.0 release adds full support for high-resolution displays (4K+) across all four products. Users benefit from noticeably crisper model edges/lines and cleaner text in the graphics display area.

File opening in the View, Convert, and Revision applications has been further optimized. Testing with a suite of customer files confirmed load times are 40% faster on average than version 5. View and Convert products also provide an option for reading just mesh data from 3D CAD files for further significant gains when opening files for viewing.

Free trials of Kubotek Kosmos software are available. Kubotek Kosmos is also seeking referral partners and qualified resellers for these products.

Xometry Introduces Enhanced Teamspace Collaboration Features To Further Expedite Order Management On Its AI-Powered Marketplace

28 March 2024

Xometry Inc., the global AI-powered marketplace connecting enterprise buyers with suppliers of manufacturing services, introduced enhanced features for its Teamspace enterprise collaboration software designed to further expedite procurement on its marketplace.

“We’re consistently evolving our cloud-based software to make it even easier for engineers, managers and purchasing executives to accelerate their custom manufacturing projects on our AI-driven marketplace,” said Brendan Sterne, Xometry’s Chief Product Officer. “From the procurement desk to the shop floor, Xometry is delivering an expanded set of capabilities that allow greater collaboration and strengthen supply chains.”

The new Teamspace functions include:

- Additional **collaboration tools**, making it even easier for engineers to collaborate more effectively with managers and purchasers. Specifically, users can mark their quotes as 'ready for review,' 'review approved' and 'ready to order,' driving seamless collaboration among users.
- Enhanced **order management features** including the ability to copy and share orders, and download key documents including certificates, inspection reports, packing slips and more;
- Enhanced **quote summary histories**, which will enable users to view what changes were made to a quote, including material, processes, quantity, price, tolerances, shipment preferences, certificates, and inspections. This feature is being released to all customers next month.

Separately, Xometry has added partner application support to its Workcenter manufacturing execution system. This allows suppliers who want to join Xometry's leading manufacturing marketplace to apply through Workcenter. Through Workcenter, suppliers in the U.S. and in Mexico can execute the test part manufacturing and submission process. Introduced in 2022, Workcenter has grown to be the all-in-one digital solution for managing shops, giving suppliers a one-stop view into all of their Xometry and non-Xometry work.

Xometry's two-sided marketplace plays a vital role in the rapid digital transformation of the manufacturing industry. Xometry's proprietary technology shortens development cycles, drives efficiencies within corporate environments and helps companies create resilient supply chains. Xometry's product portfolio includes: its industry leading digital marketplace; popular Thomasnet® industrial sourcing platform, and cloud-based tools, including Xometry Teamspace, centralized project management software for large, mission-critical projects.