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## CIMdata News

### *BAE Systems Maritime's Supply Chain Journey with Eurostep - a CIMdata Commentary*

27 April 2021

#### *Key takeaways:*

- Supply chain collaboration for large product platforms is complex, and even more complex when defense security restrictions such as ITAR and EAR need to be adhered to.
- Eurostep's collaboration solution helps BAE Systems Maritime manage their ever-changing supply chain with data security while protecting IP and respecting ITAR controls.
- The Eurostep solution's attention to data standards helps unite the data imports from BAE Systems' supply chain and satisfies the United Kingdom's Ministry of Defence's requirement for open access and long-term data retention.

BAE Systems Maritime designs, manufactures, and maintains naval ships and submarines, as well as their state-of-the-art combat systems and equipment (Figure 1). These complex surface ships, submarines, torpedoes, radars, and command and control systems represent a challenge to commercial CAD and PLM solutions because of their size and complexity. Their design and manufacture also requires an extensive supply chain of components and subsystem providers.



*Figure 1—Queen Elizabeth (QE) Class Aircraft Carrier  
(Courtesy of BAE Systems Maritime)*

The supply chain itself evolves as product development proceeds with some suppliers added for the design phase, then removed once the product enters manufacturing. As the product moves into service, different suppliers again are added for operations and maintenance. The main actor in the service phase is the user organization, the Ministry of Defence (MOD), who need clear, correct, and valid information in order to sail safely. This means adding another large organization to the picture and that is the organization that governs the data during the many years of operations. Once the product platform was

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designed and manufactured, the MOD tasked BAE Systems Maritime with establishing a data repository and access methods that would be the basis for many years of operation and maintenance.

Integrating the different data sources and serving different organizations with the appropriate data was a significant challenge that BAE Systems Maritime was able to address across the enterprise. As the state-of-the-art platform is constantly evolving and the project duration is long, the management of engineering changes is key in order to manage cost, quality, and risk within the project. The requirements centered on the ability to provide the right information at the right time with security, mindful of IP, ITAR, and export controls. CIMdata has seen this same challenge in aerospace, automotive, and high value assets sectors. The security challenge applies between organizations as well as within organizations as data access is restricted to individuals in certain roles.

The need for a single view of product data was their next challenge. Regardless, if product data was distributed across different systems, users needed to have a view of the product as a single, unified whole, a system of records. BAE Systems Maritime also recognized that in addition to product data they needed access to business and performance data knowing that the majority of product cost occurred during in service support and operations.

All these requirements were overlaid by the United Kingdom's Ministry of Defence's condition that product data be based on standards supporting open access and long-term retention. Faced with these challenges, BAE Systems Maritime spoke with numerous companies who had the same complex list of requirements. Their solution was the tried and tested capabilities of Eurostep's ShareAspace used in maritime and defense but also other sectors such as automotive and heavy transportation.

## Eurostep's ShareAspace

Eurostep's ShareAspace collaboration solution provides the necessary technology and capabilities to meet the challenges faced by BAE Systems Maritime. The ShareAspace solution is based on the information model of ISO 10303 (STEP AP242 and PLCS AP 239) and is capable of representing all the information required to cover the entire lifecycle of a complex product. As such ShareAspace's data model meets the requirements of the UK's Ministry of Defence for openness and long-term data retention. Product data is consolidated and mapped into ShareAspace from any solution provider's CAD, PLM, or other engineering systems to make it available to authorized partners. The solution's architecture facilitates change and business agility by making it easy to add and remove systems and partners without impact. It is available on-premise or cloud-based. CIMdata believes these ShareAspace technology aspects are in line with the future direction of many product manufacturing companies.

Different levels of change management can be applied to projects ranging from a simple informal approach to a more formal comprehensive change management process. ShareAspace Server provides an audit trail of the changes.

As BAE Systems Maritime moves forward engaged with Eurostep's ShareAspace they can direct their journey to a full Digital Twin definition of their product platforms (Figure 2).

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*Figure 2—The Physical and Digital Twin of a Surface Ship  
(Courtesy of BAE Systems Maritime)*

A digital twin is a virtual representation that serves as the real-time digital counterpart of a physical object. By interacting with the Digital Twin, end users can enhance the limited information available in a file-based data source. A digital twin can be used for monitoring product performance and to support diagnostics of problems. Given that during their lifecycle, the majority of product cost occurs while it is in service, the digital twin can be tuned to optimize asset performance and availability. Clients of BAE Systems Maritime will benefit with lower service costs and improved readiness. Sensory data obtained from IIoT (Industrial Internet of Things) connections can be combined with historical data, human expertise, and simulation data to improve product reliability. Intelligent maintenance system platforms can use the digital twin to find the root cause of issues and improve productivity.

CIMdata believes that Eurostep’s ShareAspace provides BAE Systems Maritime with the data repository based on standards and the enterprise collaboration capabilities they need to move forward on their journey to Digital Twin support for their highly advanced product platforms.

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[1] ITAR – International Traffic in Arms Regulations.

[2] EAR – Export Administration Regulations.

[3] Research for this commentary was partially supported by Eurostep.

## ***CIMdata Announces a Successful 2021 PLM Market & Industry Forum Series***

27 April 2021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the successful completion of its 2021 PLM Market & Industry Forum. For 2021 the Forums were held in April as a series of virtual events for the PLM community in North America, EMEA, India, China, and Japan. Over 280 people registered, representing 98 companies. A series of update sessions will take place in June and September.

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CIMdata's PLM Market & Industry Forums are the world's premier event for software and service providers focused on the PLM market and its development and growth. Participants gathered online to hear CIMdata's perspective on the state and trends of the PLM market, as well as a detailed discussion of CIMdata's research and viewpoints on the 2020 PLM market results. CIMdata shared its extensive analysis and forecasts regarding market growth across PLM domains, industries, regions, and the performance (revenue and market share analysis) of leading PLM software and service providers. The theme for 2021 was "Resilience in the Face of Crisis: Bouncing Forward."

In addition to the state of the industry, trends, and the market numbers, the program included presentations on:

- The Resilience of the PLM Economy
- Industrial Resilience in the Face of Crisis

During the event, CIMdata announced that Aras, Autodesk, Dassault Systèmes, IBM, Oracle, PTC, SAP, and Siemens were CIMdata PLM Mindshare Leaders for 2021.

Commenting on the PLM market, Stan Przybylinski, CIMdata's Vice President, stated that, "The PLM market, as measured by CIMdata, grew by 3.5% in the calendar year 2020, above our forecast of -1.7%. The results were mixed, with some PLM segments up strongly and others down. The EDA segment had strong growth overall with no COVID-19 pause. Computer-aided manufacturing (CAM) often struggles in downturns, and 2020 was no different, with CAM down 6.3%. The Architecture, Engineering, and Construction (AEC) segment grew strongly at 9.1% driven, in part, by Autodesk's move to subscription-based licensing. Simulation and analysis (S&A) recovered strongly in the second half of the year, with Ansys and Altair beating their guidance estimated after Q3."

He added, "The growth drivers for the PLM Economy, Industry 4.0, smart connected products, IoT, and digital transformation, remain despite the COVID-19 pause. It will take some time for the market to recover, and CIMdata tried to gauge that in our forecasts out to 2025. CIMdata believes that supply chain issues revealed by the COVID-19 pandemic will drive future investments in smart manufacturing to make near-shoring and onshoring more economically viable. The crisis also saw an increased reliance on virtual collaboration, another trend that can have positive impacts on the PLM market. Finally, based on other CIMdata research, COVID-19 accelerated the interest in and adoption of cloud-based solutions. We might have reached a tipping point toward PLM on the cloud."

The PLM Market & Industry Forums provide the first look at CIMdata's PLM market estimates. CIMdata releases the complete analysis in its PLM Market Analysis Report Series. For more information, please see [www.CIMdata.com](http://www.CIMdata.com).

## ***CIMdata Announces eBook on Collaborative Research on the Benefits and Challenges of Cloud/SaaS PLM Adoption***

28 April 2021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the publication of a new eBook that summarizes the results of a multi-sponsor collaborative research program focused on the business benefits and challenges offered by the adoption of a Software as a Service (SaaS) PLM delivery model. Partners in this research effort included Siemens Digital Industries Software and three other leading PLM solution providers.

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In many leading companies, legacy PLM implementations have often been installed on-site and often experience implementation delays due to complex installation requirements. Over time, heavy customizations can also be challenging to maintain and adapt to changing business requirements. In smaller companies, PLM is often ad-hoc, primarily using Microsoft Excel and shared file services in support of product development. For both, the product development processes are found lacking, unable to support the agility requirements of business today.

This collaborative research program focused on helping answer vital questions about industrial companies' ongoing and planned Cloud/SaaS-related PLM efforts. The eBook highlights the issues faced by industrial companies looking to make this move and includes sponsor information about how they address these issues, including customer vignettes and links to more information.

According to Mr. Stan Przybylinski, CIMdata's Vice President and leader of CIMdata's research program, "In our 2017 cloud study, about one-third of the participants believed they would move to the cloud in the next two years. If our respondents to this new survey are representative of the broader population, nearly 30% have already made the move, and 86% of our respondents either already moved, plan to move in the near future, or have strongly investigated their options. This result agrees with our work with our industrial consulting clients and in our interactions with the leading PLM solution and service providers who claim a huge increase in interest and growing adoption. This is great news for the PLM Economy."

To get your copy of the Siemens eBook, please use this [link](#).

## Acquisitions

### ***Accenture Announces Intent to Acquire Openminded, France-Based Cybersecurity Services Company***

29 April 2021

Accenture has entered into an agreement to acquire Openminded, a France-based cybersecurity services company that provides advisory, cloud & infrastructure security, cyber defense, and managed security services. Financial terms of the transaction are not being disclosed.

Founded in 2008, and powered by a security operations center, Openminded helps clients anticipate and reduce cybersecurity risks, rapidly detect and respond to cyber incidents, and implement best practices in regulatory compliance.

Once completed, the acquisition would bring approximately 100 highly skilled cybersecurity professionals to Accenture Security's workforce of nearly 7,000 professionals globally and extend Accenture's cybersecurity presence and capabilities in France and in Europe.

"With cyberattacks becoming more complex, constant and costly every day, companies must fully embed cybersecurity into the different layers of their organizations to ensure resilience," said Kelly Bissell, who leads Accenture Security globally. "The acquisition of Openminded supports our commitment to leveraging technology and human ingenuity to help clients be confident and secure in the face of constant change. We look forward to welcoming Openminded's team to Accenture and helping clients defend against cyber threats more effectively across their entire ecosystem — now and in the future."

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Olivier Girard, market unit lead for Accenture France and Benelux, said, “Our intent to acquire Openminded is aligned with our global strategy to provide differentiated robust services to our clients in their local markets. It would accelerate our growth in France and scale our cybersecurity capabilities within the market unit and across Europe. It underscores our commitment to helping clients manage the constantly changing cyber risk environment by bringing the right technology, industry understanding, and talent tailored to a company’s specific needs. We look forward to leveraging our combined expertise to help clients have the right controls in place to protect their critical assets.”

Hervé Rousseau, Openminded’s founder and CEO, said, “Joining forces with Accenture is a great opportunity for our teams and our clients. The alliance of our talent and capabilities perfectly leverages our expertise and would allow us to deliver on a global scale. Today, the fight against cyberattacks requires the implementation of the most advanced technologies, as well as the human resources to make them efficient. This is the synergy we are going to build and put at the service of our clients.”

Accenture became one of the leading global providers of managed security services as a result of its January 2020 acquisition of Symantec’s Cyber Security Services business. Accenture further strengthened its cyber defense capabilities through its acquisitions of Context Information Security and Revolutionary Security in March and April 2020, respectively, and of Real Protect in January 2021.

The acquisition requires prior consultation with the work council and would be subject to customary closing conditions.

## ***Bentley Acceleration Initiatives Acquires Indian Project Controls Specialist Nadhi Information Technologies***

27 April 2021

Bentley Acceleration Initiatives announced the acquisition of Chennai, India-based Nadhi Information Technologies Pvt. Ltd., a specialist in project controls, analytics, and decision support for construction supply chains. Nadhi serves some of India’s leading construction sector participants, including contractors Larsen & Toubro and Kalpataru Power Transmission Ltd., real estate developers Mahindra Lifespaces and RMZ, and owner-operators DMRC (Delhi Metro) and Welspun Enterprises. Founded in 2008, Nadhi was incubated in the IIT Madras Research Park with advisors from the IIT Madras Building Technology and Construction Management faculty and the Lean Construction Institute.

Bentley Acceleration Initiatives is the internal incubator for strategic investments of Bentley Systems, *the infrastructure engineering software company*. Its objective is to bring together ecosystem partners in digital co-ventures. Nadhi brings to Bentley a critical mass of field-experienced professionals in construction automation, attuned to their region’s specific challenges and project dynamics. The acquisition strengthens Bentley’s focus on Asia, which is experiencing huge demand for new construction of infrastructure and has a keen appetite for digital workflows to help address this need. According to Fitch Solutions Country Risk and Industry Research, while China and the U.S. will remain the two highest-value construction markets globally, India and Indonesia will rise to the third and fourth highest-value markets by 2029.

Currently, project teams in Asia are often held back by conventional construction methodologies and obstacles to public cloud deployments, experiencing delays and cost overruns because of poorly coordinated schedules and the lack of visibility into project status. Project managers are looking for a

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solution that helps them interconnect their data silos—spanning documents, schedules, budgets, issues and risks, resources, and materials—all in one environment.

Some of the best-managed construction projects are now using Nadhi's services to solve these challenges and improve their project delivery using digital workflows. Since offering lean construction consulting services in 2008, Nadhi has pioneered mobile-enabled project controls. In an offering explicitly configured for the needs of project teams in Asia, the integrated project controls in Nadhi's nPulse software combines data-driven decision support and predictive analytics to give engineering and construction projects early warning of schedule risks and potential delays in milestone completion, advancing project planning and execution from reactive to proactive.

Dr. Ashit Gandhi, senior director, accelerated business development, Bentley Systems, said, "We are very pleased to welcome Nadhi's construction automation experts as Bentley colleagues. Together, we see a significant new opportunity to help construction projects throughout Asia, especially for road and rail linear infrastructure, in 'going digital'. Combining Nadhi's proven project controls and analytics capabilities with Bentley's SYNCHRO 4D construction modeling and field-based construction delivery will enable more integrated and efficient digital workflows, tailored specifically to Asian needs."

Kalyan Vaidyanathan, CEO, Nadhi Information Technologies, said, "The whole team at Nadhi is excited to be joining Bentley Systems at this pivotal moment for India's construction community. We look forward to deepening our capabilities in core areas of project controls and expanding our reach both in and beyond India for new opportunities. We believe, as part of Bentley, we will be even more strongly positioned to help our users to stay in control of their projects and to generate insights through analytics to avoid delays and improve confidence through visibility."

Nadhi will add approximately 30 colleagues; its annualized revenues and profitability are not material to, and are not expected to meaningfully impact, the BSY financial outlook for 2021.

## ***Bentley Systems Announces Acquisitions of sensemetrics and Vista Data Vision, Leaders Respectively in Software for Infrastructure Instrumentation and Sensor Management***

29 April 2021

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced its acquisitions of sensemetrics (agreement executed) and Vista Data Vision (closed), leading providers of software for Internet of Things (IoT) applications used extensively in infrastructure. sensemetrics and Vista Data Vision will expand the scope of the Bentley iTwin platform to add intrinsic IoT capabilities for infrastructure digital twins to incorporate real-time sensor data. By virtue of the resulting "infrastructure IoT" standardization, the full IoT ecosystem will finally be seamlessly accessible for IT/OT/ET integration, through infrastructure digital twins, to advance asset performance and to mitigate environmental risks.

Geotechnical engineering firms, land surveyors, and civil and structural engineering firms, and asset owner-operators in mining, transportation, and utilities apply sensemetrics and Vista Data Vision offerings for geological, geotechnical, structural, and environmental monitoring including in heavy civil construction, mines, tunnels, dams, and for water resources. sensemetrics and Vista Data Vision support interfaces to hundreds of different sensor devices and related data types, including robotic total stations, inclinometers, piezometers, strain gauges, crack meters, tilt meters, extensometers, anemometers, and for vibration data, pressure cells, temperature, solar insolation, precipitation, water quality, and air

quality.

sensometrics and Vista Data Vision are particularly complementary to Seequent, a global leader in 3D modeling software for geosciences, which Bentley recently announced its agreement to acquire, subject to regulatory approvals in New Zealand and the United States. Augmenting Seequent's Leapfrog models with continuous monitoring of real-time sensor data, instead of waiting for updates from intermittent borehole or drillhole investigations, can advance 3D subsurface digital twins to function as 4D "living" digital twins—enabling unprecedented improvements in environmental safety and resilience.

## ***Siemens acquires TimeSeries to help customers speed digital transformation through increased adoption of low-code***

27 April 2021

Siemens Digital Industries Software announced that it has signed an agreement to acquire TimeSeries, a leading Independent Software Vendor (ISV) and Mendix partner. TimeSeries has significant expertise in the development of vertical apps built on the Mendix™ low-code platform, which will help Siemens accelerate digital transformation by increasing adoption of low-code and offering new apps including smart warehousing, predictive maintenance, energy management, remote inspections and more. The industry-leading Mendix low-code platform is the cloud foundation for Siemens' Xcelerator™ portfolio of integrated software and services.

"The addition of TimeSeries to Siemens will help our customers and partners get to value with low-code even faster," said Derek Roos, CEO & co-founder, Mendix. "We're equipping enterprises with cutting-edge digital capabilities to help them elevate how they conduct business and deliver rich, engaging experiences. The TimeSeries team brings deep expertise in developing SaaS solutions for a range of verticals, and I'm excited to welcome them to Siemens."

TimeSeries will expand capabilities that can help enterprises and ISVs everywhere accelerate their digitalization efforts using the Mendix platform. Through bespoke industry apps and best practices, templates and re-useable components that leverage advanced technologies — including AI, intelligent process automation, multiexperience, state-of-the-art UI design, multi-cloud, and more — Siemens will be able to deliver better experiences to customers, employees, and suppliers.

"Since our acquisition of Mendix in 2018, we have continued to see how this powerful low-code platform is a game changer for companies across every industry," said Tony Hemmelgarn, President and CEO, Siemens Digital Industries Software. "The addition of TimeSeries to Siemens will enable us to significantly expand the development of new apps, increase adoption of our low code platform and grow the Xcelerator ecosystem."

Since 2012, TimeSeries has been developing industry-specific applications for industries including manufacturing, healthcare and life sciences, energy and banking and financial services. Their configurable app templates capture industry best practices and solve repeatable problems, and can be quickly and easily customized to the needs of individual enterprises. These apps, combined with Siemens' industrial expertise and go-to-market reach, can enable customers across the full spectrum of industries to utilize the power of low-code and the Mendix platform even faster.

