

Contents

CIMdata News	2
CIMdata to Host Free Webinar on Managing PLM Solution and Data Obsolescence	2
CIMdata Publishes “Driving Opportunity Using Advanced Visualization”	4
CIMdata Publishes eBook: “Are Students ‘Real-World’ Ready?”	5
CIMdata’s Dr. Keith Meintjes featured in Engineering.com Article - Simulation Boom Stalls. CAE Experts Needed to Make Engineering Apps	6
Dassault Systèmes 2017 Analyst Event (Commentary)	7
Digitalization and Sustainability – Connect them to Innovate BIG	10
Exploring the 2017 AEC Market Overview Report – CIMdata Featured in AEC-ST News	10
Getting Your Product Consumer Ready (Commentary)	11
Product Innovation Platforms: Definition, Their Role in the Enterprise, and Their Long-Term Viability (Position Paper)	15
Acquisitions	22
ANSYS Acquires Computational Engineering International	22
ASI DATAMYTE Sold German Division and QDA Software Solution	22
Viewpoint Acquisition of Dexter + Chaney Heralds Major Advance in Digital Future for Construction	23
Company News	24
Accenture Launches Industrial IoT Innovation Center to Support Clients in Digitally Re-Inventing Their Industries	24
After Nearly 50 Years of Leadership, Gerber’s Sam Simpson Retires	25
CONTACT’s New Partner Neilsoft Launches PLM Roadshow in India	26
Danlaw Becomes a Siemens PLM Solution Partner	27
Hexaware Unveils a Bold, Renewed Brand Identity	27
Infosys Announces Commitment to Create 2,000 Tech Jobs in North Carolina by 2021	28
Kalypso Achieves Oracle PartnerNetwork Cloud Select Designation	29
Lifeboat Distribution Named Exclusive North American Distributor for jetNEXUS	30
Microsoft Names PROS 2017 U.S. Partner of the Year	30
PTC and L&T Technology Services Unveil Industry 4.0 Center of Excellence	31
SAP Announces Collaboration with Centrica on Energy Internet of Things, powered by SAP Leonardo and Panoramic Power	32
SAP Announces Leadership Appointments in North America	33
Siemens PLM Software’s Award-Winning Channel Partner Program Tops 1000 Partners	34
Simon Fraser University and Siemens Canada partner on mechatronics certification program and major Siemens PLM Software grant	35
Events News	36
Capgemini and Infor: Simplifying the digital manufacturing transformation	36
CGTech to Demo VERICUT Composites Applications at CAMX	37
CONTACT Open World 2017: PLM is More Important Than Ever	37
ESI Hosts Its Worldwide Forums on Smart Virtual Prototyping	38
Women in Manufacturing Heads to Hartford for Seventh Annual SUMMIT	39
Financial News	40
TCS: Demand from major markets drives 3.1 % growth in \$ terms	40
Implementation Investments	41

CIMdata PLM Industry Summary

HOWWEIH Chooses ZW3D to Enhance Information Management _____	41
Product News _____	42
Bangalore-based Startup Launches leanGears, an end-to-end Product Management Software _____	42
CGTech enhances VERICUT's MachiningCloud Connection _____	43
Hexagon Manufacturing Intelligence Releases PC-DMIS 2017 R2 _____	43
Infor Announces Coleman AI Platform _____	45
Light product: CAD/ERP LINK for SOLIDWORKS _____	46
Manufacturing Optimization Software Provider Plataine Launches the Next Generation of its IoT and AI-based material and Asset Tracker V4.0 _____	47
OpenText Launches New AI Platform to Enable Business Insight _____	47
PBScloud.io: Altair simplifies access to cloud HPC _____	48
PZFlex 2017 Streamlines Device Optimization _____	49
Robin Systems Unveils New Community and Developer Editions of the Robin Cloud Platform for Automated, Cost-Effective Database-as-a-Service and Big Data-as-a-Service _____	50
SAP Launches New IoT Solutions at SAP Leonardo Live _____	51
Siemens' STAR-CCM+ Software Completes ASME NQA-1 Compliance _____	53

CIMdata News

CIMdata to Host Free Webinar on Managing PLM Solution and Data Obsolescence

11 July 2017

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, “Managing PLM Solution and Data Obsolescence.” The webinar will take place on August 10, 2017 at 11:00 a.m. (EDT).

Managing the risks associated with PLM solution and data obsolescence within the Aerospace & Defense (A&D) industry, and other industries, is a large and growing problem. The long lifespan of products and the large volume of complex data with complex relationships mean that the product data will need to transition through several generations of IT solutions. The resulting risks include significant expenses when PLM solutions need to be upgraded and data integrity risks when technology architecture changes and updates are applied. To address these risks, the CIMdata administered A&D PLM Action Group, an association of like-minded OEMs who have joined forces to remediate their common pain points, assigned a cross-industry team to identify the causes and potential remedies. This webinar will provide a high-level review of the obsolescence research and the requirements that the team addresses to PLM solution providers.

According to the webinar host, CIMdata’s Director for Aerospace & Defense, James Roche, “A&D OEMs will no longer tolerate the escalating cost and risk of data loss associated with a PLM technology refresh. Within the A&D PLM Action Group, industry leaders have collaborated to deliver an initial set of architecture principles and requirements to the software providers for provisioning more sustainable PLM solutions. While the heavy cost and risk of PLM technology refresh in A&D crystalized in funded action within that industry, the resulting architectural principles and requirements are applicable across industries.”

Mr. Roche has over 30 years of experience in transformation and IT enablement of product development and manufacturing processes. He has been a strategic advisor and program manager for PLM programs across the United States, Europe, and Asia. Before joining CIMdata Mr. Roche was a PLM Practice Manager at CSC Consulting and at A.T. Kearney. He was also at EDS, where served as the chief

CIMdata PLM Industry Summary

architect for General Motors' worldwide engineering systems and as head technical negotiator for strategic supplier contracts.

For this webinar, Mr. Roche will be joined by CIMdata's practice manager for PLM Enterprise Value & Integration, Tom Gill. Mr. Gill has over 25 years of experience applying computer-based solutions to engineering and manufacturing. Before joining CIMdata he worked as an independent PLM consultant, after spending over 20 years at high-volume manufacturing companies. Mr. Gill has worked on projects in numerous industries, including fabrication & assembly, food & beverage, defense, chemical, and medical devices. He has executed PLM strategy projects, solution evaluation-and-selection projects, deployment planning, and training development for industrial clients.

The webinar will be an hour long and will consider: the negative consequences of PLM technology obsolescence, insights into the root causes, the goals this group of A&D industry leaders has set for remediation of the consequences of obsolescence and their approach towards achieving them, the major causes and mitigation methods available for managing obsolescence, an integration strategy and architecture principles that can be adopted, and the high-level requirements and compliance expectations that are being promoted to PLM software providers.

The webinar will be useful to PLM program and project leaders, PLM program and project planners, product development managers and team leaders, PLM data retention and LOTAR specialists, product development collaboration managers, product development collaboration process planners, corporate IT and IT support planners, PLM IT and IT support planners, and anyone wanting to learn more about managing data obsolescence.

During the webinar attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <http://www.cimdata.com/en/education/educational-webinars/webinar-managing-plm-solution-and-data-obsolescence>. To register for this webinar please visit: <https://register.gotowebinar.com/register/9163376462795000835>.

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, 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 Publishes “Driving Opportunity Using Advanced Visualization”

11 July 2017

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, released a new eBook focused on how a programmatic approach to marketing visualization can promote artistry and creativity, improve efficiency, and drive deeper customer engagement.

The ways in which consumers engage with brands and make product choices has changed radically. Prospective customers are far more likely to use online resources to research and compare products before ever visiting a “brick and mortar” retail environment, and increasingly consumers are willing to conduct the entire purchase experience online. This trend is especially strong among younger consumers, and therefore is likely to grow stronger in coming years.

This eBook presents CIMdata’s perspective on the importance of advanced visualization to improve brand engagement with consumers. The proliferation of digital devices and new ways of experiencing content such as virtual reality will place increasing demands upon processes to create visual assets. This is a particular challenge for highly configurable products such as automobiles. Companies will need to adapt their visual asset pipelines to support efficiency from beginning to end and the ability to respond rapidly to changes, all while promoting the artistry and creativity which is essential to brand engagement.

According to Mr. Ed Martin, CIMdata’s AEC & Manufacturing Convergence Practice Director, “Audience segmentation and technology are combining to dramatically change the consumer journey. Manufacturers and their agencies are already facing challenges to deliver the visual content to support these buyer experiences. These challenges will only increase with the application of new technologies such as marketing personalization, machine learning-based predictive marketing, and immersive experiences. Companies must find a better way, or be forced to choose between increased expenditures for brute force visual asset creation, or falling behind the competition.”

To learn more about this important resource, please download and read the complete eBook at www.CIMdata.com.

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 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

CIMdata Publishes eBook: “Are Students ‘Real-World’ Ready?”

12 July 2017

CIMdata, Inc., the leading global PLM strategic consulting and research firm, released a new eBook focused on research recently conducted on PLM education, at all levels, from high school through university.

Industrial companies are experiencing a very serious gap in new employees’ understanding of PLM and their lack of practical experience using a multitude of concepts that exist in the PLM realm. The result is slower PLM adoption and delayed financial and other benefits. The general lack of PLM education is being aggravated because academic institutions are not providing what companies need. This is not just an issue at the university level, but at all levels of education—learnings for tomorrow’s work environment must start much earlier in the education pipeline.

Research for this eBook was sponsored by Siemens PLM Software, a leading provider of PLM software to the global manufacturing industry and in support of education at academic institutions worldwide. The eBook presents CIMdata’s perspective on PLM education today and includes results from a survey of PLM educators from around the world. The results and analysis point out some common issues that are impacting PLM education.

According to Mr. John MacKrell, CIMdata’s Chairman, “Academic institutions appear to have difficulty positioning PLM outside of the engineering domain and beyond product design documentation (i.e., 2D drafting) management. The approach to PLM that is needed to prepare students to support today’s and tomorrow’s businesses requires much broader cross disciplinary thinking, including consideration for simulation-driven product development (SDPD), systems thinking, an understanding that PLM is a business strategy, and discussions about PLM’s many impacts on a multitude of business processes and lifecycle decisions, such as product profitability, supplier relationships, manufacturing strategies, product delivery concepts, and product maintenance.”

CIMdata and Siemens PLM Software released a whitepaper on this topic on 8 May 2017.

To learn more about this important resource, please download and read the complete eBook at www.CIMdata.com.

About CIMdata

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 [Click here to return to Contents](#)

CIMdata's Dr. Keith Meintjes featured in Engineering.com Article - Simulation Boom Stalls. CAE Experts Needed to Make Engineering Apps

13 July 2017

Dr. Keith Meintjes is featured in a new article on CAE. The article includes both quotes and an illustration; link at bottom of excerpt:

Computer-aided engineering (CAE), software continues to suffer from being the outsider at the party, despite predictions of its popularity.

It's been well documented how simulation software can both innovate designs and increase product quality, while also reducing costs, risk and development time. However, simulation is still not seeing the boom in usership CAE vendors crave. What gives?

The pickle is that traditional CAE software is notoriously hard to use and the pool of simulation experts needed to run the software isn't meeting the demand.

Are the solution democratized simulation tools like engineering apps, templates, and fit for purpose CAE tools? Maybe, but the creation of these tools are themselves dependent on CAE experts.

Even giving users access to simplified user interfaces (UI) in a Design Platform or Simulation in-CAE atmosphere requires a Simulation expert eventually look things over.

The "simulation revolution" that software vendors predicted never occurred. Despite the apparent need to implement simulation, without the CAE experts leading the charge, the revolution has fallen flat, according to Joe Walsh, CEO of intrinSIM, an industry consultancy.

"The demand for engineering simulation software tools is exploding to support the demand for increased competitiveness and to deal with the rapidly growing complexity of products, processes, and systems," said Walsh. "At the same time, we are struggling to keep up with our current demand for experts who are able to use these tools effectively."

The solution, and cornerstone of the current CAE expansion movement is the democratization of simulation technology. By making simulation technology easier to use, or by giving experts tools to create simulation tools for their peers, vendors can in theory increase the usership.

Again, these democratization tools, be it engineering application, template or fit-for-purpose CAE tool, still need Simulation experts to create them. These CAE experts might be a contractor, employed at the organization that will use the tool, or employed by the vendor. However, at the end the end of the day, these democratized CAE tools only become magnifiers of the expert's presence. They pass the expert's knowledge to others, but the limiting factor is still the number of experts.

These business drivers led Walsh and partner Brad Holtz, CEO of Cyon Research, to create the [Analysis, Simulation, and Systems Engineering Software Strategies \(ASSESS\) Initiative](#). ASSESS is a think tank of key players in the CAE world, including vendors, users, academics and industry analysts. Its aim is to expand CAE technology use by the next generation.

"Working in collaboration with other industry organizations such as NAFEMS, INCOSE and CIMdata, [ASSESS](#) seeks to integrate the processes and technologies required to advance the

CIMdata PLM Industry Summary

implementation of systems modeling and simulation across the entire product life cycle," said Dr. Keith Meintjes, practice manager Simulation and Analysis at CIMdata.

"Bringing together users, thought leaders and vendors to address disruptive change in order to democratize CAE to achieve 10X or even 100X usage of engineering simulation tools is something that the CAE industry has been crying out for in the last 20 years," said Dr. Keith Hanna, Mechanical Analysis Division director at Mentor Graphics.

To read the rest of this feature, [please click here](#).

For more on Generative Design, see Dr, Keith Meintjes' recent blog posting at <http://www.cimdata.com/en/resources/cimdata-blog/item/8402-generative-design-what-s-that>

 [Click here to return to Contents](#)

Dassault Systèmes 2017 Analyst Event (Commentary)

13 July 2017

Key takeaways:

- *Dassault Systèmes' aspires to the role of catalyst and enabler for realizing critical structural transformations across industry value chains that will allow customers to maximize benefits and profits from economic disruptors like the current trends such as smart, connected products and digitalization.*
- *Dassault Systèmes' is driving their 3DEXPERIENCE platform to the next level, positioning the platform as an operating system that powers their portfolio and their customers' operating models, as well as being a business model that powers their marketplace and their customers' value networks.*
- *Dassault Systèmes' 3DEXPERIENCE platform revenues in 2016 grew 30% over 2015, and represented 36% of Dassault Systèmes new license revenues.*

CIMdata recently had the pleasure to attend Dassault Systèmes annual PLM analyst event at their headquarters in Vélizy-Villacoublay, France. As in previous years, these two days were well organized with presentations and demonstrations by key Dassault Systèmes' management team members. Dassault Systèmes' executives updated the PLM analyst community with the status of the company, and on realization and roll out of the company's 3DEXPERIENCE vision, strategy, and enabling solutions. Overall, the 3DEXPERIENCE vision and strategy continues to strengthen and gain more traction across multiple industries. As described at the meeting, the 3DEXPERIENCE platform is entering a next phase in its existence, where the platform is positioned as an enabler of new business models.

