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## CIMdata News

### ***CIMdata to Join Forces with Raconteur to publish a special report on Product Lifecycle Management***

15 May 2017

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that it will be a publishing partner with Raconteur for its Product Lifecycle Management (PLM) special report.

In this partnership, CIMdata is working with Raconteur to create a 16-page report that will illustrate the value of PLM as a business strategy and transformation tool. It will also serve to educate senior members of the business community as to why an effective PLM strategy should be recognized as a competitive weapon.

The report will be published in the Times of London on Thursday, 22 June 2017. With a circulation of 436,692 in the United Kingdom and an overall readership of 1.05 million, The Times is the leading business newspaper in the United Kingdom reaching the largest audience of board directors and C-level executives of any other newspaper.

For further details, please contact Michelle Ingham (+44(0)203 8773837 / [mi@raconteur.net](mailto:mi@raconteur.net)) or visit <http://go.raconteur.net/plmmmediakit2017>.

#### **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.

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### ***CIMdata Publishes eBook on Cloud PLM***

16 May 2017

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the publication of an eBook on cloud product lifecycle management (PLM) adoption, the first deliverable from a multi-sponsor collaborative research program on the use of cloud-based solutions to PLM strategies and processes in industrial companies.

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This research program focused on the collaborative Product Definition management (cPDm) segment of PLM, defined by CIMdata as the category of data and process management solutions at the core of most industrial PLM implementations. In 2016, CIMdata estimated the cPDm segment at over US\$5.7 billion, up more than 6.5% over 2015. At present, a small portion of this estimate is cloud-based, but the segment is poised to grow significantly in the next few years and this research program was designed to help CIMdata and the broader PLM Economy understand this market evolution.

According to Mr. Stan Przybylinski, CIMdata's Vice President of Research, "Cloud-based solutions are a fact of life in many other enterprise software domains, but adoption in the PLM market has been spotty. Helping to better understand why is one of the main goals for this research. This will also be the first step in documenting how and why industrial companies are moving their core product and process development work to cloud-based solutions."

CIMdata enlisted several leading PLM solution and service providers as sponsors of this research: Autodesk, Dassault Systèmes, Oracle, PTC, and Siemens PLM Software. The extended research program team will collaborate to help identify the crucial issues facing potential cloud adopters and lessons learned from companies that have made this change.

The research program comprises several elements, including interviews with thought leaders from sponsors and their lead customers published on the CIMdata.com blog: [www.CIMdata.com/blog](http://www.CIMdata.com/blog). "This interview series has provided some great insights into both solution provider strategies and their customer actions," stated Mr. Przybylinski. In addition to materials developed with the sponsors, CIMdata will also publish the results more broadly for use by members of the PLM Economy. The blog site also includes a link to the global cloud PLM survey, which will remain open until all interviews have been published.

The first public deliverable of the research program is an eBook, a short, targeted document that highlights the key issues facing adopting organizations. Entitled "Making the Connection: The Path to Cloud PLM" the eBook seeks to frame the debate about cloud-based applications using standard terminology, supporting the discussion with selected data from the survey results and quotes from interviews conducted. "One area we looked at were the 'buzzwords' used by solution providers to try to differentiate themselves. Based on our initial results, our respondents mostly see through that language and are focused on the right issues," claimed Mr. Przybylinski, and "while security ranks high in their list of concerns, integration between cloud offerings and their existing IT infrastructure and applications was their biggest concern." PTC, one of the research Sponsors, will be the first to release their eBook to coincide with their LiveWorx event on May 22-25, 2017 in Boston MA.

To find out more and to download the eBook on Cloud PLM, visit the CIMdata website at <http://www.CIMdata.com>.

## **About CIMdata**

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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

# CIMdata PLM Industry Summary

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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.

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## ***Model-Based Systems Engineering Expert and Boeing Company Executive, Mark Williams, to make a Keynote Presentation at CIMdata's Upcoming Simulation Workshop***

18 May 2017

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Mr. Mark Williams, a Lead Project Engineer for The Boeing Company's Model-Based Systems Engineering (MBSE) organization, will make a keynote presentation at CIMdata's upcoming workshop at the UI LABS Innovation Center, home to DMDII, in Chicago, Illinois. The workshop will take place on June 6 and 7. In addition to Mr. Williams' presentation, attendees will hear from: DMDII's CTO, Brench Boden; renowned rapid product development expert, Dr. Andreas Vlahinos; Deere & Company's Technology Architect, Roger Burkhart; and Procter & Gamble's Director for Modeling and Simulation, Mark Mieli.

The design and manufacturing improvements implemented by (MBSE) exposes a wealth of opportunities for improved collaboration between the OEMs and their suppliers. However, the ability to freely exchange MBSE data is dependent on mature standards that are implemented and enforced in the tools. Adopting data standards reveals additional benefits of long term archiving, design data reuse, and stability in downstream procurement and manufacturing systems. In his presentation, Mr. Williams will share some recent examples that show how the industry has made rapid improvements through a unified effort.

This CIMdata workshop, is the must-attend event for industrial organizations and solution providers interested in learning more about Model-Based Definition & Collaboration and Simulation-Driven Systems Development. It will provide attendees with independent experiences from industrial companies and a collaborative networking environment where ideas, trends, experiences, and critical relationships germinate and take root.

CIMdata's thought-leadership team of Don Tolle, Dr. Keith Meintjes, Dr. Ken Versprille, Dr. Suna Polat, and Frank Popielas, will be on hand in Chicago to facilitate the workshop and associated discussions.

For more information visit <http://www.cimdata.com/en/education/knowledge-council-workshops/joint-kc-workshop-2017>

### **About Mark Williams**

Mark Williams is a Lead Project Engineer for Boeing's MBSE organization. He is a student of the systems integration technologies, with a focus on data interoperability standards. Over the last 32 years Mark has worked as a systems design lead on multiple Boeing commercial and military programs. He has also been granted four US Patents representing a variety of integration and design verification

inventions.

## About CIMdata

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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.

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## ***SiemensPLMCommunity.com Publishes "PLM VIEW: Digital Twins, Avatars Enabled by PLM"***

16 May 2017

For members of SiemensPLMCommunity.com, the link is:

[http://www.siemensplmcommunity.com/feature\\_full.php?cpfeatureid=118086](http://www.siemensplmcommunity.com/feature_full.php?cpfeatureid=118086)

(Members use login. Others: Free Registration Required)

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## Acquisitions

### ***MSC Accelerates its Automated Driving Simulation Portfolio with the Acquisition of VIRES GmbH***

15 May 2017

[MSC Software](#) (now part of Hexagon's Manufacturing Intelligence division) today announced they have signed an agreement to acquire [VIRES Simulationstechnologie GmbH](#) ("VIRES"). VIRES is recognized as a leading provider of a software tool-chain supporting the development, testing and validation of automated driving, driver assistance, and active safety systems.

VIRES's prestigious customer list includes prominent automotive OEMs and suppliers, as well as more recent entrants into the automotive business and elite universities worldwide. VIRES's products are notable for their ease of building simulation environments, robustness, and performance. The company also provides its software to firms that simulate railway and aircraft performance.

"We are just in the very early days of testing with confidence vehicles that need to reach "Level 5" autonomy. There are still many challenges to be solved, much technology to be invented, and many more orders of magnitude of simulations to be performed than that what is currently being done today"

said Dominic Gallelo, President & CEO of MSC Software. "VIRES' outstanding environmental simulation technology fits perfectly into our overall strategy of connecting the off-line, real-time, big data, and analytics technology-chain. With this acquisition, we will enable vehicles that are not only safe but that also retain the special driving characteristics of their brands."