"From the start, TimeSeries has been focused on solving our customers' challenges by bringing together the best people and latest technologies and pushing that to the limit. Now, as part of Siemens, we're excited to bring the power of pre-built and customizable low-code solutions to more industries," said

Erik Gouka, CEO, TimeSeries. “Joining Siemens Digital Industries Software will unlock huge new opportunities for us, and we’re looking forward to help even more companies digitally transform.” TimeSeries has offices in the United States, the Netherlands, Germany, and Canada.

## Company News

### ***Accenture and SAP Extend Partnership to Help Companies Accelerate Sustainability Transformation, Drive New Sources of Value, and Lead in the Circular Economy***

26 April 2021

Accenture and SAP SE are expanding their decades-long partnership to help companies embed sustainability across the full spectrum of their business operations — from strategy to execution — to unlock new value throughout their enterprises and in their value and supply chains.

Combining SAP technology with Accenture’s Sustainability Services and broad industry knowledge, the partners are expanding their alliance to jointly create new solutions that can empower companies to accelerate their progress on fully de-carbonizing their supply chains and capture their share of the projected \$4.5 trillion economic growth that the circular economy could bring.<sup>1</sup>

Through this extended partnership, Accenture and SAP plan to co-innovate and co-develop SAP’s new solution for responsible production and design, which includes capabilities that help companies embed sustainability metrics across their value and supply chains with a focus on product design and manufacturing. Using integrated data from across operations, companies can better design and produce products with less waste, improved recyclability, and more recycled content. This will also help reduce the growing cost of compliance driven by new regulations for packaging and extended producer responsibility (EPR) regulations.

“Our work together will enable SAP’s customers, which include 92% of the Forbes Global 2000, to use their core systems to help drive their sustainability agenda, optimize their ESG performance and achieve their goals,” said Julie Sweet, chief executive officer at Accenture. “This expanded collaboration builds on our long history with SAP — including our joint partnership with the United Nations Global Compact and 3M — and our shared commitment to drive adoption of the Sustainable Development Goals.”

Accenture also supports SAP’s Climate 21 initiative, which allows companies in any industry to use analytics to measure and minimize carbon dioxide (CO<sub>2</sub>) emissions and lower the carbon footprint across the product lifecycle. For instance, research shows that emissions from upstream suppliers are on average over five times as high as those from direct operations.<sup>2</sup> With sustainability metrics added across the end-to-end supply chain, companies gain an integrated view of environmental savings and cost impacts and more easily optimize their operations.

“To successfully tackle the greatest threat to our world today, we need to collaborate at every level of business and society,” said Christian Klein, chief executive officer at SAP. “Building on our long-standing and trusted partnership, SAP and Accenture are joining forces to help our customers realize long-term growth in a sustainable way. We’re creating visibility into the environmental impact across the entire value chain, providing enterprises with the insights they need to take the right action and accelerate their transition to the circular economy.”

# CIMdata PLM Industry Summary

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Last month, SAP and Accenture kicked off a global sustainability-focused accelerator program at SAP.iO Foundries in Berlin and Munich. The Sustainable Future program, the largest cohort in SAP.iO to date, aims to help early-stage B2B startups drive digital transformation and innovation in four target areas: carbon tracking and trading, resource efficiency, climate risk tracking and mitigation, and circular economy. Thirteen startups have been selected to work with SAP.iO Foundries, in tandem with Accenture experts and leading companies in various industries.

“Implementing sustainable supply chain management and circular economy principles is an incredibly challenging task for companies, given the diverse set of ESG issues and multiple stakeholders involved,” said Bjoern Stengel, senior research analyst, Worldwide Business Consulting and ESG Business Services at IDC. “According to IDC’s research, issues around enterprises’ value creation process - product design and lifecycle management, materials sourcing, etc. — are the ESG topics that will generate the greatest near-term demand. This new offering from Accenture and SAP allows clients to generate critical, data-driven end-to-end insights that take into consideration non-financial metrics that are needed to build sustainable supply chains and help companies create shared value.”

This collaboration is the latest in a series of initiatives from Accenture and SAP that help businesses capture value from sustainability. The United Nations Global Compact with the support of Accenture and SAP SE, supporting Sustainable Development Goals (SDGs), launched SDG Ambition in January 2020 and published the SDG Ambition & Integration Guides in September 2020. Together through the SDG Ambition Accelerator that began in February 2021, more than 600 companies in 65 countries are being upskilled to apply these tools to their businesses.

<sup>1</sup> The Circular Economy Handbook (Palgrave MacMillan, 2020)

<sup>2</sup> CDP Supply Chain, “Changing the Chain,” 2019

## ***Ansys and GLOBALFOUNDRIES Team to Accelerate Photonic Integrated Circuit Design***

26 April 2021

Ansys has teamed up with GLOBALFOUNDRIES<sup>®</sup> (GF<sup>®</sup>), the world’s leading specialty semiconductor manufacturer, to address the needs of the digital world through integrated photonics design.

GF enables designers to leverage the power of light for advanced optical applications with a high-performance monolithically integrated photonics solution in an optimized footprint that requires only half the area of discrete solutions. This monolithic solution integrates a high performance RF CMOS and photonics components in a single chip to deliver higher bandwidth between data center servers and faster connections between data centers along the telecommunication infrastructure.

With its silicon photonics (SiPh) technologies and advanced packaging capabilities, GF enables high-performance optical connectivity designed to keep pace with the demands of metro, long haul and intra/inter data center applications, while maximizing reach and energy efficiency.

## ***Applied Software Expands Capabilities to Meet Bluebeam Demand***

22 April 2021

Applied Software, one of the largest system integrators in North America for architect, engineering,

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construction, fabrication, and manufacturing firms, has expanded its capabilities to meet the high demand for Bluebeam. Bluebeam is the preferred collaboration and workflow efficiency software for design and construction professionals.

The building industry has been faced with an on-going labor shortage exacerbated by a high demand in projects. Companies have been forced with doing more work with less resources, which has driven technology-based solutions like Bluebeam Revu.

Applied Software is one of Bluebeam's top three resellers and channel partners, providing the appropriate Bluebeam product to meet workflow needs and specializing in post-sale service to help companies discover more ways to use the software to improve their business. The company has a dedicated team of highly trained Bluebeam experts with both industry and software experience and was named the 2020 Platinum Partner of the Year.

"With the dramatic changes in workplaces due to the pandemic, software solutions like Bluebeam have become essential," said Alan Westbrooks, Bluebeam Product Champion at Applied Software. "Our goal is to help our customers tap into the power of Bluebeam so they can pivot as their businesses evolve and collaborate together remotely in real time with more creativity and accountability."

Rick Kremer, who joined Applied Software five years ago after working as a building information modeling (BIM) manager, will expand his responsibilities as a senior technical consultant dedicated to Bluebeam customers. Kremer is recognized in the industry for his personalized approach to showing Bluebeam users how to improve their workflow with the software.

"I'm passionate about customer success, which is why I am passionate about Bluebeam," said Kremer. "My focus is helping people use Bluebeam's wealth of powerful tools and plugins to simplify tasks from kickoff to handoff as well as to bring best practices to our customers."

Also joining the Applied Software's Bluebeam team is Janine Lulé, a highly experienced marketing expert who has worked extensively in both the building and technology industries. She will be focused on reaching new customers who could benefit by adding Bluebeam to their organization.

To learn more about how Bluebeam and Applied Software are improving collaboration and workflow, [register for a documentary screening and discussion](#) on Wednesday, April 28 at 11 am ET that features Tampa-based construction company, RIPA & Associates.

## ***AVEVA and PlanetTogether Announce Strategic Partnership to Optimize Food & Beverage and Consumer Packaged Goods Manufacturing Operations***

28 April 2021

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, has strategically partnered with PlanetTogether, the leading Advanced Planning & Scheduling (APS) platform provider, to bring scheduling optimization capabilities to manufacturers looking to deliver digital transformation and sustainable solutions across their industrial operations. The partnership adds robust new capabilities to the AVEVA Manufacturing Execution System (MES) in terms of visual planning and scheduling, multi-plant production planning and production schedule optimization, further broadening AVEVA's portfolio of Industry 4.0 manufacturing solutions.

The combined offering leverages the strengths of both companies, to optimize performance across the value chain for manufacturers seeking to deploy integrated production planning and execution systems

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in order to increase their agility and supply chain resilience and deliver increased business returns in a volatile market. As a manufacturing planning and scheduling system provider, PlanetTogether resolves production and operational constraints and its integration with AVEVA MES enables supply chain planners to conduct realistic, integrated sales and operations planning based on actual plant capacity and material availability, with full visibility to progress against plan for on-time delivery at the lowest cost.

“Our partnership with AVEVA enables us to broaden our reach to new players across the industrial ecosystem. We chose to work with them because they stood head and shoulders above the industry in terms of delivering transformative digital technology to enhance customer digital collaboration in order to drive higher operational efficiency, quality, and agility to maintain a competitive edge in today’s dynamic markets,” said Jim Cerra, Co-founder and CEO of PlanetTogether.

“The landscape for manufacturers has changed irrevocably over the last few years. Driven by the need for enterprise agility, sustainability and value chain optimization, manufacturers are integrating their manufacturing operations into their supply chain systems, not least in response to the impact of COVID-19,” said Harpreet Gulati, Senior Vice-President, Planning & Operations Business Unit at AVEVA..

“Our partnership also speaks to our joint commitment to sustainability. Together, PlanetTogether and AVEVA enable customers to add sustainability drivers, such as energy use or greenhouse gas (GHG) to the optimization rules of the production schedule, resulting in less waste, and more responsible use of resources for production,” Gulati continued.

Advanced Planning and Scheduling, delivered by PlanetTogether, simultaneously plans and schedules production based on available materials, labor, and machine capacity. The software, which has been successfully deployed in the Food and Beverage (F&B) and Consumer Packaged Goods (CPG) manufacturing industries, provides a proven vertical fit for AVEVA MES. The integration of both production planning and manufacturing execution into a single digital system represents the next step for manufacturers for growth and increased profitability.

## ***BlackSpline official Bricsys partner for Australian market***

21 April 2021

Bricsys, a part of the global Hexagon group and makers of the world leading BricsCAD® range, is proud to announce the appointment of BlackSpline Pty Ltd as the official Bricsys reseller for the Architecture, Engineering, Construction and Operation (AECO) industry in Australia. The BlackSpline team led by Holger de Groot and Maciej Wypych is focused on providing an unparalleled level of customer experience and service combined with extensive industry experience.

Omar Awny, Bricsys Senior Regional Director for Australia and New Zealand, said “In our ongoing commitment to build the Bricsys business and to provide even more value to customers through options in products, licensing and service providers, I am very happy to have BlackSpline onboard. We look forward to working with the very professional team of Holger de Groot and Maciej Wypych to further these goals.”

With over 30 years of combined experience, Wypych and de Groot have developed strong professional relationships with individuals and companies across all sectors of the AECO market and helped them to deliver profitable projects with ideal outcomes for all parties. “Our in-depth commercial and technical knowledge gives us a unique understanding of our client requirements.” says Wypych.

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As a dedicated reseller for Bricsys, BlackSpline will be working to improve the brand awareness of BlackSpline and to further promote the already renowned BricsCAD brand in the market. “We intend to work closely with our customers and Bricsys to further enhance Bricsys’ and third-party developers’ products for the local market.” said de Groot.

“The key to our success will be building trust throughout the industry,” said Wypych “Trust in our service and experience; trust that the BricsCAD product set is a powerful design platform with world class functionality, interoperability and overall capability for all designers; and trust that our customers will see a very fast and tangible financial benefit for their business. We plan to build on the customer and third-party developer community and support network provided by Bricsys so customers see they are joining a well-established ecosystem when they adopt BricsCAD.”

## ***Bouygues Construction and Dassault Systèmes expand their partnership to speed up digital transformation in the construction industry***

28 April 2021

Dassault Systèmes and Bouygues Construction announced the renewal of their strategic partnership seeking to open new horizons in the construction industry.

The three-year renewal will accelerate the research and development of cloud-based and mobile-enabled systemic and modular approaches to transform the industry’s multiscale, fragmented ecosystems and address its sustainability challenges.

The two companies will primarily focus on the capacity provided by Dassault Systèmes’ 3DEXPERIENCE platform to collaborate throughout the lifecycle of a project as well as to create and model product lines, where interactions with developers, architects, subcontractors, suppliers, customers and operating companies are simplified and streamlined. The platform delivers capabilities for collaboration and innovation to on-site workers that will federate a project’s entire ecosystem.

The creation of a construction virtual twin will serve from design to operation by helping to industrialize project management. Upstream of the value chain, this approach makes it possible to achieve the most appropriate design on the basis of the way the building is used. Processes can then be industrialized, anticipating the various phases of a project at the earliest possible stage and planning their on-site implementation in the finest detail. Energy savings and new field tracing and execution practices for waste management will be made possible.

Ultimately, a broad portfolio of tailor-made, qualitative functionalities aims to increase productivity in the field, improve quality, reduce errors, facilitate compliance with new sustainability standards and enable greater predictability on project delivery.

To achieve this, three industry solution experiences based on Dassault Systèmes’ 3DEXPERIENCE platform will be applied to the construction sector: “Integrated Built Environment,” “Inclusive Urban Future” and “Building Design for Fabrication.”

Philippe Bonnave, Chairman and Chief Executive Officer, Bouygues Construction, said: “Each project is unique, with its own specific set of demands. The challenges we face to meet the requirements of usage are becoming increasingly complex. Through our partnership with Dassault Systèmes, we are taking a different approach to developing the way we construct for our customers’ benefit, and potentially to improving how the sector addresses environmental challenges. This revolution can only be

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achieved by involving all project stakeholders in the creation of a virtual twin. Such a high level of collaboration calls for a single digital platform that will bring this ecosystem together.”

Bernard Charlès, Vice Chairman and CEO, Dassault Systèmes, said: “Ecosystems and projects are increasing in complexity and scale. We are convinced that a renaissance of the construction industry is possible – one that will make it more sustainable and more affordable. This new level of integration will reduce waste and enable the construction life cycle by providing new capabilities to site workers to collaborate and innovate. The success of our current projects with Bouygues Construction calls for an accelerated and extended cooperation to cover the wide diversity of construction projects. The 3DEXPERIENCE platform is providing a new generation of cloud-based, mobile-enabled virtual twin experiences to construction, thus being a game-changer in the industry’s transformation toward a more simplified, streamlined and sustainable one.”

## ***Bricsys welcomes NeoBIM to its reseller network in France***

21 April 2021

Global technology company Bricsys announced NeoBIM, a solution reseller for computer-aided design (CAD) and building information modelling software tools, is the latest company to join its partner network in France.

We have been following BriscCAD for some time, and appreciate the flexibility offered to the customer to adopt new technologies by either purchasing the product or taking out a subscription,” said Janvion Arthur, Founder at NeoBIM.

“The great thing about BriscCAD is that it provides users with simple tools for an easy transition from 2D to 3D. BriscCAD’s integration with the latest technologies in augmented intelligence, digitization, and 3D modeling helps streamline business processes by predicting the next steps in the design process,” said Arthur.

With the addition of BriscCAD to its solution portfolio, NeoBIM’s customers in the construction and building design industry now have access to the latest CAD technologies and more than 400 industry specific third-party tools and workflows.

“We are very happy to welcome NEOBIM among our resellers,” said Jean-Denis Heymann, Bricsys Country Manager for France. “Their knowledge of CAD is an essential asset to best meet the needs of their client. In addition, we are increasing our geographic coverage to the Caribbean.”

## ***Co-operation with Spondeo will lead Variantum to Eastern European markets***

26 April 2021

We have started a partnership with **Spondeo** which is Finnish-Polish family company established in 2014. Spondeo offers remote recruitment and market entry services for Eastern and Middle European markets, and they will help us to boost our footprint in Europe.

*“To us Spondeo has shown its capabilities in a very short time with excellent results, and we are very pleased with the co-operation. If you have any market entry plans to Eastern or middle European markets, we suggest that you’ll contact Spondeo!”* says our Director, Business Development **Jari-Pekka**

## **Pullainen.**

As a Leading Offering Management company Variantum also needs trusted partners to get things flying. We recently released a new version of the Offering Management Suite – VariSuite which will play crucial role in our approach to enhance our customers’ capabilities to produce configurable products even faster and sell more with lower costs also in international markets.

## **ESI Group launches a “No Meeting Day”**

28 April 2021

### **An unbalanced equation**

A year ago, in the wake of COVID-19, companies began adapting to ensure the continuity of their activities during lockdown. With people bound to their homes, the opportunity to create social connections, in a professional or personal context, has strongly been affected. Indeed, as a major component of the life of many citizens, offices and workplaces are and remain a main outlet for socialization. In order to counterbalance this change, companies have utilized tools, like digital meetings, to continue connecting employees to maintain team spirit and a sense of belonging. Companies became one of the last remaining social links things when everything else was put on hold. As a result, teams’ agendas have filled up; meetings now punctuate the day, causing stress, taking away the time needed to perform various tasks and reducing focus time, pushing the workday into the evening or even the weekend.

### **Time to breathe and take a step back: “No meeting Wednesday”**

To enhance the work-life balance and well-being of its employees, ESI Group, a leading innovator in virtual prototyping solutions and a global enabler of industrial transformation, has implemented a "No Meeting Wednesday": one day a week without meetings, allowing employees more flexibility in the organization of their work, pivoting from stressful days to focus and efficiency. Flexibility is key in the goal of this initiative: not in the day chosen – the same for all - but in its application. In fact, customer meetings, candidates’ interview or emergencies, can of course always be held. To be effective, this "no-meeting Wednesday" has to be accepted by all teams and above all, accompanied by complementary managerial actions– sharing of good practices for productive and timely meetings: shortened time with clear and shared objectives, etc.

*The pandemic has not only disrupted work habits but also the entire life of our teams. Our role, as a company, is to provide them with the most serene environment possible so that they can fulfill their work while maintaining a work-life balance. Widespread home office has a significant impact on our professional ultra-connection and generates an intensive use of video-conference meetings. Based on this situation, we have set up this day without meetings every week. Reestablish meetings best practices goes hand in hand with it. With this initiative, we want above all to continue to preserve our teams while knowing that the time saved will be a time of focus, restoring the importance of taking time, oriented toward efficiency.*

**Yannick Charron**

Director of Human Resources, France and Headquarter, ESI Group

*I believe that, despite the difficulties we have to overcome throughout the pandemic, we, as a company, have the opportunity to reinvent ourselves and evolve by being adaptive. We have created a motto to get us through this ordeal and turn it into an opportunity: "Stay in touch - Be agile - Transform". Our group*

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*is evolving and transforming in line with our strategy and our corporate objectives, but also and above all because all our teams are encouraged to leave their comfort zone, to take risks and to reinvent themselves. We need to create time in the diaries to allow for a breath of fresh air, which is necessary for everyone's balance, but also for this state of mind.*

**Cristel de Rouvray**

CEO ESI Group

## ***Hexagon and Authentise partner to deliver first open end-to-end software solution for additive manufacturing***

27 April 2021

Hexagon's Manufacturing Intelligence division and Authentise have partnered to extend the Additive Manufacturing (AM) control loop from the machine level to connect the end-to-end value chain from design, manufacturing operations and quality assurance to make additive manufacturing more predictable, repeatable and traceable.