A Consistent Strategy

Traditionally, the morning of the first day is for Dassault Systèmes' executives to provide their updates on the company's strategy and financial position.

Presentations by Ms. Monica Menghini, EVP & Chief Strategy Officer; Mr. Thibault de Tesant, Senior EVP & CFO; and Mr. Bernard Charlès, Vice Chairman & CEO; and Mr. Pascal Daloz, EVP Brands & Corporate Development, provided an update on the company's strategy and its platform journey since

CIMdata PLM Industry Summary

2012. The strategy focused on building out three pillars: Social, Industry, and Experiences as part of their 3DEXPERIENCE platform. Social is important because businesses are social structures with individuals that need to be accommodated. Industry is the operating context for businesses and what industry solutions need to support. Experiences offer the right processes and capabilities, with the right results, powered by the right mix of enabling solutions.

Dassault Systèmes' Industry Solution Portfolio currently spans 12 industries, offering 100 solutions, 310 processes, and 273 different user roles. CIMdata considers this an impressive achievement and strong confirmation of the company's dedication to its stated strategy. Dassault Systèmes' vision also resonates in the market, where in 2016 the 3DEXPERIENCE new license revenue was up 30% against 2015, which represented 36% of Dassault Systèmes overall new license revenues. Presenting more information on 3DEXPERIENCE adoption across industries could be a good topic for the next analyst meeting.

In the next step in realizing their vision and strategy, Dassault Systèmes is positioning the 3DEXPERIENCE platform as:

- **An Operating System**—strengthened through the “POWER'BY” tag line, Dassault Systèmes positions their 3DEXPERIENCE platform at the center of their customers' innovation architecture by connecting the traditional Dassault Systèmes solutions (e.g., CATIA V5 and SOLIDWORKS), their acquisitions (e.g., Quintiq and Apriso), and offerings from competitive solution providers (e.g., Autodesk, PTC, and Siemens PLM Software).
- **A Business Model**—providing a marketplace that acts as an ecosystem for their customers through which they can identify and work with third parties world-wide for specialist services. The first focus will be on 3Dprinting and on 3Dpart supply.

This next phase in realizing their strategy encourages companies to select Dassault Systèmes' 3DEXPERIENCE platform as the platform of choice, without needing to worry about how to deal with their legacy solutions, as they can readily be integrated. For example, the marketplace will allow customers to identify potential partners to help them manufacture parts based on their requirements, initially focusing on 3D printed parts. This adds an extra dimension to enabling collaboration across the value chain, which lies at the core of PLM, and puts Dassault Systèmes right in the center of it. CIMdata applauds Dassault Systèmes' initiative to evolve the 3DEXPERIENCE platform in this direction. The platform's ability to integrate and enable both native solutions and third-party solutions is critical to its long-term ability to enable an enterprise's product innovation platform.

Additionally, CIMdata finds that positioning the 3DEXPERIENCE platform as an operating system, as well as a business model, to be intriguing. To insure that individuals understand the power of the platform, it is critical that Dassault Systèmes communicates these two aspects of their platform consistently. If one or the other aspect is referenced without referencing the other, the true power of the platform could be lost. This would be especially true if third-parties only spoke of the platform's ability as an operating system or just a business model.

Finally, CIMdata is very positive about Dassault Systèmes' decision to introduce a marketplace underpinned by the 3DEXPERIENCE platform. Such a marketplace will enable companies to expand their partner ecosystems and develop new relationships, all enabled by Dassault Systèmes' platform. Additionally, CIMdata believes that Dassault Systèmes' could reduce the time-to-success of its marketplace if they chose to partner with one of the existing marketplace providers. This would also allow Dassault Systèmes' to extend the penetration of the 3DEXPERIENCE platform more rapidly. It will be interesting to watch Dassault Systèmes' marketplace in the coming months and years.

A Strong Ambition

Within the context of all the trends and rapid technology changes and economical disruptors that take place in societies and economies, Mr. Charlès made an important remark on Dassault Systèmes' company positioning. It resonates and aligns with Dassault Systèmes' strategy: "One of the key challenges is that the structure of industries needs to change. The speed of that change has an effect on global business. A new value chain will be taking over all industries globally, and that will be a big challenge. To guide and support such change one needs to better understand industry, government, and political structures around the world. Dassault Systèmes is willing to take the role of catalyst and enabler of this industry transformation..."

The trend in global industries is irreversible, with products becoming more complex, as well as smarter and more connected. With digitalization moving forward at a rapid pace the Internet of Things (IoT) and Digital Twins are being realized. Initiatives like Industry 4.0 are on the political agendas of more than one country. At the same time, additive manufacturing is changing product development paradigms. Organizations must change their processes, as well as how and when they define, manage, and collaborate on product-related information. Dassault Systèmes is looking at playing a pivotal role in enabling these changes. This goes further than the capabilities delivered by their 3DEXPERIENCE platform. It includes bringing together different stakeholders and potential partners to define and work out new concepts and methodologies that improve their product development, manufacturing, and service processes and results. Dassault Systèmes 3DEXPERIENCE Centers, where they bring together people and technologies to prototype new concepts, methods, and processes, are being set up around the world. A number of Innovation Centers are also being set up, with the objective to bring academia, research, and industrial companies together to collaborate during all phases of the product lifecycle, enabled by the 3DEXPERIENCE platform.

CIMdata appreciates these initiatives, as they provide companies an environment in which they can develop new ways of working in close cooperation with research and academia. The introduction of these 3DEXPERIENCE Centers and Innovation Centers will work quite well for many companies throughout several value chains. It would be more beneficial for the full value chain when similar centers could also be made available on a more local basis. Many small companies in value chains need to develop comparable new ways of working to satisfy the needs of their customers, and they could benefit from such local centers. Many countries, like the United States, have programs that reach out to small firms to help them make such improvements and could be an added source of leverage.

Numbers Talk

While Dassault Systèmes continues on their journey to realize their ambitious vision, the true measure of the company's success lies in their market results. The company showed a solid financial position in 2016, including:

- Revenues up by 7% and new license revenues up by 5%
- Earnings Per Share (EPS) grew more than 11%
- 3DEXPERIENCE revenue increased by over 30%

Dassault Systèmes' business results and conditions appear healthy and put them in a very good position to continue their investment.

Overall, CIMdata is quite pleased with Dassault Systèmes' messaging and positioning of their 3DEXPERIENCE platform, as well as with the progress made realizing their vision. Throughout the

CIMdata PLM Industry Summary

event a strong passion and dedication to fulfil the vision was evident. With many levels of the company represented at the analyst event, the message was still very consistent. Dassault Systèmes appears to be in good shape to address the needs of changing industries. Their operating model and business model visions are a big challenge, consistent with the big leaps proposed by management in the past. If history tells us anything, Dassault Systèmes has always been willing to invest to make their dreams a reality. With these financial results, they are once again ready to take that big leap.

About CIMdata

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 [Click here to return to Contents](#)

Digitalization and Sustainability – Connect them to Innovate BIG

14 July 2017

In preparation for an upcoming research activity on the Future of “Digitalized” Enterprise Innovation and Product Development, the following questions keep finding their way in to current thinking.

With the changing political landscape and environmental regulations will enterprises continue on the path towards the “Circular Economy?”

Will they continue to celebrate their “Sustainability” success stories?

Given that every object and transaction are being linked and soon to be revealed through “digitalization,” how should enterprises approach innovation and new product development?

With this in mind what steps need to be taken to achieve sustainability? Here are some suggestions:

- Establish an innovation platform
- Embed sustainability and digitalization to the front-end
- Restate “sustainability” and “digitalization” challenges as “BIG” innovation opportunities

Read the full blog post at <http://www.cimdata.com/en/resources/cimdata-blog/item/8474-digitalization-and-sustainability-connect-them-to-innovate-big>

 [Click here to return to Contents](#)

Exploring the 2017 AEC Market Overview Report – CIMdata Featured in AEC-ST News

12 July 2017

“CIMdata delivers Product Lifecycle Management (PLM) consulting, research, and education to global

CIMdata PLM Industry Summary

PLM leaders. Their annual [review of the AEC market](#) provides a thorough look at the trends in the market and how AEC solution providers are responding to them. The 70-page report includes 20 charts tables of data detailing the global AEC market along several dimensions.

In the report, details like the growth in cloud services, innovations in the area of reality capture as well as VR/AR developments are discussed in detail. Additionally, the report contains AEC solution provider analysis for some of the biggest companies in the industry, including Autodesk, Bentley Systems, Hexagon AB and Trimble Navigation, just to name a few.

We caught up with Ed Martin, Director, AEC / Manufacturing Convergence Consulting Practice, at CIMdata to gather a few more insights around the sort of info that's in this report, and how it can best be utilized. Ed has previously [detailed the opportunities and obstacles to change in AEC](#), and it's clear this report deals with those topics directly and indirectly. He also lays out some high level takeaways and talks about how the info in this report will influence strategic planning and marketing for stakeholders in a variety of roles and industries.”

Read the full feature here: <https://www.aecst.com/exploring-2017-cimdata-aec-market-report/>

 [Click here to return to Contents](#)

Getting Your Product Consumer Ready (Commentary)

12 July 2017

Key takeaways:

- *Consumer Product (CP) companies have used PDM and PLM for years to support product design and manufacturing, but functions to deliver a consumer-ready product to the distribution channel or retail shelf have historically been siloed.*
- *In consumer product companies packaging, labeling, and artwork are critical to getting a saleable product to market quickly.*
- *Most product development oriented PLM solutions do not support merchandise and line planning; therefore, category and brand managers have limited visibility of those factors.*
- *PTC's FlexPLM, based on the Windchill platform, is a proven solution for retail and consumer products that can help get complex consumer products to market faster and at lower cost by integrating product design with retail, online, and other channel related data.*

Bringing any product to market quickly and profitably is an achievement, but in the case of consumer products it is especially notable due to the short timeframe and complexity of factors outside the core product lifecycle data. Consumer products is a broad category of goods that includes small appliances, tools, toys, automotive parts and accessories, and consumer electronics. Basically, any product that is packaged and sold in a mall, retail or big box store, or online can be considered a consumer product.

PLM solutions have been used by consumer products companies for many years. CIMdata research indicates that implementing a PLM improves the product change process by 10 to 70% and can reduce product development costs by 25 to 40%. Yet most implementations are at best focused on the core product lifecycle data: product definition, manufacturing process definition, change management, and

CIMdata PLM Industry Summary

perhaps some project management and result in benefits at the lower end of the ranges. CIMdata has always had a broad definition of PLM starting from product portfolio planning through the lifecycle to distribution and beyond to Re-X (recycle, reuse, etc.) and believes CP companies can capture the upper end of potential benefits if they implement a broad approach to PLM.

Business Issues

The reality is that getting a product consumer ready and into the distribution channels whether retail or online includes many functions outside of parts, BOMs, and change management. In CP companies who do not manage their retail and channel related activities such as planning, packaging, labeling, artwork, and distribution channel management with a PLM solution can't help but operate in silos and suffer increased inefficiencies in cost and time to market. Key issues for CP companies include:

- Product portfolio and line planning are critical activities. The right products must be designed—and designed correctly. Visibility into product line gaps and overlaps helps identify which products should be added or eliminated to meet business objectives. CIMdata has seen few companies where these capabilities are integrated with the PLM solution so the resultant plans are manually communicated to product development groups and status updates are ad hoc, manual events. Most mainstream PLM solutions are not designed to support line planning capabilities; therefore, they are of limited use for category and brand managers and business planning functions.
- For consumer products, stock keeping units (SKUs) are the focal point. Planning, including costing as well as other reporting functions, are all SKU-based. A SKU consists of the product, its packaging, labeling, instructions, warranty cards—any item that ends up with the consumer and distributor. Rolling up the complete “landed” SKU cost and developing SKU mix scenarios are key pieces of information CP executives must have to make good business decisions. In today’s fast-paced markets, the combination of RFID and IoT are becoming essential. Using these technologies can enable the distributor and the consumer product company to get sales information close to real-time so product mixes can be optimized.
- Sourcing and sampling, the process of identifying suppliers, getting quotes, material and component selection, and tracking progress are important steps to making sure launch dates are hit. Getting visibility to this process is difficult as it is commonly done using spreadsheets and email.
- Artwork management is the process of developing and delivering visuals for online and printed material and the packaging to make the product more appealing. Managing language translations, design houses, print shops, and packing material suppliers effectively can shorten product launch times and improve acceptance by consumers. Effective artwork management is critical. Integration with multiple Adobe products is usually required. Reuse of image elements, market specific packaging, print ready labeling, and images all need to be planned, scheduled and delivered to production or the product can't be sold.
- Packaging is especially important in CP. Primary packaging must both protect the product, and appeal to consumers. Beyond primarily packaging the cartons, cases, and pallets (secondary and tertiary items) are important to the distribution channel. They have very specific requirements and need accurate information such as weights and how product is arranged on pallets so their automated pick and place systems can function effectively. Missing those requirements with bad data can cause quality events that affect supplier ratings. Enough black marks and customer

CIMdata PLM Industry Summary

satisfaction will be reduced, and business can even be lost.

- Labeling must be accurate at all levels of packaging. At CIMdata we have heard many horror stories about labeling errors stopping distribution and causing recalls. The negative impact on profits is huge because most of the product cost has been spent, but perhaps even more important is the impact on a company's reputation.

As a product evolves through its lifecycle changes happen. Changes can be driven internally from product improvements, process changes, and cost reductions or externally from the market. If data and processes are disconnected it is difficult to assess the impact of change which can lead to rework, launch delays, and reduce company profitability. Getting the items listed above integrated and integrated into an enterprise level change process goes a long way to improving business performance.

PLM For Consumer Ready Products

While there are niche products available to manage getting products ready for retail, CIMdata believes that taking a holistic perspective of the product lifecycle offers the biggest benefits for manufacturers trying to deliver complex consumer products to the market. Our research has found that the time to design completion, a critical component of time to market, can be reduced from 15 to 70% with an effective PLM solution. Vertical solutions are available that can support the product lifecycle from planning, product development, and manufacturing through getting the product to the consumer whether via retail or any other distribution channel path. The integration of a solution that can capture product planning and share that information with product development, manufacturing, and distribution can shorten time to market, ensure the right products get to market, and reduce cost.