"Our strategic direction is well aligned with MSC's vision for autonomous vehicle simulation," said Marius Dupuis, Managing Director of VIRES. MSC provides the global footprint that we need to keep up with the rapidly growing demand for our products and services."

VIRES is a main contributor to the industrial consortia behind interoperability standards such as, OpenScenario, OpenDrive, and OpenCRG, which will continue unchanged under MSC's ownership.

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## Company News

### ***COMSOL News 2017 Inspires Design Solutions with Custom Simulation Apps***

17 May 2017

COMSOL simulation, and application deployment, has published the latest edition of COMSOL News. The 2017 issue of the company's annual multiphysics magazine presents how engineers and researchers achieve optimal design through company-wide collaboration enabled by simulation apps.

Engineers from manufacturing and sales can easily run simulation apps and interpret the results through app libraries developed in-house with their specific needs in mind. Without being simulation experts, they have access to powerful computational tools. COMSOL News 2017 reports the outcomes that industry leaders have achieved using the COMSOL Multiphysics® software with the Application Builder and the COMSOL Server™ product to deploy apps for the benefit of their colleagues and customers worldwide.

The companies featured in the magazine faced varying design challenges that were solved by adopting multiphysics analysis and deploying simulation apps. "Powerful computational tools and custom simulation apps are changing the way we can engineer the next generation of products," says Valerio Marra, marketing director, COMSOL, Inc. "The engineers featured in this year's edition of COMSOL News are leading the charge in revolutionizing the way that products will be designed and brought to market. Our customers have made it clear that collaboration is the key to success. We hope you are as inspired reading their stories as we were writing them."

COMSOL News 2017 features more than a dozen articles covering a diverse range of projects. Including: custom designed hi-fi transducers at Xi Engineering and WAT, motorcycle development at Mahindra Two Wheelers, and food science at Cornell University.

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### ***HCL Technologies and Duck Creek Technologies Announce Technology Services Partnership***

18 May 2017

Duck Creek Technologies today announced that HCL Technologies (HCL), a global IT services company, has joined the Duck Creek Global Alliance Program. As a Delivery Partner, HCL will provide customers with industry-leading application maintenance and technical support solutions to reduce time,

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risk, and costs during implementation and throughout the lifecycle of the deployed software.

“HCL is proud to partner with Duck Creek to deliver functional expertise and engineering capabilities to industry-leading platforms to help insurers modernize their legacy core applications,” said Parag Samarth, corporate vice president, financial services, HCL Technologies. “HCL's emphasis on customer-centric and digital solutions creates an insurtech experience that differentiates this partnership. I'm excited and looking forward to the future of our partnership with Duck Creek.”

Duck Creek's Global Alliance Program is comprised of delivery, solution, and technology members who play a crucial role in providing complementary software services and solutions to insurers of all sizes. As a Delivery Partner, HCL offers a broad range of capabilities to support initial implementation projects as well as longer-term application maintenance and technology solutions.

“Our agreement with HCL highlights our commitment to partnering with the best service providers in the market to ensure the highest quality projects for all of our customers, no matter which Duck Creek solutions they use,” said Eddie Jones, vice president – strategy and alliances, Duck Creek Technologies. “HCL's focus on rapid deployment and efficiency mirror our own. We're looking forward to a great future together.”

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## ***Independent Computer Consulting Group (ICCG) and GapBridge Announce Strategic Relationship to Extend Market Reach***

15 May 2017

Independent Computer Consulting Group (“ICCG”) is pleased to announce its strategic relationship with GapBridge Software Services (“GapBridge”). The partnership will extend market reach for each company's offerings.

ICCG is an Enterprise Software focused consulting firm with global presence and track record of more than 2,000 business transformation project executions across ERP, Supply Chain Planning and Execution Systems, Warehouse Management Solutions and Product Life Cycle Management Solutions deployments.

GapBridge is a Digital Transformation consulting and services company, providing consulting services and solutions around digital transformation for enterprise customers. GapBridge offers solutions extensively on SAP Digital Stack – S/4 HANA, Cloud Solutions (Hybris, SuccessFactors, Ariba, HANA Cloud Platform), Mobile (SAP UI5, SMP) and Analytics.

“GapBridge has established itself strongly as a true digital transformation company, enabling customers on various solutions from SAP on Digital stack. This partnership enables ICCG to take these capabilities and provide higher value addition to its existing customers. Digital transformation is very relevant for the clients ICCG has served for over two decades, especially as we focus our efforts to find new business within the fashion & apparel and manufacturing verticals. This partnership is vital from ICCG's perspective,” said Bala Anantharama, Sr. Vice President, ICCG.

Two key highlights for the relationship include:

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1. Extending geographic coverage. ICCG and GapBridge will compliment each other's geographic coverage extending market reach; ICCG will extend market reach for GapBridge in United States while GapBridge will extend market reach for ICCG in Europe and Asia;
2. Providing digital transformation solutions to customers. GapBridge will work closely with the ICCG team to offer solutions for its customers. The solutions will help ICCG's customers achieve mobile enablement, IoT enablement, end consumer experience.

“ICCG will bring good consulting and technical expertise across Infor M3, Infor LN, Infor PLM and WMS that we can offer to our known customers,” said Rishi Bansal, Group Managing Director for GapBridge. “This in combination with operations in Americas, Europe and Asia Pacific will help our customer base benefit from the experience in their organizations to support overall business transformation initiatives, powered by Infor's Industry focused solutions.”

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## ***Panasonic India in Collaboration with TCS Announces its India Innovation Center from Bangalore***

18 May 2017

Panasonic India, a key player in the entire ISAMEA (India, South Asia, Middle East & Africa) region with a strong manufacturing hub that currently exports to 16 countries is aggressively foraying into local manufacturing and development of appliances. Transforming its business model to offer disruptive technologies in the field of IoT, Mobility, Artificial Intelligence (AI) etc., Panasonic India announced its first India Innovation Centre (IIC). The Centre of Excellence (CoE) in association with Tata Consultancy Services (TCS), a world leader in the Information Technology, is under the aegis of IIC and also, the first innovation hub from India, Bengaluru. The platform will bring the best minds from the country together to develop transformative solutions on Panasonic's five key focus areas – Connected/Community, Mobility, Energy, Industrial and Finance Solutions. This state of the art facility will be located at the TCS - Bengaluru.

The CoE will focus on open Innovation in the Consumer Electronic space and leverage the technology already available with Panasonic India, and create Geography centric USPs to develop innovative solutions. TCS will bring in Industry know-how, best & global Innovation practices, and create an ecosystem for Panasonic to shape the future product strategy, and enable in digital transformation.

Mr. Daizo Ito, Managing Executive Officer, Regional Head for ISAMEA, Senior Vice President, Eco Solutions Company in charge of Overseas Business said, “Centre of Excellence is the first leg for India Innovation Centre and will be based in Bangalore. One of the key focus of this enterprise will be to bring together the Panasonic's research and development efforts under one cohesive umbrella. This will also strengthen India's position as a critical region for the corporation to lead innovations in the ISAMEA (India, South Asia, Middle East and Africa) market. It will work as a hub that will be central to developing new age technology driven range of products that will emerge from India for both domestic and global consumption.”