Data from shopfloor manufacturing operations, engineering data from the design phase, materials properties and quality data from validation and inspection processes hold the key to automating serial production improvements and enabling design improvements. However, the technical challenge of connecting these silos and applying these data have inhibited the ability to consistently apply AM to new designs. New solutions delivered through the partnership will apply Statistical Process Control (SPC) with Machine Learning (ML) and Artificial Intelligence (AI) methods to mitigate waste and quality issues during the design phase and improve the repeatability of additive manufacturing processes within a site or between global locations.

Through the partnership, Hexagon and Authentise will build solutions to industrialise AM technology by digitising every step of the workflow from part design through production to final product and quality assurance utilising their unique stack of technology capabilities to connect the digital thread of a part and trace its pedigree. This is made possible by a shared commitment to open architectures that integrate data and automate workflows between Hexagon's best-of-breed applications for AM and the third-party equipment and software manufacturers chose to use.

Mathieu Pérennou, Global Business Development Director Additive Manufacturing, Hexagon's Manufacturing Intelligence division says, "Together with Authentise, we are building a next-generation framework for our customers to manage flexible, fully digitized production workflows in private cloud environments. For manufacturers, AM is a complex and changing market with many excellent tools, printers and materials to apply. We believe our open and flexible systems will enable us to respond quickly to customers' needs and integrate with their unique environments. This will connect the data flow and help streamline their workflows in all stages of the AM process – before, during and after production and support their specific standards or compliance needs."

Authentise is a key partner in Hexagon's open AM ecosystem, having built an open manufacturing execution system tailored to the specific needs of additive manufacturing methods. This growing ecosystem provides a broad solution portfolio that allows Hexagon to build solutions tailored to the specific needs of customers from different industries and any level of complexity – from achieving high volume production of precision metal gears to first-time-right production of bespoke aerospace parts from composites.

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Andre Wegner, CEO, Authentise says, “We are excited to combine Hexagon's solutions with our open workflow management engine to offer a unique end-to-end solution platform. Integrating data from Hexagon’s best-of-breed software and sensors helps deliver a seamless experience for users, automation across their process, and unlocks the ability to learn from data. This partnership represents a step change for the industry – together we’re delivering the integrated digital thread for additive manufacturing that customers have sought for so long.”

## ***iPoint receives “Smart Innovator Badge” from Verdantix***

29 April 2021

We are proud to announce that iPoint has been awarded the “Smart Innovator Badge” in the category “Corporate ESG & Sustainability Software” by the independent research and consulting firm Verdantix, an expert in digital strategies for EHS, operational excellence, smart buildings, sustainability, and ESG. This designation is based on a recently published study in which Verdantix identified 44 software vendors – including iPoint – with a high-level benchmark of the capabilities for environmental, social and corporate governance (ESG) and sustainability management.

As increasing investor interest in ESG metrics and financially material sustainability information is currently changing the landscape for business disclosures, risk, and performance management, Verdantix has committed to produce a portfolio of studies covering customer demand for ESG products and services, competitive benchmarks, and market size and forecast studies. One of the proven methodologies is the Smart Innovators research, a “Qualitative analysis of an emerging group of suppliers, providing a definition of the market, categorization of suppliers, and explanation of customer needs.”

To support ESG and sustainability leaders create their roadmaps for future technology adoption, Verdantix analyzes “the evolving landscape of technology solutions for ESG and sustainability data and identifies the areas with the greatest need for innovation and development” as part of its “Smart Innovators: Corporate ESG & Sustainability Software” study. The researchers determined three example product stewardship systems that allow LCA analysis and new product development. As one of these vendors, the study highlights that “iPoint works with over 50,000 customers globally to deliver capabilities including LCA analysis, Design for the Environment (DfE) and circular economy project management“.

## ***KeyCreator Earns Performance Awards from G2 Software Review Platform***

23 April 2021

KeyCreator 3D CAD was recently recognized for strong customer reviews in the G2 Product and Machine Design Software Report. These awards are particularly meaningful to us because they are based on input, ratings, and reviews from designers and engineers who use KeyCreator every day.

KeyCreator is ranked at #1 of the Top 10 Easiest to Use and #3 Top 20 Highest Rated Product and Machine Design Software, with an overall satisfaction rating of 93%. The G2 Spring 2021 rankings reveal that KeyCreator scores higher in “Ease of Use” and “Meets Requirements” than any other

products in the report.

We appreciate that this level of loyalty is hard-won and thank our customers for taking part in the larger CAD software dialogue. These awards, along with an overall user rating of 4.5 out of 5 stars, certainly make the team behind KeyCreator proud, but it's the personal reviews from the front lines of the design world that mean the most. To read our reviews from verified KeyCreator users, to see how KeyCreator stacks up against other CAD programs, or to submit a review of your own, visit the [G2 KeyCreator page](#).

## ***Procore Appoints HubSpot CFO Kate Bueker to its Board of Directors***

22 April 2021

**Procore Technologies, Inc.**, a leading provider of construction management software, today announced the appointment of Kate Bueker to its Board of Directors.

Bueker is the Chief Financial Officer of **HubSpot**, the customer relationship management (CRM) platform for scaling companies. She has held this position since June 2018.

"We are thrilled to welcome Kate Bueker to Procore's Board of Directors," said Procore Founder and CEO Tooey Courtemanche. "Kate is a great leader with deep experience in high-growth SaaS companies. Her perspective will be invaluable as we continue to work toward our mission of connecting everyone in construction on a global platform."

"Construction is one of the largest industries in the world and is in the early stages of digitization," said Bueker. "Procore is transforming construction through its innovative platform. It's a huge opportunity, and I'm looking forward to helping Procore scale, so that people all over the world build smarter with Procore."

Prior to HubSpot, Bueker spent 11 years in financial leadership roles at Akamai, a content-delivery network and cloud service company, culminating in her role as Senior Vice President of Business Finance and Operations. Prior to Akamai, Kate spent almost a decade in investment banking at The Blackstone Group, UBS, Credit Suisse, and Donaldson, Lufkin & Jenrette.

## ***PTC Announces Transition in Chief Strategy Officer Role***

27 April 2021

PTC announced that Catherine Kniker has been promoted to EVP and Chief Strategy Officer, replacing Kathleen Mitford who will leave PTC to join Microsoft as Corporate Vice President, Azure Marketing.

"Joining Microsoft is a great career opportunity for Kathleen. We are happy for her and pleased that she will remain within the PTC ecosystem. We look forward to working with her in her new role," said Jim Heppelmann, President and CEO, PTC. "Over the past 15 years, Kathleen has been instrumental in helping me shape PTC into the company it is today. While I will miss her contribution to PTC, having her in a leadership position at Microsoft will only deepen what is already a strong and mutually beneficial relationship between our two companies. I couldn't be more proud of Kathleen, and wish her the very best in this new chapter of her career."

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PTC and Microsoft have a long-standing and strong alliance. "Kathleen brings a depth of expertise in the areas of cloud strategy, product engineering, marketing, and the needs of customers. We're excited to welcome her to Microsoft," said Takeshi Numoto, Commercial Chief Marketing Officer, Microsoft. "PTC is a valued partner and we look forward to our continued work together."

During her tenure at PTC, Mitford held a range of executive roles, including leading the market and competitive strategy team, and then leading the company's core products group including the global research and development efforts. Most recently, as EVP and Chief Strategy Officer, Mitford was responsible for overseeing the company's strategy, corporate development, strategic alliances, corporate marketing, and academic programs. Mitford has helped define the company's strategy for growth in the Internet of Things (IoT), Augmented Reality (AR), and SaaS markets. Mitford is a frequent speaker and advocate for initiatives to drive inclusion, diversity, and women in technology. She has received leadership awards from the Massachusetts Technology Leadership Council and the Manufacturing Institute.

Replacing Mitford in the role of Chief Strategy Officer is Catherine Kniker. Kniker first joined PTC in 2016 as Chief Revenue Officer for the company's fast-growing IoT and AR business unit. Later, she moved into a new role managing PTC's strategic global alliances, including PTC's alliances with Microsoft, Rockwell Automation, and Ansys, and then leading PTC's global corporate development program spearheading the acquisition of Arena Solutions, the largest acquisition in PTC's history. Prior to joining PTC, Kniker served in senior strategy, corporate development, sales and marketing roles at Constant Contact, Syneron Candela, and Genuity.

"Catherine joined PTC at a key moment in our company's transformation and has been a high impact contributor ever since," continued Heppelmann. "I am confident in her leadership skills and know she will seamlessly transition to this important new role. I welcome her as a direct member of my executive leadership team."

## ***PTC Establishes R&D Center at the Technion - Israel Institute of Technology***

29 April 2021

PTC has entered into a long-term strategic collaboration agreement with the Technion – Israel Institute of Technology under which PTC will establish a Research & Development center and invest *₪*15 million New Israeli Shekels (\$5 million USD) into PTC's Haifa campus. Under the terms of the agreement, PTC and Technion will jointly research and upgrade learning processes relating to advanced manufacturing technology. PTC's Haifa development center will relocate to Technion under the leadership of Dr. Michael Reitman.

PTC has also allocated an annual budget for joint research in industrial IoT, augmented reality, simulation, and generative design. The allocation supports Technion faculty by providing software products; awarding scholarships and incentives to students and researchers; initiating hackathons and contests; and sponsoring educational programs.

"Today, scientific and technological breakthroughs need both multidisciplinary research and close collaboration between academia and industry. Industry is at the forefront of active implementation and is well-acquainted with market needs, whereas academia brings basic scientific knowledge and research depth," said Professor Uri Sivan, President, Technion – Israel Institute of Technology. "This is why, in the past few years, Technion has placed greater emphasis on working to tighten its connections with

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industry, and the present agreement is the culmination of a long-standing relationship between Technion and PTC. We believe the agreement enables both parties to gain ground, grow, and reap the benefits of each other's strengths."

Announced in 2014, the initial agreement between PTC and Technion jumpstarted a robotics and digital content program for the Science and Technology department, including a teaching laboratory for industrial IoT, computer-aided design, manufacturing, and augmented reality, among other STEM topics. As a result of the long-standing collaboration, Technion alumni have joined PTC to lead the Company's Haifa development center, PTC's second largest center outside the U.S.

"The importance of collaboration between academia and industry is recognized worldwide," said Ziv Belfer, Divisional Vice President and General Manager, Research and Development, PTC. "PTC has enjoyed fifteen years of successful collaboration with Aachen University in Germany, including the construction of a separate campus that also houses R&D laboratories for companies that collaborate with academic staff. Several projects subsequently became success markers for commercial companies, and we look forward to replicating these efforts with Technion in Israel."

## ***Siemens selects Tangent Works to democratize IoT data analytics for MindSphere***

27 April 2021

Siemens Digital Industries Software announces a partnership with Tangent Works to deliver simple-to-use artificial intelligence (AI) capabilities to get more value from IoT data. The new AI for Everybody solution integrates the power of Tangent Works InstantML technology into MindSphere®, the industrial IoT as a service solution from Siemens, to enable users to instantly leverage IoT data collected by MindSphere to generate new insights without the need for complex model training and management.

Many organizations still struggle to scale their digital transformation projects and leverage IoT data using advanced artificial intelligence (AI) and machine learning (ML) technologies. Machine learning offers tremendous opportunities for industrial applications. However, it often requires deep knowledge about advanced statistics and how it's applied in industrial use cases, as well as the scarce and expensive resource of data science experts.

"We are witnessing massive investments into digital and AI as companies get ready for post Covid-19 operations. Already before the pandemic, our research showed that a shortage of digital talent, especially in IT and data science, was the biggest challenge for companies looking to realize IoT, Industry 4.0 and AI initiatives," said Knud Lasse Lueth, CEO at IoT Analytics. "This challenge will only get worse in the coming years and most firms will simply not find the experts that can build the machine learning models and integrate them into everyday operations. Companies that cannot find or afford these highly specialized digital employees will turn to low-code software tools to empower non-technical employees, or 'citizen developers'."

Using Tangent Works' InstantML as an embedded component in MindSphere gives industrial users the ability to very quickly add AI capabilities to their MindSphere applications and solutions. With this approach, the IoT data stored in MindSphere can be instantly leveraged to generate actionable insights and prescriptive tools, enabling important industry use cases such as predictive maintenance, performance optimization, quality management and energy management.

"We always believed in the potential of our InstantML technology for industrial data," said Henk De Metsenaere, co-founder of Tangent Works. "Now that Siemens, the true market leader in this space, has

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teamed up with Tangent Works this potential can be unlocked. The combination of Siemens' MindSphere with Tangent Works' InstantML technology will change the way industrial data will be used to the benefit of many of Siemens' clients."

"With the AI for Everybody solution, and with the integration of Tangent Works' InstantML technology, customers and partners can now more quickly and easily extend the capabilities of MindSphere to better turn data into real and actionable insights and value," said Raymond Kok, Senior Vice President of Cloud Application Solutions at Siemens Digital Industries Software. "With the ability to use AI/ML to generate hyper-automated predictive analytics, even citizen data scientists can leverage data and achieve immediate insights, at scale. This ultimately reduces complexity and puts the power of IoT data in the hands of the user."

### ***Synopsys and Arm Deliver Comprehensive Solutions to Increase Performance and Accelerate Time-to-Market for High-Performance Computing, Data Center and AI SoCs***

27 April 2021

Synopsys, Inc. announced that Arm and Synopsys have expanded their strategic collaboration to deliver optimized design, verification, silicon IP, software security, quality solutions and reference flows for Arm®-based system-on chips (SoCs), including the Arm Neoverse™ V1 and N2 platforms. The strategic agreement enables mutual customers to accelerate their software development, co-verification of hardware and software, and Arm-based designs for power-efficient, high-performance computing and artificial intelligence (AI) applications.

In addition, the agreement offers Arm early access to the Synopsys DesignWare® Interface IP portfolio for performance, interoperability and compliance validation of the IP with Arm Neoverse processors, accelerating time-to-market of Arm-powered products for high-performance computing and AI applications. The new agreement allows Arm and Synopsys to closely align on product roadmaps and enhance Synopsys' interface IP solutions with specific compute capabilities for the Arm Neoverse platform, maximizing system performance. Mutual customers have leveraged the published performance and interoperability analysis reports during pre-silicon validation for predictive design success.

"Arm has been on a decade long journey to become a legitimate alternative in the HPC and datacenter segments. With that vision secured, we are preparing to lead in these markets," said Chris Bergey, senior vice president and general manager, Infrastructure Line of Business at Arm. "Our expanded collaboration with Synopsys gives our ecosystem access to interoperable and differentiated end-to-end solutions, enabling Arm Neoverse platforms optimized to power, performance, capability and area targets."

The Arm and Synopsys collaboration spans design implementation, silicon IP, functional verification, emulation, virtual and FPGA prototyping, and software security. Synopsys offers optimized flows, comprehensive methodologies and professional services that address growing market requirements with critical integrated solutions. Synopsys full-flow solutions, including Synopsys Fusion Design Platform™, Custom Design Platform, Verification Continuum® Platform, DesignWare IP, and Polaris Software Integrity Platform™ enable mutual customers to achieve the optimized power, performance and area, bringing to market highly differentiated SoCs with Arm-based products.

"Semiconductor and system companies rely on Synopsys and our ecosystem partners, such as Arm, to meet their most complex high-performance computing, data center, edge and AI design needs," said

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Shankar Krishnamoorthy, general manager of Digital Design Group at Synopsys. "Our latest agreement with Arm continues our close collaboration on technology-driven methodologies and leverage co-optimized design, verification, IP, software security and quality solutions on the next generation of Arm-based products enabling our mutual customers to achieve aggressive design targets and accelerate time-to-market."

## *Wipro Achieves AWS Mainframe Migration Competency Status*

27 April 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced that it has achieved Amazon Web Services (AWS) Mainframe Migration Competency status. This designation recognizes that Wipro has proven solutions, practices, and customer success in migrating both mainframe applications and data to AWS.

Recognizing the complexity of a mainframe migration, AWS customers seek proven methodologies, tools, and best practices to empower successful migrations. The AWS Partner Network (APN) plays a critical role in these efforts by providing access to mature technology products and services for customers' mainframe migrations from AWS Partners with proven solutions and expertise.

AWS launched the AWS Mainframe Migration Competency to help customers confidently identify and engage AWS Partners who specialize in mainframe migration. These AWS Partners are vetted, validated, and verified against a high bar to achieve the AWS Mainframe Migration Competency. The high bar validates and verifies that AWS Partners with AWS Mainframe Migration Competency status offer mature solutions and practices and repeatable mainframe migration success.

Achieving the AWS Mainframe Migration Competency status differentiates Wipro as an AWS Partner with a track record of success and deep domain expertise in mainframe workloads migration.

"We're pleased to be recognized by AWS for our ability to create unrivaled experiences for our customers in the area of mainframe migrations," said **Arun Melkote, Vice President and Global Head, Application Engineering and Modernization, Wipro Limited**. "This competency is a testament to our ability to deliver complex migration projects through the combination of AWS services and applications as well as the ingenuity of our talent pool. As a result, our customers benefit from enhanced cloud expertise and innovation."

"Many companies are migrating and modernizing mainframes using agile AWS services. We are delighted to welcome Wipro as an inaugural AWS Partner in our new AWS Mainframe Migration Competency Program," said **Bill Platt, General Manager, Migration Services, AWS**. "Wipro's mature solutions, vetted by AWS with a proven track record of mainframe migration success, will undoubtedly help many other customers modernize their mainframe workloads."

AWS is enabling scalable, flexible, and cost-effective solutions from startups to global enterprises. To support the seamless integration and deployment of these solutions, AWS established the AWS Competency Program to help customers identify AWS Partners with deep industry experience and expertise.

# CIMdata PLM Industry Summary

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## *Wipro, Citrix, Hewlett Packard Enterprise Partner to Accelerate Remote Working Solutions*

29 April 2021

Wipro Limited, a leading global information technology, consulting and business process services company, today announced that it has strengthened its alliance with Citrix Systems, Inc. and Hewlett Packard Enterprise (HPE).

The partnership will provide enterprises a robust solution that will accelerate remote working and bring modernization into workspaces. The solution offers a seamless framework to enable a unified experience for organizations. This will be delivered through a pay-per-use model that is subscription-based, agile, elastic, and offers a consistent cloud experience. It aims to help clients accelerate their digital transformation efforts and work towards building a resilient enterprise that can operate successfully as a hybrid workplace in the new normal.

Wipro will integrate its Desktop as a Service platform, virtuadesk™, and Wipro's Digital Workspace solution with a host of services offered by Citrix and HPE. The partnership will leverage Citrix® Virtual Apps & Desktop™ Services with a zero-trust security strategy alongside purpose-built Virtual Desktop Infrastructure (VDI) from HPE to manage workloads and create secure, high-performance virtual compute environments through HPE GreenLake cloud services. The combination of advanced solutions and architecture will fully support the development of modern virtual workspaces with flexible commercial models to ensure business continuity.