Beyond the product and manufacturing BOMs, consumer products need another important structure, the SKU BOM (SKBOM). This SKBOM contains the product as an item and includes all the information necessary to get the product to market—the packaging material, artwork, instructions, as well as carton, case, and pallet information.

A complete, holistic PLM solution for consumer products companies will enable them to maximize their return on investment while minimizing risk, resulting in a 75 to 90% reduction in time to find information. This reduction is due to the relationships or linkages between data, making activities like change impact analysis simple and accurate.

FlexPLM's Role

FlexPLM from PTC is a solution to support end-to-end management of the product information lifecycle for consumer products. It has been used by retail, footwear, and apparel CP companies for many years and supports hard goods and consumer products. It is based on PTC's Windchill platform as illustrated in Figure 1 and is designed to support complex products. FlexPLM adds the capabilities necessary to manage line planning, artwork, packaging, and supply chain to the core Windchill capabilities. FlexPLM can be used to plan and develop complex products that contain mechanical, electronic, and software items, while keeping packaging, artwork, and the supply chain in the loop with the latest, correct product data.

CIMdata PLM Industry Summary

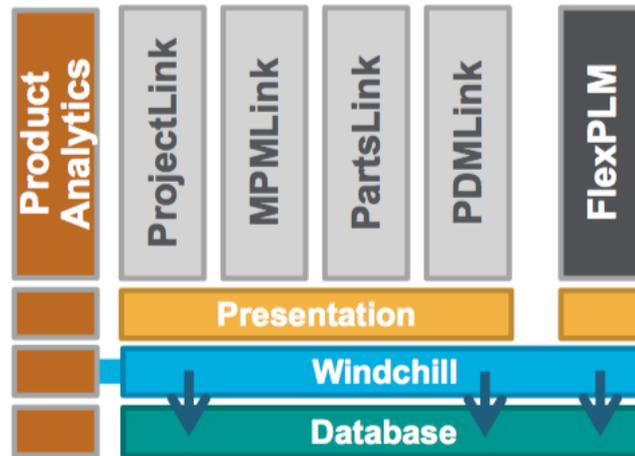


Figure 1—PTC's Platform Architecture

For CP companies that are already using PTC's Windchill based PDMLink, FlexPLM is even more compelling. It uses the same data model so it is an easy add-on that can extend the PLM solution to the critical areas needed to improve business performance.

Conclusion

Fully developing a distribution-ready consumer product requires a complex suite of processes to be effective. The consumer and market pressures are relentless, so companies need to be innovative at every step of every process. While focusing on product and manufacturing processes is critical, efforts invested in upstream and downstream activities like line planning, packaging, artwork, and labeling, can turn a loser into a winner and more importantly, help companies select and develop winning products from the start.

CIMdata has always taken a holistic view of a product lifecycle that includes planning and packaging related activities within PLM. If the data and processes that support these activities are not integrated within your PLM solution you have a significant opportunity to improve your company's performance.

FlexPLM from PTC has the capabilities to help get your product distribution channel ready—from planning through post-product manufacturing operations such as artwork, labeling, and packaging. Consumer product companies looking to optimize their end-to-end lifecycle should consider PTC FlexPLM. For PDMLink users, using FlexPLM can offer extended benefits, since it is based on the same Windchill platform, enabling an easy extension of capabilities.

About CIMdata

CIMdata, an 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). CIMdata provides world-class knowledge, expertise, and best-practice methods on PLM. CIMdata also offers research, subscription services, publications, and education through international conferences. To learn more about CIMdata's services, visit our website at <http://www.CIMdata.com> 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

Product Innovation Platforms: Definition, Their Role in the Enterprise, and Their Long-Term Viability (Position Paper)

13 July 2017

Key takeaways:

- *With a “system of systems” approach, Product Innovation Platforms are enabling next-generation PLM.*
- *The robustness of Product Innovation Platforms is measured with five imperatives and seven strategic characteristics.*
- *It never makes sense to develop tomorrow’s products with yesterday’s tools.*
- *Industrial companies need to review and update their PLM strategy and enabling solutions to be successful.*

In the more than 30 years that CIMdata has been covering the PLM market, the landscape has changed dramatically. Product complexity has increased, with electronics, embedded software, and Internet connectivity now becoming the norm in most industries. Furthermore, PLM solution providers’ offerings have expanded greatly in scope, both organically and through acquisitions. Additionally, the PLM vision has expanded in both depth and breadth, with industrial companies expecting more from their implementations to keep up with product complexity.

And yet, as we have reported on extensively in recent years, the scope of PLM implementations has not changed much over this time. Hard to implement, expensive to upgrade, and too focused on managing mechanical CAD data, many of these solutions have failed to meet the expectations and needs of their users, especially in large organizations. The result is widespread use of complex spreadsheets, email, and bespoke databases to fill in the gaps among legacy systems.

Based on our research and extensive interaction with industrial companies globally, we concluded four years ago that the time had come for a new approach and introduced in partnership with Gartner and IDC the Product Innovation Platform—an innovation-enabling business platform that would support all product related disciplines and users through the entire product lifecycle. Much has been written about it—how the tools for design, modeling, analysis, optimization, production, and maintenance are being brought together to optimize business operations, and how they catalyze new revenue streams. Articles go into detail about benefits from implementing product innovation platforms.

Unfortunately, key parts of the story have not been well told, however, leaving much to readers’ imaginations. Our goals in publishing this position paper are three-fold:

- To clarify that the industry is moving on from where it has been for the last 30 years.
- To help industrial companies plan for a new generation of technology to support the end-to-end product lifecycle.
- To provide a way for solution providers to expand, enhance, and clarify their offerings.

Platforms are comprised of multiple applications and integrated solutions with embedded tools and databases that function as a complete, seamless environment. Product innovation platforms are intended to support groups of technically oriented people collaborating across the levels of departments, business units, and the enterprise. These capabilities are increasingly needed throughout the entire extended enterprise including customers, suppliers, and business partners, not just by new product development

CIMdata PLM Industry Summary

(NPD)—that was product data management (PDM) of old.

An effective product innovation platform encompasses the management of portfolios, programs and projects, profitability, service, systems ideation and realization, and quality and compliance. Moreover, an effective platform optimizes across these multiple lifecycle domains from a product’s conception through its entire life.

<i>Product Innovation Platform Compared to PDM</i>		
	Legacy PDM	Product Innovation Platform
Lifecycle Scope	Product development	Full product lifecycle
Discipline Scope	Primarily mechanical	Systems—mechanical, electrical, electronic, software, control systems, manufacturing, and service
Information Scope	MCAD, documents, some parts and BoMs	All product items across all lifecycle disciplines
Supply Chain Scope	Limited supplier involvement	Full supply chain and customer support

In this position paper, CIMdata offers an enhanced understanding of platforms in terms of long-term viability and is, in fact, setting the bar for assessing the lifecycle management capabilities of a platform. Three questions are addressed herein:

- What is a practical “working” definition of a product innovation platform?
- How does one measure a product innovation platform’s long-term viability?
- Why are product innovation platforms vital to enterprise, or, why should anyone care?

The benefits of a product innovation platform are outlined in a recent CIMdata Commentary titled “A Product Innovation Platform and Its Impact on Successful PLM Deployment.”¹

Why You Should Care About Having a Product Innovation Platform

The primary reason for caring about product innovation platforms is so your enterprise’s product lifecycle management processes and resulting products and services won’t be outperformed by rivals. In hypercompetitive markets, rivals exploit any flaw and rush alternatives into the marketplace.

A product innovation platform assures the company’s flow of new products because the tools, staff, and information are working in sync throughout the lifecycle. Business unit and departmental goals are met, incentives and bonuses are paid, job security is improved, financial forecasts are attained or exceeded, and business milestones are reached.

Definition of a Product Innovation Platform

A product innovation platform is a set of evolving functional domains—process, lifecycle stage, and technical domains such as system ideation, profitability management, and quality and compliance (see Figure 2). They are orchestrated by the platform with a “system of systems” approach that, in essence, makes a product innovation platform the enabler of the next generation of PLM-enabling solutions.

¹ See: <http://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/7298-a-product-innovation-platform-and-its-impact-on-successful-plm-deployments-commentary>

Figure 2—CIMdata’s Product Innovation Platform

This system of systems-centric lifecycle management strategy supersedes the efforts of individual “owners” of product data. Working mainly in silos, these owners’ thinking about connectivity and integration is often hemmed in by their narrow and limited responsibilities. We all know how silo-oriented integration and connectivity efforts have turned out. Everything from plug and play tools, to real-time collaboration, to the holistic governance of NPD is frustrated.

The product innovation platform is defined by five strategic imperatives and seven strategic characteristics. The balance of this position paper explains them.



<i>Measuring the Product Innovation Platform</i>	
Strategic Imperatives	Strategic Characteristics
Connections / platform integration	Sustainability
Gravity	Data management and find
Flow	Configuration and traceability
End-to-end lifecycle support	Process and knowledge management
Openness	Upgradeability
	Enterprise infrastructure utilization
	Availability and stability

Strategic Imperatives Described

The label “platform” is regularly abused by marketers and subject matter experts. A Harvard Business Review article² summarizes platforms in six characteristics—three building blocks and three success factors.

² Bonchek, Mark and Sangeet Paul Choudary. “Three Elements of a Successful Platform Strategy.” Harvard Business Review. Jan 31, 2013.

CIMdata PLM Industry Summary

For authors Mark Bonchek and Sangeet Paul Choudary, the building blocks are:

- **Toolbox:** architectures and interfaces that make it easy to plug into and use the platform, which is presumed to be an open system.
- **Magnet:** a combination of look-and-feel, ease of use, and power that attracts users to the platform “with a kind of social gravity,” as Bonchek and Choudary phrased it. Their example is the Apple iOS operating systems and architecture that draws in developers, as well as users.
- **Matchmaker:** fostering the flow of value by connecting producers of information with those who “consume” it. The authors cite how Google matches supply and demand for online content.

Bonchek and Choudary’s three success factors are:

- **Connection:** the ease with which others can plug into the platform to share data and accomplish tasks. Perhaps now better known as collaboration, “connection” in this form is indispensable to innovation.
- **Gravity:** how well the platform itself attracts those who need information. When innovative users are drawn in by positive experiences (and word of mouth), well-organized platform capabilities and compelling interfaces will soon outdistance older tools.
- **Flow:** specifically, how well the platform fosters collaboration and the shared creation of information. More completely understood today as interoperability, seamlessness, and traceability, “flow” is also essential to innovation.

Note the emphasis here on connectivity and collaboration. CIMdata adds two more success factors specific to product innovation platforms:

- **End-to-End Lifecycle Support:** supports the full product or plant lifecycle from concept through end of life, recycling, and beyond—support that includes a lifecycle oriented systems engineering approach and reaches all the extended enterprise’s technical disciplines and business processes.
- **Openness:** provides unencumbered access to product-managed data, workflows, and services; openness ultimately means both plug and play and transparency without using proprietary, “monolithic” architectures.

Strategic Characteristics Described

A big worry for every leader of a technology project is long-term solution viability (i.e., sustainability). *Could the solution be obsolete in three years?* **Sustainability** means supporting an enterprise’s data- and process-management requirements over an extended period of years—at a reasonable cost while business needs evolve. Companies get much-needed fresh starts as they evolve from discrete solutions to platforms. These fresh starts give the entire enterprise an opportunity to leverage the sustainability of product information platforms as a vital characteristic necessary for continued business success.

CIMdata defines three key elements of platform sustainability:

1. **Adaptability**—the ability to configure the platform’s data model, user interface, and workflows to fit an organization’s specific requirements over time.
2. **Extensibility**—the ability to add or extend the platform’s baseline capabilities via configuration rather than modification to core technology at any time.

CIMdata PLM Industry Summary

3. **Maintainability**—the platform’s ability to stay current with organizational, process, and IT technology changes at a reasonable cost.

Unfortunately, sustainability is never easy to assess. It is a forecast made amid endless changes and disruptions. Moreover, a solution need not be fully mature—fully built and fully implemented—to be sustainable. A solution that is immature is still sustainable provided that the continuous improvement needed to reach maturity is not too costly or too disruptive.

CIMdata is defining the strategic characteristics of a product innovation platform maturity model. This model will help organizations measure and compare platforms. Sustainability is, of course, one key strategic characteristics; CIMdata adds six others:

- **Data management and find:** basic capabilities of any digital solution along with the associativity to reuse insights and product related information. Starts with the ability to manage data from many sources, including external systems such as data authoring tools (either directly or through a data management environment) and includes data from applications built directly on the platform. Also includes IP management, data security, longevity, and reliability. The platform must also provide a comprehensive search and find service.
- **Through-Life Configuration Management and Traceability:** the ability to manage a product's configuration from concept through its entire lifecycle with verification to requirements and bi-directional traceability. Traceability begins with requirements and runs through the successive bills of materials (BOMs) from as-designed, as-built, as-delivered, as-maintained, and on to the end of the product’s useful life; end-of-life can mean refurbish, rebuild, recycle, or remanufacture. Traceability is invaluable in determining causes of failures and resolving warranty claims.
- **Process and Knowledge Management:** the accurate representation of business processes and capturing their inputs and outputs, while organizing and securing all data representing an enterprise’s knowledge of its products, processes, systems, and intellectual property. Process and Knowledge Management can also track, compare, and analyze discoveries and insights through research tools and simulation.
- **Upgradeability:** accommodating updates with minimal disruption to data authoring, reviewing, and consuming tools. Includes changing to new versions of the platform backbone and updates to any of the components in the platform’s application layers. Upgradeability is a measure of how easily the backbone or any application layer can accommodate newer releases with added functionality. The architecture of a platform also allows reconfiguration, or tailoring, without customizing the underlying code, avoiding customizations that are user modifications to core software and processes which are rarely supported in updates and new software versions and can be expensive and risky to update.
- **Enterprise Infrastructure Utilization:** leveraging existing and future IT infrastructure to meet the lifecycle management requirements and growing user population (scalability) without duplicating resources or assets or hitting performance barriers. Usability or ease of use to support a broad range of roles must be maximized—including support for people with disabilities, for example.
- **Availability and Stability:** providing all product innovation services promptly and reliably, which over time means robustness, scalability, and balancing ease of use against capability and

CIMdata PLM Industry Summary

the need for optimizing across the enterprise. This is seamlessness: all the bits and bytes working together to enable collaboration among innovation-minded users anywhere in the lifecycle—past, present, and future—and anywhere in the extended enterprise.