“We strongly believe that a holistic Innovation Centre is a key step towards Panasonic India's vision of being an autonomous body for the entire ISAMEA (India, South Asia, Middle East and Africa) region and will drive innovations for a smart future. The consumer trends and behaviour to a large extent is similar across these markets, giving India an edge to lead the innovation in this space. Our association

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with TCS, a credible and global name in Engineering R&D and Information Technology space, will open up new dimensions and modernize technological thinking. Our aim is to build a strong and dynamic platform where technology meets innovation, young minds meet opportunity and industry meets solutions. The India Innovation Centre will provide an environment to reimagine and incubate ideas across the key focus areas for Panasonic i.e., connected home/community, mobility, energy, industrial and finance solutions”, said Mr Manish Sharma, President and CEO, Panasonic India and South Asia and Vice President Appliances Company Panasonic Corporation

“Our partnership with Panasonic India, is unique as our cumulative knowledge and expertise will enable market specific smarter, disruptive and innovative solutions” said Mr. Regu Ayyaswamy, Vice President & Global Head, Engineering & Industrial Services, TCS. “Solutions developed from this ‘Centre of Excellence’ will not only benefit industry by creating new business opportunities but also make technology more relevant and impactful for Indian Consumers and customers from South Asia, Middle East and Africa,” he further added.

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## ***PROLIM Appoints Ranjila Bhattacharjee as Head of APAC and Europe***

17 May 2017

PROLIM Corporation Inc. the fastest growing PLM and IT Services global company, today announced that it has appointed Ranjila Bhattacharjee as Head – APAC and Europe, responsible for the overall management and strategic direction of its business in these two key geographies, effective immediately.

Ranjila joins PROLIM from Synopsys Inc where, as the Country Head- SIG, India, she played a key role in transforming the Software Integrity Business. Prior to Synopsys, she held several leadership positions at CA Technologies Inc, Dassault Systems and Oracle.

She is an accomplished business leader, motivator, and mentor with P&L responsibility in Multinational IT Organizations in India & Global Market.

She has expertise and experience in technology domains like Cloud computing, ALM-PLM-ERP, Large SI projects, Cyber Security and have led large consulting engagements.

She has qualifications in technology and business management from reputed Institutes in India. Ranjila’s appointment further reinforces PROLIM’s commitment to accelerate growth in its global business.

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## ***PTC and ANSYS to Develop Platform Solution Enabling Digital Simulation for the Industrial Internet of Things***

17 May 2017

PTC and [ANSYS](#) today announced a solution that will enable ANSYS engineering simulation technology to be rapidly added to applications built on the ThingWorx® Industrial Internet of Things (IoT) platform from PTC. The development of a connector between these two technology platforms will enable customers to transform raw data into new forms of actionable intelligence. The connector will integrate intelligent digital simulation models with products as they exist and operate in the real world. This will open up new opportunities for companies to create value by enabling them to optimize operations and maintenance and to integrate them into their product development processes.

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Simulation helps companies understand situations that may occur – such as a product failure – as early as the design phase. When faced with limited access to rich historical data, companies can leverage simulation models to generate an initial “as designed” set of expected outcomes or product performance. The results of these simulations act as a rich source of data that can be used for supervised machine learning and predictive modeling. The ongoing connection between real-world performance, simulation, and machine learning helps companies make sense of data that can lead to predictive models and a more insightful feedback loop, enabling them to improve product design and modeling.

The IoT is making it possible to create a digital twin that combines real-time data about a physical product with the organization’s digital information about the product. Simulating digital twins provides advanced intelligence and insight into a product’s behaviors. The combination of the ThingWorx platform capabilities with ANSYS simulation models will enable companies to deploy powerful applications that can analyze current operating conditions, rapidly identify and diagnose operations issues, predict future operating conditions, and improve product performance. PTC and ANSYS will make the capabilities of this solution available within IoT applications developed on ThingWorx.

“Obtaining value from the data generated by connected products is one of the primary reasons companies invest in the Industrial IoT,” said Catherine Kniker, chief revenue officer, Platform Business, PTC. “Simulation technology combined with machine learning can help Industrial IoT solution builders identify and make sense of the data needed to improve product design and performance – and develop next-generation products. We look forward to seeing how solution builders will create new value by introducing our solution with ANSYS, a preferred simulation partner, into their applications.”

“Many of our customers are looking to digital twins to disrupt their industries by drastically lowering their operating and maintenance costs and by marketing their products as optimized services in real time,” said Eric Bantegnie, ANSYS general manager. “By leveraging the solution that ANSYS and PTC will bring to the market, our customers will bring powerful capabilities to new Industrial IoT applications. We look forward to demonstrating the value of this solution at LiveWorx17.”

ANSYS is an elite sponsor at LiveWorx17. To see a demonstration of the simulation and machine learning joint solution, as well as ANSYS’s broader Industrial IoT portfolio, please visit booth 345 on the Xtropolis show floor.

The timing of any product release, including any features or functionality, is subject to change at PTC’s discretion.

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## ***SAP Ariba and IBM Join Forces to Transform Procurement with SAP Leonardo and IBM Watson***

17 May 2017

Procurement is about to get smarter, faster and more efficient. [SAP Ariba](#) and IBM today announced a global strategic alliance to deliver cognitive procurement solutions that redefine the source-to-settle process. Leveraging SAP Leonardo, IBM Watson technologies and SAP Ariba, the solutions will bring intelligence from procurement data together with predictive insights from unstructured information to enable improved decision making across supplier management, contracts and sourcing activities.

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IBM Global Business Services will provide consulting and services to build, implement and operate the new offerings using tailored roadmaps to help enterprises of all sizes lower costs and realize faster time to value. IBM will also work with SAP Ariba to bring new and existing IBM customers, including those using IBM Emptoris solutions, to the SAP Ariba platform where they can benefit from this expanded functionality and the comprehensive source-to-settle offerings that SAP Ariba provides.

Additionally, the companies will launch a Cognitive Procurement hub to further the development of intelligent procurement solutions and services, working side by side to explore applications of emerging technologies, including blockchain.

## **Combining the Best of the Best to Transform Procurement**

“We’ve built a cognitive procurement platform trained specifically to understand procurement transactions and unstructured data such as weather, non-standard part numbers in contracts and complex pricing structures,” said Jesus Mantas, General Manager, Cognitive Process Transformation, IBM Global Business Services. “By combining the power of IBM Watson on the IBM Cloud with SAP Ariba, we are leaping existing procurement benchmarks and delivering unprecedented value to our joint clients.”

“Today marks a major milestone for procurement,” said Alex Atzberger, President, SAP Ariba. “With the deep horizontal integration capabilities native within SAP Ariba’s mature platform and the innovative capabilities of SAP Leonardo and IBM Watson delivered by the industry’s most experienced and trusted providers, companies can realize an even more intelligent source-to-settle process for managing all categories of spend that creates value across the entire business.”

## **A Smart Approach**

In joining forces, SAP Ariba and IBM will use data insights to empower procurement professionals to make smarter, faster decisions across their supply chains. The new applications can impact the entire procurement process from improving spend visibility to assisting buyers and enriching content management.

For example, a digital assistant combined with IBM Watson services, will transform sourcing events by helping with tasks such as defining the correct Request for Proposal type, identifying appropriate suppliers to participate based on commodity category, region or industry and delivering intelligence on market signals and pricing pressures to optimize results.

With SAP Leonardo and IBM Watson, contracting will become smarter and more comprehensive, as applications automatically identify relevant terms and conditions matched to legal library and taxonomy, uncover similar contract terms for a specific commodity by industry or region based on benchmarking data and suggest optimal prices to target based on expected volume and contractual discounts. SAP Ariba and IBM will also explore automating the extraction of contract terms and summaries to help customers ensure compliance in next-generation procurement.