Wipro virtuadesk™ provides accelerators for cloud readiness assessment, cloud migration and application life cycle management. In addition, virtuadesk™ makes it easier to leverage the benefits that accompany Artificial Intelligence, automation, the Internet of Things, heightened mobility and advanced analytics. This creates an ecosystem for improved employee engagement and collaboration through simpler IT. Virtuadesk™ also allows for greater workplace efficiency and accessibility, with 24/7 access to apps and data.

**Satish Y, Vice President, iCORE - Cloud and Infrastructure Services, Wipro Limited** said, “We are excited to collaborate with Citrix and HPE to further enhance the value we create for our customers. This integration strengthens our complementary capabilities in virtualization tools and platforms, desktop and application integration, as well as workplace management services. Together, we will equip enterprises to enhance employee experiences and build a collaborative, intelligent, flexible and sustainable workspace that helps them achieve transformative outcomes.”

“The COVID-19 pandemic has changed the way the world works,” said **Sachin Menon, Vice President, Global Strategic Partners, Citrix**. “Remote work has become the standard for many companies, and together with Wipro and HPE, Citrix can deliver a powerful digital workspace in a trusted and secure public cloud where employees can access everything they need to get work done and perform at their best wherever they happen to be.”

“In response to the ongoing COVID-19 crisis and the subsequent new normal, businesses feel pressured to implement secure, remote work options for their employees,” said **Arwa Kaddoura, Vice President, Worldwide Sales and Go To Market, HPE GreenLake**. “A key element of any VDI implementation is ensuring a customer’s platform supports the workload they are running. With HPE GreenLake for VDI, we are offering customers a broad portfolio of secure VDI infrastructure solutions to match specific use cases or workloads. And now, through our joint solution with Wipro we will help customers address their most immediate challenges and unexpected demands.”

## Event News

### *Infor Showcases Immersive Smart Factory Solutions at Chengdu International Industry Fair 2021*

27 April 2021

Infor, the industry cloud company, showcased its smart factory solutions at the Chengdu International Industry Fair 2021, offering practical and readily-deployable digital solutions to industrial enterprises in Western China.

Chengdu International Industry Fair 2021 attracted over 40,000 visitors. Among these, regional representatives from the greater Sichuan-Chongqing area such as Sichuan Honghua Petroleum Equipment Co., Ltd, TBEA Co., Ltd., and others stopped by the Infor booth to learn more about the company's smart, digital manufacturing solutions.

Infor's booth hosted a dedicated immersive digital experience area for visitors to experiment with its Infor EAM and Infor WMS-based Smart Factory systems.

The highlights of Infor's booth include:

- **Immersive digital experience area:** Infor created a dedicated immersive digital experience area for visitors to showcase its Infor EAM and Infor WMS-based Smart Factory systems. The interactive experience leverages HoloLens 2, the highest-end mixed-reality smart glasses, and a Zebra RS5100 single finger Bluetooth ring scanner to help participants understand the practical applications of intelligent operations and maintenance technologies that seamlessly integrate cutting-edge, digital IoT solutions.
- **One-on-one industry exchange:** A team of authoritative expert consultants, collectively with more than 50 years of experience in the industry, and an Infor sales team were on hand to answer questions on digitalization and discuss the direction of the transformation of industrial enterprises.
- **Digitalization summit:** Infor senior director of solution consulting in Greater China & Korea Chong Lu participated in the forum and delivered a speech titled, "New Intelligent Systems to Empower the Production Chain," explaining the impact of digital technology on the industrial sector, as well as its impact on wider society and the economy.

### *OpenText Showcases New Content Services Platform at AIIM Conference 2021*

27 April 2021

OpenText™, is presenting at the AIIM Conference 2021, April 27-29, showcasing how the latest innovations to the OpenText™ Content Cloud empower modern work through deep integrations with leading applications, intelligent automation, and expanded information governance.

"The modern world of remote and hybrid workers has created new information management challenges for organizations, from content sprawl and disconnected processes to compliance issues," said Stephen

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Ludlow, OpenText Senior Vice President of Product Management and former AIIM Board Member. “The OpenText Content Cloud helps to solve these problems, enabling organizations to meet the productivity and governance needs of changing work styles and evolving operational models.”

Delivered as part of OpenText™ Cloud Editions 21.2, OpenText™ Core Content and OpenText™ Core Case Management are multi-tenant cloud offerings that are quick and easy to deploy and can be tailored to address unique line of business, departmental, and industry needs. Core Content is a new content services platform with integration into SAP S/4HANA® Public Cloud. Core Case Management is a no-code SaaS application that manages unstructured and complex processes to enable smarter and quicker case resolution and improved customer and employee experiences. Additionally, OpenText™ Core for Federated Compliance now extends compliance to Microsoft 365 to help ensure the application of consistent records labeling and policies on SharePoint® and OneDrive®, as well as OpenText repositories.

SaskPower, a leading electricity supplier and OpenText customer, will present on information governance at AIIM 2021. “SaskPower handles a variety of records, including those considered intellectual property and highly restricted,” said Amber Smale, Chief Records Officer and Manager Information Management and Corporate Policy Governance at SaskPower. “OpenText solutions, integrated with SAP and Microsoft, help our departments like Legal, HR and Procurement to ensure compliance with data privacy, retention, and documentation requirements across the organization.”

OpenText will showcase how recent innovations in content services and the cloud can help organizations optimize productivity by integrating content with critical business applications, drive operational efficiency through intelligent automation, and extend governance across the organization.

## **Engage Virtually with OpenText at AIIM**

- Mike Safar, Director, Product Marketing at OpenText will deliver his keynote “Collaboration with Context and Control” on Wednesday, April 28 at 2:35 pm ET.
- Amber Smale, Chief Records Officer and Manager Information Management and Corporate Policy Governance at SaskPower and Tracy Caughell, Director Product Management at OpenText will present a case study “Stay the course: SaskPower’s Information Governance Trajectory” on Wednesday, April 28 at 11:35 am ET.
- OpenText will showcase live product demonstrations throughout the conference, covering topics like, Connecting Microsoft Teams to Digital Processes for Better Governance, Federated Compliance: Centralized Governance Across Content Repositories, Accelerate Your Transformation into an Efficient, Digital Government, and more.

OpenText is a proud sponsor of AIIM and supports organizations on their pursuit of Intelligent Information Management.

## Financial News

### *Aspen Technology Announces Financial Results for the Third Quarter of Fiscal 2021*

28 April 2021

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

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“AspenTech’s third quarter performance was highlighted by strong free cash flow generation and demand activity in each of our core end-markets that was at or above pre-pandemic levels,” said Antonio Pietri, President and Chief Executive Officer of Aspen Technology. “At the same time, the continued uncertainty in the global macro environment due to COVID, coupled with the significant and costly disruptions in the energy and chemicals markets related to the winter storm in the US during the quarter, made it more challenging to close transactions than we expected.”

Pietri continued, “Our high levels of engagement with customers regarding AspenTech’s critical role in their long-term digitalization and sustainability initiatives gives us confidence that we will drive faster growth as market conditions normalize.”

## Third Quarter Fiscal Year 2021 Recent Business Highlights

- Annual spend, which the company defines as the annualized value of all term license and maintenance contracts at the end of the quarter, was \$609.9 million at the end of the third quarter of fiscal 2021, which increased 6.0% compared to the third quarter of fiscal 2020 and 1.0% sequentially.

## Summary of Third Quarter Fiscal Year 2021 Financial Results

AspenTech’s total revenue of \$162.7 million included:

- **License revenue**, which represents the portion of a term license agreement allocated to the initial license, was \$110.1 million in the third quarter of fiscal 2021, compared to \$78.2 million in the third quarter of fiscal 2020.
- **Maintenance revenue**, which represents the portion of the term license agreement related to ongoing support and the right to future product enhancements, was \$45.9 million in the third quarter of fiscal 2021, compared to \$44.2 million in the third quarter of fiscal 2020.
- **Services and other revenue** was \$6.7 million in the third quarter of fiscal 2021, compared to \$8.2 million in the third quarter of fiscal 2020.

For the quarter ended March 31, 2021, AspenTech reported income from operations of \$68.9 million, compared to income from operations of \$44.7 million for the quarter ended March 31, 2020.

Net income was \$62.5 million for the quarter ended March 31, 2021, leading to net income per share of \$0.91, compared to net income per share of \$0.61 in the same period last fiscal year.

Non-GAAP income from operations, was \$80.9 million for the third quarter of fiscal 2021, compared to non-GAAP income from operations of \$53.9 million in the same period last fiscal year. Non-GAAP net income was \$72.0 million, or \$1.05 per share, for the third quarter of fiscal 2021, compared to non-GAAP net income of \$49.1 million, or \$0.72 per share, in the same period last fiscal year. These non-GAAP results add back the impact of stock-based compensation expense, amortization of intangibles and acquisition-related fees. A reconciliation of GAAP to non-GAAP results is presented in the financial tables included in this press release.

AspenTech had cash and cash equivalents of \$317.1 million and total borrowings, net of debt issuance costs, of \$297.0 million at March 31, 2021.

During the third quarter, the company generated \$98.7 million in cash flow from operations and \$100.0 million in free cash flow. Free cash flow is calculated as net cash provided by operating activities adjusted for the net impact of: purchases of property, equipment and leasehold improvements; payments for capitalized computer software development costs, and other nonrecurring items, such as acquisition-related payments.

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## **Business Outlook**

Based on information as of today, April 28, 2021, Aspen Technology is issuing the following guidance for fiscal year 2021:

- Annual spend growth of 4-5.5% year-over-year
- Free cash flow of \$265 to \$275 million
- Total bookings of \$771 to \$809 million
- Total revenue of \$705 to \$729 million
- GAAP total expense of \$355 to \$360 million
- Non-GAAP total expense of \$310 to \$315 million
- GAAP operating income of \$350 to \$369 million
- Non-GAAP operating income of \$395 to \$415 million
- GAAP net income of \$306 to \$321 million
- Non-GAAP net income of \$341 to \$357 million
- GAAP net income per share of \$4.46 to \$4.70
- Non-GAAP net income per share of \$4.98 to \$5.22

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

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

## **Use of Non-GAAP Financial Measures**

This press release contains “non-GAAP financial measures” under the rules of the U.S. Securities and Exchange Commission. Non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles. This non-GAAP information supplements, and is not intended to represent a measure of performance in accordance with, disclosures required by generally accepted accounting principles, or GAAP. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in accordance with GAAP. A reconciliation of GAAP to non-GAAP results is included in the financial tables included in this press release.

Management considers both GAAP and non-GAAP financial results in managing Aspen Technology's business. As the result of adoption of new licensing models, management believes that a number of Aspen Technology's performance indicators based on GAAP, including revenue, gross profit, operating income and net income, should be viewed in conjunction with certain non-GAAP and other business measures in assessing Aspen Technology's performance, growth and financial condition. Accordingly, management utilizes a number of non-GAAP and other business metrics, including the non-GAAP metrics set forth in this press release, to track Aspen Technology's business performance. None of these non-GAAP metrics should be considered as an alternative to any measure of financial performance

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calculated in accordance with GAAP.

## **Conference Call and Webcast**

Aspen Technology will host a conference call and webcast today, April 28, 2021, at 4:30 p.m. (Eastern Time), to discuss the company's financial results for the second-quarter of fiscal year 2021 as well as the company's business outlook. The live dial-in number is (866) 471-3828 or (678) 509-7573, conference ID code 6459234. Interested parties may also listen to a live webcast of the call by logging on to the Investor Relations section of Aspen Technology's website, <http://ir.aspentech.com/events-and-presentations>, and clicking on the "webcast" link. A replay of the call will be archived on Aspen Technology's website and will also be available via telephone at (855) 859-2056 or (404) 537-3406, conference ID code 6459234, through May 5, 2021.

## ***Cadence Reports First Quarter 2021 Financial Results***

26 April 2021

Cadence Design Systems, Inc. announced results for the first quarter of 2021.

Cadence reported first quarter 2021 revenue of \$736 million, compared to revenue of \$618 million for the same period in 2020. On a GAAP basis, Cadence achieved operating margin of 28 percent and recognized net income of \$187 million, or \$0.67 per share on a diluted basis, in the first quarter of 2021, compared to operating margin of 23 percent and net income of \$124 million, or \$0.44 per share on a diluted basis for the same period in 2020.

Using the non-GAAP measure defined below, operating margin for the first quarter of 2021 was 38 percent and net income was \$231 million, or \$0.83 per share on a diluted basis, compared to operating margin of 32 percent and net income of \$166 million, or \$0.60 per share on a diluted basis, for the same period in 2020.

"Cadence delivered excellent financial results for the first quarter driven by strong execution and ongoing momentum in our core business and accelerating growth in our systems businesses" said Lip-Bu Tan, chief executive officer. "Innovation is foundational to our Intelligent System Design strategy and since the start of 2021 we introduced several exciting new products, including the Palladium Z2 emulation platform, Protium X2 prototyping platform and next-generation Sigrity X for systems analysis. We broadened our systems analysis portfolio with the successful completion of the NUMECA and Pointwise acquisitions, enabling us to provide more capabilities and value to our customers while increasing our TAM."

"I am pleased to report that we exceeded all of our key operating metrics for the quarter," said John Wall, senior vice president and chief financial officer. "We are raising our outlook for revenue, non-GAAP operating margin and non-GAAP earnings for the year while we continue to invest in our expanding multiphysics platform."

## **CFO Commentary**

Commentary on the first quarter 2021 financial results by John Wall, senior vice president and chief financial officer, is available at [www.cadence.com/cadence/investor\\_relations](http://www.cadence.com/cadence/investor_relations).

## **Business Outlook**

For the second quarter of 2021, the company expects total revenue in the range of \$705 million to \$725

# CIMdata PLM Industry Summary

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million. Second quarter GAAP operating margin is expected to be approximately 22 percent and GAAP net income per diluted share is expected to be in the range of \$0.44 to \$0.48. Using the non-GAAP measure defined below, operating margin is expected to be approximately 36 percent and net income per diluted share is expected to be in the range of \$0.74 to \$0.78.

For 2021, the company expects total revenue in the range of \$2.88 billion to \$2.93 billion. On a GAAP basis, operating margin is expected to be in the range of 23 percent to 24 percent and GAAP net income per diluted share for 2021 is expected to be in the range of \$2.01 to \$2.09. Using the non-GAAP measure defined below, operating margin for 2021 is expected to be in the range of 35 percent to 36 percent and net income per diluted share for 2021 is expected to be in the range of \$2.99 to \$3.07.

Our fiscal years are 52- or 53-week periods ending on the Saturday closest to December 31. Fiscal 2021 will be a 52-week fiscal year. Fiscal 2020 was a 53-week fiscal year, with an additional week in our fourth quarter of 2020.

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

## Audio Webcast Scheduled

Lip-Bu Tan, chief executive officer, Anirudh Devgan, president and John Wall, senior vice president and chief financial officer, will host the first quarter 2021 financial results audio webcast today, April 26, 2021, at 2 p.m. (Pacific) / 5 p.m. (Eastern). Attendees are asked to register at the website at least 10 minutes prior to the scheduled webcast. An archive of the webcast will be available starting April 26, 2021 at 5 p.m. (Pacific) and ending June 18, 2021 at 5 p.m. (Pacific). Webcast access is available at [www.cadence.com/cadence/investor\\_relations](http://www.cadence.com/cadence/investor_relations).

For a detailed discussion of these and other cautionary statements related to Cadence's business, please refer to Cadence's filings with the U.S. Securities and Exchange Commission, which include Cadence's most recent reports on Form 10-K and Form 10-Q, including Cadence's future filings.

## *Dassault Systèmes Reports 2021 First Quarter Results Above the High End of Company Guidance*

28 April 2021

Dassault Systèmes announces IFRS unaudited financial results for the first quarter ended March 31, 2021. The Group's Board of Directors reviewed these results on April 27, 2021. This press release also includes financial information on a non-IFRS basis and reconciliations with IFRS figures in the Appendix to this communication.

### First Quarter Highlights and Financial Summary

(Unaudited, revenue growth in constant currencies, EPS presented on a diluted basis)

- **IFRS EPS of €0.66, up 54% and non-IFRS EPS of €1.14, up 20%, 28% in constant currencies**
- **On an organic basis, non-IFRS software revenue up 10%**
- **Non-IFRS licenses and other software revenue up 25%, on upside principally from China, North America and Northern Europe**
- **Non-IFRS software revenue: Mainstream Innovation up 20% on SOLIDWORKS and**

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**CENTRIC PLM; Life Sciences up 16% with strong MEDIDATA performance; Industrial Innovation up 4%**

- **Cash flow from operations up 40% to €642 million**
- **2021 Non-IFRS objectives: Reaffirms revenue up 9-10%; Upgrades EPS to €4.24-4.28, up 17-18% in constant currencies**

## ***FARO Announces First Quarter 2021 Financial Results***

28 April 2021

FARO®, a global leader of 3D measurement, imaging, and realization solutions for the 3D Metrology, AEC (Architecture, Engineering & Construction), and Public Safety Analytics markets, announced its financial results for the first quarter ended March 31, 2021.

"First quarter demand reflected historical seasonality combined with an ongoing but improving pandemic demand impact that we believe will continue to improve throughout 2021," stated Michael Burger, President and Chief Executive Officer. "Once demand returns to normalized pre-pandemic levels, we believe our new cost structure will enable the sustained achievement of our success model of 20% EBITDA margins."

Mr. Burger continued, "While demand recovers, we remain focused on executing our strategic initiatives including the alignment of our hardware and software development activities to add value to our customer's workflows and create long-term product differentiation in our target markets."

### **First Quarter 2021 Financial Summary**

2021 first quarter sales of \$76.3 million compare with \$79.5 million for the first quarter of 2020. However, new order bookings in the first quarter at \$80.6 million were up 3% over the preceding year. The slight decline in sales for the quarter is the result of the economic effect of Covid pandemic which is still in the recovery stage. Sequentially, sales and bookings compared with the fourth quarter 2020 were lower by 18% and 15%, respectively, reflecting normal seasonality in our business.

Gross margin was 52.9% for the first quarter 2021, as compared to 55.2% for the same prior year period. Non-GAAP gross margin was 53.0% for the first quarter 2021 compared to 55.5% for the first quarter 2020. The annual decrease in gross margin was primarily a result of changes in product mix and lower sales resulting from the COVID-19 pandemic.

Operating expense, was \$46.8 million for the first quarter 2021, compared to \$60.4 million for the same prior year period. Non-GAAP operating expense was \$42.8 million for the first quarter 2021 compared to \$44.3 million for the first quarter 2020.

Net loss was \$3.2 million, or \$0.18 per share, for the first quarter 2021, as compared to a net loss of \$14.8 million, or \$0.84 per share, for the first quarter 2020. Non-GAAP net loss was \$0.6 million, or \$0.03 per share, for the first quarter 2021 compared to Non-GAAP net loss of \$0.4 million, or \$0.02 per share, for the first quarter 2020.

Adjusted EBITDA was \$0.4 million, or 0.5% of total sales, for the first quarter of 2021 compared to Adjusted EBITDA of \$3.1 million, or 3.9% of total sales, for the first quarter of 2020.