When assessing their own implementations or a solution provider’s offerings against these criteria, for now, CIMdata recommends that PLM teams and managers resolve questions about platform sustainability with yes-or-no answers. Are the building blocks in place and being used? Are the success factors in place? Are the strategic characteristics implemented?

This will not be as simple as it might seem at first glance. Solution providers, PLM teams, and IT project managers will describe the success factors and strategic characteristics in different ways. Best practice is to make sure first that all the platform elements are present and able to interoperate. Beyond yes and no, sustainability measurement means taking account of many factors that must be quantified against baselines and assessed for improvement opportunities.

Taking the Next Steps

There is, however, no perfect complete product innovation platform. Many enterprises have one in some form, but there are yet no solid baselines from which to measure.

Nevertheless, CIMdata is developing a maturity model to address worries often heard from clients:

“We think we’re pretty good, but are we really?” One worthwhile indicator is in product successes compared with one, two, or three years earlier. Autodesk surveyed users of its Fusion product innovation platform³ and came up with three metrics:

- 25% improvement in successful new product launches.
- 50% increase in new-product speed to market.
- 90% or better rates of customer satisfaction.

CIMdata believes surveys by other providers will yield similar results—and will add up to solid justifications for product innovation platforms.

“With a better platform, could we do better?” This is really a question about the competitiveness of existing products and the adequacy of profit margins. Are they sufficient? Is market share growing? Do new products meet or exceed customer requirements? Are feedback loops closed? Are lifecycle processes holistic? If the answer to any of these questions is no, then there is room for improvement.

“Better in which areas, specifically? Metrics? Methodologies?” In metrics, what are the tools we use to measure lifecycle effectiveness? Even simple measurements can enable significant improvements. In methodology and approach, i.e., what are the tools and architectures product lifecycle management relies on? This question is best answered by two other questions: How often are the tools updated? How disruptive are those updates?

“Can we sustain the product lifecycle management solutions we have now?” Not unless you believe tomorrow’s innovations can be created with yesterday’s systems—especially given that so many capital- and design-intensive products remain in use long after the tools with which they were created are digital history. Some technology can be improved or extended, but sometimes there is no option but ripping out and replacing to get a new baseline solution.

³ “Implementing the Product Innovation Platform.” [autodesk.com/industry/manufacturing/resources/engineering-leadership/implementing-product-innovation-platform](https://www.autodesk.com/industry/manufacturing/resources/engineering-leadership/implementing-product-innovation-platform)

CIMdata PLM Industry Summary

“Can we further ramp up our innovation momentum?” If there is significant unused capability in product development, probably yes. If not, then sweeping changes and a product innovation platform may be overdue.

Sustaining and ramping up innovation bring us to another query we get from clients: “Why is knowing this important? Why not just play it safe?” Playing it safe—watching, waiting, and making no real commitment—risks being permanently left behind. It is axiomatic in technology that “tools lead, products follow.” Being left behind guarantees obsolete solutions, more data lost or buried in silos, more cutting and pasting, and more repetitive data entry when an upgrade can no longer be avoided. Disruption to work can be expected, as well. Tools must be in place before anything can be produced; users stuck with obsolete tools will struggle and most likely fail to deliver innovative products.

Amid ever-changing requirements, additional play-it-safe risks include:

- Curtailed ability to support the business for the foreseeable future at reasonable cost.
- Inability to support digital twins and digital threads.
- Difficulty enabling end-to-end processes.
- Getting approval for a PLM upgrade without a viable platform.

Conclusion

The growing complexity of products and customer demands for innovation are driving changes in industrial companies and their PLM solution providers. For PLM solutions and new product development, platformization is the path forward.

Product innovation platforms are a significant undertaking; while some solution providers have embraced this approach, many are too entrenched in their assembled-over-time architectures to be able to move quickly. PLM is complex and assessing the current state of a PLM solution and comparing against upcoming business requirements requires both quantitative and qualitative methods.

Enterprises taking a first look at product innovation platforms should begin by assessing their current PLM capabilities and anticipated business requirements. Once the gaps are quantified, and a prioritized roadmap is developed, technology can be evaluated. In some cases, rip and replace is inevitable while in others, an embrace-and-extend strategy can be used.

Ultimately, the goal is to ensure that your company is able to compete—to meet and exceed customer expectations profitably—by leveraging the technology that underlies a product innovation platform. Nothing short of this can guarantee success in the future.

About CIMdata

CIMdata, an 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). CIMdata provides world-class knowledge, expertise, and best-practice methods on PLM. CIMdata also offers research, subscription services, publications, and education through international conferences. To learn more about CIMdata’s services, visit our website at <http://www.CIMdata.com> 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) 495.53

 [Click here to return to Contents](#)

Acquisitions

ANSYS Acquires Computational Engineering International

11 July 2017

ANSYS announced today that it has acquired Computational Engineering International, Inc. (CEI), the developer of a suite of products that helps engineers and scientists analyze, visualize and communicate simulation data. Terms of the deal, which closed earlier this month, were not disclosed.

The merger of the physical and digital worlds is resulting in products that were once unimaginable, and companies are faced with an overwhelming number of design decisions compared to previous product generations. That is something only engineering simulation can feasibly provide in a timely and cost-effective fashion. Users need to quickly analyze the immense amount of data that simulation generates to make the right engineering and business decisions. By bringing together the world leader in engineering simulation with the top simulation visualization tool, ANSYS is offering the industry new insight as companies increasingly rely on simulation to develop tomorrow's products.

Headquartered in Apex, North Carolina, CEI has 28 employees and more than 750 customers around the world. Its flagship product, EnSight, is the premier solution for analyzing, visualizing and communicating simulation data.

"CEI has a long track record of success thanks to fantastic technology built by a world-class team," said Mark Hindsbo, ANSYS vice president and general manager. "By bringing CEI's leading visualization tools into the ANSYS portfolio, customers will be able to make better engineering and business decisions, leading to even more amazing products in the future."

"We've worked with ANSYS informally for years, but now are thrilled to become part of this great company," said Anders Grimsrud, CEI president. "Joining ANSYS will give our customers access to the best engineering simulation technology on the planet, and EnSight will help ANSYS users make faster, smarter decisions. It's a win-win."

Additional information will be provided on the ANSYS Q2 earnings conference call.

 [Click here to return to Contents](#)

ASI DATAMYTE Sold German Division and QDA Software Solution

13 July 2017

ASI DATAMYTE today announced the sale of its QDA software platform and related operations to Alpina Partners (ALPINA), a private equity group located in London, UK and Munich, Germany. As a part of this transaction ASI DATAMYTE will transfer substantially all of the QDA related customer contracts, assets, vendor contracts and its related operations. The two companies will continue a deep bi-directional partnership to resell, support and service each other's products worldwide.

ASI DATAMYTE will continue to support its global customers with data collectors, torque solutions, dimensional gages, quality management software as well as support and services for QDA. In addition, they are innovating a new line of products and service offerings.

"This transaction will allow both organizations to focus on their core businesses while also providing capital, resources and investment which will accelerate and deepen its position as the global standard for

CIMdata PLM Industry Summary

enterprise quality management," said ASI DATAMYTE Chairman Joel Ronning.

ALPINA's new company, QDA Solutions, will provide "Industrie 4.0" platform software integration with Enterprise Resource Planning (ERP), Computer-aided Quality (CAQ), Manufacturing Execution Systems (MES) and Product Lifecycle Management (PLM) systems.

"This new strategic direction positions both of our organizations to offer leading-edge manufacturing solutions to advance the quality goals and efficiencies of our customers worldwide," said ASI DATAMYTE president Rick Bump.

Raymond James acted as corporate finance advisor to ASI DATAMYTE with Winthrop & Weinstine providing legal advice.

 [Click here to return to Contents](#)

Viewpoint Acquisition of Dexter + Chaney Heralds Major Advance in Digital Future for Construction

12 July 2017

As a part of a comprehensive strategy to transform the construction industry through improved digital process in all phases of the project lifecycle, Viewpoint today announced the signing of a definitive agreement to acquire Dexter + Chaney, a market leader in cloud-based construction enterprise resource planning (ERP) software. The addition of Dexter + Chaney's product suite will be a powerful component of Viewpoint's strategy to drive further the adoption of technology in construction.

"The addition of Dexter + Chaney's Spectrum suite to Viewpoint's product offerings creates the strongest portfolio of ERP solutions in the industry," said Manolis Kotzabasakis, Chief Executive Officer of Viewpoint. "We look forward to leveraging the strengths of both companies' solutions to further accelerate technology innovation and adoption in the construction industry. Our goal is to ensure customers have the solutions they need to increase productivity, mitigate risk, and reduce cost."

Viewpoint ERP and project delivery software, including Vista and ProContractor, run mission-critical processes for construction companies around the world. "We are committed to continuing to innovate and enhance our existing product offerings and Spectrum to ensure that the industry's best solutions and capabilities are available to all customers. We will now have the largest, most experienced research and development team focused on construction ERP development," Kotzabasakis added.

Dexter + Chaney's innovative product suite, which carries the Spectrum brand, is a smart, versatile set of solutions that helps construction companies manage business, operations and project management needs. Dexter + Chaney was one of the first construction software companies to deliver fully integrated, web-based document management, offering the convenience of the cloud, while providing complete control over data security and user access.

"Viewpoint's resources, technologies and capabilities will provide existing Dexter + Chaney customers access to a broader set of options to address their needs as we continue to enhance and expand Spectrum's capabilities," said Norbert Orth, President and CEO of Dexter + Chaney. "Customer access to best-in-class solutions, from accounting/financials to operations and service management, has always been our priority at Dexter + Chaney. We are confident that by joining with Viewpoint, construction ERP software will better meet the needs of our current and future customers—regardless of their size, business focus or complexity."

The acquisition has received regulatory clearance, and is expected to be completed in the next four weeks.

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Company News

Accenture Launches Industrial IoT Innovation Center to Support Clients in Digitally Re-Inventing Their Industries

11 July 2017

In its new Industrial IoT (IIoT) Innovation Center in Garching near Munich, Germany, Accenture is helping clients explore ways to reach new levels of efficiency and agility, unlock new sources of growth, and deliver personalized experiences through smart, connected digital technologies.

The Innovation Center, which has been set-up as an industrial “shop floor”, helps enable clients to design and prototype innovative digital solutions for their businesses and customers. It offers an Industrial Design Thinking capability for innovation workshops, a Connected Products Studio for rapid prototyping, and draws on an industrial ecosystem that connects clients with key technology partners, start-ups and academia.

“Many of our clients have begun to take steps to digitize their businesses – be that from experiment to pilot, or from pilot to rollout. But many are missing some of the capabilities required to rapidly explore and scale the solutions they want to use,” said Eric Schaeffer, senior managing director, head of Accenture’s Industrial practice, and author of Industry X.0 – Realizing Digital Value in Industrial Sectors.

The Garching center includes a large workshop and IIoT experience area with a range of real-life IIoT demos and applications. The area gives clients a hands-on experience of how new automation and IIoT solutions might improve their innovation, engineering, manufacturing and after sales strategies and operations. The key themes, technologies and best practices clients can explore include:

- **Invention and Innovation:** ideating and prototyping new products, services, solutions and business models using customer insight driven approaches and design thinking
- **“Industrial Consumerism”:** digitizing the industrial customer experience in business-to-business environments, future-proofing the industrial marketing and sales organization
- **Human-Machine-Interaction:** Leveraging IIoT, cloud and, mobile with AI and augmented or virtual reality for safer, more productive human-machine interactions
- **Platforms and Services:** leveraging and building IIoT-enabled platforms and services for new efficiency and growth, enabling “Manufacturing in the New”
- **Smart Products:** embedding software and connectivity in industrial products, applying analytics and machine learning, as well as other IIoT-technologies to enhance product value
- **Engineering, Manufacturing and Production:** enabling digital engineering, industrial product development, manufacturing and heavy process operations, using intelligent automation, robotics, and integrated shop-floor (e.g. PLM, ALM, MES/MOM) and enterprise (e.g. CRM)

systems

- **Cyber Security:** securing and validating end-to-end industrial networks participating in IIoT

“We built this Innovation Center here because Germany is at the forefront of industry digitization and automation, and Garching is close to many of Germany’s leading businesses in automotive, industrial equipment, chemicals and other industries, as well as research centers and universities that are working on IIoT and Industry 4.0,” said Frank Riemensperger, senior managing director and country managing director for Germany at Accenture.

Industrial clients that begin their innovation journey at the Garching IIoT Innovation Center can also leverage the wider, Industry X.0 Global Innovation Network including Budapest, Hungary, for industrial automation; Clermont Ferrand, France, for digital asset management; Cluj, Romania, for industrial software; Modena, Italy, for Digital Manufacturing; and in the United States, Houston for energy, chemicals and other process industries and San Jose for Accenture’s Industry X.0 research program.

The center is also building specific capabilities to co-innovate and co-develop with SAP new industry-specific digital solutions based on the SAP® Leonardo portfolio. Accenture is applying its Industry X.0 approach and IIoT expertise to develop use cases based on real-world client requirements in areas including:

- **End-to-End Manufacturing:** Uses IIoT to allow manufacturing assets to collaborate as a connected ecosystem by creating a virtual model known as a Digital Twin, helping enable real-time views of plant performance.
- **End-to-End Food & Beverage:** Leverages IIoT and advanced analytics to help enable end-to-end tracking of all ingredients and monitoring of machinery status across the production value chain.

Clients visiting the center can also take advantage of Accenture’s other alliance relationships and joint offerings with leading vendors like AWS, Dassault Systèmes, GE, Microsoft, PTC, Schneider Electric, Siemens, and edge analytics start-up Lone Star Analysis, along with others. All of these offerings are designed to help clients achieve better results and generate more value through their analytics, IIoT, and software investments in Accenture alliance partner technologies.

 [Click here to return to Contents](#)

After Nearly 50 Years of Leadership, Gerber’s Sam Simpson Retires

12 July 2017

It is rare today that a person spends their entire career servicing one industry. This is something people in the industry recognize of Sam Simpson who announced his plans to retire from Gerber. “When someone spends more than 47 years in an industry, it becomes a part of them,” stated Sam Simpson, vice president of global strategic accounts at Gerber.

Even though Simpson will retire from Gerber, he will continue to serve as a consultant to the company providing insights on customer needs and trends, maintaining and strengthening key partnerships, providing oversight on software compliance, as well as serving as a special advisor to the CEO.

