

## Contents

<b>CIMdata News</b>	<b>2</b>
CIMdata Announces the Formation of an Additive Manufacturing Strategy Consulting Practice	2
About CIMdata	4
CIMdata Announces Successful 2017 PLM North American Market & Industry Forum and Releases Its 2016 PLM Market Analysis	5
<b>Acquisitions</b>	<b>6</b>
Accenture to Acquire First Annapolis, Enhancing Its Consulting and Advisory Capabilities in Payments	6
Deloitte Expands Cloud Services with Acquisition of Day1 Solutions	7
Siemens Closes Mentor Graphics Acquisition	8
<b>Company News</b>	<b>8</b>
Aura Semiconductor Announces Partnership with Mindtree to Deliver Advanced Wireless Personal Area Network (WPAN) Solutions for IoT Devices	8
Edgecam Partners with Kyocera	9
‘Enabling Technology’ Category Added to the Altair Enlighten Award for 2017	11
New Certifications Demonstrate Continued Momentum for Oracle Public Cloud	11
PDM Technology Group Appoints Director	12
PLM Industry Veteran Tony Affuso Joins Aras Board of Directors	13
Propel Appoints Jeff Staley as Vice President	13
PROS Attains ISO/IEC 27001: 2013 Certification for Information Security Management	14
Siemens Provides Connecticut State Colleges and Universities \$315 Million Worth of Advanced Manufacturing and Design Software	14
TCS and Siemens join hands to deliver plant solutions for Connected Digital Enterprise	16
<b>Events News</b>	<b>16</b>
Capvidia to present at NIST 2017 Model Based Enterprise Summit	16
Centric Software and California Fashion Association Present PLM Business Breakfasts in Los Angeles	17
“Delivering on the Smart Enterprise” with NEC at the Enterprise Connect 2017 Conference	18
PROS Scientist Selected to Present at INFORMS 2017 Business Analytics Conference	20
PTC to Offer Commercial Robotics Track at LiveWorx® 2017	20
Svante Littmarck President and CEO of COMSOL to Give Plenary Lecture at 2nd Thermal and Fluids Engineering Conference (TFEC)	21
Vero Software: Productivity and Inventivity at Industrie Lyon 2017	22
<b>Financial News</b>	<b>24</b>
Accenture Reports Strong Second-Quarter Fiscal 2017 Results	24
CENIT concludes successful 2016 business year: EBIT growth of approx. 12%	24
Lectra Releases 2016 Annual Report to Investors	26
<b>Implementation Investments</b>	<b>26</b>
Centric Software Chosen by Cabbeen	26
Focus International Selects Visual Next Apparel PLM and ERP Software Solutions	27
French Porcelain Manufacturer Bernardaud Transforms its Product Development Using Dassault Systèmes’ “My Product Portfolio” Industry Solution Experience	27
HellermannTyton Heads for the Cloud with Infor CloudSuite Distribution Enterprise	28
McDermott Selects Dassault Systèmes’ 3DEXPERIENCE Platform to Digitally Transform its Global Offshore Engineering Services	29

# CIMdata PLM Industry Summary

---

RFNC-VNIITF Licenses Full Set of C3D Tools for its Facilities _____	30
<b>Product News _____</b>	<b>31</b>
Anaplan announces innovations to drive new age of connected planning _____	31
Autodesk Previews Enhancements for Advance Steel and Steel Connections for Revit at NASCC 2017 _____	32
Functional Generative Design Innovator Frustum Inc. Partners with Siemens to Increase Design Innovation for Additive Manufacturing _____	34
Oracle Unveils Industry-First Cloud Converged Storage to Help Organizations Bridge On-Premises and Oracle Cloud Storage _____	35
Siemens and SAP to offer meter data management for new utility business models _____	37

## CIMdata News

### *CIMdata Announces the Formation of an Additive Manufacturing Strategy Consulting Practice*

28 March 2017

CIMdata, Inc., the leading global product lifecycle management (PLM) strategic management consulting and research firm, announces the formation of an Additive Manufacturing Strategy Consulting Practice to help clients make strategic level business decisions concerning adoption of Additive Manufacturing (AM) methods and techniques into their production processes.

To support this new practice, Mr. Peter Bilello, President of CIMdata, announces that Mr. James White will lead the practice and will have the title Director, Additive Manufacturing Strategy Consulting Practice. “We are extremely pleased that Mr. White will be leading this new practice; it dovetails directly into our PLM vision and is synergistic with several of our mature practices, including Simulation-Driven Systems Development and Manufacturing Systems Engineering. We don’t see AM as a standalone alternative, but rather as a disruptive new engineering and manufacturing method that impacts many parts of an industrial client’s business processes,” stated Mr. Bilello.

Mr. White brings to CIMdata and its clients over 30 years of PLM, AM/3D Printing, and general manufacturing industry experience. Prior to CIMdata, he held roles in Fortune 1000 software and consulting companies responsible for product management, sales management, strategic alliances, major account management, and business development. He has extensive experience in market development including New Product Introduction (NPI) across various geographies in which he has lived or been responsible. Mr. White’s extensive industry experience includes hi-tech, medical device, software, and heavy industrial, where he gained experience delivering new disruptive products, systems, and solutions.

“Additive Manufacturing or 3D Printing is the hot new thing in engineering and manufacturing...or is it?” posed Mr. White. “It’s been around a long time, but recent advances in material science, AM machines, product design tools, together with commercial pressures to make things faster/lighter/stronger/cheaper, and to be available when and where needed, yields an exciting new era for AM,” stated Mr. White

CIMdata’s AM practice aims to work with industrial companies, and software and service providers to enhance manufacturing and engineering disciplines. With the formation of this consulting practice,

# CIMdata PLM Industry Summary

---

CIMdata offers a deep and broad portfolio of strategic management consulting services for industrial organizations and solution providers who offer PLM-enabling business solutions, including PDM, BIM, IoT, 3D visualization, augmented reality, and collaboration solutions, to name a few.

“We see AM in industrial situations as a work stream of PLM; AM doesn’t happen in a vacuum if it’s for industrial purposes,” stated Mr. Bilello. “Things need to be considered spanning ideation, simulation, design methodology (for example, generative or conventional design methods), product costing and profitability management, the manufacturing method to be used, and utilization of supply chain management. We expect AM to be adopted in *complementary and revolutionary* ways” he added.

A sampling of CIMdata’s AM services and deliverables include:

- Design for Additive Manufacturing (DFAM) study to identify AM readiness; recommendations
- Topology optimization including product complexity and SKU reduction using AM
- Market research, studies, reports, webcasts, education events, and workshops
- Lifecycle event justifications for AM, e.g., logistics, manual touch, inventory, time, and complexity
- IT systems mastering study; where AM production-ready parts should be mastered, accessed, by whom, and how change management occurs
- Proof of Concept (PoC) studies supported by independent AM service providers

Additional CIMdata services that support AM adoption include:

- Defining organizational best practices for manufacturers to deliver content with optimal product design and configuration strategies
- Broadening adoption of PLM processes and solutions to encompass manufacturing facility projects
- Hosting workshops to facilitate education and collaboration among industrial companies and solution providers
- Providing strategic business reviews and planning including growth via merger and acquisitions
- Supporting solution marketing with market research of user requirements and gap analysis.

CIMdata’s Additive Manufacturing Strategy Consulting Practice services offer clients pragmatic ways to consider how AM may best be adopted. Successful adoption of AM may yield benefits throughout the business and impact and leverage supporting information technology (IT) systems in different parts of the organization. Example benefits include:

- Business
  - Expand into new areas with new services and products attracting new customers
  - Top-line revenue growth, bottom-line cost reduction
- Engineering
  - Engineering BOM complexity reduction

# CIMdata PLM Industry Summary

---

- Parallel generative and conventional design paths for greater efficiency—for better results
- Optimized designs for downstream consumption through DFAM methodology adoption
- Manufacturing
  - More efficient workflows resulting in fewer gaps, re-work loops, less manual touch, and more automation
  - Reduced complexity of coordinating people, material, and suppliers due to product complexity reduction (fewer parts needing assembly)
- Supply chain
  - Reduced dependence upon suppliers: more on-demand and on-site production of as-manufactured parts (contingent upon as-manufactured digital record availability)
- Field support costs
  - More parts replaced not repaired
  - Parts more available when and where needed. Product up-time improved and down-time reduced

CIMdata's AM consulting practice will leverage CIMdata's more than thirty years of experience serving industrial companies and software and service providers through strategic management consulting, market research and analysis, and best practices education. For more information, contact CIMdata at [info@cimdata.com](mailto:info@cimdata.com) or at +1 734.668.9922.

## ***About CIMdata***

CIMdata, a leading independent worldwide firm, provides strategic management consulting to maximize an enterprise's ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM) solutions. Since its founding in 1983, CIMdata has delivered world-class knowledge, expertise, and best-practice methods on PLM solutions. These solutions incorporate both business processes and a wide-ranging set of PLM-enabling technologies.

CIMdata works with both industrial organizations and providers of technologies and services seeking competitive advantage in the global economy. In addition to consulting, CIMdata conducts research, provides PLM-focused subscription services, and produces several commercial publications. The company also provides industry education through PLM certificate programs, seminars, and conferences worldwide. CIMdata serves clients around the world from offices in North America, Europe, and Asia Pacific. To learn more about CIMdata's services, visit our website at [www.CIMdata.com](http://www.CIMdata.com), follow us on Twitter: <http://twitter.com/CIMdataPLMNews>, or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA, Tel: +1 734.668.9922. Fax: +1 734.668.1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands, Tel: +31 (0) 495.533.666.

 [Click here to return to Contents](#)

# CIMdata PLM Industry Summary

---

## *CIMdata Announces Successful 2017 PLM North American Market & Industry Forum and Releases Its 2016 PLM Market Analysis*

31 March 2017

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the successful completion of its 2017 North American PLM Market & Industry Forum—the first in a series of five global events. This year’s North American Forum was held in Ann Arbor, Michigan on 30 March 2017. There were 52 PLM industry participants representing 31 leading global PLM software and service providers.

CIMdata’s PLM Market & Industry Forums represent the world’s premier event for software and service providers focused specifically on the PLM market and the issues concerning its development and growth. Participants gathered 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 2016 PLM market results. CIMdata’s extensive analysis and forecasts regarding market growth across PLM domains, industries, and regions, and the performance (revenue and market share analysis) of leading PLM software and service providers was shared.

The theme for the event was “PLM: A Key Enabler for Digitalization.” Over the last several years, the IT world has dramatically changed due to several strong influences, namely SMAC and now IoT. The next big thing seems to be digitalization, which leverages solutions addressing the SMAC and IoT trends to help companies fundamentally transform their businesses.

The Forum agenda included sessions covering emerging trends in the market. The topics covered were based on the findings and activities of CIMdata’s PLM Knowledge Councils—a set of collaborative research communities that bring together leading end user companies and PLM software and service providers to help advance the state-of-the-art and best practices in emerging product lifecycle management disciplines.

Sessions included “Digitalization, Model-based X, PLM and the Digital Thread,” “Defining and Managing the Digital Twin throughout the Lifecycle,” “Beams and Bits: Making the Case for Digitalization in AEC,” “Cloud PLM Market Assessment,” “IoT: Expanding the PLM Opportunity,” and “Configure-Price-Quote (CPQ) and PLM.”

Commenting on the PLM market in 2017, Stan Przybylinski, CIMdata’s Vice President of Research, noted that the PLM market, as measured by CIMdata, grew by 5.2% in calendar year 2016, with growth in almost all segments. Simulation & Analysis had another good year, with 8.2% growth for the year. The requirements for developing smart, connected products help drive growth in software development tools. Both mechanical computer-aided design (MCAD) segments grew faster in recent years, a good sign. The trend toward digital transformation will require strong PLM processes and enabling environments, which will drive overall PLM market growth in the coming years.”

The North American PLM Market & Industry PLM Market & Industry Forum is the first in a global series, with the next scheduled for 6 April in Stuttgart, Germany. Additional Forum sessions take place on 10 April in Bangalore, India, 14 April in Beijing, China, and 19 April in Tokyo, Japan.