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## ***Seabrook Technology Group signs significant US channel partnership deal with Siemens PLM Software***

18 May 2017

Seabrook Technology Group is delighted to announce a significant US channel partnership deal with

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Siemens PLM Software. The partnership enables Seabrook to offer Siemens' PLM products to new and existing clients in the US, with particular regard to the medical device manufacturing and biotech sectors.

It follows Seabrook's 2015 channel partnership agreement in Ireland and the UK. Seabrook expects that the partnership will lead to the creation of four new high-level jobs – three in technology and one in sales. Seabrook has been in operation for 27 years, and in the past four years has tripled its workforce and opened offices in California, Indiana and the UK.

Commenting on the news, Seabrook Technology Group Managing Director and founder Sean O'Sullivan said: "We are delighted to announce this very significant partnership with Siemens PLM Software. To date, our client base in the US has grown by 80% in the last 4 years, and, with the advent of Industry 4.0 and the increased need for smart manufacturing, it is an incredibly exciting time for the industry.

"We are pleased to be leading the roll-out of this pioneering technology, which is expected to be especially beneficial to pharmaceutical and medical device industries."

Given the growing consumer demand for wearable medical devices and for greater transparency in product production, PLM should have an immediate and positive effect on the product end-user experience. The PLM industry is predicted to be worth US\$50.7 billion by 2017 (CIMdata).

"We are pleased that Seabrook has joined the Siemens Solution Partner Program as a Software & Technology Partner," said Craig Radomski, VP Americas Channel, Siemens PLM Software.

"Seabrook provides our customers complimentary solutions that add value to their PLM software investment."

Seabrook was recently appointed the main distributor of Siemens PLM Software for the entire Irish manufacturing sector. For the past ten years, the company has been a Channel Partner for Camstar MES.

Seabrook's commitment to manufacturing innovation underpins their presence at this year's GTMA [Manufacturing Solutions Conference](#) in association with the Limerick Institute of Technology, which takes place on May 27th.

Seabrook will be exhibiting at the event and hosting multiple demonstrations of their cutting-edge technologies, including Teamcenter PLM, Camstar MES and Polarion ALM throughout the day.

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## ***VISI Provides Medals of Show Visitors' Faces***

18 May 2017

VISI software combined with Hexagon Metrology and Heidenhain Italiana to give a truly personal and memorable experience to visitors at an industry trade fair, in the form of a milled medal of their face.

Sitting in an old-style barber's chair, visitors to VISI's Italian reseller, Vero Solutions Srl's, on Heidenhain Italiana booth at the A & T Exhibition in Turin, had their faces laser scanned by Check Solutions with Hexagon Metrology. The information was processed and imported into VISI, which created toolpaths using the Waveform machining option.

The tool used in the process was distributed by LMT/Sorma, with presetting made by Speroni, who also provided complete tool life management. Fourth-year students from the CNOS-FAP Institute in Turin

prepared the Ergal stock medal ready for milling on a GF Mikron vertical milling centre with a Heidenhain TNC 620 controller.

When the medal was ready, the visitor was emailed by Vero's WorkPLAN management system to collect the medal from the booth.

The A & T Exhibition is the specialist Italian trade fair for Industry 4.0, and the country's reference show for manufacturing industries, system integrators and research centres. Nicoletta Gianotti, Vero Solutions Srl's Marketing Manager, says: "With the Ergal stocks being provided by Commerciale Fond, and the coolant for the operation from, Blaser Swisslube, the overall project was a perfect synergy of different companies to create a complete Industry 4.0 process."

She adds that as well as being delighted with the milled medals of their faces, visitors were also impressed with VISI's freedom, speed and ease for mould makers. "Those three words wholly describe VISI, which we clearly demonstrated as being a powerful design and manufacturing tool, reducing production time and costs."

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## Events News

### ***LiveWorx 2017 Showcases Best-of-the-Best Tech Industry Solutions***

18 May 2017

PTC today announced key sponsors taking part in [LiveWorx](#), a technology conference and marketplace showcasing solutions engineered for a smart, connected world. Over 100 exhibitors will provide interactive learning labs, demos, and breaking innovations in [Xtropolis](#), the show's experiential centerpiece.

LiveWorx, being held in the heart of Boston May 22-25, is a global Internet of Things (IoT) ecosystem that provides a host of opportunities for sponsors and attendees alike to network and grow their businesses. Global leaders in their own right, our sponsors will let you experience their best technology and solutions first-hand.

#### **Pinnacle Sponsors**

- [Accenture](#), a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations
- [Deloitte Digital](#), a creative digital consultancy that brings together all the creative and technology capabilities, business acumen and industry insight needed to help transform clients' businesses with digital. With Deloitte Digital's end-to-end capabilities, clients bring their greatest ambitions, knowing Deloitte Digital has what it takes to bring new business visions to life

#### **Premier Sponsors**

- [Hewlett Packard Enterprise](#) (HPE), an industry-leading technology company with a comprehensive portfolio spanning from the cloud to the data center to the IoT intelligent edge. HPE and PTC are developing a strategic global partnership, with joint edge computing solutions for industrial IoT environments, specifically with Edgeline systems and PointNext services
- [HP](#) provides professional desktop and mobile workstations designed for large and complex

# CIMdata PLM Industry Summary

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datasets, dispersed teams, and tight deadlines

- [Radeon Pro](#) is for the creators, the visionaries, the storytellers. The new Radeon Pro WX-series graphics cards are optimized for PTC application workflows for design and manufacturing and virtual reality
- [Tata Consultancy Services Ltd](#) (TCS), a global leader, offering a consulting-led approach with an integrated portfolio of technology-led solutions that encompass the entire enterprise value chain
- [Tech Mahindra](#), a company with cross-domain engagement expertise that offers innovative and customer-centric information technology experiences to identify opportunities for transformation

The award-winning LiveWorx event provides a vibrant atmosphere where leaders, experts, and industry influencers come together to discuss, debate, exchange, explore, and learn first-hand how cutting edge technologies are transforming the world of tomorrow.

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## ***VinylPlus Sustainability Forum 2017: On the Way Towards a Circular Economy***

18 May 2017

The 5th VinylPlus Sustainability Forum 2017 was recently held in Berlin, Germany. Organised by VinylPlus, the European PVC industry sustainability programme, this year's forum held on May 10th and 11th took the theme of "Towards Circular Economy" and explored the many growing opportunities for the PVC sector to contribute to this key objective of EU policy.

The forum attracted more than 170 stakeholders from 30 countries representing academia, government bodies, the UN, the European Commission, specifiers, designers, architects and all sectors of the PVC industry.

Against a backdrop of important decisions being taken on the European Commission's Circular Economy Package, presentations and panel discussions from high-level speakers focussed on how the vinyl industry is tackling key sustainability issues, such as legacy additives in recycled PVC, and contributing to a stronger circular flow of resources.

### **The entire product lifecycle to be considered**

Welcoming delegates, VinylPlus Chairman Josef Ertl said: "The debate about how Europe can make the transition to a circular economy is placed high on the political agenda. I'm sure, most people will agree, that a sustainable society without a circular economy is difficult to imagine. And the unique characteristics of plastics allow them to make a strong contribution to a more environmentally sustainable and resource efficient Europe. PVC is clearly contributing to this. And certainly VinylPlus with its unique co-operation model, bringing together the whole PVC value chain, is the right platform for sustainability and circularity in the PVC industry."