“It has been a privilege to work alongside Sam and learn about the industry,” said Peter Morrissey,

CIMdata PLM Industry Summary

senior vice president global sales at Gerber. "Sam's knowledge of the industry, customers and markets is unparalleled and we thank him for his years of service."

Sam will continue to hold his position as chairman for the Sewn Products Equipment Suppliers of the Americas (SPESA), a position he was elected to in 2016. SPESA is one of the organizations he has supported throughout his career by representing Gerber on the board since 2000.

Sam's retirement comes after a long and prosperous career in the sewn products industries. He began his career at G&H Manufacturing Co., a division of Genesco, where he participated on the team that pioneered the first automated grading and marking system, including the development of the first laser cutter for apparel applications. Sam joined Gerber through the acquisition of Hughes Aircraft Company AM-1 system. Throughout his tenure at Gerber, he held various positions including vice president/general manager of the Americas, vice president of global sales, director/general manager of the international division and several technical and marketing roles. Sam was integral in the expansion of Gerber's international business activities in the European, Asian and Latin America regions.

 [Click here to return to Contents](#)

CONTACT's New Partner Neilsoft Launches PLM Roadshow in India

3 July 2017

CONTACT Software has a new PLM partner in India, namely Neilsoft. The global full-service provider helps companies make their development process more efficient. Neilsoft is now conducting its first seminars involving CONTACT's product portfolio in three major cities in India.

The CONTACT Global Ecosystem is flourishing: with Neilsoft, it has gained a new partner who can make a difference. The company has a long history of engineering expertise and establishes itself internationally with its comprehensive offering of consulting, services and software. More than 1,000 employees worldwide provide support to customers from a variety of industries in the USA, Europe, the Middle East, the Asia-Pacific region and in its home market, India.

"Industry in India is booming, thanks in part to the government's Make in India campaign," says Michael Sanjay Murgai, who is responsible for International Sales & Partner Management at CONTACT. "In Neilsoft, we have found the right partner to help us exploit the opportunities offered by this rapidly growing PLM market."

Neilsoft has its headquarters in the city of Pune, which is one of India's key industrial centers and the location of many outstanding academic institutions including one of the country's best universities. The mega-city is a major hub for the mechanical engineering, consumer goods and IT industries as well as for the extremely well represented automotive industry, including numerous German companies. Companies like Daimler, MAN and VW, for example, and suppliers such as Bosch, Leoni and ZF Friedrichshafen have subsidiaries in Pune.

The PLM roadshow is a first-class forum created by experts for experts. In the seminars, Neilsoft will demonstrate the potential offered by state-of-the-art PLM technologies and discuss key application scenarios with participants along with few case studies. Neilsoft's series of seminars will start on 17 July in Pune and will be making a stop in Chennai on 19 July before finishing up in Delhi on 21 July.

 [Click here to return to Contents](#)

Danlaw Becomes a Siemens PLM Solution Partner

13 July 2017

Danlaw, Inc. is pleased to announce that we are now an official Siemens PLM Solution Partner. This partnership highlights Danlaw's commitment to providing a seamless solution between our Mx-Suite™ Verification and Validation test software and Siemens Polarion QA software with the Mx-Suite Polarion Connector. Our customers benefit from increased quality and reduced development cycles, when developing electronic modules by centrally managing test case generation and execution with test results tied directly to requirements.

"Danlaw's Mx-Suite provides automated testing capability and Polarion ALM provides forensic-level traceability. Integrating these two powerful tools provides the user with automated testing capability plus real-time planning and system lifecycle traceability," said David Cole, Program Manager of Danlaw. "MX-Suite's built-in support of a variety of hardware, tools and communication protocols, simplifies test system set up by enabling interfaces to these elements with Polarion, thereby reducing effort, time, and cost."

The Mx-Suite Embedded Software Test Environment is designed to help automotive ECU module suppliers produce their products more efficiently and with higher quality through continuous integration. Using intuitive graphical diagrams, software requirements are easily documented with performance criteria and tolerances, therefore simplifying software validation. The Mx-Suite Polarion Connector provides traceability between requirements and test artifacts maintained in the Polarion platform and the results of tests executed in Mx-Suite. The ALM functions include change management, defect management and project planning. Test scenarios created in Mx-Suite can be initiated from the Polarion QA software, either locally or over the network. After the completion of the test, a snapshot of the test result is automatically uploaded into Polarion. The results can be loaded back into Mx-Suite for further detailed review or analysis.

"Our technology alliance with Danlaw provides us with an integrated solution that we can jointly deliver to the automotive industry," said Regg Struyk, Partner Program Manager, Siemens PLM.

Siemens Polarion is a web-based ALM enterprise solution for Requirements Management, Test Management, Quality Assurance (QA), and ALM that provide full traceability and transparency throughout the product lifecycle. Polarion solutions improve the efficiency of product development and help organizations identify and mitigate risks, improve quality, and achieve compliance and quality standards.

 [Click here to return to Contents](#)

Hexaware Unveils a Bold, Renewed Brand Identity

10 July 2017

Hexaware Technologies Ltd, an automation-led, next-generation provider of IT, BPO and Consulting services, is proud to unveil its new brand identity and logo. The new logo reflects the vibrant personality and renewed purpose of the organization. This new brand identity is an important milestone given Hexaware's vision for the future which is: Fearlessly challenging traditional IT approaches, helping reimagine businesses, shrinking IT costs and embarking customers onto an optimistic digital future.

Along with this futuristic vision, the logo seeks to reinforce a youthful outlook, create a strong visual representation of a move towards digitization, while honouring the company's iconic heritage. It also

CIMdata PLM Industry Summary

seeks to embody the high passion and progressive change that the company is embracing with automation, innovation and artificial intelligence.

“Hexaware has been on a fantastic trajectory. Our new brand identity projects all that Hexaware, as a company has stood for in the past and the promise it holds for the future. We are on a mission to stay relevant today; make an impact and steer our customers in the right direction, in this rapidly changing technology dynamics.” said **R. Srikrishna, Chief Executive Officer and Executive Director, Hexaware Technologies Ltd.**

This bolstered global aspiration conveys Hexaware’s passion for disruption, its commitment to innovate further and serve customers better.

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Infosys Announces Commitment to Create 2,000 Tech Jobs in North Carolina by 2021

6 July 2017

Infosys, a global leader in consulting, technology and next-generation services, announced that it will open its next Technology and Innovation Hub in North Carolina and hire 2,000 American workers in the state by 2021.

This investment reinforces Infosys’ commitment, announced in May 2017, to open four Technology and Innovation Hubs in the US and hire 10,000 American technology workers over the next two years. The announcement of the new hub in North Carolina, marks the second key milestone in Infosys’ strategy to help drive American innovation and create the next-generation of American innovators. The company plans to hire the first 500 of these 2,000 North Carolina workers by the end of two years, with the remainder to be hired in the state by 2021. The first hub, announced in Indiana, will hire 2,000 American workers by 2021 and help boost Indiana’s economy.

These new hires will include recent graduates from the state’s prestigious network of colleges, universities and community colleges, as well as local professionals who will benefit from upskilling through Infosys’ world-class training curriculum. As part of Infosys’ commitment to create 2,000 jobs in the state of North Carolina, Infosys is partnering with the North Carolina community college system to create a customized program designed to train the workforce of the future. North Carolina is also contributing a \$3 million grant towards upskilling these workers.

"It is our endeavor, and our passion, to be a leader in boosting American innovation in the transformation of core industries, and to help create the next generation of American innovators and entrepreneurs through world-class education and training," said **Dr. Vishal Sikka, Chief Executive Officer, Infosys.** "This is absolutely critical as we help our US clients, and every client, renew their core businesses and simultaneously innovate into new breakthrough areas, while empowering employees through learning and education. To this end, North Carolina was a clear partner for us, and we are really excited to announce one of the largest jobs commitments ever in North Carolina state history. With a talented technology workforce focused increasingly on progressive fields such as advanced manufacturing and clean technology, a diverse economy strong in financial services and life sciences, and a rich talent pool drawn from North Carolina’s many top universities, research institutions and community colleges, these graduates and experienced professionals will leverage AI, machine learning, analytics, cloud, and more, to drive the transformation of core American industries such as aerospace, banking, biotech, and energy."

CIMdata PLM Industry Summary

"North Carolina's central role in technology innovation makes our state a perfect fit for Infosys," said **Governor Roy Cooper**. "Our world-class universities and our high-tech workers drive growth and attract companies from around the world that are looking to innovate."

The North Carolina Technology and Innovation Hub is part of Infosys' investment in the future of the U.S. tech workforce and will focus on cutting-edge areas, including artificial intelligence (AI), machine learning, user experience, emerging digital technologies, cloud and big data. The Hub will enable the company to more closely serve valued clients within North Carolina and the surrounding region, where increasing demand for co-innovation, requires skilled technology talent to be at zero distance to the customer. This investment also enables Infosys to build on the strength of its existing North Carolina network of highly skilled professionals. The Hub will facilitate greater collaboration and advancement in key North Carolinian industries such as financial services, information technology, life sciences, clean technology, advanced manufacturing and more.

Infosys' investment in North Carolina and wider national commitment to hire 10,000 American workers is a natural evolution of the company's three-decade legacy in the United States, and builds on the company's commitment to continuous learning, ecosystem collaboration and focus on achieving breakthrough innovations for clients. This commitment to education also extends to the company's charitable foundation, Infosys Foundation USA. In North Carolina, the Foundation has provided multiple grants for classroom technology and computer science training to teachers and schools. To date, these grants have reached 2,400 students and 26 schools across the state.

 [Click here to return to Contents](#)

Kalypso Achieves Oracle PartnerNetwork Cloud Select Designation

10 July 2017

Kalypso, a global innovation consulting firm and Gold level member of Oracle PartnerNetwork (OPN), today announced it has achieved the Cloud Select designation within the OPN Cloud Program. A member since 2007, Kalypso has built a strong relationship with Oracle implementing product lifecycle management (PLM) and Oracle Cloud products for marquee clients in the consumer goods, retail, high tech, life sciences and industrial manufacturing industries.

"Oracle's cloud-based, end-to-end, integrated PLM platform helps companies quickly establish the necessary PLM foundation to empower innovation in today's digital world," said George Young, CEO of Kalypso. "We continue to invest in building our internal capabilities and delivery models, and highly value the Oracle PartnerNetwork Cloud Select designation. We look forward to working with Oracle to help our joint clients accelerate the return on their Oracle PLM Cloud investments."

Oracle Cloud Select partners are recognized for their expertise and investment in Oracle's integrated cloud applications and platform services. Kalypso is committed to building dedicated teams with proven competency, developing strong implementation methodologies, and delivering business results around Oracle Cloud software products. By achieving the Cloud Select designation, Kalypso has demonstrated success in selling, implementing, extending and supporting Oracle Cloud solutions for clients around the world.

"Kalypso's designation in our OPN Cloud Program recognizes their investment and success in building Cloud capabilities and solutions that help our customers rapidly adopt Cloud products to operate more efficiently and increase growth from innovation" said Dan Scheib, Vice President of Application Alliances at Oracle. "We congratulate Kalypso on this achievement and are looking forward to their

future offerings enabled by Oracle SaaS, PaaS and IaaS technologies that will drive further competitive advantages for customers.”

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Lifeboat Distribution Named Exclusive North American Distributor for jetNEXUS

13 July 2017

Lifeboat Distribution, an international value added distributor for virtualization, security, business continuity and other technically sophisticated products, announced today a distribution agreement with jetNEXUS, a leading global provider for application delivery, load balancing and security technology.

Lifeboat will sell jetNEXUS solutions to its network of value-added resellers, system integrators, and managed service providers in North America. The company’s flagship product, the ALB-X, offers advanced load balancing, security and traffic management capabilities to mitigate the threat of downtime and address application performance issues for an outstanding end user experience. With a core focus on ease-of-use and simplicity, without compromising functionality, jetNEXUS solutions lead the way in price performance.

“We are delighted to be working with Lifeboat and have selected them as our US distributor based on their stellar reputation and commitment to deliver innovative, high-value network solutions to the channel. Our load balancer’s ease-of-use is unrivalled in the ADC market. This together with the advanced feature set, powerful automation capabilities via the API, and great value, represent a unique opportunity for channel partners to take advantage of this established and growing market,” stated Greg Howett, CEO, jetNEXUS.

“We’re pleased that jetNEXUS has selected Lifeboat as their first North American Distributor. jetNEXUS allows us to expand our networking portfolio, and creates significant consulting and service opportunities for our channel partners,” added Brian Gilbertson, Vice President and General Manager, Lifeboat Distribution.

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Microsoft Names PROS 2017 U.S. Partner of the Year

12 July 2017

PROS® today announced that it has won the 2017 Microsoft U.S. Enterprise Products Group Partner of the Year, ISV – Business Applications Award. Microsoft recognized PROS as its top U.S. partner, based on the company’s outstanding field service, innovation, and implementation of customer solutions running on Microsoft Azure and Dynamics 365. The awards were announced at the Microsoft Inspire conference in Washington, D.C.

The Microsoft Partner of the Year Awards recognize Microsoft partners that have developed and delivered exceptional Microsoft-based solutions over the past year. As a company driving modern commerce with dynamic pricing science, PROS was recognized for its innovative solutions and for providing superior field engagement in the United States.

In June, PROS also received the 2017 Microsoft Alliance Global Commercial ISV Partner of the Year Award, which recognized the company for excellence in innovation and implementation of customer solutions based on Microsoft technology.

CIMdata PLM Industry Summary

“We are honored to be selected as Microsoft’s 2017 Partner of the Year for the U.S.,” said Chris Jones, PROS Senior Vice President of Sales. “The PROS and Microsoft sales teams have worked side-by-side for more than a decade, enabling us to provide customers with the best solutions from both of our companies. By delivering our capabilities via the Azure platform, we’re able to dramatically shorten our customers’ sales cycles and provide them with personalized, frictionless cross-channel buying experiences.”

“PROS is an extraordinary partner that brings tremendous depth and experience to our co-selling relationships,” said Çağlayan Arkan, Microsoft General Manager for Worldwide Manufacturing & Resources. “As an Azure-only cloud ISV for dynamic pricing solutions, including CPQ integration with Dynamics 365, PROS is a prime example of the innovative, responsive and reliable partners the Microsoft team entrusts with complete confidence. PROS is fully aligned by industry, a complementary engagement model for our 2018 go-to-market strategies. We look forward to another highly successful year of working together.”