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

### **About CIMdata**

# CIMdata PLM Industry Summary

---

CIMdata, a leading independent worldwide firm, provides strategic management consulting to maximize an enterprise's ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM) solutions. Since its founding in 1983, CIMdata has delivered world-class knowledge, expertise, and best-practice methods on PLM solutions. These solutions incorporate both business processes and a wide-ranging set of PLM-enabling technologies.

CIMdata works with both industrial organizations and providers of technologies and services seeking competitive advantage in the global economy. In addition to consulting, CIMdata conducts research, provides PLM-focused subscription services, and produces several commercial publications. The company also provides industry education through PLM certificate programs, seminars, and conferences worldwide. CIMdata serves clients around the world from offices in North America, Europe, and Asia-Pacific. To learn more about CIMdata's services, visit our website at [www.CIMdata.com](http://www.CIMdata.com), follow us on Twitter: <http://twitter.com/CIMdataPLMNews>, or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA, Tel: +1 734.668.9922. Fax: +1 734.668.1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands, Tel: +31 (0) 495.533.666.

 [Click here to return to Contents](#)

## Acquisitions

### ***Accenture to Acquire First Annapolis, Enhancing Its Consulting and Advisory Capabilities in Payments***

23 March 2017

Accenture has agreed to acquire First Annapolis Consulting, Inc., a privately held payments consulting and advisory firm, further expanding its [capabilities in the payments market](#). Terms of the transaction were not disclosed.

Founded in 1991 and headquartered in Annapolis, MD, First Annapolis provides advisory services to stakeholders across the payments ecosystem. It serves a wide range of clients globally, including leading financial institutions, retailers, travel and entertainment companies, communications/technology companies, and private-equity firms. First Annapolis has provided advisory services in 20 of the top 25 world economies and serves clients across Europe through its office in Amsterdam.

The addition of First Annapolis – with its proven expertise across the payments value chain – will complement Accenture's consulting and digital capabilities in the payments sector.

“The pace of innovation in the payments sector is accelerating with new platforms and tools being launched daily; and emerging technologies such as blockchain, mobile wallets, and P2P payments disrupting traditional financial services and technology providers,” said [Alan McIntyre](#), senior managing director, and head of [Accenture's Banking practice](#). “As payments increasingly move from plastic to digital, players across the industry value chain will need to rethink their value propositions and business models. Our acquisition of First Annapolis will enhance our capabilities in the payments sector, positioning us to lead with expertise and scale to provide clients the advice and execution capabilities needed to navigate the rapidly evolving retail and commercial payments landscape.”

Marc Abbey, First Annapolis' managing partner, said, “We're excited to join Accenture, whose

## CIMdata PLM Industry Summary

---

tremendous scale and scope will enable us to expand our geographic reach and provide services to an even-broader client base. Our specialized service offerings will complement Accenture's technology-focused expertise in the payments arena, enabling us to bring the full range of services to our existing and future clients."

The acquisition, which is subject to customary closing conditions, is expected to close within 30 days.

 [Click here to return to Contents](#)

### ***Deloitte Expands Cloud Services with Acquisition of Day1 Solutions***

27 March 2017

Deloitte announced today significant investments in its cloud services, providing clients with an advanced set of analytic and cognitive capabilities to enable their digital transformation. Investments include the acquisition of substantially all of the assets of Day1 Solutions Inc. ("Day1"), an innovative cloud consulting firm; the addition of 3,000 new, U.S.-based high-tech engineering jobs; and the opening of new cloud studios across the country.

"Cloud is the backbone of innovation and a conduit for clients to reimagine how they do business," said Ranjit Bawa, principal, Deloitte Consulting LLP. "For years, we've helped our clients view cloud integration as a critical driver for business transformation. By adding these significant investments to our portfolio, our clients will have access to deeper cloud expertise and even more innovative capabilities, as well as the talent they need to help them thrive in a fast-moving digital economy."

The services of Day1's team will further enhance Deloitte's cloud capabilities and accelerate its collaboration with leading cloud platforms in the market. Day1's customer base extends across commercial industries and government agencies, with significant success in the public sector.

"As one of the largest professional services organizations in the world and a recognized leader in applying new technologies to businesses, Deloitte provides the reach and expertise needed to share our award-winning cloud solutions with a diverse client roster," said Luis Benavides, founder and CEO of Day1. "At the end of the day, our commitment to clients is to harness the power of cloud to accelerate their digital transformation."

Deloitte is also amplifying the value of cloud by adding 3,000 new engineers over the next year to help organizations integrate, streamline and manage business operations in the cloud. This group will focus on innovating cloud technologies to accelerate and enhance the depth of analytics and cognitive solutions available to customers. The majority of these new engineers will operate out of three new cloud studios to be opened in Orlando, New York and Washington, D.C., over the next year, expanding the existing network of 44 Deloitte Digital studios worldwide.

"The growth of cloud computing has skyrocketed over the last few years – according to Synergy Research Group, \$148 billion in 2016 and growing 25 percent annually. Cloud capabilities are the great enablers of digital transformation and there's a strong demand from clients to help them innovate their businesses with new cloud-based platforms," added Bawa. "These strategic investments help strengthen Deloitte's cloud-based solutions by providing clients with a full spectrum of digital, analytics and enterprise cloud services – that ultimately power business agility and growth in a cloud-driven world."

 [Click here to return to Contents](#)

## ***Siemens Closes Mentor Graphics Acquisition***

30 March 2017

With the recent closing of its acquisition of electronic design automation (EDA) software leader, Mentor Graphics Corporation (Mentor), Siemens sets out to underscore the significant customer value it envisions for both Electronic Systems and Integrated Circuit (IC) design tools. Mentor is now part of Siemens' product lifecycle management (PLM) software business, making the combined organization the world's leading supplier of industrial software used for product design, simulation, verification, testing and manufacturing. As today's products – from smart phones and household appliances, to automobiles, aircraft and machinery – continue to increase the use of sophisticated embedded electronics, Siemens has uniquely positioned itself to provide a seamless and comprehensive software solution to the companies that develop these products.

“The entire suite of EDA offerings from Mentor are critically important to our vision of growing our customer base and delivering the world's most comprehensive portfolio of software solutions to build the Digital Enterprise,” said Tony Hemmelgarn, President and CEO, Siemens PLM Software. “Software tools such as Electrical & Wire Harness Design and Electronic Systems Design, perfectly complement our existing solutions, while tools for IC Design, Verification, Test and Manufacturing expand our offerings and expertise into adjacent segments to bring value to a new set of clients.

“Siemens is now the leading company providing a complete set of integrated software solutions across the entire value chain. We are proud to welcome the outstanding Mentor team and all of their excellent technology into our organization.”

With approximately \$10 billion in investments in multiple software companies since 2007, Siemens has made a significant push into the software space with acquisitions including UGS, LMS, Camstar, Polarion, and CD-adapco. Now, with the acquisition of Mentor, Siemens will continue its proven track record of effectively merging new organizations and technology into the industry's leading Digital Enterprise Suite. This comprehensive suite helps customers create the industry's most holistic and precise digital twins of their products and production lines.

“Joining the Siemens family presents tremendous opportunity, not only for the Mentor Graphics team, but also for existing, new and future customers,” said Walden C. Rhines, CEO, Mentor Graphics. “Siemens' desire to leverage all of Mentor's technologies – from our IC offerings to our systems solutions – was an important part of this transaction. We are proud to become part of an organization with such an excellent reputation and successful track record over the years.”

 [Click here to return to Contents](#)

## Company News

### ***Aura Semiconductor Announces Partnership with Mindtree to Deliver Advanced Wireless Personal Area Network (WPAN) Solutions for IoT Devices***

27 March 2017

Aura Semiconductor, a provider of high-performance Radio Frequency (RF) transceiver solutions, in partnership with Mindtree has announced a complete Bluetooth Low Energy (BTLE) 5 wireless connectivity solution for Internet of Things (IoT) devices.

# CIMdata PLM Industry Summary

---

Aura has the world's smallest IoT radio transceiver IP for BTLE 5 standard, with state-of-the-art performance which is capable of seamless coexistence with other RF technologies. Aura's RF hard IP occupies less than 0.5 mm<sup>2</sup> in area, has an RX peak current of 5 mA and a TX peak current of 5.4 mA from a 1.1V rail in TSMC40nm process node.

Mindtree is in its 18th year of offering a comprehensive portfolio of Bluetooth intellectual property (IP) solutions. The IP portfolio includes certified, customizable, ultra-low power and footprint Silicon IP for Bluetooth® Smart 4.2 and 5, and ultra-compact, complete certified protocol Stack and Profiles Software for Bluetooth Smart and Bluetooth Smart Ready.

“We have designed our RF transceivers to deliver best-in-class performance, while maintaining the lowest power consumption at a third of the area of most of our competitors,” said Srinath Sridharan, CEO of Aura. “Our combined solution has been licensed by a Tier-1 semiconductor vendor on the 40nm process node and we expect many more design-wins in the near future.”

“Customers look for pre-integrated solutions to minimize the risk to their products and our solution addresses this core need,” said Jayanth Krishna, General Manager Short Range Wireless Business, Mindtree. “This solution which combines Mindtree's optimized Bluetooth IP and Aura's high performance radio reduces time to market for our customers and provides them a competitive edge.”

[!\[\]\(e10773081adcaeab632f9dd4c8931cd5\_img.jpg\) Click here to return to Contents](#)

## ***Edgecam Partners with Kyocera***

28 March 2017

A cutting tool developer partners with Edgecam software to ensure its philosophy of taking customers' machining challenges off their hands, is always successful.

Kyocera SGS Precision Tools advises customers, not only on the correct cutting tool for specific applications, but also the best machining strategies to optimise their CNC machine tools.

And for some applications, such as PH stainless steel hydraulic cylinders and a number of aerospace components, Kyocera UK Sales Manager Tony Theaker says the only way to cut them successfully is to use a long end mill and Edgecam's game-changing Waveform roughing strategy.

“Edgecam is a vital part of optimising the process for our customers' machining issues. Its flexibility means we can employ our cutting tools in the most efficient manner to get the best possible results.”

He says the way Edgecam, from Vero Software, controls the radial engagement of the tool is particularly important. “We can push the tools with high feed and metal removal rates, knowing we'll get a constant cutting condition. Most CAM software will load up in the corners, causing the tool to possibly fail, so the cutting parameters have to be slowed down. But Edgecam's Waveform roughing keeps a constant radial with the cut, so you can push it to the maximum.

“A number of our customers are already using Edgecam, but we still advise those who aren't, that the combination of Edgecam cutting strategies with our cutting tools will optimise their CNC machine tools.”

Technical Manager Barry Ward says: “We take customers' machining challenges off their hands, and provide solutions by applying all our cutting tool, machine, and software knowledge. This is done through in-house trials, process optimisation, time studies, machining strategy studies, and tool and part design.

## CIMdata PLM Industry Summary

---

“The component may come in from the customer as a model, and our first step typically is to do a time study where we try to optimise what they’re already producing, and give recommendations on tooling. The next stage is where we actually cut the component and try different Edgcam strategies to come up with the best result. Further trials may be required at the customer, so we’ll take our engineers on-site and support the customer through the whole process.”

He says they also design and implement specialised tooling for specific customers and applications when required, which are tested on the GROB G350 horizontal machining centre at their Tech-Hub in Wokingham.

“Using Edgcam means we can provide solutions for even the most challenging aerospace components.” He cites the example of a particularly thin component which was fully unsupported. “We worked closely with Edgcam to produce a bespoke program and developed custom tooling specially for this particular component.”

Aerospace Technologies Manager Ray Gibbs works mainly with large aerospace Tier-1 and Tier-2 companies. “I give them a sequence of tools that we’d recommend to optimise their processes, then we simulate the toolpaths with Edgcam and show them the cycle times and material removal rates.”

He has created test blocks for producing sample pockets to show customers. “I either carry out a demonstration on-site, or on our own GROB and video the test part being cut and the tools used. Either way, the customers see that the combination of the right cutting tool and Edgcam strategy optimises their CNC machine tools.

“Edgcam’s Waveform roughing strategy also improves tool life, particularly when machining Titanium.”

Describing how they operate as the “New Value Frontier,” Kyocera EU Marketing Manager Jose Ucar sums up by saying Waveform increases a manufacturer’s productivity and tool life. “Edgcam’s high efficiency machining techniques engage the full cutting length of the tool, achieving a more efficient cut, which has a direct effect on tool life. And the ability to ramp up feeds and speeds gives improved material removal rates and quicker cycle times.”