Acknowledging that a move from a predominantly linear to a largely circular economic system would "dramatically change" how companies and value chains co-operate and the way we produce and consume goods, Josef Ertl said: "In this context, we must ensure that the entire lifecycle of a product is considered, not just aspects at the end of the lifecycle." He called on political leaders to work closely with the PVC industry to analyse the potential impacts of any decisions that might affect the PVC sector, adding: "They should ensure that the process is developing smoothly without too many frictions. We in the PVC and plastics industry will support such an approach."

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## Financial News

### ***CENIT: First Quarter of 2017 Results***

16 May 2017

After three months, CENIT AG was able to slightly increase its sales and EBIT. The company recorded a sales growth by around 6 percent in its own software compared to the same period of previous year.

During the first three months, CENIT group generated sales revenues of EUR k 29,955 (prior year: EUR k 29,628/1.1%). Sales revenues in CENITs consulting and services segment increased by 1.3% to EUR k 12,245 (prior year: EUR k 12,088). Sales of third-party software decreased by approx. -1.1% to EUR k 13,435 (prior year: EUR k 13,583). Sales proceeds from CENIT's proprietary software increased from EUR k 3,931 to EUR k 4,160 (5.8%).

The gross yield (operating output less cost of materials) amounted to EUR k 18,584 (prior year: EUR k 18,526), representing an increase of 0.3%. CENIT achieved EBITDA of EUR k 2,656 (prior year: EUR k 2,745/-3.3%) and EBIT of EUR k 2,154 (prior year: EUR k 2,095/2.8%). Results per share were EUR 0.17 (prior year: EUR 0.19).

#### Orders Development

During the first three months, the group-wide order intake totaled EUR k 33,198 (prior year: EUR k 34,618). On 31st March 2017 orders in hand amounted to EUR k 30,759 (prior year: EUR k 35,097).

#### Asset and Financial Situation

The enterprise has no liabilities in relation to credit institutions, either of a short-term or long term nature. On the balance-sheet date, equity capital totaled EUR k 41,746 (31 Dec. 2016: EUR k 40,578), accounting for an equity ratio of 55.6% (31 Dec. 2016: 56.2%). On the balance-sheet date, bank deposits and liquid assets totaled EUR k 42,884 (31 Dec. 2016: EUR k 33,606). The operative cash flow was EUR k 10,081 (prior year: EUR k 5,918).

#### Employees

On 31st March 2017, CENIT group employed 613 staff (prior year: 629). Group-wide personnel costs for the reporting period were EUR k 12,650 (prior year: EUR k 12,490).

#### Outlook

For the current year, the CENIT Group is anticipating a sales growth by 2% with unchanged earnings (EBIT) compared to the previous year.

Please visit CENIT's homepage for the full 3 Months Report 2017.

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### ***Stratasys Releases First Quarter 2017 Financial Results***

16 May 2017

[Stratasys Ltd.](#) announced financial results for the first quarter of 2017.

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## Q1-2017 Financial Results Summary:

Revenue for the first quarter of 2017 was \$163.2 million, compared to \$167.9 million for the same period last year with consumable revenue increasing by 7% for the same period.

- GAAP gross margin was 47.1% for the quarter, compared to a GAAP gross margin of 48.3% for the same period last year.
- Non-GAAP gross margin was 51.2% for the quarter, compared to 55.1% for the same period last year.
- GAAP operating loss for the quarter was \$12.6 million, compared to a loss of \$21.1 million for the same period last year.
- Non-GAAP operating income for the quarter was \$4.0 million, unchanged compared to non-GAAP operating income for the same period last year.
- GAAP net loss for the quarter was \$13.9 million, or (\$0.26) per diluted share, compared to a loss of \$23.1 million, or (\$0.44) per diluted share, for the same period last year.
- Non-GAAP net income for the quarter was \$2.4 million, or \$0.05 per diluted share, compared to Non-GAAP net income of \$0.6 million, or \$0.01 per diluted share, reported for the same period last year.
- The Company generated \$25.4 million in cash from operations during the first quarter and ended the period with \$297.2 million in cash and cash equivalents.
- Net R&D expenses for the quarter amounted to \$24.6 million, representing 15.1% of net sales.

"We remain encouraged by our performance within our key vertical markets during the first quarter, driven by our initiatives to drive customer engagement," said Ilan Levin, Chief Executive Officer of Stratasys. "In addition, we believe that strong utilization of our installed base of systems was demonstrated by steady growth in consumables and customer support revenue during the period, while improved focus resulted in reductions in our operating expenses."

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## Implementation Investments

### *Artemis Racing and Altair Team Up to Design the Difference™ in Foiling Technology*

17 May 2017

[Altair](#) and [Artemis Racing](#) together have applied design and simulation technology to help place Artemis Racing in a position to take it all in the 35th America's Cup.

The design of the daggerboards – foils that lift the boat out of the water to break the drag barrier – will be a critical differentiator between the competing teams as they have a significant impact on a boat's performance. The Altair and Artemis Racing technical teams have placed a great deal of emphasis on perfecting these composite material structures.

"Technology plays a huge part in the America's Cup," said Iain Percy, Team Manager and On-Water Tactician for Artemis Racing. "It's been said the fastest boat has won the America's Cup for the last 160 years and I'm not sure that is about to change. The daggerboard is the appendage that we fly the boat off

# CIMdata PLM Industry Summary

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and also transfers side force into driving force. Millimeters of difference make knots of difference so the optimal manufacturing and design of the daggerboard is absolutely critical.”

The teams have focused much of their effort on optimizing the strength, shapes and thicknesses, and how water and wind interact with daggerboards using a simulation-driven design approach. To accomplish this, Artemis Racing used several Altair technologies from the HyperWorks® suite including:

- [HyperMesh®](#) complex composite material finite element model development
- [OptiStruct®](#) for structural analysis and optimization
- [RADIOSS®](#) for nonlinear, large deflection analysis

Two sets of daggerboards were created to withstand the unexpected challenges from mother nature – one pair designed to perform optimally in heavier winds and waves and another for lighter wind and wave conditions – both designed to rapidly lift the boat from the water with minimum drag.

“The tools that we use are at the forefront of the industries,” says Brett Ellis, lead engineering for daggerboards and rudders. “We are working to tight tolerances and small differences in section shapes on the daggerboards can lead to relatively big gains on the water. We are all pushing hard and pushing the design limits to win that America’s Cup.”

"The technology involved in designing these boats is a critical component to providing a speed edge for the teams vying for the win," said Uwe Schramm, Chief Technology Officer, Altair. “It was an honor to collaborate with the Artemis Racing design team and apply our design and simulation technologies to create a world-class sailing vessel.”

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## ***Barwa Real Estate Builds Single Enterprise Information Management Environment with OpenText***

17 May 2017

OpenText™ today announced that Barwa Real Estate Group, focused on large-scale commercial and residential developments throughout the Middle East, is using OpenText Extended ECM for Oracle® E-Business Suite (EBS) to simplify information management, cut costs and improve efficiency for its large-scale real estate operations.

Barwa's large-scale commercial and residential developments generate vast amounts of unstructured content from dozens of organizations and thousands of individuals, who each require access to the data. The firm faced a number of challenges in managing the growing volume and diversity of digital content. Barwa needed a central way to organize the documents spread across physical locations and 'licensed-user-only' digital systems, including Oracle® EBS, while maintaining version control to identify the canonical latest version of key documents with confidence.