The Company's cash and short-term investments decreased \$15.7 million to \$170.0 million as of the end of the first quarter of 2021, and the Company remained debt-free.

# CIMdata PLM Industry Summary

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\* A reconciliation of the non-GAAP financial measures to the most directly comparable GAAP financial measures is provided in the financial schedules portion at the end of this press release. An additional explanation of these measures is included below under the heading "Non-GAAP Financial Measures".

## **Conference Call**

The Company will host a conference call to discuss these results on Thursday, April 29, 2021 at 8:00 a.m. ET. Interested parties can access the conference call by dialing (877) 876-9176 (U.S.) or +1 (785) 424-1670 (International) and using the passcode FARO. A live webcast will be available in the Investor Relations section of FARO's website.

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

## ***First quarter revenues exceed guidance at €55.5 million - ESI Group***

29 April 2021

ESI Group releases its sales for the first quarter of 2021 (period from January 1st to March 31st).

*Q1 2021 confirmed the resiliency of ESI Group's business model: our existing customers, and even more so our top 20 customers have clearly signaled their need for more virtual prototyping to navigate the global industry crisis and enable their digital transformation. On this foundation of growing repeat business, we can drive ambitious efforts to increase new business for sustainable and profitable revenue growth. I am committed to lead an energized management team, aligned by industry and by outcome, to release growing employee, customer and partner energy.*

***Cristel de Rouvray***

Chief Executive Officer, ESI Group

In the first quarter of its fiscal year (January 1, 2021 - March 31, 2021), ESI recorded revenues of €55.5m, up 1.2% (+3.7% cer); slightly above the range announced (€52-55m). We saw growth in revenue in all regions in Q1:

- EMEA by +1.4% (+1.7% cer)
- Asia by +0.2% (+4.7% cer)
- Americas by +2.4% (+10.9% cer)

Licensing revenue was up +1.6% (+4.2% cer) with growth in all regions, led by the Americas, up by 3.1% (+11.5% cer). Services revenues were down -2.5% (-0.1% cer), with EMEA and Americas increasing by 3.5% cer and 3.7% cer respectively, while Asia decreased by -8.6% cer.

The growth is led by Repeat Business with an increase of +1.3% (+3.7% cer). Central to ESI's go to market strategy, Focus Accounts drove the License performance of the Group with a +4.7% increase.

## **Team focused on growing New Business pipeline in 2021**

Identified as a key focus for the Group's management, the New Business activity amounted to €3.1m (-€0.2m) in Q1. While down slightly from Q1 2020, this represents the best year over year result since the start of the pandemic and gives confidence for a continued recovery along 2021. To accelerate the pipeline of new business the Group recently aligned all revenue related activities, under Mike Salari in his new role leading Revenue Generation. This effort benefits from the global business tools and

# CIMdata PLM Industry Summary

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methodologies that ESI has deployed over the past 2 years. ESI's transformed approach by industry and by outcome, to deliver industry solutions, enables focus and alignment of R&D and S&M resources for sustained momentum in new business, and early benefits are visible in the Group's go-to-market and marketing activities.

## **Supporting the industry transformation**

The Group's four priority focus industries - Automotive & Ground Transportation, Aeronautics & Aerospace, Heavy Industry, Energy - accounted for around 91% of revenues. In Licensing activities, the robustness of the Automotive was once again proven with an increase of 2.8% for the first quarter. Main customers of the Group renewed their collaboration during this quarter which reinforces the relevance of ESI's value and solutions.

Collaborating with Honda for over two decades, and for ten years in manufacturing, ESI is considered as a key "Assembly" partner helping them to ensure the link between manufacturing and performance. The Group accompanies them in several projects from the accurate prediction of vehicle performance during assembly processes to the validation of their manufacturing processes resulting to cost reduction and increased quality. Extending the collaboration year over year, ESI strengthens and proposes unique solutions to continuously answer to Honda's needs and requirements. Lately, the 2 players started working on Multi-Material Joining & Assembly, a brand-new industry solution developed by ESI's team.

## **Guidance**

The Group expects H1 2021 revenue to be in the range of €80.5 million to €82.5 million compared to €80.8m in H1 2020.

## **Committed to continuing to manage costs in 2021**

Management remains committed to disciplined expense management, in order to deliver on the healthy run rate plan and improve its profitability in 2021. In addition, the leadership team is currently working with the Board on a longer-term financial plan to deliver industry standard operating performance for a global software company of its scale. ESI Group will share a multi-year financial plan at an investor day in early fall 2021.

## **General Assembly Meeting information**

ESI Group's Annual General Meeting will be held on Tuesday, June 22, 2021 at 4 pm CET behind closed doors with no physical attendance due to the pandemic. Participation and document consulting procedures are detailed in the notice of meeting will be made available on the company's website. Shareholders are invited to regularly consult the section dedicated to the Shareholders' Meeting on the Company's website.

## ***Growth momentum stronger than anticipated in Q1 2021 – Capgemini***

29 April 2021

Capgemini Group reported Q1 2021 revenues of €4,271 million, up 24.2% year-on-year at constant exchange rates.

Aiman Ezzat, Chief Executive Officer of the Capgemini Group, commented: *"We delivered an excellent performance in the first quarter of 2021, with a return to organic growth. Growth was stronger than anticipated and activity even surpassed pre-health crisis levels, reflecting not only a more dynamic market but also the accelerated deployment of our strategy. Performance improved across all our*

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*geographies and sectors. We are strongly positioned in cloud and data, the main drivers of technology and business transformation in the years to come, which fueled this performance. The first quarter was also marked by a return to large-scale recruitment to meet client demand. In this context, our growth for 2021 should exceed the mid-point of the targeted range.*

*We recently unveiled the Capgemini Engineering brand which brings together a unique set of cutting-edge capabilities in Engineering and R&D. This perfectly complements the Group's already well-established portfolio of business offerings and supports our leadership position in Intelligent Industry.*

*Finally, we were recently named one of the world's most ethical companies for the ninth year in a row. This is a very meaningful distinction for me because our Group is founded on values that enable us to forge long-lasting relationships with all stakeholders in our ecosystem and pave the way for a sustainable future.*

*I would also like to reaffirm that our priority remains the health and well-being of our teams. Currently we are closely monitoring the health situation in India and Brazil and continue to provide support to all our employees. ”*

Group momentum continued to improve in Q1 2021, with annual growth rates higher than in Q4 2020. With a return to growth at constant scope and exchange rates in Q1, at +1.7%, Group revenues are already up on pre-crisis levels.

Group revenues rose by +20.4% at current exchange rates and +24.2% at constant exchange rates\*, with the consolidation of Altran Technologies (“Altran”) effective April 1<sup>st</sup>, 2020. This momentum also reflects the double-digit growth achieved in Digital and Cloud activities.

## **OPERATIONS BY REGION**

In Q1 2021, annual growth rates at constant exchange rates improved across all Group regions compared to Q4 2020, reflecting stronger underlying organic growth momentum, i.e. at constant scope and exchange rates.

On an organic basis, the North America (28% of Group revenues) and Rest of Europe (31% of Group revenues) regions returned to growth. Growth accelerated in Asia-Pacific and Latin America (7% of Group revenues) and United Kingdom and Ireland (12% of Group revenues), climbing to double figures in the latter region. Finally, France (22% of Group revenues) continued its gradual recovery, although it was still down on Q1 2020.

Momentum improved in all sectors in Q1 2021. In particular, on an organic basis: the Manufacturing sector (25% of Group revenues, including the Life Sciences segment) reported the most significant improvement, with now only a limited year-on-year contraction. The Public sector (14% of Group revenues) maintained its strong performance, once again reporting double-digit growth. The Consumer Goods sector (12% of Group revenues) reported a strong Q1 with a return to solid growth. Finally, the Services sector (5% of Group revenues, including transportation, hotels and catering), which bore the brunt of the crisis, reported a further improvement, with a substantially lower decline than in Q4 2020.

## **OPERATIONS BY BUSINESS**

All of the Group's businesses reported further sequential improvements in annual growth rates compared to the previous quarter, both at constant exchange rates and organically (that is at constant scope and exchange rates).

All businesses are now posting organic growth in total revenues\*, except for Engineering which however clearly improved. On an organic basis, Strategy & Transformation consulting services (7% of Group revenues) and Applications & Technology services (62% of Group revenues and Capgemini's core

# CIMdata PLM Industry Summary

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business) returned to growth in Q1 2021. Operations & Engineering services (31% of Group revenues) continued their recovery with only a slight decline in activity, boosted by higher growth in cloud infrastructure services.

The +77,6% growth in Operations & Engineering total revenues at constant exchange rates reflects the consolidation of Altran, which mainly delivers Engineering services. The Altran consolidation had a much lesser impact on the other business lines.

## HEADCOUNT

As of March 31, 2021, the Group's total headcount stood at 274,500, up 25.3% year-on-year, with a 21.7% increase in employees in offshore centers to 152,000 (55% of the total headcount and a 1-point increase compared to December 31, 2020).

## BOOKINGS

Bookings totaled €4,201 million in Q1 2021, up 27.3% at constant exchange rates year-on-year. The book-to-bill ratio also improved to 98%, compared to 96% in Q1 2020.

## OUTLOOK

For the full year 2021, the Group aims to achieve:

- A constant currency growth of +7.0% to +9.0%;
- An operating margin of 12.2% to 12.4%, i.e. at 2019 level;
- An organic free cash flow above €1,300 million.

The inorganic contribution to growth is anticipated at c. 4.5 points.

## CONFERENCE CALL

Aiman Ezzat, Chief Executive Officer, and Carole Ferrand, Chief Financial Officer, will present this press release during a conference call in English to be held today at 8.00 a.m. Paris time (CET). You can follow this conference call live via webcast. A replay will also be available for a period of one year.

All documents relating to this publication will be placed online on the Capgemini investor website

## *Hexagon Interim Report 1 January - 31 March 2021*

29 April 2021

### First quarter 2021

- Net sales increased by 10 per cent to 977.9 MEUR (889.9). Using fixed exchange rates and a comparable group structure (organic growth), net sales increased by 11 per cent
- Adjusted operating earnings (EBIT1) increased by 34 per cent to 257.9 MEUR (192.4)
- Earnings before taxes, excluding adjustments, amounted to 250.3 MEUR (186.6)
- Net earnings, excluding adjustments, amounted to 205.2 MEUR (153.0)
- Earnings per share, excluding adjustments, amounted to 0.56 EUR (0.41)
- Operating cash flow increased to 211.9 MEUR (136.9)

For further information please contact:

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# CIMdata PLM Industry Summary

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This information is information that Hexagon AB is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 13:00 CET on 29 April 2021.

## ***IFS's Q1 Hits Significant Markers With Recurring Revenue Over 80% Of Software Revenue, Cloud Revenue Growth At 102% And Representing Over 50% Of Recurring Revenue***

27 April 2021

**IFS, the global enterprise applications company, announced its financial results for the first quarter—January to March of 2021. After a strong 2020, Q1 results point to a continuation of the growth trajectory across the entire business and specifically in recurring revenue, cloud revenue and service management revenue.**

IFS's position as the global vendor of choice for companies transforming their business models away from selling products towards selling services and outcomes is validated by its Q1 performance and the triple-digit growth of its service management business at 103 percent.

Q1 also saw some key milestones for IFS, which included:

The launch of IFS Cloud, which was the most significant in the Company's history. It brings IFS's entire depth and breadth of functionality into a single platform. Deployable in a modular way, on-premises or in the cloud, it not only supports a composable enterprise but with digital innovation natively part of the product, it also accelerates digital transformation.

The acquisition of Axios Systems extends the Company's enterprise service management proposition with IT Service Management (ITSM) and IT Operations Management (ITOM) functionality and creates new opportunities for IFS and Axios customers alike. The combination of IFS and Axios Systems is instrumental in extending IFS's ambition to cement itself as the market leader in the service space.

The global launch of IFS's Moment of Service positioning and new branding took place in February. This set out IFS's clear strategy to align its value proposition to servitization and become the default vendor for organizations who want to be their best when it matters to their customers—at the Moment of Service.

IFS CEO Darren Roos commented, "The launch of IFS Cloud in Q1 was the most important launch in company history. It was a milestone that delivers on our promise of helping customers create truly amazing moments of service. The impressive performance and growth of our cloud and service management business is evidence that customers value that we understand their needs and are delivering products that support their journey." He added, "In addition to our organic growth, we are strengthening our proposition with the addition of Axios Systems to ensure we remain the de facto leader for companies that want to differentiate in how they deliver and profit from service."

IFS Chief Financial Officer, Constance Minc, added, "I believe Q1 is representative of the recognition IFS is getting in the cloud software market. By continuing to deliver double-digit recurring revenue growth at 24 percent we are showing a consistent upward trend in our performance and in the quality of our revenue mix. With our cloud software revenue now representing 40 percent of our total software revenues and 50 percent of recurring revenue, IFS is hitting some very significant milestones."

Other financial highlights:

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- Q1 software revenue was **SEK 1.2 billion**, an increase of **13** percent Year on Year
- Q1 recurring revenue was **SEK 1.0 billion**, an increase of **24** percent Year on Year and representing more than 80 percent of software revenue
- Q1 cloud revenue increased **102** percent Year on Year representing more than 40 percent of software revenue (cloud revenue defined as all revenue streams associated with a cloud deployment deal)
- Proportion of license revenues from new customers up to 57 percent.

\* Note: all figures based in Swedish Krona and reported in constant currency. Service management revenue growth normalized for one large deal in Q1 2020.

## ***Nemetschek Group: Successful start to 2021 with double-digit operating revenue growth and high margin level in Q1***

29 April 2021

The Nemetschek Group reported an excellent start to 2021 with revenue growth in the double-digit percentage range and an over-proportional increase in the operating result (EBITDA). The strong performance goes hand in hand with the consistent implementation of the further developed Group strategy. The focal points of the strategy include further internationalization, expansion of recurring revenues driven by subscription and SaaS, reduction of the Group's complexity, and continuous development of software solutions combined with acquisition of new customers.

"We had a very good start to the new year under friendly market conditions and achieved considerable growth across all segments in an improving environment. Our strategic initiatives are fully on track and are starting to take effect," announced Dr. Axel Kaufmann, Spokesman of the Executive Board and CFOO. "We have laid a strong foundation in the first quarter to achieve our targets for the financial year 2021."

### **Key Group figures for Q1 2021**

- **Group revenues** increased by 8.1% (adjusted for currency effects: 12.1%) to EUR 158.4 million (Q1 2020: EUR 146.6 million).

- The main growth driver was again the **recurring revenues** from software service contracts and rental models (subscription + SaaS), which increased by 11.7% (adjusted for currency effects: 15.9%) to EUR 96.1 million. This above-average increase reflects the strategic change in the business model to increasingly offer rental models. Revenues from **subscription + SaaS** alone grew by 44.0% (adjusted for currency effects: 49.8%) to EUR 28.3 million.

- **Group operating EBITDA** rose at an even stronger rate than revenues by 18.5% (adjusted for currency effects: 26.5%) to EUR 49.6 million (previous year: EUR 41.8 million), resulting in an improvement in the EBITDA margin to 31.3% (previous year: 28.5%). The extraordinarily high margin is mainly due to the strong growth in revenues as well as Covid-19 related cost savings (e.g. lower travel and marketing costs) compared to Q1 2020. However, Nemetschek plans to invest further in the next few quarters in order to ensure future growth. At the same time, a slightly increasing cost base is expected (e.g. travel and trade fair costs).

- **Net income for the year** rose by 37.5% to EUR 29.4 million (previous year: EUR 21.4 million).

# CIMdata PLM Industry Summary

Earnings per share increased accordingly to EUR 0.25 (previous year: EUR 0.19).

## Segment performance in Q1 2021 (also see table)

The global construction industry benefited from increased customer demand, which is attributable to both the recovery of the market environment and government investment programs.

- The **Design** segment, whose business activities are focused on Europe, achieved double-digit currency-adjusted revenue growth again for the first time since the start of the Covid-19 pandemic due to both the increase in licenses and recurring revenues. In Q1 2021, revenues increased by 8.7% (adjusted for currency effects: 11.5%) to EUR 83.9 million. The EBITDA margin rose to 33.2% (Q1 2020: 30.0%).

- The **Build** segment, which serves construction companies in the USA and in the German-speaking countries in particular, also felt the effects of the recovery in the construction sector. Revenues increased by 4.8% (adjusted for currency effects: 11.2%) to EUR 51.0 million. The EBITDA margin was up on the previous year's figure at 40.9% (Q1 2020: 38.3%). It is still planned that the brand Bluebeam will start its transition to a subscription and SaaS model in the second half of 2021.

- The **Manage** segment, which focuses on the European commercial building sector, also experienced a slight recovery. Nevertheless, the important customer group of facility managers continued its cautious investment activities. Growth in revenues of 9.2% (adjusted for currency effects: 9.2%) to EUR 10.9 million was reported in Q1. The EBITDA margin was 7.6% (previous-year period: 10.2%) due to ongoing investments in future growth.

- The **Media & Entertainment** segment continued its strong growth trajectory and benefited from the already well-advanced transition to subscription models. Revenues increased by 15.9% (adjusted for currency effects: 21.9%) to EUR 14.7 million. Furthermore, the segment's profitability also increased significantly to 33.7% (Q1 2020: 23.9%) due to the absence of additional costs following the successful integration of the brands Redshift and Red Giant.

## Financial outlook for 2021 confirmed

Following the very successful start to the year and in light of the improving market environment, the Executive Board is reaffirming its current targets for the financial year 2021. The Executive Board continues to anticipate that the Nemetschek Group will achieve currency-adjusted revenue growth at least in the high single-digit percentage range while further increasing its share of recurring revenues. This assessment is based on the assumption that the Bluebeam brand in the Build segment will start its transition to a subscription and cloud centric business model in the second half of 2021. The Group's EBITDA margin is expected to remain within the high target range of 27% to 29%.

## Quarterly overview of key figures (Q1)

In EUR million	Q1 2021	Q1 2020	Δ in %	Δ in % FX-adj
<b>Revenues</b>	<b>158.4</b>	<b>146.6</b>	<b>+8.1%</b>	<b>+12.1%</b>
- thereof software licenses	55.0	53.4	+3.0%	+7.2%
- thereof recurring revenues	96.1	86.1	+11.7%	+15.9%

## CIMdata PLM Industry Summary

- Subscription/SaaS (part of recurring revenues)	28.3	19.6	+44.0%	+49.8%
<b>EBITDA</b>	<b>49.6</b>	<b>41.8</b>	<b>+18.5%</b>	<b>+26.5%</b>
Margin	31.3%	28.5%		
<b>EBIT</b>	<b>38.8</b>	<b>29.2</b>	<b>+32.6%</b>	
Margin	24.5%	19.9%		
<b>Net income (Group shares)</b>	<b>29.4</b>	<b>21.4</b>	<b>+37.5%</b>	
Earnings per share in EUR	0.25	0.19	+37.5%	
<b>Net income (Group shares) before PPA</b>	<b>33.3</b>	<b>26.3</b>	<b>+26.5%</b>	
Earnings per share in EUR before PPA	0.29	0.23	+26.5%	

### Quarterly overview of key figures per segment (Q1)

In EUR million	Q1 2021	Q1 2020	Δ in %	Δ in % FX-adj.
<b>Design</b>				
Revenue	83.9	77.2	+8.7%	+11.5%
EBITDA	27.9	23.1	+20.5%	+26.9%
EBITDA margin	33.2%	30.0%		
<b>Build</b>				
Revenue	51.0	48.7	+4.8%	+11.2%
EBITDA	20.9	18.7	+15.7%	+22.1%
EBITDA margin	40.9%	38.3%		
<b>Manage</b>				

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Revenue	10.9	10.0	+9.2%	+9.2%
EBITDA	0.8	1.0	-19.0%	-22.1%
EBITDA margin	7.6%	10.2%		
<b>Media &amp; Entertainment</b>				
Revenue	14.7	12.7	+15.9%	+21.9%
EBITDA	5.0	3.0	+63.1%	+62.0%
EBITDA margin	33.7%	23.9%		

### ***PTC Announces Fiscal Second Quarter 2021 Results***

28 April 2021

PTC reported financial results for its fiscal second quarter ended March 31, 2021.