He says customers are usually delighted with the results, as they have a cost-effective strategy in terms of faster cycle times and a secure process through controlled cutting conditions. “Consumable costs are also reduced as the Waveform strategy means the end mill has worn down evenly, rather than being damaged because of any overloading in the corners.”

And another solution from Vero Software ensures Kyocera’s engineers are always able to open their customers’ files on site, whatever the format. WorkXplore is a powerful, high speed 3D viewer which directly displays and evaluates 3D CAD files without the need for the original CAD application. Tony Theaker says: “When we visit a customer it’s important for us to understand the features on their components. We simply load their 3D model into PartXplore on our laptop, manipulate drawings into different views, and work with easy to use dimensioning features. This means we can select the appropriate tooling for use in the machining trials.”

Edgcam Strategic Partnership Manager, Wesley Tonks, says: “This technical partnership with Kyocera SGS demonstrates the needs of an engineering business and the capability of Vero Software to provide an effective solution. In this case we’ve identified the need of people requiring information from solid models – we provide that with WorkXplore – and their requirement to lay toolpaths on a part – which is done through Edgcam.”

 [Click here to return to Contents](#)

## ***'Enabling Technology' Category Added to the Altair Enlighten Award for 2017***

28 March 2017

[Altair](#) has introduced a third category to the 2017 Altair Enlighten Award, the award program aimed specifically at highlighting achievements in vehicle lightweighting. The new Enabling Technology category is specific to products that make innovation in full vehicles, automotive modules, systems and components possible, such as fasteners, adhesives, materials, processes, etc.

“Enabling technologies are the fundamental building blocks of today’s great automobiles, in many cases directly contributing to the feasibility of the lightweight innovations developed by OEMs and suppliers,” said Richard Yen, Senior Vice President, Automotive and Global Markets Team at Altair. “By opening a third category for these technologies, we are providing the companies that are creating them the platform they deserve to share their work and be recognized as leaders in lightweight design.”

The Altair Enlighten Award is presented in partnership with the Center for Automotive Research (CAR) and is proud to work with media partners SAE International and Automobil Industrie. The award honors companies for innovative examples of lightweighting in full vehicles, modules and now in enabling technology categories. The winners will be announced during the CAR Management Briefing Seminars in Traverse City, MI on July 31st, 2017. The award is held in collaboration with CAR, media partners SAE International and media sponsor Automobil Industrie.

“Without the assistance of enabling technologies, many of the benefits of mixed-material solutions would be limited,” according to Jay Baron, President and CEO at CAR. “Expanding the award categories to recognize the significant contribution of these technologies was a natural next step allowing many more suppliers to demonstrate their solutions.”

Manufacturers and suppliers interested in submitting a nomination for the Enlighten Award are able to access additional information about the process, or submit an entry, at [www.altairenlighen.com/award](http://www.altairenlighen.com/award). Nominations are being accepted now through May 26, 2017. To allow sharing of innovation while respecting the business and technical confidentiality of all applications, designs submitted must be implemented on a production vehicle produced between August 2014 and August 2017, with no geographical restrictions.

 [Click here to return to Contents](#)

## ***New Certifications Demonstrate Continued Momentum for Oracle Public Cloud***

29 March 2017

Oracle today announced it has achieved a series of compliance certifications and attestations for its Public Cloud offering, including certifications and attestations for ISO 27001, HIPAA, SOC1 and SOC2 for a number of core services. Administered by [Schellman & Co.](#), these certifications in industries such as healthcare help provide validation of Oracle's offerings in areas including security, availability, processing integrity and privacy.

Oracle's portfolio of [Platform-as-a-Service](#) (PaaS) and [Infrastructure-as-a-Service](#) (IaaS) solutions received [Service Organization Control](#) (SOC) attestations for the following key services: Database Public Cloud Service, Java Public Cloud Service, Database Backup Cloud Service, Exadata Cloud

# CIMdata PLM Industry Summary

---

Service, Big Data Cloud Service, Big Data Preparation Service, Big Data Discovery, Application Builder Cloud Service, Storage Cloud Service, Dedicated Compute Cloud Service, and Public Compute Cloud Service. These SOC certifications confirm Oracle's compliance with international service organization reporting standards. SOC reports are standards that help organizations establish trust and confidence in their service delivery processes by assessing whether service organizations are performing their duties appropriately in a controlled, stable and secured environment.

Oracle recently received a [Health Insurance Portability and Accountability Act \(HIPAA\)](#) attestation for its Oracle Fusion Suite of Software-as-a-Service (SaaS) applications—including Enterprise Resource Planning (ERP), Human Capital Management (HCM), and Customer Relationship Manager (CRM) Cloud Service—demonstrating that its SaaS solutions meet the requirements established by the U.S. Department of Health and Human Services for organizations working in the healthcare industry. HIPAA attestations affirm the proper saving, accessing and sharing of individual medical and personal information, as well as compliance with national security standards to protect health data created, received, maintained or transmitted electronically.

Oracle recently received an [International Standards Organization \(ISO\) 27001](#) certification demonstrating the proper management and security of assets such as financial information, intellectual property, employee details or information entrusted to an organization by third parties, for its Public Cloud SaaS suite of services in the core areas of Fusion ERP, HCM, CRM, Taleo Social, Taleo Business Edition, Service Cloud, Eloqua Marketing Cloud, BigMachines CPQ, and Field Service Cloud.

"Oracle is continuously investing time and resources to meet our customers' strict requirements across highly regulated industries," said Erika Voss, Global Senior Director, Public Cloud Compliance, Risk and Privacy, Oracle. "These new certifications not only validate the reliability and security features of the Oracle Cloud; they effectively make Oracle's solutions available to thousands of new customers in the Healthcare and Public Sector industries."

 [Click here to return to Contents](#)

## ***PDM Technology Group Appoints Director***

21 March 2017

PDM Technology North American (Bluestar PLM) announced today that Dan Fite has joined the company to further develop the North American market for the company's Bluestar products. Dan Fite brings over 20 years of experience with ERP and the last 9 years with Edgewater Fullscope where he was successful as an Account Services Executive.

Dan joins PDM Technology North America as Director of Business Development, North America. Dan will be the product evangelist for Bluestar PLM the leading CAD/PDM/PLM product connecting companies engineering and manufacturing teams via the Microsoft Dynamics AX native solution.

"I am very excited to now be a part of the PDM Technology team. The Bluestar PLM is a great fit for not only ETO and CTO companies but for any company that utilize CAD in their product development. Bluestar PLM is the missing link that companies have been looking for to bring the engineering data to the operation side of the business." Dan comments.

Jorgen Larsen, CEO PDM Technology Group said "Dan's background within the Microsoft Partner channel and industry knowledge has already proven to make him a key addition to the PDM Technology Group. We are making a commitment to the North American Market and we were fortunate to fulfil this

# CIMdata PLM Industry Summary

---

role with someone of Dan's calibre. I am confident that Dan will play a key role in the territory expansion for our products."

[!\[\]\(c3cffc168beb4396c1e1a5a6db5d66b0\_img.jpg\) Click here to return to Contents](#)

## ***PLM Industry Veteran Tony Affuso Joins Aras Board of Directors***

30 March 2017

[Aras](#)® today announced the addition of PLM industry luminary Anthony (Tony) J. Affuso to Aras' Board of Directors. Over his more than 30-year tenure, he was formerly CEO of Siemens PLM Software. Prior to Siemens, Tony was the CEO of PLM industry leader UGS for more than 20 years, where he led the growth of UGS from a start-up to a multibillion dollar global leader and to a successful merger into Siemens PLM. In addition to his board role with Aras, Affuso serves on the Board of Directors of Symbotic, where he was formerly CEO of the start-up robotics automation company.

Mr. Affuso said, "I was attracted to Aras because of their disruptive technology, open-source customer engagement model, and the fact that their technology has recently been selected over their competitors by several of the world's leading engineering/manufacturing companies. Additionally, I have also been equally impressed with Aras' customer-first mentality – a culture that I have always passionately believed in and one that I see across the Aras team."

Affuso continued, "We are seeing a resurgence in the demand for PLM as manufacturers are dealing with increased product complexity and the digital transformation of their business to achieve new levels of efficiency and competitiveness. Manufacturers are re-evaluating their systems infrastructure and investing in new capability such as the Aras 'Digital Thread' that enables full life-cycle traceability of their products. Based on all the factors I am seeing, Aras is emerging as the new PLM leader with the right technology at the right time."

Peter Schroer, CEO, Aras said, "Tony brings a depth of customer knowledge and insight that is just unmatched in the industry. He has seen PLM evolve from the early days of mechanical CAD to the systems engineering era that Aras enables. As a board member, he will play a key role guiding our course and deepening our connections as we continue to redefine the industry's expectations of PLM."

[!\[\]\(e10db9d69cb0b265e01951fb48872059\_img.jpg\) Click here to return to Contents](#)

## ***Propel Appoints Jeff Staley as Vice President***

30 March 2017

Propel today announced that Jeff Staley is joining the company as the Vice President of Global Sales. He brings extensive leadership experience in enterprise software sales, alliances and business development. As Vice President of Global Sales, Staley will be responsible for accelerating revenue growth for Propel's cloud PLM software and its market leadership in the Participation Economy.

Prior to Propel, Staley was Regional Vice President of Enterprise Sales for Apttus, a Quote-to-Cash software provider. During his tenure there, he was responsible for growing the company's business with Fortune 1000 companies. Prior to his role at Apttus, Staley held senior sales and product roles at Salesforce, SAP, Oracle and Siebel Systems.

Staley holds a Master of Science degree in Systems Management from the University of Southern California, and a Bachelor of Science degree in Engineering Mechanics from the United States Air

# CIMdata PLM Industry Summary

---

Force Academy. He also served as a captain in the United States Air Force.

“Over the past several years, I’ve witnessed a dramatic shift in the way products and services are brought to market. I’m excited that Propel is uniquely positioned to help companies thrive in this Participation Economy by placing the customer in the center of their product strategy,” said Jeff Staley. “Propel has reenergized the cloud PLM market, and I look forward to accelerating their already rapid growth.”

“Jeff’s extensive experience in enterprise SaaS will be invaluable to Propel, especially as we usher in the next phase of our company’s expansion into global markets,” according to Ray Hein, CEO of Propel. “In addition to scaling our commercial teams, Jeff will build upon our culture and reputation of excellence in customer satisfaction and success.”

 [Click here to return to Contents](#)

## ***PROS Attains ISO/IEC 27001: 2013 Certification for Information Security Management***

29 March 2017

**PROS**® today announced it has attained the ISO/IEC 27001: 2013 certification, the industry’s most prestigious standard for information security management. Published by the [International Organization for Standardization](#) (ISO), the world’s largest developer of voluntary international standards, and the [International Electrotechnical Commission](#) (IEC), ISO certification provides customers with assurances that PROS has met the industry’s most rigorous certification requirements for security in the cloud.

ISO 27001 certification includes PROS cloud and SaaS subscription products, along with the associated business processes and systems used to develop, operate and support the PROS product portfolio.

“Companies across the globe entrust PROS with their data, and ISO/IEC certification offers assurances to our customers that we are committed to data privacy and safeguarding their commercial assets in compliance with the industry’s most demanding standards and practices,” said PROS Chief Technology Officer [Rob Reiner](#). “For our customers around the world, ISO certification also underscores that our governance and compliance practices meet the highest international standards to protect their data.”

To attain certification, PROS was required to pass a stringent, three-part audit that requires an in-depth review of its Information Security Management Systems (ISMS), which also includes a formal, independent compliance audit. The company will conduct annual independent audits to ensure it remains compliant with the global standard.

 [Click here to return to Contents](#)

## ***Siemens Provides Connecticut State Colleges and Universities \$315 Million Worth of Advanced Manufacturing and Design Software***

27 March 2017

Connecticut State Colleges and Universities (CSCU) has received state-of-the-art manufacturing and product design software with an estimated value of \$315 million from Siemens, a global technology company.

CSCU students in the Advanced Manufacturing Technology Centers at four community colleges across the state – Three Rivers, Manchester, Asnuntuck and Gateway – will have access to Siemens’ product

## CIMdata PLM Industry Summary

---

lifecycle management (PLM) software in their classrooms. The software is being incorporated into day-to-day student coursework and projects related to computer-aided-design, engineering simulation, industrial design, digital manufacturing and manufacturing management. The grant will expand to all of the state's 12 community colleges over the next 18 months.