 [Click here to return to Contents](#)

PTC and L&T Technology Services Unveil Industry 4.0 Center of Excellence

11 July 2017

PTC and L&T Technology Services Limited today announced the opening of a Center of Excellence (CoE) focused on Industrial Internet of Things (IoT) innovation at LTTS’ office in Bangalore, India. Popularly termed as Industry 4.0, the Industrial IoT Center of Excellence will demonstrate the promise of digital transformations for companies across the globe, and will showcase the technologies that make those transformations possible.

LTTS will equip the CoE with the entire PTC technology stack – from product design software through Industrial IoT functionality. The CoE will support LTTS’ advanced capabilities in the Industrial IoT space and will focus primarily on application lifecycle management (ALM), product lifecycle management (PLM), service lifecycle management (SLM), manufacturing operations management (MOM), and connected manufacturing. Customers visiting the space can experience new-age technology innovations to better inform decisions on initiating new IoT projects or further developing existing ones.

“This Center of Excellence will be a valuable way to show new and existing customers the potential for their digital transformations,” said Amit Chadha, President-Sales & Business Development & Whole-Time Director, L&T Technology Services. “To maximize the potential of the space, we needed proven technology, and PTC was the clear choice with its established solution offerings and robust Industrial IoT platform that complement our unique offerings in Digital PLM.”

PTC was chosen as the technology partner for the CoE because of the vast capabilities of its IoT technology, as well as its longstanding leadership and success with solutions such as computer aided design (CAD) and PLM. The full technology stack from PTC will be available in the CoE, from Creo® CAD software and Windchill® PLM software through the ThingWorx® Industrial IoT platform.

The CoE, which is expected to draw in an audience of global customers, will also feature new Industrial IoT solutions developed on the ThingWorx platform. Some of the prominent demonstrations on display at the CoE include digital twin models, situational awareness to improve plant productivity using PTC’s ThingWorx platform, and Digital PLM services that can improve the productivity of field engineers

CIMdata PLM Industry Summary

through dynamic updates of service data.

“We are excited to partner with L&T Technology Services on the Center of Excellence in Bangalore,” said Catherine Kniker, chief revenue officer, Platform Business, PTC. “Combining L&T Technology Services’ knowledge of building and implementing technology solutions with PTC’s leading technology offerings will help customers understand how they can transform their businesses and accelerate their time to value.”

PTC is at the forefront of unlocking the value at the intersection of the physical and digital worlds. With the leading ThingWorx Industrial IoT platform, augmented reality development capabilities, and a portfolio of connected solutions, PTC is enabling companies to improve the way that they design, manufacture, sell, operate, and service their products.

LTTS is a leading engineering services company with a Digital PLM practice that ensures faster time to market and improved product quality for customers in the industrial, automotive, aerospace and defense, medical and healthcare, oil and gas, consumer packaged goods, and energy and utilities markets.

Key differentiators that make LTTS’ Digital PLM portfolio unique in the market ride on its in-depth engineering and PLM domain expertise, along with matured partnerships with leading PLM partners like PTC. CIMdata has recognized L&T Technology Services as one of the leading Digital PLM system integrators in the world.

Both companies are now working to leverage each other’s expertise and provide next-generation digital services, smart and accelerated product development, smart and connected manufacturing, remote field services, and predictive maintenance as aftermarket services.

 [Click here to return to Contents](#)

SAP Announces Collaboration with Centrica on Energy Internet of Things, powered by SAP Leonardo and Panoramic Power

10 July 2017

SAP SE announced plans to collaborate with energy and services company Centrica on solutions to help business customers better manage assets and energy consumption based on insights and connectivity available through the Internet of Things (IoT).

The collaboration will initially focus on the delivery of Panoramic Power energy insights technology from Centrica’s Distributed Energy and Power business and SAP Leonardo, SAP’s digital innovation system bringing together IoT, analytics, Big Data, machine learning and blockchain on SAP Cloud Platform using design thinking services. With over 40,000 sensors installed worldwide, Panoramic Power is a leading device level energy management solution that combines self-powered wireless sensors with analytics to give businesses real-time visibility into facility and device-level performance.

“Centrica and SAP have a long-standing relationship, and together we can support the digital transformation of the energy market, helping it to move to a more personalized, distributed software and services-based industry,” said Dr. Tanja Rueckert, president, IoT and Digital Supply Chain, SAP.

“Combining connected energy technology from Centrica with our innovative IoT solutions for connected assets promises new business value for our customers through the power of our growing SAP Leonardo ecosystem.”

SAP and Centrica will also work to explore opportunities to develop energy IoT solutions for

CIMdata PLM Industry Summary

commercial and industrial customers, integrating Panoramic Power technology and machine learning algorithms running on SAP Leonardo IoT capabilities with SAP Asset Intelligence Network, a cloud-based asset information repository connecting manufacturers, operators and third-party providers to improve collaboration on industrial machinery, and the SAP Predictive Maintenance and Service solution with IoT energy capabilities and functionality.

Centrica's Distributed Energy and Power business has been established to help businesses and other large energy users to take control of their energy through a combination of energy insight, asset optimization and innovative energy solutions that include on-site energy storage and generation.

"The advent of the Internet of Things is having a huge impact on the way businesses design, operate, maintain and monitor their assets," said Yaniv Vardi, a regional director of Centrica Distributed Energy and Power. "With Panoramic Power, Centrica offers cloud-based solutions that deliver energy and operational insights. We are pleased to work with SAP on energy IoT, coupling the expertise and capabilities of SAP and Centrica to provide customers with unique solutions for the digital management of their assets."

SAP Leonardo IoT capabilities for connected assets help companies track, monitor, analyze and maintain fixed assets by connecting production systems and assets with manufacturing and maintenance business processes to reduce operational and maintenance cost and increase uptime of assets. The collaboration with Centrica will explore additional benefits in energy efficiency, optimization, compliance initiatives and machine learning.

 [Click here to return to Contents](#)

SAP Announces Leadership Appointments in North America

13 July 2017

SAP today announced three key appointments to its North America leadership team designed to strengthen the company's focus on growth, innovation and customer success in the region.

Stephen Shute assumes the new role of executive vice president and chief business officer for the Americas and Asia Pacific Japan (APJ); Donald J. (DJ) Paoni is elevated to the position of president of Sales for North America; and Dave Spencer moves into the role of chief operating officer for North America.

Over the past two years, Shute served as COO for North America and was instrumental in creating synergies across the portfolio for the benefit of SAP customers, leading much of the day-to-day execution of the region's operating plan. As EVP and chief business officer, he will have a broad range of responsibilities across the Americas and APJ to ensure top- and bottom-line business performance. Prior to SAP, Shute held senior executive roles at Allscripts and IBM. He will report to Jennifer Morgan, SAP Executive Board Member for Global Customer Operations (GCO).

In the role of president of Sales for North America, Paoni will drive the day-to-day strategy, profitability and customer success in the region. He will report to Morgan, who will maintain her role as president of North America with overall responsibility for the business in the United States and Canada, in addition to her executive board duties.

Since joining SAP in 1996, Paoni has ascended through a series of leadership roles while delivering consistently strong results and establishing himself as a trusted customer advisor. He most recently served as managing director for the Midwest region, responsible for the region's profitability, strategic

CIMdata PLM Industry Summary

direction and all client-related activities. Previously, he served as head of the Strategic Customer Program in North America where he was responsible for establishing the strategic direction and vision for all efforts related to SAP's top North America-headquartered customers.

In assuming the role of chief operating officer for North America, Dave Spencer will have accountability for the development and consistent execution of SAP's go-to-market and sales strategies. Since joining SAP in 2006, he has held a number of management and executive leadership sales roles. Most recently, Spencer was managing director of the East region, and prior, was its chief operating officer.

"SAP has the deepest bench of leaders in our industry, and nowhere is that more true than in North America, a critically important region for SAP to deliver on our vision for our customers and drive their digital transformations," said Jennifer Morgan, Executive Board Member of SAP. "These executives are laser focused on customer success and will play a key role in the next chapter of our company's growth and innovation."

 [Click here to return to Contents](#)

Siemens PLM Software's Award-Winning Channel Partner Program Tops 1000 Partners

11 July 2017

Siemens' commitment to building and supporting an extensive and robust partner ecosystem as a strategic component of the business has created the largest and fastest growing Channel Partner Program in its industry. As part of its ongoing efforts to expand its award-winning Channel Partner Program, Siemens' product lifecycle management (PLM) software business recently exceeded 1,000 global channel sales partners, adding 150 new partners in the last 12 months alone. The expanded program more fully represents Siemens' digital enterprise portfolio, including Application Lifecycle Management (ALM) software, Manufacturing Operations Management (MOM) software and all of its Simulation and Test solutions. Through organic growth and accretive additions from integrations, Siemens' award-winning program is now comprised of over 11,000 sales and technical professionals globally helping its customers on the path towards digitalization.

In addition, CRN®, a brand of The Channel Company, has recognized Siemens PLM Software with a 5-Star rating in its 2017 Partner Program Guide for the 11th consecutive year, and named Jeff Zobrist, Siemens PLM Software's Vice President of Global Solution Partner Sales, as a 2017 CRN Channel Chief.

"We are very proud of the value our Channel Partner Program brings our partners, and thankful to CRN for again awarding us with a 5-Star rating," said Zobrist. "It's also an honor to be recognized as a 2017 Channel Chief by CRN. These awards are a testament to our strategy and execution. We are continuing to see our partners benefit from our commitments in extending digitalization value to midmarket customers. It's a great time to be a Siemens PLM Software Channel Partner."

Siemens' Channel Partner Program enables its partners to deliver business value to some of the world's most innovative and respected manufacturers. With a continued global focus on Industry 4.0, the Internet of Things (IoT), and digitalization as a whole, bringing PLM, MOM and ALM technologies to leading manufacturers offers an exciting market opportunity for solution providers to expand their business and increase customer value. Siemens PLM Software partners have helped tens of thousands of customers in diverse industries and geographies realize innovation through digital transformation tied to ideation, realization, and utilization.

CIMdata PLM Industry Summary

“Given the close relationship we have with Siemens, we've been able to successfully grow in the market,” said David Kaparis, Associate Partner at Hyla Soft, Inc., a Siemens PLM Software channel partner. “Siemens has helped us reach a new customer base and give our customers what they need.”

Today’s customers demand deep business, solution, and industry expertise, validated by references and best practices. To meet this challenge, Siemens is accelerating the transformation of partners from traditional value-added resellers to strategic solution providers through the Siemens PLM SMART Expert partner program. SMART Expert is a globally consistent standard which allows partners to gain recognition for their expertise across eight industries and 23 products. Recognition of their domain expertise enables partners to better meet customer expectations, win more often, and ensure sustainable business model and partner valuation.

“The SMART Expert program has helped recognize our continued investment in the digital manufacturing domain,” said Erik Burghoorn, CEO and Managing Director at cards PLM Solutions. “With the support of Siemens and their multi-step program, we’ve not only differentiated ourselves in the marketplace but also transformed our capabilities to be better poised to deliver the solutions our customers demand.”

“By emphasizing specialization, technical competency and sales excellence, our program enables partners to differentiate and profit in today’s evolving marketplace,” added Zobrist. “We will continue to invest in the success of our partners through programs that help them transform their business to exceed future customer technology, deployment, and purchasing needs tied to digitalization.”

 [Click here to return to Contents](#)

Simon Fraser University and Siemens Canada partner on mechatronics certification program and major Siemens PLM Software grant

11 July 2017

Simon Fraser University (SFU) and Siemens Canada have announced a new academic partnership that will provide advanced learning and certification opportunities for engineering students and professionals. Announced at an industry engagement day hosted by SFU in partnership with Siemens and the City of Surrey, the collaboration involves both the introduction of the Siemens Mechatronics Systems Certification Program (SMSCP) at the university's Surrey campus, and an in-kind grant of sophisticated Siemens PLM software.

Beginning in August 2017, SFU will offer the globally recognized program to qualified students (from all post-secondary institutions) and professionals interested in advancing their skills in automation and manufacturing. Upon completion of the program, participants will obtain mechatronics systems certification directly from Siemens. Mechatronics is the combination of mechanical, electrical and computer engineering integrated to build complex systems ranging from home appliances to automated manufacturing systems. This holistic, hands-on approach to engineering can improve efficiency, productivity and quality and ultimately decrease time to market. Industries that benefit greatly from mechatronics systems include aerospace, materials processing, machine building, automotive, transportation, building technologies and mining.

SFU will also receive an in-kind grant of Siemens PLM software, enabling students in the Faculty of Applied Sciences to use the same software technology in their classrooms that 77,000 customers around the world utilize to design some of today's most sophisticated products. The grant includes NX™ software, a leading integrated solution for computer-aided design, manufacturing and engineering, from

CIMdata PLM Industry Summary

Siemens' PLM Software business.

"As Canada's engaged university, SFU is proud to partner with Siemens, a world leader in high-technology manufacturing," says Joanne Curry, Vice President External Relations, SFU. "This certification will give program participants a clear advantage as they pursue careers in automation and manufacturing, and will equip them with skills and knowledge to meet the changing needs of industry. We are excited to provide such opportunities for SFU and other B.C. students and professionals."

SFU is one of only seven Canadian schools to offer the SMSCP courses which will be taught by SFU instructors who are certified professional engineers and have trained at the Siemens Technik Academy in Berlin, Germany. Siemens is the only global industrial company to offer the internationally recognized mechatronics certification program, which in Canada is offered through the Siemens Canada Engineering & Technology Academy based in Oakville, ON.

"The skills needed for the future of manufacturing are very different from what is currently required, and that means students need to train today for the jobs of tomorrow," says Bo Ouyang, Executive Vice President and CFO, Siemens Canada, "We have a great academic partner in Simon Fraser University who believes this as well and together we will help provide students with the technology and training to become leaders of this digital future."

Applications are currently being accepted for the Level 1 SMSCP courses that will begin in mid-August. The course framework allows students and professionals to continue working or studying full-time while enrolled in the program.

 [Click here to return to Contents](#)

Events News

Capgemini and Infor: Simplifying the digital manufacturing transformation

7 July 2017

Capgemini is gearing up for [Inforum](#), Infor's flagship customer event July 10-12 in New York City. As a Platinum sponsor, Capgemini is excited to showcase our solutions, powered by Infor technologies that enable cost savings and productivity gains using digital workplace transformation. The Infor and Capgemini teams are eager to discuss and debate challenges and opportunities in the areas of digital manufacturing, supply chain analytics, and distribution order management.