Barwa engaged Mannai Trading Company, an IT services division of Mannai Corporation and leading OpenText partner in the region to help find a solution. With Mannai's guidance, Barwa selected OpenText Extended ECM for Oracle E-Business Suite to store and manage its unstructured content directly within the context of its Oracle® EBS ERP system.

"Now that all our content lives in one place, we have eliminated the problem of duplication," said Kavindra Gali, ERP Technical Expert, Barwa Real Estate Group. "Users can access documents

## CIMdata PLM Industry Summary

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more quickly, trust that the results are comprehensive, and know they have the latest version. The solution has fostered collaboration and reduced the number of content inquiries, while improving our business and reducing the cost of storage."

With its easy integration into the existing Oracle system, Barwa now has an overarching information management system which all users can access through a single sign on. The large volume of documents Barwa generates is now centralized in the OpenText system, which is optimized for transaction data operations. With the capabilities of OpenText Content Suite, the Extended ECM Platform provides access control to ensure that only authorized users can access and edit content. As a result, Barwa now has a reliable single source of truth for its information assets, with sophisticated content search, summary EBS transaction data and relevant OpenText document folders for the existing transaction all available on screen.

"The OpenText solution quickly and seamlessly delivers content without users having to leave their familiar Oracle setup," said Gali. "The single sign-on means that once users are authenticated on EBS, they can access the content they need without signing in multiple times, to multiple applications, which helps us further improve efficiency. Users have really welcomed this. We are delighted with the solution and support that OpenText and Mannai provided."

OpenText Extended ECM for Oracle® E-Business Suite manages all forms of content throughout its lifecycle, providing consistent, secure and auditable information governance to all forms of information. Extended ECM for Oracle E-Business Suite combines automated capture of physical and electronic content, on-going management within all user environments, and classification and records management. It also provides the ability to search and find all types of content, automate processes both inside and outside the ERP system, and share content within and external to the organization.

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### ***Bombardier Selects IBM Services and Cloud to Accelerate IT Business Transformation***

17 May 2017

Bombardier is extending its long-term partnership with IBM through a new six-year deal valued at approximately \$700 million, which includes IBM Services and IBM Cloud management of Bombardier's worldwide IT infrastructure and operations.

The services management agreement spans 47 countries and represents one of IBM's largest cloud partnerships in Canada.

"Bombardier's global decision to extend its existing partnership with IBM and move to IBM Cloud is recognition of our broad expertise and experience helping our clients transform the business of IT to be more competitive, agile and secure through cloud computing and industry services best-practices," said Martin Jetter, senior vice-president, IBM Global Technology Services. "We look forward to further developing our relationship with Bombardier and working with the talented team there."

"As part of our turnaround plan, Bombardier is working to improve productivity, reduce costs and grow earnings. This IT transformation initiative will help us better integrate globally to create a best-in-class IT organization," said Sean Terriah, Chief Information Officer, Aerospace and Corporate Office, Bombardier. "With IBM, we will transform our service delivery model to focus on our core competencies, and leverage the best practices of our strategic partner across our infrastructure and operations."

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IBM is the enterprise leader in cloud computing by revenue, working to help its clients gain competitive advantage from their data. IBM Watson, which is available only on the IBM Cloud, provides enterprise-grade machine learning, artificial intelligence and cognitive technologies to better support agile decision-making for enterprise clients who need to quickly glean insights from their data – 80 per cent of which is not accessible through search.

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## ***Shoes For Crews Successfully Implements Centric PLM***

18 May 2017

Shoes For Crews, a top producer of slip resistant footwear for the workplace, has successfully implemented Centric Software's Product Lifecycle Management (PLM) solution.

Founded in 1984, Shoes For Crews first launched a safe and comfortable shoe for nurses and quickly expanded to producing shoes and boots with a proprietary slip-resistant outsole that provides traction in workplaces with slippery floors. Shoes For Crews has been an industry leader in safety for over three decades and is now the safety footwear of choice in more than 100,000 professional kitchens, medical facilities and industrial workplaces worldwide.

Shoes For Crews selected Centric Software's PLM solution to provide a solid foundation during a time of growth and development. Rollout of Centric PLM was completed on budget and one month ahead of schedule; just in time to support the complete relaunch of the Shoes For Crews brand in April 2017.

"Shoes For Crews has gone through a total transformation in the past year," explains Shoes For Crews President, CEO and Chief Innovation Officer Stuart Jenkins. "Our new product development team has been working extremely hard to produce a completely new collection of 77 styles that reflect a workforce that now includes more young people and women than ever before. Safety shoes and boots don't have to be hard, heavy and ugly to be effective. They can be comfortable, lightweight and stylish, and the PLM solution helped us to design great, commercial shoes."

To support this intense period of product development and design, Shoes For Crews needed a flexible and user-friendly PLM solution that could handle data effectively. The original projected go-live date was beat by more than a month, just 42 business days after the kick-off date.

Chris Groves, President and CEO of Centric Software, says, "The Shoes For Crews project has been a model implementation for Centric and we are delighted to be able to support them as they launch an entirely new product collection. The new Shoes For Crews brand has a bright future, and we are proud to partner with them to achieve their growth and development goals."

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## Product News

### ***C-DESIGN® Launches its PLM for Adobe® Illustrator® : C-DESIGN Collection Management***

16 May 2017

C-DESIGN® launches its new Collection Management and Line Sheets Tool for Adobe® Illustrator® CC. C-DESIGN® expands its range of products introducing a new collaborative way to use Adobe® Illustrator® CC in Fashion.

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Made especially for Adobe® Illustrator® CC, Collection Management helps manage all aspects of product development lifecycle and line sheets, optimizing product development processes and using a single information source.

C-DESIGN Collection Management solution for Adobe® Illustrator® CC meets the needs of the market. Many designers are creating their collections in Adobe® Illustrator® CC. We felt it was important to bring a new and extremely user-friendly management tool that directly integrates with the Adobe® Illustrator® CC drawing tool. C-DESIGN CM for Adobe® Illustrator® CC is a fast and easy to implement solution. Unlike standard PLMs, our solution is built with a fully optimized design for Adobe® Illustrator® CC, a fully customized interface to each user's specific needs, and an intuitive and quick Line Sheets tool. C-DESIGN CM for Adobe® Illustrator® CC should surprise many users » says Patrick ABBOU, CEO of C-DESIGN®.

More tools, more power and everything centralized in a common core. The architecture of C-DESIGN Collection Management is a new approach to creating your collections in a collaborative way. All design steps of the collection are captured in a single interface and fully integrated into the design tool, which gives users a great deal of flexibility while structuring all the information contained within the collections. Search tools, product classification tools, and the ability to create line sheets make the new C-DESIGN CM a very powerful and unique collaborative tool.

C-DESIGN CM for Adobe® Illustrator® CC allows for quicker and easier planning, developing, organizing, sorting. Seamlessly search and share your entire collection data.

In a familiar and friendly environment, designers and pattern makers share sketches and other product data such as materials, components, measurements, construction details, development steps, all directly within C-DESIGN CM. Teams work more efficiently and thus improve their productivity.

"Despite many existing PLMs on the market, none today offers a collaborative approach that is as simple and fun. An easy-to-use, flexible and powerful management tool capable of generating ultra-design collections instantly in Adobe® Illustrator® CC," explains Patrick ABBOU.

From creation start, each participant has a transparent view of the collection progress. Everyone can benefit from the team work achieving a global coherence of collection" adds Patrick ABBOU.