Siemens' PLM software helps manufacturers design, develop and manufacture some of the world's most sophisticated products in a variety of industries including the aerospace and defense, industrial machinery and heavy equipment, shipbuilding, medical devices, electronics, and semiconductor sectors. Siemens has approximately 300 employees working in Connecticut, primarily in the company's Building Technologies and Health Care businesses.

"This is great news for our system but especially for our students," said CSCU President Mark Ojakian. "Our advanced manufacturing centers are providing top quality education to Connecticut residents that prepares them for available, high wage careers in our state. We are grateful for this in-kind grant from Siemens, which enhances the quality of the education experience our students receive."

"With the fourth industrial revolution underway, manufacturing today is increasingly software-driven. By providing students with hands on experience in industrial design software, we can help empower the next generation of digital talent for success in Connecticut's high-tech economy," said Tony Hemmelgarn, President and CEO of Siemens PLM Software. "Through this partnership, Connecticut's community college students will gain real-world experience on the same software and technology that's used by some of Connecticut's most innovative companies – opening the doors to rewarding STEM-based careers."

This in-kind grant of [NX™](#) software – a leading integrated solution for computer-aided design, manufacturing and engineering – benefits CSCU students in the advanced manufacturing program and will also be made available through continuing education and youth career development programs. The NX software provides capabilities for fast, efficient and flexible product development, including: conceptual design, 3D modeling, and simulation applications. The software is helping students realize their ideas by providing precise modeling as a product moves from design to prototype through a streamlined manufacturing process that provides instant feedback and allows product developers to make adjustments in real time.

"The grant will enable our students to gain hands-on experience with the actual software used by Connecticut manufacturers and give them job-ready skills to compete in the resurging advanced manufacturing field," according to Dave Russell, Director of Advanced Manufacturing at Manchester Community College. "This is a fantastic opportunity for MCC and those Connecticut community colleges who integrate this software into their teaching. It will also provide for a better trained workforce in Connecticut, experienced in using some of the best industrial design CAD/CAM/CAE software in the world."

With software playing an increasingly important role in the next era of manufacturing, this in-kind software grant – the largest in CSCU history – is intended to help prepare a highly-skilled STEM workforce for the advanced manufacturing industry. The software is used by nearly 200 high tech companies across Connecticut including General Dynamics Electric Boat, PCX Aerostructures, EDAC Technologies, ATI East Hartford, UTC Aerospace Systems and more than 140,000 manufacturers globally – helping engineers turn ideas into real products.

 [Click here to return to Contents](#)

# CIMdata PLM Industry Summary

---

## ***TCS and Siemens join hands to deliver plant solutions for Connected Digital Enterprise***

29 March 2017

Tata Consultancy Services (TCS) and Siemens have expanded their long-standing partnership to deliver a comprehensive set of plant solutions for [enabling the connected Digital Enterprise](#).

By adding Siemens' entire Manufacturing Operations Management software portfolio to their agreement, TCS can now showcase the complete suite of Siemens software and services at the [TCS Plant Solutions](#) Center of Excellence, which was inaugurated today in Pune, India. With a full range of solutions, the facility will support proof of concepts and illustrate how enterprise-wide digitalization is transforming the global manufacturing industry. The goal is to give customers a unique environment to build and test digital solutions using the world's most [advanced PLM](#) and MOM software technology.

“Our new Plant Solutions Center of Excellence is part of our commitment to create exceptional value for our customers through fully integrated solutions that allow manufacturers to leverage Industry 4.0/ Smart manufacturing initiatives and achieve operational excellence,” said Regu Ayyaswamy, Global Head, [Engineering & Industrial Services](#), TCS. “Our commitment and investment in Siemens' entire MOM portfolio is the foundation for a transformational solution that allows manufacturers to begin their [Connected Digital Enterprise journey](#).”

TCS will participate in the Siemens MOM Expertise Alliance Center (MEAC), a community of highly skilled and strategic partners providing MOM-specific services to manufacturers. This will further enhance TCS' ability to provide its current and future customers with high performance MOM solutions to enhance manufacturing operations. TCS is also committed to provide expert consulting, project deployment, and implementation services for a variety of Siemens MOM software solutions including manufacturing execution systems (MES), advanced planning and scheduling (APS), quality management systems (QMS), and laboratory information management systems (LIMS).

“TCS is the first partner to achieve complete adoption of the Siemens MOM portfolio while delivering excellence to joint customers,” said Rene Wolf, senior vice president of Manufacturing Operations Management Software for Siemens PLM Software. “This allows TCS and Siemens to help manufacturers realize the full value of the Digital Enterprise from product design and production planning, to production engineering, production execution and services. TCS' offerings on Plant solutions, applying the full Siemens MOM application suite, will change the way customers transform and manage the digitalization of their manufacturing operations.”

In a strategic alliance spanning three decades, TCS has partnered at various levels with Siemens PLM Software to offer best-in-class consulting and implementation services to its customers. Their extended partnership agreement further strengthens the TCS-Siemens alliance.

 [Click here to return to Contents](#)

## Events News

### ***Capvidia to present at NIST 2017 Model Based Enterprise Summit***

27 March 2017

Capvidia will be a featured participant in the 2017 Model Based Enterprise (MBE) Summit, hosted by

# CIMdata PLM Industry Summary

---

the National Institute of Standards, on April 3-7 in Gaithersburg, MD. The Summit's purpose is to identify challenges, research, implementation issues, and lessons learned in manufacturing and quality assurance where a 3D model of the product serves as the authoritative information source for all activities in the product's lifecycle.

This year, Capvidia will demonstrate an array of technologies supporting MBE, including:

- MBDVidia for PTC Creo, a tool which can use 2D Creo drawings to add fully semantic PMI (MBD) annotations to 3D Creo models.
- MBDVidia, a tool that enables users to access and share Model Based Definition (MBD) data without the need for an expensive CAD license. MBDVidia opens any 3D MBD model enabling clients and coworkers to visualize, perform detailed investigation or create quotes and reports.
- 3DTransVidia, an application to translate and repair 3D models created in different CAD systems, with full support for MBD annotations.
- CompareVidia, a specialized application to validate and compare CAD models for translation or design changes. With full support for MBD annotations.
- Capvidia SDK, a software development kit supporting development of applications using QIF (Quality Information Framework.)
- Pundit CMM, an inspection simulation software package that can calculate task-specific measurement uncertainties for CMM measurements, identifying measurement issues to better control CMM processes.
- ANSI QIF and STEP AP242 are two industry standards supporting MBD. Capvidia will demonstrate support for both these standards.

In addition to its technology demonstrations, Capvidia will give two presentations at the Summit. The first, “Automatic Generation of Optimized CMM Program from MBD on the DMDII Digital Manufacturing Commons and Enabled by QIF,” will address a capability central to the very notion of MBE: a fully digital data-driven manufacturing process.

Capvidia's second presentation, “Measurement Data Analytics using QIF,” will examine how quality data can be leveraged to increase manufacturing knowledge, through the use of advanced analytics and business intelligence.

Capvidia has been an active participant in the MBE Summit since 2012.

 [Click here to return to Contents](#)

## ***Centric Software and California Fashion Association Present PLM Business Breakfasts in Los Angeles***

30 March 2017

Fashion runs on creativity and change, but building a structure to manage both can be a monster task. Markets shift moment-to-moment, seasons get shorter and creativity is sometimes substituted by just keeping up to bring products to market faster.

West Coast companies who want to learn from big brands that have already weathered these challenges can now register for one of two exclusive business breakfasts – in L.A. and San Francisco – where

# CIMdata PLM Industry Summary

---

senior executives from Kate Spade and Icebreaker will talk about how technology helps them compete and sharpens their creative edge.

Kevin Sheffield, Manager of Design Technologies, will provide his expert perspective on how linking PLM with leading creative tool Adobe Illustrator allows Kate Spade to cut loose, design great products and helps bring those great products to market faster than ever.

From performance wear pioneers Icebreaker, Sheila Moore will share her experience of implementing PLM and persuading people – from execs to end users - to truly tap into PLM’s potential and make a business case.

The breakfasts are presented by fashion tech experts Centric Software and the California Fashion Association

There are two dates: April 6th at the Omni Hotel, in downtown Los Angeles and April 26th at luxury lounge bar Twenty Five Lusk in the SoMa district. Both start at 8:30 am and conclude with a Q&A session and networking at 11:00.

 [Click here to return to Contents](#)

## ***“Delivering on the Smart Enterprise” with NEC at the Enterprise Connect 2017 Conference***

23 March 2017

NEC Corporation of America ([NEC](#)) today announced it has demonstrated progressive, market proven elements of its Smart Enterprise approach to unified communications, announced less than two years ago. These technology solutions are now helping companies achieve value by “Delivering on the Smart Enterprise,” and examples and demonstrations of Smart Enterprise can be seen during the upcoming Enterprise Connect 2017 Conference. NEC’s interactive presentation at Enterprise Connect is representative of how any size company can utilize Smart Enterprise solutions across the organization. NEC’s innovative portfolio of communications, analytics, security, cloud, biometrics and SDN technology deliver compelling solutions that maximize benefits of a Smart Enterprise strategy, evidenced in a powerful, efficient and bottom-line focused communications offering.

NEC is a Gold Sponsor at Enterprise Connect 2017, one of the leading conference and exposition events focused on communications, collaboration and more. The conference will be held at the Gaylord Palms in Orlando, FL on March 27-30, 2017.

“Delivering on the Smart Enterprise” with NEC - Booth #913 will feature:

- Virtual Receptionist – NEC’s NeoFace Welcome provides a personal touch by recognizing registered individuals through facial recognition and greeting them by name and dynamic dialog paths based on who they are while unregistered visitors will also be greeted appropriately based on programmed parameters and identifiers. Customers receive a distinguished experience while employees are free to focus on other vital activities. Additionally, age/gender recognition can trigger tailored advertisements/greetings and can trigger notifications to sales personnel for immediate follow-up and interaction.
- Groundbreaking Application-Aware SDN Integrations – NEC’s game changing Software-Defined Networking (SDN) has been integrated with UC, biometrics, AI and workflow applications, improving performance, security, manageability and analytics while reducing the cost and complexity of delivering mission-critical real-time services.

# CIMdata PLM Industry Summary

---

- Smart Terminal Applications – NEC’s UT880 Android-based smart terminal with vibrant visual display and specialized applications provide a wide variety of new services directly to the end user: video surveillance monitoring, mass alerts, guest registration and biometrics-enabled access control are just a few of the applications now affordably available to the market.
- Business Continuity Infrastructure Solutions – NEC’s award-winning IT solutions deliver proven performance, high availability, and scalability to address today's complex IT environments including storage, Fault Tolerant servers, virtualization strategies, and Infrastructure as a Service (IaaS) solutions. NEC’s IaaS is a hosted solution that secures an organization’s data, critical systems, and business intelligence in a protected and federally compliant cloud environment leveraging a flexible and friendly operating expense business model.
- Highly Available Cloud Services – NEC offers a complete suite of customizable communications services for one low monthly payment, delivering enterprise-grade Voice, Mobility, Messaging, Presence, Conferencing, Collaboration, Contact Center and more via private, hybrid or public cloud architecture. NEC’s cloud strategy has been implemented with U.S. Department of Defense certified assets for security, encryption and always-available performance.
- Security Solutions with Biometrics Technologies – NeoFace Watch with the industry leading facial recognition performance can be used to enhance business performance in a number of innovative ways, including identification of individuals in a crowd for public safety, retail loss prevention, crowd flow management, dwell-time analysis, and dual authentication access control. In an enterprise environment, quick identification of people integrated into workflows enhances safety, productivity and customer experiences.