"Our performance in the second quarter and the first half of 2021 reflects continued strong execution across all our businesses. We delivered double-digit top line growth with expanding margins, leading to strong operating and free cash flows," said James Heppelmann, President and CEO, PTC.

"I am especially excited about our pure-SaaS CAD and PLM solutions. In its first quarter as part of PTC, Arena Solutions delivered record bookings, while Onshape bookings are tracking to more than 100% growth for the year. These impressive results clearly demonstrate the increasing investment that customers are making in SaaS solutions," said Heppelmann. "With the strong leadership position we have captured in SaaS, PTC is poised to capitalize on this transition in the market."

"Perhaps more importantly, customers continue looking to PTC as a strategic partner in their digital transformation initiatives aimed to reduce costs and time to market, increase productivity, and transform their customer experience and engagement," continued Heppelmann. "Our Core CAD and PLM business continues to outpace the market, and FSG bookings were strong. With our continued investment in differentiated technologies, we look forward to building on our strong performance in the first half of fiscal 2021."

#### **Second quarter 2021 highlights<sup>1</sup>**

Key operating and financial highlights are set forth below. For additional details, please refer to the Q2'21 earnings presentation and financial data tables that have been posted to the Investor Relations section of our website.

- **ARR** was \$1.39 billion in Q2'21, representing growth of 18%, or 15% in constant currency, compared to Q2'20, reflecting strong performance in our Core and Growth businesses as well as Arena. Organic growth was 14% in Q2'21, or 11% in constant currency, compared to Q2'20.
- **Revenue** was \$462 million in Q2'21 compared to \$360 million in Q2'20, growth of 28%, or 22%

# CIMdata PLM Industry Summary

in constant currency, driven primarily by strong execution, as well as the impact of up-front license revenue recognition under ASC 606, and a modest contribution from Arena.

- **Cash flow** from operations was \$122 million and free cash flow was \$116 million in Q2'21, compared to Q2'20 cash flow from operations of \$88 million and free cash flow of \$82 million.
- **Operating margin** was 22% in Q2'21, compared to 14% in Q2'20. Non-GAAP operating margin in Q2'21 was 37%, compared to 29% in Q2'20.
- **Total cash and cash equivalents** as of the end of Q2'21 was \$326 million; total debt, net of deferred issuance costs, was \$1.5 billion. We repaid \$80 million on our revolver in Q2'21.

<sup>1</sup> We include operating and non-GAAP financial measures in our operational highlights. The detailed definitions of these items and reconciliations of Non-GAAP financial measures to comparable GAAP measures are included below and in the reconciliation tables at the end of this press release.

## Fiscal 2021 Guidance

"PTC delivered strong ARR, Revenue, EPS, Operating Cash Flow and Free Cash Flow in the second quarter. We are updating guidance to reflect Q2 performance and the changing currency impact we saw in the quarter. On a constant currency basis, we remain on track to deliver against our full year guidance," said Kristian Talvitie, EVP and CFO, PTC.

Our FY'21 financial guidance includes the assumptions below:

- Macroeconomic conditions related to the COVID-19 crisis improve in the second-half of FY'21.
- Organic ARR growth of 10% to 12% on a constant currency basis and Arena contributes ~400 basis points of ARR growth.
- Changes in foreign currency versus prior guidance effectively eliminate the prior ~200 bps currency tailwind to ARR. Our current guidance assumes that currency effects in FY'21 are now relatively flat with FY20.
- FY'21 ARR growth is inclusive of a ~2% headwind from lower Deferred ARR exiting FY'20, primarily due to lower bookings in FY'20 reflecting the effect of the COVID pandemic.
- ARR YoY growth rates, on an organic constant currency basis, are expected to be approximately linear each quarter throughout FY'21.
- Organic churn improves ~100 bps YoY.
- GAAP tax rate is expected to be ~20%, including a benefit of \$42 million related to the tax effects for Arena Solutions and an approximately \$34 million tax reserve related to an ongoing tax matter in a non-US jurisdiction. Non-GAAP tax rate is expected to be ~19%.

<i>In millions except per share amounts</i>	<b>Previous Guidance</b>	<b>Revised Guidance</b>	<b>YoY</b>
ARR	\$1,470 - \$1,500	\$1,445 - \$1,470	14% - 16%
Cash from Operations	~\$365		~55%
Free Cash Flow <sup>(1)</sup>	~\$340		~60%
Revenue <sup>(2)</sup>	\$1,690 - \$1,730	\$1,710 - \$1,740	17% - 19%

## CIMdata PLM Industry Summary

GAAP Operating Margin <sup>(2)</sup>	15% - 16%	15% - 17%	150 bps – 300 bps
Non-GAAP Operating Margin <sup>(2)</sup>	30% - 31%	31% -32%	200 bps – 300 bps
GAAP EPS <sup>(2)</sup>	\$0.82 - \$0.94	\$1.38 - \$1.59	23% - 41%
Non-GAAP EPS <sup>(2)</sup>	\$3.05 - \$3.25	\$3.18 - \$3.39	24% - 32%

- (1) Cash from operations and free cash flow include ~\$16 million of restructuring payments, ~\$14 million of acquisition-related payments, ~\$14 million un-forecasted payment related to a non-U.S. tax dispute, and ~\$8 million of incremental interest related to the Arena acquisition; free cash flow is net of capital expenditures of ~\$25 million.
- (2) The FY'21 non-GAAP guidance excludes the estimated items outlined in the table below, as well as any additional tax effects and discrete tax items (which are not known or reflected). Our FY'21 non-GAAP guidance also excludes tax expense of ~\$34 million related to a non-US tax exposure primarily related to foreign withholding taxes and a tax benefit of ~\$42 million related to Arena Solutions.

<i>In millions</i>	<b>FY'21</b>
Acquisition-related charges	\$14
Intangible asset amortization expense	\$59
Stock-based compensation expense	\$186
Restructuring charges	\$1
<b>Total Estimated Pre-Tax GAAP adjustments</b>	<b>\$260</b>

### PTC's Fiscal Second Quarter 2021 Results Conference Call

The Company will host a conference call to discuss results at 5:00 pm ET on Wednesday, April 28, 2021.

To participate in the live conference call, dial (833) 670-0719 or (236) 714-2933 and provide the passcode 5879049, or log in to the webcast, available on PTC's Investor Relations website. A replay will also be available.

## Implementation Investment

### *Alva Industries Chooses Infor CloudSuite Aerospace & Defense*

27 April 2021

Infor, the industry cloud company, announced that Alva Industries, a visionary Norwegian company that develops electric motors and generators for electric propulsion applications, has chosen Infor CloudSuite

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Aerospace & Defense as its ERP system. The multi-tenant cloud solution, running on AWS, will be implemented by consulting partner Midport Scandinavia.

Alva Industries was founded in Trondheim, Norway, in 2016 and has signed major development contracts with companies such as Lockheed Martin and the security company Qinetiq. In addition to working on industrial projects for the electrification of vessels in the air, on land and at sea, Alva Industries also produces motors for the industrial drone market.

“Both in the defense industry and aviation, there are strict and absolute requirements for subcontractors, and it is a clear advantage that Infor can deliver a cloud solution that satisfies these requirements,” said Tommy Andersen, Alva Industries’ chief financial officer.

For several years, Infor has invested heavily in its verticalization strategy, which means its CloudSuite solutions come with content adapted to individual industries based on best practices and with relevant functionality and business processes dedicated to those industries reducing risk and driving operational efficiencies.

“We are proud and happy that Alva Industries has chosen Infor CloudSuite Aerospace & Defense. This means we can deliver one of the market's most modern ERP solutions on very competitive terms,” says Øyvind Misund, Midport Scandinavia’s sales manager.

Midport Scandinavia uses Infor's implementation methodology where process owners at Alva Industries, together with Infor and Midport, go through the processes that end up with a fit/gap analysis. A typical result is a 60:30:10 distribution, where 60% of the customer's processes correspond to standard content of the software, 30% need to be configured, and the remaining 10% must be adapted to the individual company’s requirements. This means the solution can largely be activated at an early stage in the process.

“For a start-up company with big growth ambitions, it is a great advantage to be able to choose a standardized cloud solution with functionality designed for our industry. The fact that the solution is enriched with industry-specific content means we can use the parts of the solution we need now, in a fast and efficient way. At the same time, we have a sense of security that we can grow in the solution and activate additional functionality when the need arises. We feel we have chosen a solution that will be relevant to our business,” Alva’s Andersen said.

## ***Audi launches initiative for digital factory transformation in Heilbronn***

30 April 2021

Pooling competence for Smart Production and Logistics: Audi will be collaborating closely in the future with the Technical University of Munich and the Fraunhofer Institute for Industrial Engineering IAO in the area of digitalization at the Bildungscampus of Dieter Schwarz Foundation in Heilbronn.

Championed by Audi, the “Automotive Initiative 2025” aims to establish a world-leading competence network for digital factory transformation and innovation. The Audi site in Neckarsulm will assume a central role as a pilot factory and real-world laboratory for digital transformation. Relevant IT solutions and ideas will be provided by technology partners Amazon Web Services (AWS), SAP, Capgemini and the XL2 joint venture, in which Audi is a founding partner.

Audi already uses intelligent digital solutions at its production sites all around the world. The Four Rings are now launching the Automotive Initiative 2025 (AI25) in Heilbronn with partners from

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academia and the IT sector to systematically continue along this path. AI25 is striving to develop digital solutions for the factory of the future and implement them in vehicle production and logistics for series production within the next five years, with the overarching goal of making these key components of the production process even more efficient and flexible. As the pilot factory, the Audi site in Neckarsulm will become a real-world laboratory for the digital transformation and thus play a central role in the initiative. There, digital solutions for vehicle production and the supply chain will be tested and developed for use in series production. The site's expertise in small-series and volume production will be particularly beneficial.

"We already have extensive experience in the areas of vehicle production, logistics and production IT at our Neckarsulm site. We will further enhance these capabilities in a targeted manner as part of the transformation. With our dedicated team of experts and our partners in the Automotive Initiative 2025 we develop the site into a leading factory for digital production and logistics within the Group," said Peter Kössler, Board Member for Production and Logistics at Audi.

As part of the Bildungscampus in Heilbronn and the Heilbronn-Franken region's Innovation and IT Network, the site will help to develop such future thinking solutions as the use of artificial intelligence or intuitive man-machine interaction. XL2, the Heilbronn-based joint venture founded last year by Audi and Capgemini, will play an important role when it comes to bringing IT innovations to the Audi plants around the world. With academic support from the Fraunhofer IAO and the Technical University of Munich, XL2 will collaborate with additional IT experts from Capgemini, SAP and AWS to develop the IT solutions required for a smart and connected factory.

Audi sites become part of Volkswagen industrial cloud

The basis for this collaboration is the Digital Production Platform (DPP), in which the data of every machine, piece of equipment and system from every plant in the Volkswagen Group are pooled. The sites thus become part of the industrial cloud, which in the future will also include the Group's supply chain as well as additional partners. With Neckarsulm and Ingolstadt, the first two Audi sites have already been connected to the DPP; the remaining sites will follow later this year. In their collaboration, the companies will be leveraging AWS technologies in the areas of the Internet of Things (IoT), machine learning and computing services that will be developed specifically for the production environment and adapted to the requirements of the automotive industry.

Furthermore, the use of the SAP S/4HANA platform will lay the foundation for the next generation of digital production processes, on which the companies will work together on solutions for modular production and interoperable vehicle logistics. As part of this interdisciplinary collaboration between research, industry and IT, the companies will use industry-specific applications of the SAP Industry Cloud in the areas of machine learning, robotic process automation (RPA) and business process intelligence, which are holistically aligned with future needs for the automation and digitalization of the automotive industry.

Holistic view of the digital transformation

"With the Automotive Initiative 2025, we have created a pioneering, interdisciplinary network between academia, research, IT companies and automobile manufacturing. The initiative uses sound science to drive the digital transformation of automobile production within the overall context of technology, organization and particularly continuing education," explains Professor Helmut Krcmar from TU Munich.

"AI25 is characterized by its holistic view of the digital transformation and by its clear ties to the real world. We study both strategic topics and concrete use cases that accelerate the digital transformation

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and generate new innovative ideas,” added Frank Loydl, Chief Information Officer (CIO) at AUDI AG. The initiative is also expected to become an idea foundry and driver for the digital transformation of production and logistics throughout the Volkswagen Group. The knowledge gleaned will be used to help shape the future IT configuration of the automotive plants and expand this sustainably at Audi. Other goals include the definition of generally applicable standards for the transformation and the rollout of concrete use cases to all Group plants worldwide via the industrial cloud.

## ***BOOZ ALLEN HAMILTON SELECTS DELTEK AS ITS NEXT GENERATION FINANCIAL SOLUTION***

27 April 2021

Deltek the leading global provider of software and solutions for project-based businesses, announced that Booz Allen Hamilton has completed its implementation of Deltek Costpoint as its next generation financial solution.

Booz Allen, headquartered in McLean, Va., is a global management consulting and information technology firm with \$7.5B in FY20 revenue and more than 27,000 employees in 80 offices around the world. In 2016, the firm began a strategic NextGen Financial Solution initiative to modernize its internal systems with innovative digital transformation solutions to support the business’ sustained, dynamic future growth.

After a competitive selection process, Booz Allen chose Deltek for its functionality, scalability and reporting capabilities. Deltek gives Booz Allen additional business intelligence insights and provides the firm a rich set of functionalities across the entire project lifecycle – from the identification of new opportunities through execution and contract closeout.

“Our team is honored to have been chosen to support Booz Allen’s business transformation efforts,” said Mike Corkery, Deltek’s President & CEO. “Deltek offers unmatched efficiency and insight for every project. With our solutions and industry expertise, I am confident that Deltek will help Booz Allen modernize for the future and maximize their productivity and revenue. We are excited about our partnership with the Booz Allen team as they continue to evolve their focus on supporting their customers and growing their business.”

“During our selection phase, Deltek clearly demonstrated that its solutions are purpose-built for companies like ours and would be the right choice to help us accelerate our business,” said Gary Labovich, Executive Vice President and Next Generation Modernization Lead at Booz Allen. “Deltek will help us be more efficient and get the business intelligence we need at our fingertips for better decision-making. This is a tremendous milestone for us in our NextGen Financial Solution initiative.”

## ***CAF Selects Infor to Power Parramatta Light Rail Project***

29 April 2021

Infor, the industry cloud company, announced that CAF Australia, a market leader in the design, manufacturing and implementation of comprehensive transport systems, has selected Infor Enterprise Asset Management (EAM) for the Parramatta Light Rail project. Infor EAM will help CAF manage and

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maintain a diverse portfolio of assets including 13 7-module Urbos light rail vehicles as well as the systems and their integration, which includes substations, communications, control centre and systems for signalling and traction.

The Parramatta Light Rail is one of the New South Wales government's latest major infrastructure projects being delivered by Transport for New South Wales (TfNSW) to serve a growing Sydney. Light rail will create new communities, connect great places and help locals and visitors move around and explore what the region has to offer. It will connect Westmead to Carlingford via the Parramatta central business district and Camellia, with a two-way track spanning 12 kilometres and is expected to open in 2023. By 2026, around 28,000 people will use Parramatta Light Rail every day, and an estimated 130,000 people will be living within walking distance of light rail stops.

The deal is a long-term contract spanning 11 years for which Infor will provide a range of cloud-based asset management solutions.

With Infor EAM at its core, CAF will establish a centralised asset strategy encompassing asset acquisition, control and maintenance to comply with the contractual requirements of TfNSW. The deployment will ensure FRACAS (Failure Reporting, Analysis and Corrective Action System) processes are followed appropriately, using system capability for ensuring overall asset performance and cloud technology such as automation, Internet of Things, and telemetry integrations.

Ramon Muntada, CAF TE Australia area manager, said Infor was chosen because of its expertise in offering asset management solutions to similar organisations in the transportation sector, and its understanding of the complexity of operating and maintaining transport services across Australia and overseas.

"We were extremely impressed with Infor's track record in rail projects – not just their experience locally in Sydney, Canberra, and Auckland, but also globally in North America and Europe. They have the ability to deliver on a tight timeline and in coordination with project milestones.

"We've partnered with Infor for many years globally, and use Infor's ERP solutions to manage the manufacturing process of our light rail vehicles in Europe.

"We fully trust in Infor's ability to deliver and meet all the business requirements of the Parramatta Light Rail project. Their solutions will ensure that health-and-safety-related practices are enforced and enable us to efficiently and easily manage audit trails," Muntada said.

"Infor is proud to be a strategic partner to help CAF deliver a robust and centralised asset management strategy that will underpin the success of the Parramatta Light Rail project," Infor ANZ managing director Jarrod Kinchington said.

"Infor's long experience in delivering enterprise asset management solutions both locally and around the globe will ensure CAF can efficiently manage and maintain a complex portfolio of assets.

"The 11-year contract with CAF is a strong validation of Infor's exceptional track record in providing critical Infrastructure services to the community — whether that's in Paris, San Francisco, the UK's South West, or more locally with Auckland Transport."

# CIMdata PLM Industry Summary

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## ***Copasa Selects DXC Technology to Lead Enterprise-wide Strategic Business Process System Transformation***

27 April 2021

**DXC Technology**, the world's leading independent, end-to-end IT services company, has been chosen by Copasa (Companhia de Saneamento de Minas Gerais) to modernize and automate its strategic business processes for back office and commercial areas in a significant transformation initiative that aims to improve the water and sanitation infrastructure in Brazil.

All areas of the company, from the back office (such as supplies, finance, accounting, treasury, HR, among others) to the commercial, will benefit from intelligent automation capabilities through SAP S/4HANA for Utilities and cloud applications SuccessFactors, SAP Analytics Cloud (SAC) and Asset Manager. Integration of these platforms and the analytics they deliver, will result in improved real-time business decision making, more efficient operations and cost savings, among other benefits.

Approximately 11.8 million people served by the company in the municipalities of Minas Gerais will directly benefit from the modernization of customer service processes, thereby streamlining the entire cycle of services provided.