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## ***IBM Builds Its Most Powerful Universal Quantum Computing Processors***

[17 May 2017](#)

**IBM** announced today it has successfully built and tested its most powerful universal quantum computing processors. The first upgraded processor will be available for use by developers, researchers, and programmers to explore quantum computing using a real quantum processor at no cost via the IBM Cloud. The second is a new prototype of a commercial processor, which will be the core for the first **IBM Q** early-access commercial systems.

Launched in [March 2017](#), IBM Q is an industry-first initiative to build commercially available universal

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quantum computing systems for business and science applications. IBM Q systems and services will be delivered via the IBM Cloud platform. IBM first opened public access to its quantum processors one year ago, to serve as an enablement tool for [scientific research](#), a resource for [university classrooms](#), and a catalyst of [enthusiasm for the field](#). To date users have run more than 300,000 quantum experiments on the IBM Cloud.

With the introduction of two new processors today for IBM Q, the company is building the foundation for solving practical problems in business and science that are intractable even with today's most powerful classical computing systems. The two new IBM-developed processors include:

A 16 qubit processor that will allow for more complex experimentation than the previously available 5 qubit processor. It is freely accessible for developers, programmers and researchers to run quantum algorithms, work with individual quantum bits, and explore tutorials and simulations. Beta access is available by request through the [IBM Q experience](#) and a new Software Development Kit is available on GitHub.

IBM's first prototype commercial processor with 17 qubits and leverages significant materials, device, and architecture improvements to make it the most powerful quantum processor created to date by IBM. It has been engineered to be at least twice as powerful as what is available today to the public on the IBM Cloud and it will be the basis for the first IBM Q early-access commercial systems.

"The significant engineering improvements announced today will allow IBM to scale future processors to include 50 or more qubits, and demonstrate computational capabilities beyond today's classical computing systems," said Arvind Krishna, senior vice president and director of IBM Research and Hybrid Cloud. "These powerful upgrades to our quantum systems, delivered via the IBM Cloud, allow us to imagine new applications and new frontiers for discovery that are virtually unattainable using classical computers alone."

The inherent computational power of a quantum processor to solve practical problems depends on far more than simply the number of qubits. Due to the fragile nature of quantum information, increasing the computational power requires advances in the quality of the qubits, how the qubits talk to each other and minimizing the quantum errors that can occur.

While technologies that currently run on classical computers, such as Watson, can help find patterns and insights buried in vast amounts of existing data, quantum computers will deliver solutions to important problems where patterns cannot be found because there isn't enough data and the possibilities that you need to explore to get to the answer are too enormous to ever be processed by classical computers.

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## ***Ideate Sticky Reengineered for Revit 2018***

17 May 2017

[Ideate Software](#), a veteran Autodesk Developer Network member, announced today that it has launched its spring 2017 updates for [Ideate Sticky](#), which include the new 2018 version and enhanced features of the 2017 and 2016 versions. These solutions are designed to work with Autodesk® Revit® 2016, 2017, and 2018, and the timing of the updates aligns with the Autodesk launch of Revit 2018.

Ideate Sticky is a Revit add-on solution developed by Ideate Software to address the lack of a text editor in Revit, which makes it difficult for Revit users to organize and format essential non-BIM data. Ideate Sticky enables users to format non-BIM data, such as code schedules, design data, and general notes in Excel and display them on Revit project files.

“Many of the improvements included in our spring 2017 releases are the direct result of feedback from customers,” said Glynnis Patterson, director of software development, Ideate Software. “We at Ideate Software take pride in the fact that we remain up-to-date on industry trends, and one of the ways we do that is through frequent conversations with customers.”

“This new release of Ideate Sticky demonstrates once again the advantage Ideate Software has over the competition,” said Bob Palioca, president, Ideate Software. “We know what BIM managers and daily Revit users need, and the certified engineers and architects that make up our software development team create solutions to address those needs.”

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## ***KeyShot Rendering and Animation Software Supports X-Rite’s Appearance Exchange Format***

9 May 2017

[X-Rite](#) Incorporated and its subsidiary Pantone LLC announce that Luxion’s KeyShot® software for 3D rendering and animation natively supports the Appearance Exchange Format (AxFTM). Developed by X-Rite, AxF is a vendor-neutral format that enables full communication of visual appearance data in a single, editable file to improve the design virtualization process. KeyShot support of AxF allows users to create the highest quality product visuals and imagery using physically accurate digital material data. X-Rite will showcase the AxF integration at Luxion’s international customer conference, [KeyShot RenderWorld 2017](#), May 15th and 16th at the Paséa Hotel & Spa in Huntington Beach, California.

“A primary differentiator and key feature of KeyShot is the ability to create high-quality visuals using scientifically accurate materials,” says Henrik Wann Jensen, Chief Scientist and Co-founder, Luxion. “Along with the vast material capabilities in KeyShot, support for X-Rite’s AxF files format allows users to accurately and consistently represent the complex material properties of their scanned textures for an endless number of materials, providing even greater realism in communicating their product visuals.”

“Traditionally, capture and virtual rendering of complex materials such as special effects paints, meshes and synthetic fabrics are a time-consuming, manual process,” says Dr. Francis Lamy, Executive Vice President and Chief Technology Officer, X-Rite and Pantone. “AxF helps address this challenge by providing a common language for communicating material appearance characteristics such as color, texture, gloss, transparency and opacity of physical materials in the virtual world. KeyShot’s integration of AxF enables users to quickly and accurately create amazing visuals for a truly lifelike virtual experience.”

KeyShot is a stand-alone real-time rendering application for both Mac and PC designed to make the process of creating 3D renderings and animations extremely fast. The real-time speed allows you to see everything as it happens within a workflow-based interface to achieve photographic results in minutes. As a CPU-based rendering engine with advanced lighting and material creation capabilities, KeyShot provides the performance and flexibility that allows it to integrate seamlessly throughout the entire product development process.

In its second year, KeyShot RenderWorld gathers KeyShot users from around the world to learn from other 3D professionals. This year’s conference features keynote speaker Chip Foose, a look at KeyShot 7, and presentations by KeyShot users from Bose, Caterpillar, Sonos, Stanley Black & Decker and others.

## **TAC Captures Physical Material Appearance at KeyShot RenderWorld**

KeyShot RenderWorld 2017 attendees can see a demonstration of X-Rite's award-winning Total Appearance Capture (TAC™) ecosystem and the AxF integration with KeyShot at the X-Rite booth.

The TAC ecosystem is comprised of the TAC7 scanner, PANTORA™ Material Hub desktop application, and Virtual Light Booth (VLB). Physical material samples are scanned using the TAC7 scanner, which captures appearance properties digitally to create AxF files that store appearance data. The files are stored, managed, viewed and edited in the PANTORA desktop application. The AxF files can be shared with Product Lifecycle Management (PLM), Computer-Aided Design (CAD), and state-of-the-art rendering applications, such as KeyShot. Show attendees will have an opportunity to see how AxF files can be used within the KeyShot software and applied to rendering and animation.

The [recently announced VLB](#) is the industry's first immersive virtual light booth that allows users to accurately and efficiently visualize and compare 3D digital material renderings side-by-side with physical samples. The VLB combines X-Rite's SpectraLight QC professional light booth technology with a high-brightness, color-calibrated LCD display, color management technology, and motion tracking sensors. This allows the VLB viewing environment to control all parameters that influence the perception of appearance from illumination to contextual to observational factors. With the VLB, design teams can easily vary these conditions to see changes in material performance. This helps ensure consistency between digital prototypes and final physical products. Designers can make more informed material selections reducing approval cycles and accelerating time to market.