## Featured Speakers

NEC experts will present in conference sessions covering key industry trends and current topics. These sessions include:

- General Session: [What Role \(If Any\) Should Cloud Communications Play in Your Enterprise?](#)  
Monday, March 27, at 10:15 a.m. EDT  
Featuring Ram Menghani, vice president of product management and development
- Breakout Panel: SIP Trunking Case Studies: Current Challenges and Opportunities  
Tuesday, March 28, at 3:15 p.m. EDT  
Featuring NEC customer Mark Reynolds, University of New Mexico
- Breakout Session: [What Can IoT Do for Me \(and to Me\)?](#)  
Tuesday, March 28, at 8:00 a.m. EDT  
Featuring Aravind Parandhaman, NEC product lead for IoT solutions
- Breakout Session: [Architecting Hybrid Cloud: More Art than Science?](#)  
Tuesday, March 28, at 1:45 p.m. EDT  
Featuring NEC’s Gary Gordon, managing director of channel development
- Breakout Session: [I Have to Replace My Telephone System: What Do I Do?](#)  
Wednesday, March 29, at 8:00 a.m. EDT  
Featuring NEC’s Andrew Beckmann, executive director of business development
- Mock RFP Panel: [Cloud / Hybrid Cloud Communications & Procurement State of the Art](#)

# CIMdata PLM Industry Summary

---

Monday, March 27, 2:00 p.m. EDT  
Featuring NEC speakers: Mark Butler, J.P. Najar.

 [Click here to return to Contents](#)

## ***PROS Scientist Selected to Present at INFORMS 2017 Business Analytics Conference***

21 March 2017

**PROS**® today announced that Setareh Mardan, Ph.D., a member of its Science and Research team, has been selected to deliver a poster presentation at the [INFORMS 2017 Business Analytics Conference](#). Scheduled for April 2-4 at Caesar's Palace in Las Vegas, the conference brings together analytics professionals and industry experts who share real-life examples of how data and analytical decisions can improve critical areas of business.

Mardan will deliver a poster presentation titled “The Best of Two Worlds: Pricing and Revenue Management for Ground Transportation.” The business model for ground transportation shares similarities with airline origin and destination (O&D) models, yet differs in ways that make the challenges unique and complex. In addition to the vast amounts of data processed for each request, a multitude of unique features drive the complexity of the industry: short booking windows, no hubs, many long-haul trips, routes with an average of seven legs per route and moving capacity. Mardan will show how, through her research, customers are maximizing network revenue by setting and optimizing fare tiers for their markets for each price request.

Mardan will additionally participate in a panel with scientists from leading companies, who will offer industry insights into the analytics employment outlook. Chaired by Warren Hearnese, Ph.D., vice president of analytics and data science at Cardlytics, the panel will also include representatives from The Walt Disney Company, AARP and The Rainmaker Group.

“We see more companies moving toward a modern commerce strategy where dynamic pricing, offer optimization and personalization are reshaping their businesses,” said PROS Principal Research Scientist Dariusz Walczak, Ph.D. “Our research and our products employ machine learning and cognitive algorithms, strengthened by decades of market experience, and a mature forecasting and optimization science platform. With today's new market requirements, we're making it possible for companies to price, configure and sell their products and services with speed, precision and consistency across all sales channels. We are honored that Setareh Mardan has been selected to present at this conference, where she'll showcase PROS next-generation research.”

**INFORMS** – the Institute for Operations Research and the Management Sciences – is the largest society for professionals in the field of operations research, management science and analytics, with more than 12,000 members around the world. Walczak is the former chair and current board member of the Revenue Management and Pricing (RMP) Section of INFORMS.

To learn more about the conference, visit the PROS website or follow PROS on Twitter at [@PROS\\_Inc](#).

 [Click here to return to Contents](#)

## ***PTC to Offer Commercial Robotics Track at LiveWorx® 2017***

28 March 2017

PTC today announced that it has partnered with the Robotics division of EH Media, a producer of two

# CIMdata PLM Industry Summary

---

powerhouse publications - Robotics Trends and Robotics Business Review - to develop a Robotics & Autonomous Vehicles content track for its [LiveWorx](#)® premier global Internet of Things technology business conference. LiveWorx 2017 will take place in Boston on May 22-25, 2017.

PTC has partnered with EH Media to offer software technology enthusiasts an exciting opportunity to immerse themselves in the commercial robot revolution. As part of the rich event program, EH Media will host nine sessions over three days where participants can explore exciting innovations and the latest developments in robotics. These sessions will be interactive and alive with in-person demos, the latest robotics news, and use cases.

"With IoT and robotics both expanding exponentially and becoming increasingly intertwined, our conference track aims to take a deeper look at that relationship," said Steve Crowe, managing editor, Robotics Trends. "As Boston is the center for robotics on the east coast, LiveWorx presents an ideal stage for our robotics track."

"Our award-winning LiveWorx event is exploding with rich content that will be further enhanced with the addition of the Robotics & Autonomous Vehicles content track," said Eric Snow, senior vice president, corporate communications, PTC. "We are excited that EH Media will host such an interesting and innovative track for attendees of this year's LiveWorx."

LiveWorx seeks to showcase solutions that can help to engineer a smart, connected world. The vibrant atmosphere is the perfect setting for leaders, experts, and industry influencers to come together to discuss, debate, exchange, explore, and learn first-hand how cutting-edge technologies are transforming the world of tomorrow.

LiveWorx 2017 will feature sessions covering 30 different topics across nine industries. PTC has recruited global customers and third-party experts to share their knowledge with participating technology professionals from around the world.

 [Click here to return to Contents](#)

## ***Svante Littmarck President and CEO of COMSOL to Give Plenary Lecture at 2nd Thermal and Fluids Engineering Conference (TFEC)***

28 March 2017

COMSOL, Inc. will be featured at the 2nd Thermal and Fluids Engineering Conference (TFEC). With a focus on "Engineering Challenges for the Betterment of Society", this year's conference will provide an international forum for discussing the latest research and development achievements in the thermal and fluid sciences and the impact on numerical simulation. Svante Littmarck, President and CEO of COMSOL, Inc., will give a plenary lecture on the latest achievements of multiphysics simulation. COMSOL will also offer the attendees a course on "Multiphysics Simulation of Thermal and Fluid Systems".

Custom simulation apps bring new opportunities

"Thanks to custom simulation apps, powerful computational tools are able to reach a wider group of users than ever before," says Svante Littmarck. "During the lecture I will discuss use cases and show how state-of-the-art multiphysics software can be used to benefit simulation specialists, their colleagues, and customers alike." The adoption of apps is spreading quickly across industry and academia supported by the ease of use of the Application Builder in the COMSOL Multiphysics® software and cost-effective deployment through a local installation of the COMSOL Server™ product. Cornell University

# CIMdata PLM Industry Summary

---

is an example where large scale deployment of apps through COMSOL Server™ benefits students and teachers nationwide without them having to directly invest in the software or hardware. “Simulation apps bring new opportunities to education,” says Prof. Ashim Datta, Department of Biological & Environmental Engineering, Cornell University. “In a food safety class, apps enable multidisciplinary learning where students of biological science can simulate many what-if scenarios realistically.” Littmarck concludes, “Engineers can benefit from powerful mathematical modeling tools and solver technology in COMSOL Multiphysics® and deliver custom apps with COMSOL Server™. Deploying apps to their organization and customers worldwide has never been more straightforward.”

## Multiphysics Simulation of Thermal and Fluid Systems

COMSOL will offer a course on “Multiphysics Simulation of Thermal and Fluid Systems”. David Kan, vice president of sales for the southwestern region of the US, and Nicolas Huc, Technical Product Manager, Heat Transfer, will introduce the participants to multiphysics simulation using the COMSOL® software. The course will focus on the design of a heat sink to demonstrate how to model conjugate heat transfer step-by-step. Engineers and scientists are turning to the accuracy of multiphysics modeling software to optimize their designs and for deeper understanding of processes involving fluid flow and heat transfer. The ability to model conjugate heat transfer, alongside other physics, with high-fidelity is of the essence as it’s the main physics phenomena driving ubiquitous processes and components such as heat exchangers, thermoelectric coolers, bioheating devices, laser heating, thermal lensing, electronic cooling, induction heating, and RF heating.

## About the Thermal and Fluids Engineers Conference

The 2017 American Society of Thermal and Fluids Engineers (ASTFE) Conference and 4th International Workshop on Heat Transfer (IWHT) will be co-located and held April 2-5, 2017 in the Rio Hotel & Casino in Las Vegas, NV. The conference ([www.astfe.org/tfec2017](http://www.astfe.org/tfec2017)) and workshop provide an international forum for the presentation of the latest research and knowledge as well as for dissemination of high-quality research and development results in the thermal and fluid sciences.

 [Click here to return to Contents](#)

## ***Vero Software: Productivity and Inventivity at Industrie Lyon 2017***

29 March 2017

Vero Software will showcase the latest releases of their software solutions from April 4 – 7, on Stand 6Y117 at the INDUSTRIE LYON Trade Fair.

### New CAM and Viewer Features: Communication and Time Savings

Vero Software will unveil the new features of WorkNC, the automatic CAD/CAM solution for 2 to 5 axis machining.

WorkNC2017 will demonstrate further enhancements to its expertise in efficient and reliable machining: toolpath precision, time savings, cost reduction and high surface quality. WorkNC 2017 integrates ‘Advanced Toolform’, the new technology from Vero Software, into its Parallel Finishing toolpath. Toolpath calculations are based on the real shape of the cutter and machining times can be reduced by up to 70%.

Among the improvements expected by WorkNC's established users, the 'Dynamic Calculation Queuing' function allows operators to add calculations for newly created toolpaths, to postprocess them and check

# CIMdata PLM Industry Summary

---

for eventual tool holder collisions without having to wait until the end of calculations currently in progress.

In Edgcam 2017, the production oriented CAM solution for turning and turn/milling, the time required for assembling pre-existing parts on a mounting device has been significantly reduced. The new 'Tombstone' feature offers important time savings as operations such as loading, inserting, merging and rationalizing components has been fully automated.

The 2017 edition of WorkXplore, the powerful collaborative Viewer/Analyzer, offers new functionality which enhances its visualization, analysis and collaborative tools which are vital to its users.

Some new interfaces have also been integrated into version 2017 of WorkXplore:

- Export to PDF 3D format
- Export to JTOpen format
- Read and export MEG files.

The addition of these new export formats reinforces the collaborative aspect of WorkXplore. The possibilities for diffusing information to the outside world are, once again, further enhanced.

Integrated CAD/CAM/ERP job management: a complete digital channel

During INDUSTRIE 2017, Vero Software will emphasize the importance of its range of CAD/CAM/ERP solutions to design, modelize, quote, analyze, simulate, program and machine parts while also measuring the cost effectiveness of a project throughout the different production phases. WorkPLAN 2017, the ERP/Project Management solution, proposes different interfaces with other CAD/CAM and Viewer applications from Vero Software to meet the specific needs of different sectors of activity (design, tooling, laser cutting, custom manufacturing...).

Synergy with Hexagon Manufacturing Intelligence products: Reverse engineering and part inspection

Synergy between the Vero Software range of products and those of Hexagon Manufacturing Intelligence continues to progress. VISI 2017, the complete CAD/CAM solution now includes Reverse Engineering tools. In the never-ending search for improved productivity by concentrating on improved machining quality, Vero Software will present the new 'Vero Inspect' application which, in tandem with Edgcam, VISI and WorkNC, allows parts to be directly controlled on the milling and turn/milling centers using m&h probes from Hexagon Manufacturing Intelligence. Different probing cycles are available offering a wide range of inspection data for real-time machining adjustments and for checking the finished parts.

Machines present on the stand:

CNC Machining Center:

Live demonstrations of Vero Software solutions on a DMG MORI machining center from the 5-axis DMU 40 evo linear range fitted with an m&h probe will be running throughout the trade fair. The m&h probes measure parts machined on mills, machining centers, lathes, mill/turn machines, grinding machines, special machines and robots.

3D Printers:

The Absolute 2 3D Printer from QUALUP SAS will be showcased for the first time. Live 3D printouts will be run throughout the trade fair using a Reverse Engineering process involving a portable 'Romer Absolute Arm' measuring unit from Hexagon Manufacturing Intelligence, the VISI 2017 integrated CAD/CAM solution and the Absolute 2 3D Printer.

 [Click here to return to Contents](#)

## Financial News

### ***Accenture Reports Strong Second-Quarter Fiscal 2017 Results***

23 March 2017

Accenture reported financial results for the second quarter of fiscal 2017, ended Feb. 28, 2017, with net revenues of \$8.3 billion, an increase of 5 percent in U.S. dollars and 6 percent in local currency over the same period last year.