Cloud-based technologies play a vital role in the digital transformation journey. Infor has invested heavily in the Infor CloudSuite product offerings with micro-vertical specialization to facilitate industry-specific processes with last-mile functionality. With a common industry-first approach, Capgemini also incorporates industry-specific predictive analytics to drive digital customer intimacy and operational improvement in areas like secure and easy tracking and completion of digital manufacturing processes.

In the true spirit of the word "partnership," Infor's unique specialization and Capgemini's industry expertise and experience come together for large transformation programs to create a holistic method. Infor's last-mile industry focus is providing critical flexibility to our joint customers' ERP systems surrounding manufacturing technologies, such as Just in Time, where Capgemini continually displays project-proven expertise.

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Drop by the booth full of experts presenting key solutions and ideas that will elevate the way your business functions.

Inforum will be a perfect opportunity to gain new insights to core industry challenges.

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CGTech to Demo VERICUT Composites Applications at CAMX

10 July 2017

CGTech will demonstrate the latest version of VERICUT Composites Applications during the Composites and Advanced Materials Expo (CAMX) in Orlando, FL, Sept. 11-14, in Booth R51.

During the show, CGTech will exhibit both VERICUT Composite Simulation (VCS), and VERICUT Composite Programming (VCP). Visitors will have a firsthand view of the steps needed to get from a CAD model of a composite part, to producing and simulating CNC programs that drive Automated Fiber Placement (AFP) and Automated Tape Laying (ATL) machines.

“Due to the extensive time, energy, and labor invested in composite workpieces prior to machining, they can often times be more expensive than even some exotic metal alloy parts,” said André Colvin, CGTech Composites Product Manager. “Repairing composite workpieces after a machining error is problematic and many times not advisable. Thus, validating the part program prior to trimming is exceedingly critical.”

During CAMX, current customer projects to be highlighted include extensive use of robots, lasers, probing, and ultrasonic knives. Information on new projects will highlight the implementation and use of machine independent off-line NC programming software for AFP and ATL machines, such as the work being done at NASA's Langley Research Center using a 16-tow Electroimpact automated fiber placement machine.

CGTech will also exhibit its latest version of VERICUT CNC machine simulation, verification and optimization software. VERICUT enables users to eliminate the process of manually proving-out NC programs, simulates all types of CNC machining including drilling and trimming of composite parts, water jet, riveting, robotics, mill/turn and parallel kinematics. VERICUT runs standalone, but can also be integrated with most CAM systems.

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CONTACT Open World 2017: PLM is More Important Than Ever

12 July 2017

"Energizing the digital engineering world". This was the motto under which CONTACT Software presented new products, innovations and strategies at Open World 2017. The aim: To make it easier to develop smart products and digital business models for the Internet of Things.

More than 250 visitors came together at the two-day user conference Open World 2017, including many overseas guests from China, India, Korea, Turkey and the USA. The dominant theme at the most important meeting of the CONTACT Community was the digital transformation. As Managing Director Karl Heinz Zachries stressed when opening the event, the challenge is to continue developing proven business models while simultaneously remaining open for new, groundbreaking business ideas. It will become increasingly important for enterprises that they move forward in an agile manner with the aid of

bimodal strategies.

The key to digitalization

In Fulda, CONTACT presented its new Elements for IoT modules. These include integrated business apps from Continuum Analytics for the predictive maintenance of components and systems for example. This means that enterprises can capture real-time data from the actual product lifecycle and use it for customer-centric value-added services.

For CONTACT, PLM is the starting point for smart products and the corresponding digital business models. "PLM is more important than ever," stated Zachries. "We develop solutions that help people to work together more easily, develop even better products and enhance them with matching IoT services."

CONTACT is therefore making a major investment in new apps that make work easier, are fun to use and which can very easily be integrated in existing or changing IT environments. CONTACT's UX team presented "Mojo", CONTACT's new Elements Experience Design System. The aim: To make complex product data more accessible to users.

An interdisciplinary approach to developing smart systems

Networking is turning products into complex "systems of systems", and these products contain an increasing number of software-controlled functions. "We need an interdisciplinary systems engineering and a development platform that accepts the fact that software follows different rules," says Head of Development Frank Patz-Brockmann. CONTACT is therefore integrating Git, the leading open-source software for application lifecycle management (ALM), in its Elements technology platform in cooperation with GitLab Inc. and is further expanding model-based systems engineering (MBSE) with CIM Database PLM.

Visitors to the user meeting were impressed by the high speed at which CONTACT launches its innovations. The engine behind this is the open Elements platform whose "Lego" principle permits the fast exploration and agile implementation of new functions. In combination with state-of-the-art open-source components, it provides powerful modules for product-related applications in the development process and in the industrial Internet of Things.

"Our Elements platform enables customers to pursue a bimodal IT strategy which, on the one hand, supports reliable business processes and, on the other, the agile implementation of new digital offerings," said Patz-Brockmann in his keynote on CONTACT's product strategy.

 [Click here to return to Contents](#)

ESI Hosts Its Worldwide Forums on Smart Virtual Prototyping

11 July 2017

ESI Group announces it will hold multiple international ESI Forums between September and November in North America, Germany and Japan. These events provide opportunities to learn more about the latest innovations in ESI's software solutions, to witness exceptional examples of how our customers benefit from Smart Virtual Prototyping, and to network with fellow users, worldwide industry experts, academics, and partners.

The ESI Forum in North America will kick off the international meeting season in Birmingham, Michigan, USA. From September 26 to 27, clients from a diverse range of industries, from ground transportation to aerospace and defense, will gather to exchange ideas on new trends in simulation and manufacturing and how to address the challenge of delivering more innovative and smarter products at a

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lower cost, faster, and with increased reliability. ESI will also offer technical sessions and hands-on workshops covering the latest software updates. For more information on this two-day conference, please visit: www.esi-group.com/NAForum

The following month, ESI will hold the 5th edition of the OpenFOAM User Conference in Frankfurt, Germany, from October 17 to 19. Dedicated to the world's most popular open-source CFD code, the event will feature a keynote speech by Professor Philip Roe, known internationally for his work on high-resolution compressible flows. Attendees include OpenFOAM creators as well as users from the many industries that benefit from this open source software. To learn more about this event, please visit: www.esi-group.com/OpenFOAM2017

From November 7 to 9 in Weimar, Germany, ESI will welcome customers from Europe and abroad during an event translated simultaneously in English. During these 3 days, attendees will hear about the benefits of virtually manufacturing, assembling and testing across multiple domains of required performance, physically realistic components and complete virtual products – essentially building and honing a Virtual Prototype all the way to virtual pre-certification. Following the acquisition of ITI last year, the ESI Forum 2017 in Germany for the first time welcomes the creators and users of the multi-physics system simulation software SimulationX, who previously met in the event known as the ITI Symposium. Speakers include world renowned scientists, ESI customers, and ESI Product Managers. Find out more on our website: www.esi-group.com/GermanyForum

Closing the series of events, the ESI Forum in Japan or PUCA returns this fall for its 27th edition. Held at the Hilton Hotel in Tokyo, from November 15 to 16, the forum will provide participants with the opportunity to meet simulation experts and discover how ESI is undergoing its own transformation to amplify our Smart Virtual Prototyping solutions, showing how committed we are to supporting and accelerating the digital transformation at the heart of the Smart Factory. Offered with simultaneous interpretation in English, the sessions will discuss several challenging industry topics in Virtual Performance, from crash & safety and seats to NVH and Dynamics, and in Virtual Manufacturing, including composites, sheet metal forming and welding and assembly. There will also be a special session for the community in Japan who use Scilab, the open source software for numerical computational sustained by the company Scilab Enterprises acquired by ESI earlier this year.

 [Click here to return to Contents](#)

Women in Manufacturing Heads to Hartford for Seventh Annual SUMMIT

13 July 2017

Women in Manufacturing® (WiM) announced today that it will hold its seventh annual SUMMIT in at the Connecticut Convention Center in Hartford, CT on September 13-15, 2017. More than 300 women are expected to attend the annual three-day conference that is specifically designed to support, promote and inspire women in the manufacturing industry. WiM is the only national association specifically dedicated to supporting women in the manufacturing sector with year-round programming and a national directory for women in the industry.

The SUMMIT program theme for 2017 is “Unified in MFG” and events, speakers and discussions are planned to emphasize the diverse nature of manufacturing and the women who make up its workforce. Attendees will attend plenary sessions with high-profile speakers, participate in educational breakout sessions and network with industry peers.

“The ‘Unified in MFG’ theme was inspired by our members—remarkable women from every part of the

CIMdata PLM Industry Summary

manufacturing industry and every rung on the leadership ladder,” said WiM President Allison Grealis. “Our SUMMITs bring these women together to support and learn from one another, united under one common denominator: a passion for manufacturing. At this year’s SUMMIT, we will simultaneously celebrate the diverse nature of our industry and the unity of women in manufacturing.”

The conference kicks off with plant tours at some of Hartford’s most advanced manufacturing facilities, including TRUMPF Inc., CNC Software, Inc., Pratt & Whitney, and Kaman Corporation. The full SUMMIT agenda can be found on the WiM website.

Presentations by high-profile women from top-tier companies include:

- Jonna Gerken, Manager, PCME Group, Pratt & Whitney & President Elect, Society of Women Engineers (SWE)
- Lorinda Lewis, Senior Director, Continuous Improvement, Oshkosh Defense, LLC
- Mary Burke, Founder & CEO, Building Brave
- Siobhan Pandya, Director Lean/Continuous Improvement, Mary Kay Inc.
- Irene Petrick, Director, Business Strategy for the Industrial & Energy Solutions Division, INTEL

SUMMIT sponsors include (partial list) Precision Metalforming Association, Zurich Insurance, TD Bank, Autodesk, Inc., Dassault Systèmes, Alliance for American Manufacturing, Fabricators & Manufacturers Association, APPI Energy, RTH Group, Plante Moran, PLLC., Ingersoll Rand and AMT – The Association for Manufacturing Technology. A full list of sponsors can be found [here](#). A limited number of sponsor slots are still available.

Stay connected with WiM for updates regarding this year’s program by visiting the [WiM website](#) and following WiM on Twitter.

 [Click here to return to Contents](#)

Financial News

TCS: Demand from major markets drives 3.1 % growth in \$ terms

13 July 2017

Tata Consultancy Services reported its consolidated financial results according to IFRS in dollar terms for the quarter ended June 30, 2017.

Financial Highlights for Quarter Ended June 30, 2017

- Revenue at \$4,591 million + 5.2 % Y-o-Y; + 3.1 % Q-o-Q
- Net Income at \$923 million (1.8%) Y-o-Y & (7.0%) Q-o-Q
- Net cash from operations at 104% of Net Profit
- Operating Margin at 23.4 %
- Earnings Per Share at \$ 0.47

Business Highlights for Quarter Ended June 30, 2017

CIMdata PLM Industry Summary

- Volume Growth at 3.5%
- IT Attrition rate at 11.6% LTM
- Total employees: 385,809; Gross addition: 11,202 employees
- 8 clients added in \$1M+ band; 12 clients added in \$10M+ band
- 1 new client in \$50M+ & \$100M+ bands

Commenting on the Q1 performance, CEO and MD, Rajesh Gopinathan said: “We have seen steady growth across industries in Q1. Robust volumes from major markets driven by good client additions across revenue bands and accelerating Digital adoption among customers have given us the right start to the year. We have had excellent wins across all markets and have a good deal pipeline across industries that positions us well for growth in FY18.”

Mr Gopinathan added: “As we go through the early stages of Business 4.0, enterprises are reimagining themselves as leaner, responsive data-centric organisations by embracing Agile, Cloud, Analytics and Automation. We have retooled our organization structures and go-to-market teams to remain relevant to customers and have introduced new service lines like Cognitive Business Operations and Digital Transformation services to capture these new opportunities.”

N. Ganapathy Subramaniam, Chief Operating Officer & Executive Director, said: “Holistic growth across all industry segments in Q1, a strong order pipeline, as well as the closure of large platform-based transformation opportunities gives us the confidence that overall growth momentum will increase in the coming quarters.”

V. Ramakrishnan, Chief Financial Officer, said: "During the quarter high currency volatility including sharp rupee appreciation against the dollar resulted in Rs 650 crore loss in reported revenues. We remain disciplined in our financial management, stay focused on generating strong cash flows and invest in our digital business. Despite the impact of wage hikes in Q1, we continue to drive profitability to our targeted range.”

Go here to read the full release:

http://investors.tcs.com/SiteCollectionDocuments/Investors/Presentations/TCS_PressRelease_USD_Q1_18.pdf

 [Click here to return to Contents](#)

Implementation Investments

HOWWEIH Chooses ZW3D to Enhance Information Management

10 July 2017

ZW3D announced that it was chosen by HOWWEIH Technology (Huizhou) CO., LTD to enhance its information management.

Founded in 2003, HOWWEIH provides a vast array of products in areas of electronics, computers, mobile phones, automobiles, medical applications, etc. Many of its end customers are renowned

CIMdata PLM Industry Summary

companies, like Apple, EMERSON, Foxconn, FLEXTRONICS, HTC, Motorola, Nokia, OTTO, Panasonic, SONY, SAMSUNG, etc.

The need

In order to survive the fierce competition, HOWWEIH decided to improve the efficiency of R&D design and shorten its production cycle. Choosing an advanced and easy-to-learn 3D CAD solution became their priority at that time.

“Without advanced information systems and design software, internal production organization management, resource coordination and scheduling capacity cannot be improved, let alone product competitiveness,” said Mr. Chen, General Engineer of HOWWEIH. “Through multiple tests and careful considerations, we decided to use ZW3D.”

The Solution

Highly professional functions are the primary reason for choosing ZW3D. With powerful functions like Direct Edit, Design Optimizer and Part Compare, HOWWEIH can quickly design precise components that exactly meet the requirements.

What’s more, ZW3D has a dedicated technical team for service support to ensure the smooth use of ZW3D.

Last but not least, the price is reasonable. Users of the enterprise version can choose whether to carry on the version or upgrade independently, which is an advantage in terms of reducing the enterprise software application cost.

“Now, ZW3D has been applied to mold design, product development, CNC precision machining, 3D product scanning, precision measurement, production process output, and so on. ZW3D completely replaces other foreign software. It turns out that our choice is right,” said Mr. Chen.

 [Click here to return to Contents](#)

Product News

Bangalore-based Startup Launches leanGears, an end-to-end Product Management Software

10 July 2017

Equipped with both strategic and tactical tools, leanGears aims to be a product manager's thinking tool throughout the product life cycle. It comes with strategic features like Visual Elevator Pitch, Lean Canvas, Impact Mapping, Experiment Canvas and collaboration tools like User Story Mapping, Release Planning and Storyboards.