Advanced application solutions across the **Enterprise Technology Stack** will provide a consolidated 360-degree view of the customer and integrate communication channels, call center, virtual agency and physical agencies, billing and collection to enable real-time information management. These capabilities that includes predictive models and machine learning, will help to reduce fraud, facilitate planning and analysis and improve Copasa's strategic decision-making.

“The world's largest utilities companies rely on DXC to manage, modernize and protect their systems. With proven expertise in utilities and ability to deliver solutions that address complex business challenges, we are delighted to work with Copasa to help them transform their business, integrating new technologies to achieve improved business outcomes and experiences for the company and everyone they serve,” says Ricardo Ferreira, CEO of DXC Technology for South Latam.

Copasa's executives Carlos Augusto Botrel Berto, Chief Financial and Investor Relations Officer, and Cristiane Schwanka, Relationship and Market Director, recognize the value that DXC will bring to the project: “We started to act with more agility and security, guided by intelligent IT processes. Now we are able to offer not only a better customer experience to our customers, but also to our partners and employees increasing our competitive advantage, being ready for the future”.

The implementation of this system transformation is already in progress, with over than 200 professionals from DXC and Copasa partnering with SAP: “This new business initiative reinforces the more than 35 years of partnership with DXC which has been operating, automating and continuously improving the business processes enabled by some of the most complex enterprise SAP ecosystems in the world,” said Ubiraci Matta, Regional Strategic Alliances Director at SAP Brazil.

## ***DXC Technology Supports Zurich's Infrastructure Transformation with Five-Year Extended Contract***

29 April 2021

**DXC Technology** announced that Zurich Insurance Group (Zurich) has extended its agreement with

## CIMdata PLM Industry Summary

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DXC to provide IT and security services over the next five years as a vital component of the company's IT transformation. This applications-led infrastructure and application modernization will help Zurich improve its overall customer and employee experience.

As part of the enhanced agreement, Zurich will leverage DXC capabilities across the **Enterprise Technology Stack**. This will provide Zurich with the ability to deploy applications faster through automation, helping them to introduce new products quickly and at scale, and to improve operational resiliency.

"We put our customers' needs at the center of everything we do. Enhancing and automating our core insurance processes will help us to provide customers with a better experience, whether they purchase a new insurance policy or are filing a claim," said Daniel Englberger, Chief Operating Officer, Group Technology & Operations, Zurich Insurance Group. "DXC's IT and security services, as well as the joint applications-led infrastructure modernization initiative, will contribute to the overall framework powering our digitization strategy."

"Zurich is a valued DXC customer and we welcome the opportunity to be part of the company's global transformational journey," said Mike Salvino, President and CEO, DXC Technology. "We listened carefully to Zurich's needs and are excited to deliver our capabilities across the Enterprise Technology Stack to benefit the company, its people and customers."

### ***French Clothing Manufacturer Lemahieu Chooses Infor to Support Growth and Reinforce its Responsible French Brand***

26 April 2021

Infor, the industry cloud company, announced that Lemahieu, a French clothing and underwear designer and manufacturer with a strong social, environmental and local identity, has chosen Infor's multi-tenant cloud ERP solution dedicated to the fashion and textile industries: Infor CloudSuite Fashion.

Founded in 1947 and based in the Hauts de France region, Lemahieu was established as a family business with a strong local identity. Proud of its know-how and its responsible brand image, the company has embraced each of the successive revolutions linked to technological innovations, particularly in IT.

Since 2019 and the takeover of the company by Martin Breuvert and Loïc Baert, Lemahieu has experienced significant growth, going from 90 to 130 employees in less than 36 months. The company is now engaged in a project to restructure its production processes based on the Infor CloudSuite Fashion solution. This restructuring is in order to better respond to the dynamics of the market and to the requirements of quality and social and environmental responsibility that Lemahieu has imposed on itself and to which the brand's customers fully adhere.

"We are strongly attached to the values we display and which, obviously, generate a positive dynamic in the textile industry that we want to be local, original, respectful and of high quality," says Loïc Baert, Lemahieu's co-director. "The goal for us with the Infor ERP implementation project is continuing to strengthen our image as a manufacturer by adopting increasingly controlled production processes."

Behind the image lies a complex industrial dynamic for Lemahieu, which controls the entire production chain, from product design to manufacturing, quality control and shipping. "All of the data and information generated by our various businesses at each stage of the manufacturing process must be

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immediately usable in order to accelerate our processes thanks to a global and real-time vision,” Baert says. “We aim not to increase production in terms of scale, but to diversify it in order to meet the specific expectations of customers seeking to stand out with original and personalized products.”

Lemahieu assessed more than 20 software solutions before choosing Infor CloudSuite Fashion. Without an in-house CIO, the company worked closely with a consultant and its production manager, Alexandre Payoux, who was already familiar with Infor M3 (the ERP backbone of Infor CloudSuite Fashion). The company undertook the integration of CloudSuite Fashion in close collaboration with Infor's partner, Authentic Group, whose implementation methodology and proximity-based support approach convinced and reassured Lemahieu regarding the progress and success of the project.

"The project was ambitious for a small business used to processes inherited from aging solutions but strongly anchored in the company's practices and culture," says Fabrice Caumette, Authentic Group's operations manager. "That said, the numerous references in the fashion and textile sector displayed by Infor — including Zadig&Voltaire, Orchestra, Chausport and Dresco — reassured Lemahieu of the product's ability to embrace their requirements and to integrate its businesses within an agile, modern and scalable tool. The young employees, digital natives recently integrated into the company, will quickly be able to master the solution and use the consolidated data to generate long-term growth."

For Infor, the project is also ambitious in that it must demonstrate the ability of an enterprise solution to meet the demanding requirements of a company whose relatively modest size conceals an organization of business processes as numerous as they are complex.

"Lemahieu is not just another player in one of the world's most dynamic fashion sectors," says Philippe Maillet, Infor SMB & channel sales director for France. "The quality of its products, resulting from a dynamic organization — from design to production to shipping — and its desire to respond quickly to specific orders from customers who are very attached to strong socio-environmental values are all elements that must be integrated into the IT project. Infor CloudSuite Fashion is the ideal solution to meet these challenges, not only because of its functionalities dedicated to the textile industry, but also because of its cloud deployment mode. The latter allows great flexibility and system security management, providing Lemahieu exclusive access and control over its data, which is hosted by our partner AWS.”

### ***Global Unichip Corporation Deploys Cadence Clarity 3D Solver to Achieve 5X Speedup of System Analysis for 112G Long-Reach Network Switch***

28 April 2021

Cadence Design Systems, Inc. announced that Global Unichip Corporation (GUC) successfully deployed the Cadence® Clarity™ 3D Solver in its simulation workflow to design a complex network switch with hundreds of 112G PAM4 long-reach (LR) lanes. A 5X boost in simulation performance was key to GUC's success. With proven scalable and high-performance system analysis and interconnect technologies, Cadence is a key enabler for hyperscale computing applications, including cloud data center and optical networking.

The efficiency of the Clarity 3D Solver required no partitioning of the design, thereby eliminating any concern of inaccurate results attributed to a fractured approach. On top of the “no partitioning needed” benefit, the GUC engineers achieved a five-fold speedup compared to legacy tools that relied upon partitioning. The Clarity 3D Solver's combination of exceptional accuracy, speed and capacity enabled

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GUC to perform tradeoffs and what-if analysis before tapeout and to optimize the detailed ultra-scale, high-performance flip-chip BGA (HFCBGA) package design for peak performance at the lowest cost.

Furthermore, GUC streamlined its design process by utilizing the comprehensive Cadence IC Packaging design and analysis solution, including the Cadence Allegro® Package Designer Plus for implementation, Clarity 3D Solver for interconnect modeling, and Sigrity™ SystemSI™ technology to evaluate the 112G signal quality. The comprehensive solution embraced the integrated single-vendor workflow from Cadence that accelerates design turnaround time, enabling multiple optimization iterations while meeting all project milestones.

“As an ASIC design leader, delivering advanced designs to our customers in a timely manner is critical,” said Igor Elkanovich, CTO of GUC. “Enhanced performance for 3D finite-element method interconnect modeling was a key requirement for a successful collaboration. The Cadence Clarity 3D Solver delivered high-performance computational 3D full-wave modeling with gold-standard accuracy, enabling us to achieve optimized signal and power integrity along with a faster path to design closure. With a complete Cadence flow for design, analysis and signoff, we completed the design of a complex networking application for our customer.”

“Exciting new technology such as Clarity 3D Solver, Celsius™ Thermal Solver, and Sigrity X are foundational to Cadence cross-domain, multiphysics solutions addressing EM, thermal and SI/PI for today’s electronic systems. Customer response has been tremendous to the unprecedented performance, capacity, scalability and accuracy of the Clarity 3D Solver performing true 3D simulations of complete systems including interposer, package, and PCB,” said Ben Gu, vice president of multiphysics system analysis in the Custom IC & PCB Group at Cadence. “GUC is continuing its design engineering excellence through design of this next-generation data center switch, for which Cadence Allegro, Clarity and Sigrity technologies played a significant role in the design, analysis and signoff of hundreds of 112G LR lanes.”

## ***Hexagon’s HxDR to host 3DNL, Cyclomedia’s Digital Twin of the Netherlands***

29 April 2021

Hexagon’s Geosystems division, a global leader in sensor, software and autonomous solutions, announces that Dutch company Cyclomedia uses HxDR, Hexagon’s cloud-based visualisation and collaboration platform for geospatial data and services, to host 3DNL, a complete digital twin of the Netherlands. HxDR allows users to unlock the data within 3DNL and take advantage of HxDR’s range of functions and features to explore and utilise 3DNL.

Hexagon provided a wide range of technology that helped Cyclomedia to create 3DNL, the most realistic digital 3D geographic representation of the entire nation. To capture the Netherlands, Cyclomedia partnered with Hexagon to fly the Leica CityMapper-2, the world’s only hybrid oblique imaging and LiDAR airborne sensor. HxDR then enabled the geospatial data and software that built 3DNL to be visualised by users worldwide.

“The partnership with Hexagon enables Cyclomedia to create an innovative 3D data product such as 3DNL,” said Frank Pauli, CEO of Cyclomedia. “Hexagon provides access to the latest technology, including the HxDR cloud-based visualisation platform, hybrid airborne sensor solutions and processing software combined with continuous technical support. Creative business partnerships such as the one we have with Hexagon are the key ingredient to drive innovation in the geospatial industry.”

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Geometrically accurate 3D maps and models within 3DNL can be used in many applications enabled by HxDR. Tasks such as importing CAD and BIM data, importing reality capture data, automesh of reality capture data, virtual tours and flythroughs, annotations, and photosphere locations are possible. 3DNL is hosted on HxDR and fully integrated in Street Smart, Cyclomedia's web viewer.

Features include 3D city mesh measurements (distance, height, volume), asset management, sun and shadow analyses that enable solar capacity calculations and high-rise simulations, and building cross-section analysis. The platform is also ideal for visualising projects for public review and allowing the virtual collaboration of project stakeholders in any field.

“As a technology provider, we strive to offer innovative solutions and business models that meet our customers' needs,” said John Welter, President, Geospatial Content Solutions at Hexagon. “The collaboration with Cyclomedia showcases how geospatial partnerships can deliver innovative products that serve the public, solve problems and democratise geospatial data. Ultimately, the partnership provides better, faster, and easier access to accurate digital twins of the real world to help professionals do their very best work with the best data.”

## ***Kaiser Permanente Transforms HR with Oracle Cloud***

29 April 2021

Kaiser Permanente partnered with Oracle to modernize its business processes with Oracle Fusion Cloud Human Capital Management (HCM) to deliver intuitive employee experiences, simplify complex HR processes, and meet the health and safety needs of its workforce.

Kaiser Permanente is one of the largest not-for-profit healthcare providers in the US with 39 hospitals, more than 700 medical offices, and 12.4 million members. Committed to providing excellent experiences to both patients and employees, Kaiser Permanente wanted to improve its ability to deliver personalized, digital experiences for its workforce. Kaiser Permanente rolled out Oracle Cloud HCM across its organization and was able to streamline crucial HCM systems while facing the significant business and talent management challenges that come with managing teams of essential workers during a global pandemic.

“The healthcare industry has been subjected to significant disruption requiring a flexible approach to both business operations and workforce management,” said Chris Leone, senior vice president of development, Oracle Cloud HCM. “With Oracle Cloud HCM, Kaiser Permanente can enhance the employee experience by providing quick and easy access to helpful HR resources and information, managing complex work schedules, providing payroll, helping to increase productivity in recruiting, establishing new ways of learning, and improving decision-making with end-to-end talent management. Having a cloud-based HCM system improves access to key resources for these essential workers and will help Kaiser Permanente quickly address future workforce challenges as they arise.”

“The use of Oracle Cloud HCM is a key step in our strategy to simplify and modernize our technology. It enables us to replace multiple aging applications with a single, scalable enterprise-wide platform; a significant step in our journey toward innovative, cloud-based solutions. We look forward to realizing many benefits from this step in the months and years to come,” said Diane Comer, Kaiser Permanente's chief information and technology officer.

Kaiser Permanente is working with Oracle to modernize multiple business processes across its organization. Kaiser Permanente has also selected additional Oracle Cloud Services to modernize its

# CIMdata PLM Industry Summary

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electronic medical records data warehouse and disaster recovery preparation and to improve analytics and member insights.

## ***Santoni Fuses Tradition and Innovation with Centric PLM***

26 April 2021

Luxury Italian footwear brand Santoni has selected Centric Software's Product Lifecycle Management (PLM) solution. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 1975 by Andrea Santoni, Santoni combines rich Italian heritage with contemporary creativity, specializing in crafting the finest footwear and leather goods styles. Today, as Andrea's son Giuseppe leads the brand in its next chapter, the company sells in more than 80 countries worldwide, employing around 600 people in its headquarters in Corridonia, in the Italian region of Marche, and across its commercial, retail and marketing activities worldwide.

Santoni's COO Riccardo Pianesi explains that whilst the COVID-19 pandemic slowed down sales, it accelerated the forward-looking company's decision to adopt a PLM system, with the goal of empowering different departments share creative ideas and product information more easily.

"The blueprint of the company is innovation in the spirit of tradition, so we wanted to introduce a new technological concept to help manage the creation, development and realization of our products that are characterized by craftsmanship," Pianesi says. "Prior to PLM, without meeting each other face to face, it was more or less impossible to meet our targets."

"Our first goal was to have more knowledge of the creation and development stages of our production," he continues. "We needed a place where people involved in these phases could have access to data and keep track of what has happened in the past around management, materials and models."

Another key objective for Santoni is to continue to progress its sustainability initiatives, which include sustainably-focused line 'Santoni Rethink', for which the material selection process is particularly important to ensure suppliers are meeting sustainability targets. "Centric PLM enables us to catalogue information about materials, and has an important role in material research and also personalization for our customers," he says.

Pianesi explains that the biggest advantages of selecting Centric Software include its technical competence with footwear – as the production activities and technical issues for shoes are significantly different than for garments – as well as its expertise in remote implementation.

"In 2019 I would have thought it was impossible to manage this type of project remotely," admits Pianesi. "But now I have seen that the teams are very committed and capable of implementing the PLM project remotely. When ideas can be communicated clearly, it can be done from anywhere."

What's more, Santoni will be able to better differentiate between company 'wants' and 'needs'.

"Sometimes we feel what we want to do is more important, but PLM will help us focus on what we HAVE to do."

"We are thrilled to be empowering Santoni to reach its digital transformation goals," comments Chris Groves, President and CEO of Centric Software. "It's a pleasure to partner with this renowned Italian luxury brand which has such a rich heritage."

## ***Small and Mid-Sized Universities Continue to Adopt Oracle Cloud to Improve Operations***

26 April 2021

The Higher Education Systems & Services (HESS) Consortium Collective has selected Oracle Fusion Cloud Applications Suite as the group's single enterprise resource planning (ERP), human capital management (HCM), and student information system platform. Oracle's cloud technology will enable collective members to streamline their finance and human resources processes on a shared technology platform that can help improve efficiency and cost savings.

The HESS Consortium is comprised of chief information officers, chief business officers, and other technology leaders from more than 225 private, non-profit colleges and universities. A growing group of 57 of the consortium members joined to form the HESS Collective with a goal to lower costs and increase collaboration between private institutions in the area of administrative systems and services. With the help of E&I Cooperative Services, HESS Collective chief information officers spent 18 months developing a competitive request for proposal for cloud-native enterprise solutions. Then, starting in 2019, the group undertook a 14-month-long evaluation to find a complete and scalable platform that would be financially sustainable for the group's small and mid-sized institutions. After reviewing a number of cloud-native offerings, including Workday and UNIT4, HESS Consortium's member institutions selected Oracle Fusion Applications as their single, shared provider.

"Private, non-profit colleges and universities are facing serious challenges. Their current legacy systems just cannot meet their needs for operational efficiency, analytics, and cost containment," said Keith Fowlkes, Executive Director and co-founder, HESS Consortium. "The HESS Consortium Collective institutions saw that Oracle Fusion Applications Suite was the most complete, cloud-native software available, while also being extremely affordable for all sizes of institutions. We believe that our selection of the Oracle Cloud solutions, along with our model of staff collaboration and sharing, will help our HESS member institutions gain modern functionalities while lowering costs."

With Oracle Fusion Cloud Enterprise Resource Planning (ERP), Oracle Fusion Cloud Enterprise Performance Management (EPM), and Oracle Fusion Cloud Human Capital Management (HCM), HESS member institutions will be able to take advantage of the cloud to break down data and organizational silos, standardize processes, and manage financial, planning, and workforce data on a single integrated cloud platform. Some member institutions will also adopt Oracle Advertising and Customer Experience (CX) and Oracle Student Financial Planning. Oracle Fusion Applications' common and intuitive interface enables rapid user adoption, delivers enhanced employee experience, and improves productivity.

Another key factor was Oracle's ability to collaborate with the HESS Consortium community in creating a support and resource network for participating institutions. Oracle PartnerNetwork (OPN) members Mythics and Drivestream will help to ensure smooth and cost-effective procurement, implementation, and training for member institutions.

"The past year hit higher education hard. But incredibly, many colleges and universities responded with a spirit of innovation, eager to rebuild more agile, resilient, and secure institutions," said Rajan Krishnan, group vice president of product development, Oracle. "Moving business processes to the cloud enables organizations to rapidly optimize operations, reduce costs, and create new opportunities for growth. We're thrilled to work alongside the HESS Consortium and its members as they prepare

their institutions for what's ahead.”

“This type of project—shared technology operations – has never been attempted on a national scale because of technological limitations,” said Fowlkes. “With cloud-based technologies, the shared services model is attainable. Oracle and their partners offered something that was truly groundbreaking to our private colleges and universities, and we anticipate this will be a game-changer in private higher education technology.”