Diluted earnings per share were \$1.33, compared with \$2.08 for the second quarter last year, which included a \$0.74 gain on the sale of Navitaire. Excluding this gain, diluted EPS for the second quarter last year were \$1.34. For the first half of fiscal 2017, diluted EPS were \$2.91, a 13 percent decrease from \$3.36 for the same period last year. On an adjusted basis, excluding the impact of the Navitaire gain in fiscal 2016, diluted EPS for the first half of fiscal 2017 increased 11 percent.

Operating income for the quarter was \$1.14 billion, an increase of 5 percent over the same period last year, and operating margin was 13.7 percent. For the first half of fiscal 2017, operating income grew 7 percent to \$2.47 billion, or 14.7 percent of net revenues – an expansion of 20 basis points from the same period last year.

New bookings for the quarter were \$9.2 billion, with consulting bookings of \$4.6 billion and outsourcing bookings of \$4.6 billion.

Pierre Nanterme, Accenture’s chairman and CEO, said, “We are pleased with our financial results for the second quarter and first half of fiscal 2017. For the quarter, we delivered 6 percent revenue growth in local currency – which again was broad-based across the business – and we generated strong new bookings that position us well for the second half of the year. I am particularly pleased that we continue to make substantial investments in our business while returning more than \$2 billion in cash to our shareholders year to date.

“Our strong performance reflects our continued rotation to new, high-growth areas such as digital, cloud and security services – which now account for more than 45 percent of total revenues – as well as our increasingly innovation-led approach to creating cutting-edge solutions for clients. With our highly differentiated capabilities and disciplined management of the business, we are confident in our ability to continue driving sustainable, profitable growth and delivering value for our clients and shareholders.”

Click to download [Q2 FY17](#)

 [Click here to return to Contents](#)

### ***CENIT concludes successful 2016 business year: EBIT growth of approx. 12%***

31 March 2017

CENIT AG has concluded a successful 2016 business year. The software company achieved EBIT growth of approx. 12 percent. Sales increased by around 2 percent. In the proprietary software field, CENIT was able to boost sales by over 10 percent on-year. Based on the annual financial statement of CENIT Aktiengesellschaft, Stuttgart, the Management and Supervisory Boards will propose to the Annual Meeting of Shareholders on May 12, 2017 that a dividend of EUR 1.00 be disbursed per share.

# CIMdata PLM Industry Summary

---

During the 2016 business year, CENIT Group achieved total sales revenues of EUR 123,774 k (2015: EUR 121,479 k/+1.9%). Sales of CENIT's proprietary software amounted to EUR 17,572 k, an increase of 10.2% over the previous year EUR 15,949 k. Sales revenues from CENIT Consulting and Services totaled EUR 48,420 k and thus decreased by -4.8% on-year (EUR 50,862 k). Sales of third-party software increased by 5.9% to EUR 57,588 k (2015: EUR 54,391 k).

In 2016, gross profits (operating performance less cost of materials) totaled EUR 77,038 k (2015: EUR 76,379 k), an increase of 0.9%. CENIT achieved EBITDA in the amount of EUR 14,064 k (2015: EUR 12,696 k/+10.8%) and EBIT of EUR 11,849 k (2015: EUR 10,601 k /+11.8%). Earnings per share were EUR 0.97 (2015: EUR 0.87 /+11.5%).

## Order Intake

During the 2016 business year, orders received by CENIT Group totaled EUR 124,815 k (2015: EUR 124,901 k). Orders in hand on December 31, 2016 amounted to EUR 35,223 k (2015: EUR 37,914 k).

## Asset and Financial Situation

CENIT has no liabilities in relation to credit institutions, whether short-term or long-term. On the balance-sheet date, the company's equity capital was EUR 40,578 k (2015: EUR 39,843 k), representing an equity ratio of 56.2% (2015: 59.6%). On the balance-sheet date, bank deposits and liquid assets totaled EUR 33,606 k (2015: EUR 33,941 k). Operative cash flow amounted to EUR 9,055 k (2015: EUR 9,465 k). In 2016, cash flow was influenced by a dividend payment to shareholders in the total amount of EUR 8,368 k and investments in the amount of EUR 1,221 k.

## Employees

On December 31, 2016 CENIT Group employed 615 staff worldwide (2015: 628). Consolidated personnel expenditures during the reporting period were EUR 48,880 k (2015: EUR 48,554 k). CENIT currently provides training for 40 young professionals in a variety of occupations. Trainees include informatics and economics students from the Dual University of Baden-Württemberg (DHBW) and vocational trainees in the field of information technology.

## Dividend

The Management and Supervisory Boards will propose to the General Meeting of Shareholders on May 12, 2017 that a dividend of EUR 0.50 per share, as well as the base dividend of EUR 0.50 per share, be disbursed from CENIT AG's unappropriated profit in the amount of EUR 8,393 k.

## Outlook

An equity ratio of well over 50% places CENIT on very secure footing. This lets CENIT act as a strong and reliable partner to its customers. For the 2017 business year, CENIT Group anticipates sales growth of 2% and a consistent EBIT.

The complete 2016 Annual Report is available in German and English on the CENIT homepage: [www.cenit.com/reports](http://www.cenit.com/reports).

 [Click here to return to Contents](#)

## ***Lectra Releases 2016 Annual Report to Investors***

30 March 2017

The PDF report is available for viewing and download here:

<https://www.lectra.com/en/investors/financial-information/2016-annual-report>

 [Click here to return to Contents](#)

## Implementation Investments

### ***Centric Software Chosen by Cabbeen***

28 March 2017

Centric Software announces that Cabbeen, a leading designer menswear brand in China, has selected Centric Software to provide its product lifecycle management (PLM) solution.

Founded in Guangzhou in 1997 by its chairman and chief designer, Ziming Yang affectionally also known as ‘Mr. Cabbeen’, Cabbeen houses four menswear brands: Cabbeen Lifestyle, Cabbeen Urban, Cabbeen Chic and 2AM. Cabbeen’s clothing retails in over 1,000 points of sale across China and the company has won multiple Chinese fashion awards.

In the face of a competitive and quickly evolving fashion market in China, Cabbeen decided to restructure their internal supply chain system with the goal of becoming more agile and reacting faster to changing retail conditions. In reviewing their IT infrastructure, they realized that they needed to invest in a PLM system.

“Cabbeen needs a strong platform to support business growth and achieve rapid innovation,” says Chen Jun, CIO of Cabbeen. “We looked for a solution that would reduce rework for internal departments and external suppliers, eliminate the need to communicate the same information multiple times and also support the structural reform of our organization.”

“We reviewed a number of large PLM solution providers, but eventually chose Centric PLM because the platform is very adaptable and flexible,” explains Chen. “This is important in the apparel and fashion industry, which changes at great speed. Centric Software’s market leading position gives us confidence in their product and the Centric team is professional and experienced in our industry. Users can fully participate in the implementation process and it truly is a ‘what you see is what you get’ solution.”

“With Centric PLM, we look forward to a rapid reduction in the amount of time the R&D team spends on data collection,” says Chen. “Centric PLM will allow them to quickly accumulate knowledge and improve efficiency. We expect to define and standardize all aspects of the research and development process, improving visualization and transparency. Its flexible architecture enables a quick response to changes in the business.”

As Chen concludes, “Centric Software is an outstanding PLM vendor, offering rich product features, an excellent Agile Deployment SM implementation concept, high customer satisfaction and seamless delivery to users. We look forward to a long-term partnership with Centric Software, sharing business experience and developing innovative solutions to match the demands of the Chinese fashion industry.”

“We are delighted to welcome our twenty-second customer in China, Cabbeen,” says Chris Groves, President and CEO of Centric Software. “Cabbeen is renowned as a leading Chinese menswear brand and we are proud of the fact that they have chosen Centric as a partner to help them pace with the highly

# CIMdata PLM Industry Summary

---

competitive and rapidly changing Chinese fashion market. We look forward to a long period of productive collaboration.”

 [Click here to return to Contents](#)

## ***Focus International Selects Visual Next Apparel PLM and ERP Software Solutions***

28 March 2017

[Visual Next UK](#) is pleased to announce that Focus International has appointed Visual Next to implement a new suite of software products, to replace their current systems and enable smoother processes across the business, from the sample stage through to dispatch.

[The Visual End2End software suite](#) will centralise all of Focus International’s product information and processes into a single system which will provide increased efficiency as well as streamlined design, product development, production and distribution processes, all of which will offer a smoother process for the Focus International customer. Alongside this, the brand will benefit from a wide range of concept-to-consumer fashion software components including comprehensive PLM and ERP capabilities.

Focus International Operations Director, Andrew Ward, said, “We pride ourselves on innovative design and excellent customer service. Being a true ‘omnichannel’ business selling via ecommerce, direct to retail customers, concessions and wholesale, we needed a system that would seamlessly integrate all these channels together to have one central inventory system to pull from – with advance reporting, financial and merchandising abilities. We have undertaken a detailed market evaluation to find the most efficient and fit-for-purpose solution to support our current and future growth needs. With Visual Next, we are pleased to have found a solution to achieve this. We will now be able to connect all departments, from design to finance, for total visibility within a ‘one stop application’. It’s exciting to combine our business growth with new fashion technology.”

Visual Next UK Managing Director, Tony Mather, commented, “We are delighted to be working with Focus International on this project. Focus International – part of the JD Sports Group of companies is an established, respected business in a fast moving sector and will benefit from Visual’s Rapid Deployment Process (RDP). This will enable quick gains from Product Lifecycle Management (PLM), Enterprise Resource Planning (ERP) and other key fashion capabilities from an all-in-one business enterprise solution.”

 [Click here to return to Contents](#)

## ***French Porcelain Manufacturer Bernardaud Transforms its Product Development Using Dassault Systèmes’ “My Product Portfolio” Industry Solution Experience***

23 March 2017

[Dassault Systèmes](#) today announced that [Bernardaud](#), a French luxury porcelain manufacturer, is using the “[My Product Portfolio](#)” industry solution experience on the cloud to transform its product development process.

Based on the 3DEXPERIENCE platform, “My Product Portfolio” provides Bernardaud with a unified digital environment for product design, engineering and management that is quickly deployed and helps the company to preserve the craftsmanship that has become its hallmark.

Bernardaud is a family-owned company, based in Limoges, with a 150-year tradition of luxury porcelain

## CIMdata PLM Industry Summary

---

that merges time-honored decorative arts techniques with distinctive designs, partnerships with renowned artists, and contemporary twists to conventional tableware formats. Bernardaud manufactures two million pieces annually; each piece requires at least one week to be completed and fifty artisans to produce. Always striving to innovate, the company wanted to accelerate the creation and launch of new pieces by digitalizing the product development process.

Using the “My Product Portfolio” industry solution experience, Bernardaud can create 3D virtual models of each piece, virtually experience shapes, colors, decorations, enamel and engraving, and validate the design. This virtual model then serves as a referential for the mold used to make the piece. The company can virtually program and simulate the manufacturing process, factoring in whether the piece is crafted from liquid, powder or paste, as well as any changes in size or shape that can occur during firing. Bernardaud can also digitize its existing products to preserve its heritage of thousands of designs introduced by its artisans over the years.

“Our customers expect a high level of quality and functionality from each of our pieces and this drives our thinking and our entire approach to business,” said Michel Bernardaud, CEO, Bernardaud. “Porcelain manufacturing techniques have never been as sophisticated as they are today nor porcelain as elegant as it is today. ‘My Product Portfolio’ allows us to digitally enrich this technical expertise and make it more efficient. Will the shape of a teapot’s spout prevent drips? How much gold must we blend into paint to obtain the desired look around the rim of a plate? We can virtually explore and answer such questions without the need for costly physical prototypes.”

“Companies in the home goods and tableware segments, from mass-market to high-end, require new strategies to build digital transformation into their processes that accelerate the launch of products that differentiate them in the eyes of their customers,” said Chris Colyer, Vice President, Consumer Goods and Retail Industry, Dassault Systèmes. “‘My Product Portfolio’ supports the skilled expertise required for innovation in leisure goods. This cloud-based solution is particularly suited for small and medium-sized businesses that benefit from its easy implementation and the flexibility to scale up as their business needs evolve.”