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## ***Latest VISI Release Addresses Springback***

16 May 2017

The latest release of VISI, Vero Software's specialist mould and die solution, delivers a number of user experience enhancements and addresses an issue that is often neglected...but which can have an important effect on the final shape of a formed sheet metal component.

When the sheet metal part is removed from the die, and the forming forces released, material elasticity will cause the part geometry to experience springback. The new Springback prediction functionality in VISI 2017 R2 is designed to reduce the time and cost of a typical trial and error approach to solving this long-standing industry issue.

VISI Brand Manager Massimo Vergerio says: "Springback can make it difficult to control the part's final dimensions. The new prediction tool starts from the nominal part, material data and blank calculation, generating a second mesh of the product's geometry after springback. The designer can then achieve a morphing on the surface with the relative compensation tool, which generates the required compensated surface, producing the accurate die faces for the required sheet metal part."

When a designer is validating the part for formability, a new graphical analysis representation mode will subdivide the results into six possible zones that occur during the forming process:

- Strong Wrinkle Tendency – slight stretch in one direction, and compensation in the other, with material thickening
- Wrinkling Tendency – stretch in one direction, and compression in the other, with slight material thickening, which may cause wrinkles to occur

# CIMdata PLM Industry Summary

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- Low Strain – minimal stretch or compression in either the major or minor directions
- Safe – area below the Forming Limit Curve where failure is unlikely to occur
- Marginal – the area between the safe and fail zones, where the forming process is marginally safe
- Fail – the area above the Forming Limit Curve where splitting and localised thinning is likely to occur.

Amongst several items of new and enhanced functionality for both CAD and CAM processes, the new 2.5-Axis Pocketing Strategy in VISI 2017 R2 improves toolpath quality, optimises toolpaths on open features, and allows machining from a stock model. “When the stock model is defined, the new Pocketing Strategy can identify the areas where it’s necessary to remove the material and adapt the toolpath to produce passes only when they’re needed,” says Massimo Vergerio.

And he says high speed machining can now be achieved with the new 2.5-Axis Waveform Strategy (previously available in 3D roughing), which maintains constant tool cutting load, constant cutting feed rate, and a smooth toolpath which avoids sharp changes in direction.

Based on the Pocketing technology, the new Remachining Strategy inherits the same enhancements and advantages. Rest area recognition is achieved automatically, based on the reference operations. A new residual stock algorithm is used for both 2D and 3D operations and the Dynamic Incremental Stock command. This will ensure a consistent toolpath quality regardless of the operation type.

The new Electrode machining module automates the electrode design-to-manufacturing process. It benefits from all the relevant electrode data added by the operator during the electrode creation phase, while also removing the potential risk of possible input error. “That’s because this data doesn’t need to be added again for machining. Manufacturing data is collected during the design phase and automatically passed to the CAM cycles,” says Massimo Vergerio.

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## ***Mentor Valor technologies connect advanced packaging vendors at world’s first live Industry 4.0 factory floor***

15 May 2017

Mentor, a Siemens business, today announced that its Valor® suite of software and hardware internet of things (IoT) technologies will be showcased in the Fraunhofer Institute's advanced packaging assembly line at the SMT Hybrid Packaging event in Nuremberg, Germany, May 16-18, 2017 (Hall 5, Booth 434). This will be the world's first live public demonstration of intelligent IoT inter-vendor connection between surface mount technology (SMT) machines and related line processes using the new [Open Manufacturing Language](#) (OML) from Mentor, on which Industry 4.0 solutions are operating.

Industry 4.0 is driving the "smart factory" – the automation and data exchange in manufacturing technologies, IoT and cloud computing, relying on the availability of live, accurate and detailed information from the shop-floor. Those providing Industry 4.0 enabling technologies include machine and line equipment vendors, factory solution providers, and enterprise systems, such as manufacturing execution systems (MES), manufacturing operations management (MOM) and enterprise resource planning (ERP). Mentor established the OML as the most comprehensive IoT language to normalize data content from any machine, process, or transactional event on the electronics assembly factory floor.

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This eases IoT adoption within electronics manufacturing for cost-effective and timely Industry 4.0 implementation.

"In such diverse environments as the Fraunhofer advanced packaging line, where each machine vendor is demonstrating its own specialization, this perfectly illustrates how the OML and the Valor IoT Manufacturing solution can unite the line," said Dan Hoz, general manager of the Mentor Valor Division. "The OML and IoT Manufacturing hardware establishes the true single IoT connection, powering the digital factories of the future."

## **Valor Hardware and Software Solutions for Industry 4.0 Enablement**

The [Valor IoT Manufacturing](#) hardware provides the dedicated IoT infrastructure for the entire packaging assembly line, providing accelerated interfaces for machines which do not create OML directly. This enables Industry 4.0 deployment without the need to replace existing equipment.

"We need to support many different data outputs from each of our machines according to the requirements of our customers—and maintaining all of these solutions is a rapidly growing challenge for our business," Klaus Gross, general manager of FUJI Machine Manufacturing Europe GmbH. "Now, with OML and Valor IoT Manufacturing, we can satisfy all customer needs through one interface to create and enhance our own Industry 4.0 solutions, by taking data from other machines on the line and from the factory infrastructure."

Valor IoT software provides machine and line performance reporting, progress data, and information related to material consumption and traceability. Information is shown in a comprehensive dashboard, utilized by several key computerized applications. The [Valor Finite Production Planning](#) software creates and adjusts product work-order flows based on dynamic customer delivery demand patterns. The OML data is read from the line for live production status. Digital process flow modelling and optimization is possible for all production scenarios, addressing constraints, such as materials, tools and resources. With specific knowledge of the different SMT and related machines, the Valor Production Plan product creates a reliable, high-yield production process regardless of the high product mix, without excess inventory build-up. This also reduces SMT changeover times through the dynamic grouping of feeders between products.

The [Valor Lean Material Management](#) product provides an automated supply chain including a complete logistics engine for a Lean Materials flow with "just in time" materials delivery. This is based on actual machine consumption and calculated consumption, as identified by the immediate production plan commitment. All materials logistics through hand-held operator terminals are managed for material inventory accuracy (including complete material consumption and spoilage). Data is then shared with the ERP system, reducing needless material stock and bloated warehouse inventory.

Information is normalized and exchanged in the OML format between the machines and processes throughout the lines, and across different lines, into factory-wide computerizations and to the enterprise systems. The OML language and single IoT communication infrastructure is bi-directional, providing SMT machine vendors with accurate material information and work-order detail from site level. This improves placement operations for variations, and effective machine program optimization.

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***Siemens Releases Version 52 of the 2D D-Cubed Components and Version 67 of the 3D D-Cubed Components***

16 May 2017

## CIMdata PLM Industry Summary

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This 2D DCM release includes a new Lock constraint, significantly extending the capabilities of the Fix constraint by improving the handling of status codes and reducing the need for construction geometries. Autoconstraining to splines and other parametric curves is improved, and new controls are implemented based on geometry separation. Loop finding in PGM now includes the identification of interior loops, and improved communication with an application of the perimeter length and area of a loop.

The latest release of 3D DCM includes preliminary support for patterns, an advanced new constraint type. It also includes enhancements to dragging and inequality solving. CDM and AEM both include significant improvements when handling models containing tolerant geometry, with the focus on performance in CDM and reliability in AEM. HLM includes a new performance optimization in which the hidden line computations can be restricted to a volume of interest.

Full details are available in the D-Cubed Knowledge Base.

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