## ***Tracker Selects IFS To Enhance And Expand Its Service Offering***

28 April 2021

Tracker, the largest provider of telematics-based data insights for vehicle and home monitoring services in South Africa, continues its digital and business transformation journey through partnering with IFS. Tracker has selected an IFS solution that spans enterprise resource planning (ERP) functionality, cutting-edge service management capabilities and AI-powered customer engagement tools. The solution will ensure an elevated customer experience and reduce time and costs across Tracker's entire operations.

Established in 1996, Tracker's base of more than 1.1 million active subscribers enjoy a range of services, including vehicle telematics, home solutions, roadside assistance, as well as business solutions for fleet managers. These services provide customers with peace of mind and cost saving through a focus on safety and business efficiency. Tracker has evolved significantly over the last 25 years thanks to a culture of continuous innovation. The company has grown into the preferred partner for turning raw vehicle tracking data into valuable insights and services.

The partnership with IFS is the next step in Tracker's digital transformation strategy. This will provide better business insights resulting in an accelerated release of new services, improved customer engagement and experience, and Tracker being able to provide the appropriate value-adding services to its customers at the right time.

Tracker has chosen a holistic IFS solution that encompasses broad functionality including finance and human capital management, cutting-edge service management capabilities and AI-powered customer engagement tools.

“As we take the next step on our digital transformation journey, we require a platform that will enable us to connect more intimately with our stakeholders whilst still ensuring the same excellent experiences that our customers have become accustomed to,” Tracker, CTO, Deon du Rand said. “The IFS platform's comprehensive nature and IFS's stellar track record in the service sector were driving factors in our decision.”

Emma Murray, Managing Director, IFS Africa, added, “I am proud to welcome such a well-respected brand as Tracker to the IFS community. By basing its digital transformation project on a single enterprise solution, Tracker will benefit from increased productivity and improved data quality driving better decision-making. IFS's open and enabled architecture will also give Tracker total freedom in extending their capabilities to ensure they keep delivering outstanding service to their customers.”

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## ***Wipro innovates new Digital Experiences at Bristol Water to modernise critical infrastructure***

26 April 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced the implementation of a digital experience platform for Bristol Water to modernize critical infrastructure.

As part of this implementation, Wipro will develop a new cloud-based solution with capabilities such as instant release, high security, low maintenance, and ability to seamlessly integrate with Bristol Water's existing systems through bespoke Application Programming Interface (API) solutions. This advanced platform will allow Bristol Water to stay ahead of regulatory requirements and enhance their customer and developer experience.

Wipro will empower Bristol Water's users and deliver a superior digital experience to their customers and developers by applying the 4M approach - method, model, machinery and mindset of new age engineering. The enhanced digital experience delivered by Wipro will lead to an increase in Customer measure of experience (C-MeX) and Developer measure of experience (D-MeX) scores of Bristol Water.

**Srinivasaa HG, Vice President, iDEAS, Wipro Limited** said, "We are delighted to build and implement a digital experience platform for Bristol Water. The platform helps address the ongoing regulatory changes in the UK market while enabling an enhanced customer and developer experience. We look forward to supporting Bristol Water in their digital journey. I'm proud of the work ethic demonstrated by both the teams, who made it possible to deliver outcomes with predictable timelines and cost during a global pandemic."

**Stephen Green, Head of IT, Bristol Water** said, "The implementation of advanced Wipro solutions will allow for a rapid turnaround from problem identification to solution realization. Wipro's research-driven and design-led implementation gives control back to Bristol Water customers."

Wipro will continue working with partners to create advanced digital solutions capable of advancing their goals.

## Product News

### ***DELTEK VANTAGEPOINT SEES SIGNIFICANT MOMENTUM PROVING IT'S A SOLUTION LEADER IN THE A&E AND CONSULTING INDUSTRIES***

28 April 2021

Deltek, the leading global provider of software and solutions for project-based businesses, announced it has gained significant momentum with its Deltek Vantagepoint solution, now used by more than 400 companies to power project success. In 2021, Deltek released a new and innovative update, Vantagepoint 4.0, in addition to earning several designations as a solution leader on G2, a peer review platform.

Built specifically for professional services firms including A&E firms and Consulting firms, Vantagepoint helps firms improve productivity, boost collaboration and increase profitability. Since its initial release, Vantagepoint has undergone significant enhancements including interactive dashboards,

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visual project scheduling, streamlined invoicing and billing, intelligent character recognition (ICR) for expenses, simplified approvals, a Deltek personal virtual assistant and much more.

In the latest release, Vantagepoint 4.0, the focus is on business insight and business process improvement with advanced business intelligence, improved project status visibility and digital mark up for draft invoices.

“We are excited about bringing this new release of Vantagepoint to the market,” said Bret Tushaus, Vice President of Product Management at Deltek. “From expanded analytics with our Vantagepoint Intelligence module, to more intelligent banking processes due to ICR matching on credit card charges, to smarter mobile apps – Vantagepoint 4.0 is designed to empower every user.”

“Dashboards are my favorite part of Vantagepoint,” said Colleen Frolich, Manager of Information Systems at McCormick Taylor – a full service civil engineering firm that uses Deltek Vantagepoint. “We can use them to control what type of information is delivered to help project managers focus on the information important to them – and the dashboard filters make it even easier.”

Vantagepoint user Jacqui Smith, ERP Operations Manager at A&E firm Galloway & Company, Inc. added, “We are very excited about the digital markup for draft invoices. The addition of digital markups and annotations will significantly improve coordination between our billers and project managers, improving the overall flow of our invoicing process.”

In March 2021, Vantagepoint received three of the highest product designations from G2 in its Spring Reports – *Leader*, *Mid-Market Leader* and *Momentum Leader* – as well as the *Users Love Us* badge. G2 is a trusted buyer discovery platform that publishes reviews on software and services. Companies like Deltek are reviewed by users, covering everything from setup and ease of use to security and support.

## ***iBASEt Expands iSeries Functionality to Simplify How Manufacturers Oversee Supplier Quality Management***

28 April 2021

iBASEt, the company that simplifies how complex products are built and maintained, announced general availability of Solumina iSeries version i040, providing greater visibility to manage, control, and accelerate time-to-value and organizational responsiveness to change. The iSeries, with its microservices architecture, empowers manufacturers to manage manufacturing, quality, and sustainment operations with greater ease, less time, and fewer resources.

The i040 version, which builds on the company’s existing Solumina iSeries platform, delivers a wider scope of Supplier Quality Management actions that can be managed through the iSeries web-based user interface. A higher level of supplier quality performance can be achieved by simplifying and automating how data is collected and utilized to identify, manage, and contain potential quality issues.

“The i040 version highlights our continued investment in Solumina iSeries as part of delivering a complete web-based user experience for our customers,” said Sung Kim, Chief Technology Officer, iBASEt. “Our iSeries solution continues to differentiate itself from the competition as a best-in-class platform for managing complex discrete manufacturing operations as part of an Industry 4.0 strategy, which can be deployed either on premises or the cloud.”

As a cloud-native solution, Solumina iSeries offers compelling benefits beyond easing how new features

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and updates are added. The iSeries can accelerate the adoption and utilization of new transformative technologies, such as augmented reality and artificial intelligence, as part of a manufacturer's digital transformation strategy. As an enterprise operations platform, Solumina iSeries can be leveraged to continuously drive performance and efficiency improvement on an ongoing basis.

## *New Creo 8.0 Enhancements Empower Engineers to 'Design Better Products Faster'*

28 April 2021

PTC has released the eighth edition of its award-winning Creo® computer-aided design (CAD) software. Creo 8.0 empowers increases in user productivity through expansions to Creo's Model Based Definition (MBD), Generative Design, and Ansys-powered simulation capabilities.

Latest Edition of PTC's Creo CAD Software Solves for Needs of Engineering Executives, Managers, and End Users.

Purpose-built to solve for key design pitfalls experienced by engineering executives, end users, and managers, the features and functionalities of Creo 8.0 empower the entire CAD value chain to optimize design efficiency and production. "Creo 8.0 is really a step forward, and I'm pleased to be able to incorporate it into my design process," said Tiago Figueiredo, Tooling Engineer, MCG. "The new features, user interface, and tree management are all quite impressive, and I look forward to leveraging it further."

Enabling users to take design processes to the next level, Creo 8.0 includes enhancements for:

- **Usability and Productivity:** Updates across many areas of the core modeling environment like the hole feature, routed systems, sheet metal, and Render Studio enable greater productivity; improved dashboards and model tree interfaces make it easier to organize and manage complex designs.
- **MBD:** Improvements to MBD workflows support reductions in time-to-market, errors, and cost without sacrificing quality. Users can now leverage guided application of validated geometric dimensioning and tolerancing in assemblies, simplifying the design validation process.
- **Simulation:** Enhanced steady state fluids capabilities and improved mesh controls in the award-winning Creo Simulation Live and Creo Ansys Simulation products drive design innovation.
- **Generative Design:** The innovative Generative Design function in Creo now automatically determines its own solution envelope while handling drafted and tight-radius manufacturing requirements more broadly.
- **Additive and Subtractive Manufacturing:** Lattice structures can now be optimized using simulation results to minimize build time and part weight. Creo 8.0 also includes expanded high-speed milling toolpaths to five axes, enabling reduced set-up and machining time.

"The Creo team is proud to deliver a great balance of productivity improvements that every user will appreciate, along with expanded capabilities across the major technology areas of simulation, generative design and additive manufacturing," said Brian Thompson, Divisional Vice President and General Manager, CAD, PTC. "I'm confident that Creo 8.0 will help drive innovation and greater productivity."

## ***OpenText Launches Webroot Business Management Console 6.0***

28 April 2021

OpenText™ announced the release of the new Webroot® Business Management Console that offers managed service providers (MSPs) and small and medium sized businesses (SMBs) a more streamlined and intuitive user experience when optimizing, executing and managing key layers of security.

The new Webroot Business Management Console provides a unified point of management across the Webroot business security portfolio including Webroot® Business Endpoint Protection, Webroot® DNS Protection and Webroot® Security Awareness Training. It has been engineered to provide two offerings catered to the distinct needs of MSPs and SMBs and is fully backwards compatible with the extensive ecosystem of integrations Webroot's Unity API provides and tailored applications or reports already created.

“We designed the new console with the end user in mind, incorporating valuable feedback from customer conversations, testing, and research,” said OpenText Chief Product Officer Muhi Majzoub. “The new console demonstrates Webroot's commitment to product innovation and meeting the evolving needs of small and medium sized businesses and managed service providers.”

The new Webroot Business Management Console features:

- A new contemporary design including significant UX improvements for better overview of system status, actionable remediation workflow, and more granular visibility.
- Greater administrator visibility of policy usage and easier management of site permissions.
- Significant improvements to site navigation, including new site-to-site navigation and important control options such as the ability to delete deactivated sites.
- Automatic user error prevention blocks users from leaving pages without saving progress or acknowledging exit.
- Webroot Security Awareness Training now supports the creation of distribution lists and the ability to customize training from the console for varying levels of cybersecurity education.
- Improvements to Webroot® Evasion Shield, including a new patented and proprietary behavioral analysis engine, Webroot® Foreign Code Shield, that will be introduced this spring to significantly raise levels of threat detection, protection and prevention once enabled.

“Cybersecurity management is now faster and more intuitive for our staff because of the significant improvements to the Webroot console,” said Jerel Howland, CTO, Mytech Partners, a Minnesota and Colorado-based MSP. “It supports us in reaching our goal of delivering the best IT experience in North America and making cybersecurity and IT easy for the SMBs we serve.”

This launch follows recent accolades for Webroot's data security solutions, both business and consumer, from US News & World Report, PCMag and leading channel publication CRN. Additionally, Webroot® SecureAnywhere Endpoint Protection has achieved a AAA rating in the most recent Small Business Endpoint Protection report by SE Labs, demonstrating the effectiveness of the solution in detecting and protecting against cyber threats in real-time.

To learn more about the Webroot Business Management Console, visit the Webroot Community.

# CIMdata PLM Industry Summary

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## *Stratasys Aggressively Advances Additive Manufacturing Strategy With 3D Printing Triple Play*

27 April 2021

Stratasys Ltd., a leader in polymer 3D printing solutions, introduced three new 3D printers that together address a large portion of the multibillion-dollar market opportunity in additive manufacturing of end-use parts. The systems collectively are aimed at accelerating the shift from traditional to additive manufacturing for low-to-mid-volume production applications underserved by traditional manufacturing methods.

“We are accelerating into the Additive Manufacturing 2.0 era, in which we see global manufacturing leaders move beyond prototyping to fully embrace the agility that 3D printing brings to the entire manufacturing value chain,” said Stratasys CEO Dr. Yoav Zeif. “The disruptions we are seeing today on both the supply and demand side of global supply chains are a clear sign that the status quo isn’t working. Additive manufacturing gives companies the total flexibility to decide when, where, and how to produce parts. That’s why we’re committed to being the complete provider of polymer 3D printing solutions for our world-class customer base.”

Last year, Stratasys accrued more than 25% of its revenue from manufacturing-related applications. Going forward, with a comprehensive and integrated portfolio of 3D printing hardware, software, materials and services solutions, Stratasys estimates that its manufacturing revenue growth will outpace other segments, growing at an annual rate of over 20% starting in 2022.

### **Stratasys Origin One Brings Production Scale 3D Printing for Detailed and Intricate Parts**

Illustrating Stratasys’ ability to quickly execute on integrating its acquisition of Origin, Stratasys today introduced the Stratasys Origin<sup>®</sup> One 3D printer, designed for end-use manufacturing applications. The new 3D printer uses proprietary P3<sup>™</sup> technology and a software-first architecture to produce parts at volume in a wide range of open, certified third-party materials with industry-leading accuracy, detail, finish, repeatability, and time to part. That technology combined with hardware upgrades enabled Stratasys to optimize virtually all aspects of the system in the new version of the product to improve reliability and performance. Cloud connectivity means customers will receive additional feature improvements.

“We have been laser-focused on meeting stringent accuracy and repeatability criteria for 3D-printed connectors that require double-digit micron accuracy,” said Mark Savage, Global Center of Excellence Leader for additive manufacturing at TE Connectivity (NYSE: TEL), a world leader in connectors and sensors and long-time customer of both Stratasys and Origin. “Stratasys and Origin have been great partners in helping us achieve these targets and demonstrating the possibilities of using additive manufacturing at the scale of tens of thousands of parts. Today, we’re seeing the hardware, the software, and the materials from Stratasys really come together to begin making production scale a reality for us. We believe this helps make TE Connectivity a more agile and cost-effective partner for many of the world’s leading OEMs in industries from automotive to aerospace to appliances as we work to build a more connected future.”

Internal Stratasys estimates suggest a \$3.7 billion market opportunity by 2025 for the production-oriented segments suited to the Origin One, including automotive, consumer goods, medical, dental, and tooling applications. Stratasys plans to begin taking orders for the printer, post-processing and related software through its worldwide channel beginning in May.

### **SAF<sup>™</sup> Technology Powers New H350 3D Printer for Production Scale**

# CIMdata PLM Industry Summary

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Stratasys also introduced today the Stratasys H350™ 3D printer, the first 3D printer in Stratasys' new H Series™ Production Platform. Powered by SAF™ technology, the new H350 printer delivers production-level throughput for end-use parts. It's designed to give manufacturers production consistency, a competitive and predictable cost per part, and complete control for the production of thousands of parts. The H350 printer even includes about a dozen different parts 3D-printed with SAF technology.

The H350 printer has been in beta testing since early 2021 with service bureaus and contract manufacturers in Europe, Israel, and the United States, including Stratasys Direct Manufacturing, which is now selling parts on demand using the system. It is expected to ship more broadly to customers in Q3 of this year. Applications include end-use parts such as covers, connectors, hinges, cable holders, electronics housings, and ducting.

"We have ambitious plans to grow our business and we believe adding a Stratasys H350 can be a key component of that growth," said Philipp Goetz, owner of Goetz Maschinenbau, a Germany-based service bureau. "We have fulfilled orders for both large parts as well as up to several hundred smaller parts. We have been impressed with the performance of the system and SAF technology, with consistent parts throughout the build volume. The system has also been remarkably reliable."

Stratasys is using certified third-party materials for H Series systems. The initial material is Stratasys High Yield PA11, which is a bio-based plastic made from sustainable castor oil.

## **Making Easy Work of Big Parts with F770 FDM® 3D printer**

The third new system announced today, the Stratasys F770™ 3D printer, builds on Stratasys' reputation for reproducibility and dependability via industrial-grade FDM technology. Ideal for big parts, this newest FDM 3D printer features the longest fully heated build chamber on the market and a generous build volume of over 13 cubic feet (372 liters).

The new system, priced under \$100,000, is designed for prototyping, jigs and fixtures, and tooling applications requiring standard thermoplastics. Soluble support material simplifies post processing, while GrabCAD Print™ software streamlines workflow and enterprise connectivity is enabled through the MTConnect standard and the GrabCAD SDK.

Sub-Zero Group Inc., based in Madison, Wisc., manufactures luxury appliances, and has been a beta customer for the F770. Doug Steindl, corporate development lab supervisor, said it helps keep the printing of larger parts in-house, creating a cost savings of 30 to 40 percent. "It's speed to market on everything," he said. "Our 3D printing lab is faced with new product builds every six weeks. The faster we can turn things around, the better, and the quickest way we can do that is to keep as much in-house as possible. The F770 delivers on that need."

A live event, with replay available, will be held on Wednesday, April 28, to provide more information on all three 3D printers and technologies.

## ***Trucking Companies to Receive Added Convenience Through Trimble and TravelCenters of America Software Integration***

26 April 2021

TravelCenters of America and Trimble announced a software integration, which will offer a more convenient and more efficient way for major fleet companies to receive truck maintenance. Fleets

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tracking their needed repairs and maintenance in Trimble's TMT Fleet Maintenance software will now be able to leverage an add-on module to connect and schedule their work order at a TA Truck Service center with ease.

The new direct connection enables a more seamless collaboration between fleets and the nearly 250 TA Truck Service Centers, allowing fleets to more easily schedule maintenance, track and record service status, access parts and labor records and create invoices. Managing the connectivity through TMT Fleet Maintenance can also help eliminate duplicate data entry, result in fewer data entry errors and provide a more accurate and complete track record of maintenance over the entire lifecycle of a fleet's equipment. The module extends Trimble's ability to manage outsourced repairs by facilitating communication between fleet maintenance personnel and TA service locations with respect to scheduling and approval of repair work.

"We're committed to enhancing the entire travel center experience at TA and are taking steps to improve efficiencies and convenience in all we do. We're listening to what our guests want, and this integration is a perfect example," said Brian Lukavich, divisional vice president, TravelCenters of America. "We've provided superior service to major fleets for years in our TA Truck Service centers and we're proud to make our expert technicians even easier to access through this technological advancement."

"The new TravelCenters of America module is an extension of our commitment to help fleets harness technology to make more informed decisions about their assets," said Mike Keus, vice president, Asset Maintenance, Trimble Transportation. "By utilizing this new module, TMT Fleet Maintenance users gain direct connectivity to TravelCenters of America repair locations to help streamline the repair process and maximize utilization of their equipment."

The new TMT module with TravelCenters of America is available from Trimble as an add-on to TMT Fleet Maintenance.