 [Click here to return to Contents](#)

### ***HellermannTyton Heads for the Cloud with Infor CloudSuite Distribution Enterprise***

28 March 2017

Infor today announced that leading cable management manufacturer HellermannTyton has invested in Infor CloudSuite Distribution Enterprise. The application, which is built on Infor M3, will ensure the company has a robust, future-proof technology platform from which to grow its business as well as helping to ensure compliance with Sarbanes Oxley (SOX). The deployment is expected to be live in April 2017.

HellermannTyton selected Infor CloudSuite Distribution Enterprise to replace an outdated platform. As well as scalability, and the ability to future-proof the manufacturing specialist's technology infrastructure, the application will also enhance availability, improve users' experience and internal processes via Infor Ming.le™, speed up reporting and facilitate improved business intelligence (BI). With its parent company, Delphi Automotive, listed on the New York Stock Exchange (NYSE), SOX compliance to support corporate and financial governance was also a crucial factor in selecting the Infor application.

# CIMdata PLM Industry Summary

---

"We have used Infor applications for many years, and they have supported us extremely well in growing our business both organically and through a number of acquisitions," comments Thor Kohler, Operations Manager, Nordics, HellermannTyton. "As we embrace the next phase of our journey, we need a cloud technology platform which offers high scalability and availability, as well as seamless processes to maximize our productivity, enhance our BI to hone service and strategy, and drive profitability in the face of challenging markets. Infor CloudSuite Distribution Enterprise delivers everything we need, via the cloud to really future-proof and consolidate our IT footprint going forward."

"Driving innovation in the face of continuous change isn't easy. But with a robust, cloud-based platform to manage the high volumes of transactions associated with this kind of business, as well as suppliers, customers, inventory and analytics, competitive advantage is a great deal easier to carve out," comments Phil Lewis, European VP of Solutions Consulting, Infor. "Infor recognizes that no business is the same, and our industry specific functionality combined with superior reporting and compliance, in this case with SOX, put our customers in the best position from which to embrace new opportunities."

 [Click here to return to Contents](#)

## ***McDermott Selects Dassault Systèmes' 3DEXPERIENCE Platform to Digitally Transform its Global Offshore Engineering Services***

28 March 2017

[Dassault Systèmes](#) today announced that [McDermott International, Inc.](#), a leading provider of engineering, procurement, construction and installation (EPCI) services, has chosen the 3DEXPERIENCE platform to improve efficiency and performance.

McDermott will use "[Integrated Plant Engineering](#)," "[Optimized Plant Construction](#)" and "[Efficient Plant Operation](#)" industry solution experiences to collaboratively engineer, build and operate fixed and floating offshore production facilities, pipelines and subsea systems for its client base of oil companies.

EPCI companies in the marine and offshore industry face strong pricing pressure while being asked to deliver highly complex facilities on time and on budget. Solving these challenges requires them to better manage risk and develop competitive differentiators.

Dassault Systèmes' 3DEXPERIENCE platform enables McDermott to digitize and standardize its processes and deploy a single, secure, collaborative environment that fully integrates engineering, procurement, project controls, construction, installation and commissioning. McDermott can accelerate the delivery of construction-ready and operations-ready projects by leveraging a single source of real-time data and a 3D model during the project, which improves project safety and quality.

McDermott's global teams have access to real-time information related to customer requirements, project scope and schedules for full visibility on a project's status and more informed decision-making. Its engineers can build a virtual model based on a single source of information that reduces manual and document-based processes and facilitates knowledge reuse. Teams can leverage this virtual model to review the design, manage changes, and incorporate as-built conditions in order to predict and optimize performance.

"We chose the 3DEXPERIENCE platform to support our business strategy to become the first energy-focused EPCI company to implement a project lifecycle platform," said Vaseem Khan, Vice President Engineering, McDermott. "This is a transformative initiative – moving engineering in the oil and gas

# CIMdata PLM Industry Summary

---

sector from being based on the transfer of discrete documents to being based on an exchange of data in a more integrated and easy to use digital platform. This will change how projects are executed.”

“Digital transformation boosts a company’s ability to secure the quality of entire systems of energy production, to efficiently predict and monitor project schedule and costs, and to deliver them on time and on budget,” said Alain Houard, Vice President, Marine & Offshore Industry, Dassault Systèmes. “By deploying the 3DEXPERIENCE platform, McDermott can improve its core business and deliver best-in-class project execution for its subsea and offshore customers.”

 [Click here to return to Contents](#)

## ***RFNC-VNIITF Licenses Full Set of C3D Tools for its Facilities***

27 March 2017

RFNC-VNIITF recently licensed the full set of the C3D Toolkit from C3D Labs. The solution was delivered to Rosatom by ASCON Group’s Ural regional center. RFNC-VNIITF -- the Russian Federal Nuclear Center, Zababakhin All-Russian Scientific Research Institute of Technical Physics -- is the second research institute of SC Rosatom to select C3D for writing its in-house software.

“We relied for a long time on open source components to develop our proprietary engineering software,” said Igor Pavlov, head of the Software Development department at RFNC-VNIITF. “We were, however, never satisfied with it, be it in terms of performance or functionality. We had been eyeing C3D for some time, and so conducted a major cycle of testing, which proved that the geometric kernel was indeed a component that would be reliable and fast enough for our needs.”

One substantial deficiency of open source components is the lack of technical support from developers and right holders, even in the paid versions of the products. This is why Rosatom decided to switch entirely to C3D Labs, whose mature technology has been developed over 20 years. C3D had already been providing components for some applications used at Rosatom.

“Collaboration between RFNC-VNIITF and C3D Labs began in 2016,” explained Eduard Maksimenko, head of the Application Software department at C3D Labs. “RFNC-VNIITF boasts a wealth of experience in developing software with a variety of components for developers. I know that our components would provide a reliable foundation for researchers at SC Rosatom, and our cooperation will ensure further progress.”

It turns out that the team from Rosatom was able to move its software to the C3D Modeler geometric kernel and C3D Vision visualizer quite quickly. Following testing of the C3D Vision module, the specialists at RFNC-VNIITF made recommendations to C3D that will inspire further development of the product.

In addition, the specialists at RFNC-VNIITF identified tasks that need development in application software. Armed with tools such as the C3D kernel, ASCON-Ural implemented the necessary measures to put it into trial operations. C3D proved that it could handle the tasks defined by the scientific center.

“RFNC-VNIITF and ASCON-Ural have been partners for many years now,” said Sergey Kartashov, Commercial Director at ASCON-Ural. “Our primary area of collaboration includes the automation of design-to-manufacture processes. We know that our C3D Toolkit will enhance the quality and reliability of software solutions created by RFNC-VNIITF, while helping ASCON develop further functionality of our product.”

[↑ Click here to return to Contents](#)

## Product News

### *Anaplan announces innovations to drive new age of connected planning*

28 March 2017

[Anaplan](#) today announced significant innovations to drive connected planning in large and fast-growing organizations around the world. The announcement, made at [Hub17](#), Anaplan's premier global user conference, marks a transformation in the way organizations model the future, collaboratively plan, make decisions—and rapidly put them into action.

"Connected planning is a way of thinking about and doing planning," said Michael Gould, Anaplan's Chief Technology Officer and Founder. "It's the creation of fundamental connections between data, people, and plans in an organization. Anaplan's highly scalable platform continues to become more open and collaborative, empowering people across the organization to make informed decisions that drive faster, more effective planning."

#### **Data: Single, secure source of planning information**

The Anaplan platform expands on the company's existing open integration approach. For example, Anaplan HyperConnect leverages the technology of Informatica Cloud. Now, users can easily connect to hundreds of data sources, bringing data into a planning model with just a few clicks. In addition to providing strong data governance, this enables plans to be connected via a data hub within Anaplan. These features further enable business ownership, a highly desired feature of the Anaplan platform, meaning people can own and manage business processes with less dependence on IT.

#### **People: Greater collaboration, deeper insights, faster alignment**

Several new capabilities allow decision-makers to visualize and share insights to better answer key business questions. With a newly supported connector from Tableau, users can extract information from Anaplan for self-service visualization within Tableau, allowing them to easily share insights and results with others. Additionally, new administration governance features ensure that the right people have access to the right information.

The [Anaplan Community](#), the company's relaunched collaboration portal, provides a destination for sharing best-practice planning ideas and information. Anaplan customers, partners, and employees can connect, engage, and share how they plan and make mission-critical business decisions.

Connected planning enables a significantly larger group of people to be involved in planning and decision-making within organizations, resulting in faster responses and course corrections.

#### **Plans: Analyze and refine plans dynamically in one area or across the business**

Anaplan's powerful modeling engine allows business users to own the process of creating a planning solution and adapting it to the changing needs of the organization. Users can develop planning applications on their own or leverage pre-built apps. Ninety-nine new apps have been published since January 2016, including 23 new apps published so far in 2017. In total, there are over 195 apps in the [Anaplan App Hub](#).

Business planning is enhanced under the connected planning paradigm with Application Lifecycle Management (ALM), a new capability that allows users to easily manage the design, development,

# CIMdata PLM Industry Summary

---

testing, and delivery of planning apps, making them easier to manage. Anaplan is the only cloud vendor in its market with this capability.

"Connected enterprises make faster, better, and more timely decisions," said R "Ray" Wang, CEO of Constellation Research. "A company's value today is increasingly based not only on the things its people know, but also how efficiently employees can connect with each other to share and augment their knowledge. Organizations can make connected enterprises a reality through next-generation planning and decision-making."

Today, Anaplan also unveiled a [new visual identity](#) at Hub17.

Industry visionaries, leaders, and experts, as well as people looking to be inspired, are gathering at Hub17 through March 29 in San Francisco to share the vision of connection. Visit the [Hub17 site](#) to learn more.

 [Click here to return to Contents](#)

## ***Autodesk Previews Enhancements for Advance Steel and Steel Connections for Revit at NASCC 2017***

21 March 2017

Autodesk Revit and Advance Steel better connect structural design and fabrication

Since acquiring Advance Steel in 2013, Autodesk continues to work towards better support for BIM-centric workflows for structural steel design and detailing. For instance, we have been working to strengthen the interoperability between Autodesk Revit design software and Autodesk Advance Steel software. In advance of tomorrow's opening day of the NASCC conference, we're happy to announce that the forthcoming Advance Steel 2018 release next month will now offer seamless consumption of LOD 350\* Revit models.

This exciting news means that engineers can deliver more accurate designs and bills of materials to the detailer and fabricator. And for the detailer, it means they can more quickly respond to design changes while delivering the files needed to drive steel fabrication. This interoperability will help steel detailers and fabricators take full advantage of the steel design model—a notable benefit for the industry.

What's more, the Autodesk's Steel Connections for Revit 2018 release will include several major updates including over 130 parametric steel connections! These connections may be transferred to the Revit model to help improve design coordination between engineers and fabricators. The update will also have custom made framing Revit families for custom sections—a major feature that current users have been asking for—and the ability to transfer code check for customized parameters.

This improved BIM-centric functionality will help structural engineers, steel detailers, and fabricators work more collaboratively within a common BIM-based environment. Customers across the globe are already reaping the benefits supported by this functionality. Recently, TSI Structures, a fabricator in the UK, used Advance Steel along with the engineer's Revit model to help reduce their project schedule by 20%.

“Autodesk has been at the forefront of driving BIM into the design and construction industries. We believe detailing and fabrication is a crucial component in bridging information from designers to the construction site,” said Nicolas Mangon, vice president for AEC business strategy at Autodesk. “With this new product release, we're delighted to further drive change and efficiency into the AEC industry by extending the benefits of integrated BIM to detailers and fabricators; thereby connecting the building

# CIMdata PLM Industry Summary

---

lifecycle from design to construction with a seamless flow of information.”

This exciting news means that engineers can deliver more accurate designs and bills of materials to the detailer and fabricator. And for the detailer, it means they can more quickly respond to design changes while delivering the files needed to drive steel fabrication. This interoperability will help steel detailers and fabricators take full advantage of the steel design model—a notable benefit for the industry.

What’s more, the Autodesk’s Steel Connections for Revit 2018 release will include several major updates including over 130 parametric steel connections! These connections may be transferred to the Revit model to help improve design coordination between engineers and fabricators. The update will also have custom made framing Revit families for custom sections—a major feature that current users have been asking for—and the ability to transfer code check for customized parameters.

This improved BIM-centric functionality will help structural engineers, steel detailers, and fabricators work more collaboratively within a common BIM-based environment. Customers across the globe are already reaping the benefits supported by this functionality. Recently, TSI Structures, a fabricator in the UK, used Advance Steel along with the engineer’s Revit model to help reduce their project schedule by 20%. Learn more.

“Autodesk has been at the forefront of driving BIM into the design and construction industries. We believe detailing and fabrication is a crucial component in bridging information from designers to the construction site,” said Nicolas Mangon, vice president for AEC business strategy at Autodesk. “With this new product release, we’re delighted to further drive change and efficiency into the AEC industry by extending the benefits of integrated BIM to detailers and fabricators; thereby connecting the building lifecycle from design to construction with a seamless flow of information.”

Improved ease of use to help streamline the user experience

This year’s release includes several enhancements designed to improve usability. For instance, Advance Steel 2018 has been fully integrated into the AutoCAD platform so users will now have one simple installation and one licensing mechanism for their software. In addition, settings from one version of Advance Steel to the next can now be easily transferred with one simple interface to help users spend less time moving to a new version.

Better control over detailing output

Advance Steel 2018 also includes updates that allow users to better control documentation and customized model information. These new features include:

- Model views combined with cameras help to simplify the process of creating general arrangement drawings.
- Customized model information in DWG™ to communicate more effectively your designs to other stakeholders.
- Blow-up Details – Callouts to help users save time on drawing creation.

Autodesk now makes it easy to invest in its BIM to Fabrication offerings

To make things easier for steel construction professionals as they embrace new processes and technologies for BIM to fabrication workflows, Autodesk has packaged the powerful software tools needed to support steel projects in the Autodesk industry collection for architecture, engineering and construction such as Autodesk Revit and Autodesk Navisworks Manage software.

# CIMdata PLM Industry Summary

---

When paired with Advance Steel, project teams now have access to a powerful set of BIM-based tools that support the entire steel project lifecycle from design to detailing to fabrication.

In addition, Autodesk has made subscribing to the industry collection and Advance Steel more affordable and flexible.

## Availability

Autodesk Advance Steel 2018 is expected to be available starting on April 1, 2017. Autodesk Steel Connections for Revit 2018 is expected to be available starting April 14, 2017.

 [Click here to return to Contents](#)

## ***Functional Generative Design Innovator Frustum Inc. Partners with Siemens to Increase Design Innovation for Additive Manufacturing***

27 March 2017

[Frustum](#), a pioneer in functional generative design and topology optimization software and a member of the Siemens PLM Solution Partner Program, today announced it is providing its topology optimization and next generation freeform geometry generator as an integrated module in Siemens' NX™ software. Engineers and designers using NX with Convergent Modeling™ technology in combination with the newly integrated capabilities from Frustum can blend topology optimization with traditional CAD data, overcoming a traditional hurdle in such workflows. Frustum is part of the Siemens next47 partner program, created to help support start-up companies with innovative, disruptive technology solutions.

"Siemens is excited to offer our NX customers this truly innovative topology optimization solution from our partner Frustum," said Bob Haubrock, senior vice president of Product Engineering Software for Siemens PLM Software. "Frustum's unique technology, now fully integrated with NX and its exclusive Convergent Modeling, fits with Siemens' approach and vision to free industrial designers and engineers to create the next generation of parts and products that closely match customer needs, reduce energy consumption, and drastically reduce the cost and time to market for these innovations."

Generative design refers to a category of software technology that automatically "generates" several design options -- based on input constraints such as material, function, weight, cost etc. -- in a fraction of the time it would take to create manually. Frustum's topology optimization software is a generative design technology that streamlines a product's shape by automating weight and material reduction while still retaining structural integrity. Convergent modeling is a new design paradigm -- available in the latest release of Siemens' NX computer-aided design (CAD) software -- that greatly simplifies the ability to work with geometry consisting of a combination of facets, surfaces, and solids -- such as those created through topology optimization. The integration of Frustum's technology with NX, enables the creation of an optimized design that can then be quickly refined and made ready for additive manufacturing, using Convergent Modeling.

Frustum's integrated technology allows industrial designers and engineers using Siemens' NX to discover and deliver novel, manufacture-ready parts and products with optimally balanced performance, structural strength and weight in a fraction of the time it would traditionally take. Designers can calculate, optimize, adapt and validate design options in parallel by running multiple scenarios, seamlessly adding force application points and load cases. Users can leverage Convergent Modeling to further edit or refine the results of a topology optimization study, gaining unparalleled design flexibility.

With Frustum, Siemens' NX users get topology optimization for additive manufacturing that generates

## CIMdata PLM Industry Summary

---

fully optimized, printable designs, reducing the costs associated with part redesign, supports and post-processing. Frustum's integrated technology provides demonstrable benefits to a wide range of industries, including aerospace, automotive and heavy machinery by creating components and parts optimized for light-weight yet stiffer designs.

"As a partner with Siemens PLM Software, we are thrilled to be part of the Siemens' NX solution," said Jesse Coors-Blankenship, founder and CEO of Frustum. "This is great recognition for the power of our technology and optimization framework, which removes some of the barriers associated with additive manufacturing. We are excited to enable Siemens' NX customers to design fully optimized parts, ready for 3D printing, as well as empower them to move beyond the boundaries of traditional CAD geometry."

Frustum is also part of [Frontier](#), the Siemens / next47 startup partner program which supports innovations in the areas of 3D printing, robotics and augmented/virtual reality, recognized for its ability to guide industrial designers towards the optimal shape of 3D metal parts.

 [Click here to return to Contents](#)

### ***Oracle Unveils Industry-First Cloud Converged Storage to Help Organizations Bridge On-Premises and Oracle Cloud Storage***

29 March 2017

Oracle today unveiled the industry's first Cloud Converged Storage, representing the first time a public cloud provider at scale has integrated its cloud services with its on-premises, high performance NAS storage systems. Oracle ZFS Cloud software, included in the latest Oracle ZFS Storage Appliance release, enables organizations to easily and seamlessly move data and/or applications to the cloud to optimize value and savings, while eliminating the need for external cloud gateways and avoiding the costs of software licenses and cloud access licenses--AKA "cloud entrance taxes"—charged by legacy on-premises vendors for the right to access the public cloud from their infrastructure platforms. As an example, Oracle's total cost of ownership versus one industry competitor was 87 percent less.\*

Oracle's approach removes the burden on users to do their own on-premises to public cloud integration, manage environments comprised of different security requirements, support teams, industry standards, and skill sets, as well as the struggle with end-to-end visibility, diagnostics and support. Oracle is, in fact, the only company that can bring the two worlds together as one co-engineered solution. On-premises NAS storage providers cannot offer this level of convergence and economic benefits as they lack a public cloud, and public cloud providers lack on-premises high-performance NAS storage systems.

"With its ZFS Cloud, Oracle simultaneously challenges not only public cloud providers that cannot deliver on-premises, high-performance storage systems, but also traditional hardware vendors that lack truly integrated public clouds," said Mark Peters, Practice Director & Senior Analyst, Enterprise Strategy Group. "Oracle is delivering business value with a genuine hybrid data ability with a 'cloud insurance option' built right into the storage system, significantly streamlining users' experiences."

"Cloud is forcing IT practitioners to rethink their organization's infrastructure to accommodate current technology while future-proofing their business for tomorrow," said Steve Zivanic, Vice President, Storage, Converged Infrastructure, Oracle. "By converging the Oracle ZFS Storage Appliances with Oracle Storage Cloud, organizations benefit from the highest performing storage systems for their on-premises needs, while seamlessly extending them to Oracle Cloud resources when necessary. Oracle ZFS Cloud is the unifying enabler that helps customers bridge the gap between their current

# CIMdata PLM Industry Summary

---

infrastructure and plans for broader public cloud adoption."

The convergence of the company's [Oracle Storage Cloud](#) with its high-performance [Oracle ZFS Storage Appliances](#)—the storage foundation for Oracle Public Cloud and IT with over 1 exabyte installed—empowers users with the performance of flash and the agility, simplicity and elastic scaling of the Oracle Storage Cloud. Oracle customers can use Cloud Converged Storage for elastic application storage, back-up and recovery, development, testing, active archive storage, snapshot replica storage, Dev Ops with a single API for both on-premises and in the Oracle Storage Cloud, and lift-and-shift workload migration. Modern applications can leverage data both in on-premises high performance Oracle ZFS Storage Appliances and in the Oracle Storage Cloud without any application changes.

The latest update also includes a series of Oracle ZFS Storage Appliance innovations that extend Oracle Database dynamic automation capabilities and increase Database Administrator productivity by 10X as well as add all-flash pools to accelerate critical business applications. Enhancements include the following:

- Oracle Intelligent Storage Protocol 2.0 Delivers Next Generation Automation for Oracle Database and Oracle ZFS Storage Appliance: brings new capabilities that increase Oracle Database performance, decrease manual storage tuning through automation, and simplify database storage optimization. Developed collaboratively between the Oracle Database and Oracle ZFS Storage Appliance engineering teams, it prioritizes IOs based on database hints, effectively increases online transaction processing per minute by up to 19-percent, Oracle Database RMAN backup performance by up to 33 percent, latency-sensitive control file IO performance by up to 13x, and log writer IO performance by up to 3.9x—all without database or storage administrator intervention.
- All-Flash Storage Pools Improve Application Performance: flash storage pools that boost performance for any application are now available and offer seamless scalability from 16TB to 2.4PB of capacity and over 34GB/second of throughput, regardless of access protocol. These systems accelerate database performance, deliver low latency for critical applications while reducing energy resources and needed datacenter space.
- Cloud-Scale Data Protection: Oracle ZFS Storage Appliance delivers market-leading data backup, with over 62TB per hour, and data restore, with over 60TB per hour, performance over Infiniband, Ethernet, and Fibre Channel. This latest software release extends Oracle's leadership in data protection with innovations in data reduction and data mobility. New data reduction technology reduces the backup storage footprint by up to 9x and bandwidth demands by up to 4x with advancements in deduplication and compression. In addition, enhanced data mobility technology increases the amount of data that can be securely distributed to multiple locations by up to 2x with advancements in replication, intelligent data reduction, and remote data distribution security.

Oracle ZFS Storage Appliance is trusted by the world's leading financial services companies, telcos, semiconductor companies, oil & gas and media & entertainment companies for its extreme performance and massive levels of sustained bandwidth for data-intensive applications in the cloud and on-premises.

 [Click here to return to Contents](#)

# CIMdata PLM Industry Summary

---

## *Siemens and SAP to offer meter data management for new utility business models*

29 March 2017

Siemens and SAP have signed a global reseller agreement through which SAP will globally resell Siemens' market-leading meter data management solution, EnergyIP. This cooperative effort is intended to address multiple digital end-to-end business scenarios for energy and utility clients worldwide. The solution will be available directly from SAP, simplifying purchase and support processes for customers. It will be marketed under the name, SAP Meter Data Management by Siemens, and is expected to be generally available during the second quarter of 2017. As part of the agreement, SAP and Siemens also plan to further align development road maps in an effort to provide the foundation for next-generation business models supporting all future energy market players.

Emerging business models focus on delivering reliable and efficient power, while transitioning to an increasingly distributed energy landscape. SAP and Siemens plan to help utility customers integrate real-time processing of Big Data generated by millions of connected meters and sensors to provide better insight and control for all energy producers and consumers – from the large-scale power plant to small micro grids.

"Siemens and SAP have long standing relationships with utilities and municipalities. Our smart grid application platform, EnergyIP, combined with SAP for Utilities solutions will reach nearly half of all power utilities in the world and will bring our customers a high level of intelligence and insight to make data not only valuable but actionable in today's information-driven world," said Thomas Zimmermann, CEO of the Siemens Digital Grid Business Unit. "End-to-end digital business scenarios will be the key drivers to really change today's energy system."

"SAP views today's announcement as a unique opportunity for our customers to leverage the know-how and the solutions of the two market leaders SAP and Siemens for IT/OT integration," said Henry Bailey, global vice president of the SAP Utilities Business Unit. "Real-time access to device and meter data combined with customer and commercial data will help provide utilities with a comprehensive view on their customers and technical devices. We anticipate that this will change the landscape in how utilities will operate in the future."

 [Click here to return to Contents](#)