"Our goal is to equip people with an end-to-end product management platform for evangelizing products, right from the time they get an idea through product discovery, development and market launch," says Satisha Venkataramaiah, Product Owner at leanGears.com.

leanGears is working on additional features like Competitor Analysis, Users Voting Features, Opportunity Scoring and Business Value Estimation. leanGears can be used to not only manage the complex requirements of software development but also for active collaboration with all stakeholders.

Addressing the challenges of building a product, Satisha says: "The biggest pain point in product development is staying focused on problem/solution fit. Many a time, product managers come up with

CIMdata PLM Industry Summary

an idea and spend too much time building products rather than validating the idea first. Another challenge is collaborating with various stakeholders involved in building a product end-to-end like users, buyers, sponsors and development team. We have designed leanGears in such a way that the product owners can not only simulate their ideas, but also easily collaborate with all the stakeholders on a single platform to gain insights, making it easy to strategize and manage complexities."

Built to be used by everyone involved in building a great product, from users to developers, leanGears makes it easy to manage product features effectively and reduce time to market for products. leanGears is also one of the startups, selected to attend the RISE 2017 tech conference in Hong Kong. The team will be demonstrating how the platform works at booth B125 in Beta exhibition area of the event on 11th July, 2017.

 [Click here to return to Contents](#)

CGTech enhances VERICUT's MachiningCloud Connection

13 July 2017

CGTech and MachiningCloud jointly announce a VERICUT enhancement in MachiningCloud whereby VERICUT customers can import cutting parameters from cutting tool manufacturers from within MachiningCloud directly into VERICUT.

VERICUT CNC machine simulation, verification and optimization software detects CNC programming errors as well as potential collisions from the same NC code that drives the CNC machine. MachiningCloud is a product data provider for world-leading cutting tool manufacturers, CNC machines and workholding.

After defining a tooling package on the MachiningCloud and directly downloading all the tool assemblies within the package into VERICUT, customers can now obtain the cutting parameters of the tool to verify that the tool was programmed correctly.

The process is simple: 1) Build a MachiningCloud job containing your tool assemblies; 2) Export the job downloading it to your local computer; 3) from within VERICUT click once to import all the tools from the job. In this step, 3D geometry representing the cutting tool assembly is imported into VERICUT along with the cutting parameters for that tool; 4) Simulate using your tool assemblies just created in the MachiningCloud.

"This enhancement in the VERICUT MachiningCloud connection will further help the simulation process by bringing the cutting tool manufacturers knowledge into VERICUT", says Christophe Rogazy, Director of Product Management for MachiningCloud.

"The importing of the tool's cutting parameters with the 3D tool geometry into VERICUT will allow the user to take advantage of other verification checks our software offers to further improve their programs. These tool cutting parameters can also be used in VERICUT's Force and OptiPath modules to better optimize the CNC program", said Jeff Voegelé, VERICUT Product Specialist, CGTech.

 [Click here to return to Contents](#)

Hexagon Manufacturing Intelligence Releases PC-DMIS 2017 R2

11 July 2017

CIMdata PLM Industry Summary

Hexagon Manufacturing Intelligence today launched PC-DMIS 2017 R2, the latest edition of the popular measurement software. This is the second of two major releases scheduled for PC-DMIS in 2017, with continued service pack updates to ensure maximum reliability of the platform.

PC-DMIS 2017 R2 introduces Slideshow for INSPECT software, allowing users to create unlimited customisable layouts with inspection results populated during measurement. INSPECT software was first introduced with PC-DMIS 2017 R1 in January 2017 as a simple front-end for PC-DMIS Measurement Routines. The optional Slideshow tab (additional licence required), can display multiple slides of dimensional and informational labels whenever users execute a measurement routine. The native mesh resolution is improved from import to visualisation. PC-DMIS 2017 R2 makes it easier to apply a colour map to the mesh data object and create annotation points, align mesh data objects to the CAD model or align a mesh to another mesh object. The Vision Live View now displays which features have already been programmed without the need to swap to CAD view, and also offers an integrated focus graph.

PC-DMIS 2017 R2 improves the efficiency of vision features by reducing rechecks caused by contamination. The outlier filter has been improved to better handle noise on small arc segments and at the end points of a line, requiring less manual analysis and rechecks from the programmer. New AICON Optical Scanner support allows for seamless automation of sensor acquisition and PC-DMIS measurement and analysis. CAM models from Vero Software's VISI can now be directly imported into PC-DMIS, complete with identified 'Control Points' that can be automatically converted to measurements. CAD file import is now multi-processor aware, providing faster importing and better experience overall.

Also, a new Virtual Machine dialogue is now organised in the tree view arrangement for easier machine selection, with an added Table Only category so programming can be completed even when the exact machine is not known. And a new CAD toolbar puts all the tools needed for CAD import and GD&T Selection in one place.

"PC-DMIS 2017 R2 offers overall workflow improvements across all areas of the product and continues the measurable trends towards greater product stability while improving user experience." states Ken Woodbine, Product Line Manager for Metrology Software at Hexagon Manufacturing Intelligence. "By refining the user experience and tools that eliminate complexity for naturally complex tasks, PC-DMIS 2017 R2 removes friction in the key activities of creation, validation, execution and analysis of measurement routines and their results."

Other notable improvements for PC-DMIS 2017 R2 include: CREO Direct CAD Interface, 4-axis scanning, LSP-S2 Scan+ support, machine dialogue capabilities, HP-THD Probe support, New SolidEdge CAD Translator, QuickScan support for laser probes, accuracy using HP-S-X5 HD with long extensions, continued user interface refinement and so much more.

PC-DMIS 2017 R2 is available to download immediately.

 [Click here to return to Contents](#)

CIMdata PLM Industry Summary

Infor Announces Coleman AI Platform

11 July 2017

Infor today announced Coleman(TM), an enterprise-grade, industry-specific AI platform for Infor CloudSuite(TM) applications.

A pervasive platform that operates below an application's surface, Coleman mines data and uses powerful machine learning to improve processes such as inventory management, transportation routing, and predictive maintenance; Coleman also provides AI-driven recommendations and advice to enable users to make smarter business decisions more quickly.

In addition, Coleman acts as a smart AI partner, augmenting the user's work. Coleman uses natural language processing and image recognition to chat, hear, talk, and recognize images to help people use technology more efficiently.

Coleman develops a conversational relationship with the user which can be rendered in Infor Ming.le™, a social collaboration platform, or a synthetic conversational user interface. User efficiency is increased as studies show humans are able to speak and hear 3-4 times as many words per minute as they can type. Processing the vast data in Infor CloudSuite, Coleman automates search and gather functions, which can take up 20 percent of a user's work week, significantly increasing productivity.

"Infor spent many years automating processes that followed clear rules, such as accounting and manufacturing processes. We are now leveraging machine learning and our access to large amounts of data to assist users with less structured processes such as complex decisions, conversations, and predictions," said Charles Phillips, CEO of Infor.

Coleman helps optimize human work potential in four ways:

- It's conversational - interactions are more efficient and natural, and offer a better user experience
- Augmentation - serves as a partner to amplify one's work
- Automation - manages low value tasks like repetitive tasks to enable the user to focus on more valuable work
- Advise - provides intelligent insights to help the user make decisions

"Coleman is so powerful because it takes the mission-critical business data from Infor CloudSuite, coupled with the supplier, logistics, and finance data from the GT Nexus Commerce Network, and analyzes it with the computing power of a hyper scale public cloud," said Duncan Angove, President of Infor.

Some examples of what a user could ask Coleman:

- "Coleman, what is the accounts receivable balance for ACME Corp?"
- "Coleman, what's the next best offer for this customer?"
- "Coleman, who is the sales rep on the ABC Labs account?"
- "Coleman, what price should I charge for a hotel room?"
- "Coleman, what are sales by month for the NW region this year?"
- "Coleman, how much PTO do I have left?"
- "Coleman, create a requisition for item 4321"
- "Coleman, approve the promotion for Nurse Jones"

CIMdata PLM Industry Summary

Elements of Coleman are available today, such as predictive inventory management for healthcare, price optimization management for hospitality, and forecasting, assortment planning, and promotion management for retail. Over the next year Infor is expected to introduce Coleman to Infor CloudSuite industry suites.

"Coleman" honors STEM pioneer

The name "Coleman" was chosen to honor Katherine Coleman Johnson, a physicist and mathematician whose critical calculations helped man reach the moon. Mrs. Johnson excelled at math and science from a young age, overcoming the obstacles of segregation to become an essential figure in the United States Space Program. Mrs. Johnson, whose story was depicted in the 2016 film *Hidden Figures*, is a recipient of the Presidential Medal of Freedom. She has a passion for STEM (science, technology, engineering, math), and is an inspiration for generations of engineers and scientists.

In a statement, the family of Katherine Johnson said, "We are excited and honored that Infor would choose our Matriarch to help them represent innovation, analytical might, and a continued push for excellence. She symbolizes for many a beacon of resilience, a source of courage, and a promise of what's possible. For Katherine Coleman Johnson, the value is in knowledge shared, not in what is known."

 [Click here to return to Contents](#)

Light product: CAD/ERP LINK for SOLIDWORKS

3 July 2017

PDM technology is excited to introduce our latest product development: CAD/ERP LINK – a distinct product that enables CAD and ERP users to join forces by working together in a unified solution.

The functionalities of CAD/ERP LINK have been an important part of the core product, BLUESTAR PLM, for over a decade. We saw the need for a light-weight solution which is easy to implement and that eases the implementation and installation of BLUESTAR PLM later on, in line with company growth. CAD/ERP LINK is ready-to-go after a quick and easy installation, and features short and to-the point training sessions.

SOLIDWORKS CAD/ERP LINK is an easy-to-use data integration system available for Microsoft Dynamics 365 for Finance and Operations & Dynamics AX (ERP) and the SOLIDWORKS CAD system.

SOLIDWORKS is a leading 3D CAD system with more than two million engineers and designers.

MICROSOFT DYNAMICS 365 FOR FINANCE AND OPERATIONS is a Microsoft enterprise resource planning (ERP) system for medium to large organisations. The software, part of the Dynamics 365 product line. (D365fO)

By providing a real-time link between users' SOLIDWORKS and Microsoft Dynamics systems, CAD/ERP LINK virtually eliminates manual data entry. This mitigates errors and discrepancies in your data, thereby saving you time, reducing costs, and increasing productivity.

CAD/ERP LINK enables SOLIDWORKS users to seamlessly share their design documents and data with downstream ERP users who need it for purchasing, manufacturing, and other related activities. In return, SOLIDWORKS users are granted access to valuable transaction data from ERP, such as prices, on-hand quantities, and lead times. Through this access, logistical considerations, such as price, quality

and operational experience, are easily incorporated into product designs.

This bi-directional exchange of information rids the organization of redundant data entry and fragmented data, while simultaneously strengthening data integrity. Integrating the design department with the rest of the organization improves collaboration, increases productivity, and accelerates the design to manufacturing process.

 [Click here to return to Contents](#)

Manufacturing Optimization Software Provider Plataine Launches the Next Generation of its IoT and AI-based material and Asset Tracker V4.0

13 July 2017

Industrial IoT software firm Plataine launches the latest version of its Material and Asset Tracker software. Plataine has built on its market-leading success, using customer feedback, to design a cutting-edge manufacturing optimization software delivering unprecedented outcomes in material & tool utilization, productivity, throughput and quality.

Version 4.0's innovative microservices architecture structures the software as a suite of modular services, with each module supporting a specific business goal. The system uses Amazon's robust Web Services platform and benefits from Amazon's full suite of cloud services and strong security infrastructure. Both Plataine and AWS offer FedRAMP and ITAR compliant solutions that meet regulatory requirements of government and defense projects.

The new release offers expanded support for the entire manufacturing supply chain, where OEMs and suppliers can collaborate on a single platform for integrated visibility of manufacturing status and traceability.

As part of the new version 4.0, new – groundbreaking - analytical algorithms have been introduced to the system, analyzing large-scale databases and driving alerts and recommendations.

“We are proud to launch our most advanced software to date. MAT 4.0 will radically improve the throughput, material utilization, productivity and quality control allowing advanced manufacturers to step into the Digital Factory era”, Says Avner Ben-Bassat, CEO and President of Plataine. “With vast experience and successful IIoT deployments, Plataine has now further raised the bar for implementing Industrial IoT and Digital Manufacturing.”

 [Click here to return to Contents](#)

OpenText Launches New AI Platform to Enable Business Insight

11 July 2017

OpenText™ announced the availability of OpenText Magellan, the company's new Artificial Intelligence (AI) platform. OpenText Magellan is a flexible AI and analytics platform that combines open source machine learning with advanced analysis and the capabilities to acquire, merge, manage and analyze Big Data and Big Content. Unveiled and demonstrated at OpenText Enterprise World 2017, Magellan's cognitive computing platform offers users machine-assisted decision making, automation, and business optimization, in an easy to use and affordable package.

OpenText Magellan is a cost-effective solution built on a cohesive, highly scalable infrastructure equipped for handling massive amounts of structured and unstructured data. Powered by OpenText

CIMdata PLM Industry Summary

Analytics, and Apache Spark, OpenText Magellan integrates across any EIM architecture to dramatically reduce the time, effort and expertise required to leverage the value of advanced analytics in decision making and task automation.

Mark J. Barrenechea, OpenText CEO and CTO, said, “Enterprises have created vast data lakes of information over the last decade, and OpenText Magellan helps to organize that information and unlock its value. As automation advances at incredible rates and enterprise data grows larger, OpenText Magellan brings the power of analytics, algorithms and statistical models to organizations around the world for advanced decision making and better business insight. With OpenText Magellan, we are moving towards a more open, scalable and affordable future for AI. OpenText is committed to ensuring AI is designed into its offerings from day one.”

Nick Patience, Founder & Research VP, 451 Research, said “Data is the feedstock of AI, and unstructured data in particular, is where the hidden insights lie; insights into customer intent, employee behavior, partner’s contractual obligations and litigants’ evidence. The ability to ingest, analyze and understand vast quantities of data – combining structured with unstructured – is now possible using AI-driven platforms and applications. Companies that understand this will gain advantages over those that don’t and equip themselves for the AI-driven economy.”

The solution is designed for multiple use cases enabling customers to:

- Leverage Machine Learning to unlock the value of EIM data by analyzing customers, trading partners, employees, orders, invoices, cases, documents and other data managed in these systems.
- Deliver value from AI faster and cost-effectively by deploying a cohesive platform with pre-integrated components to minimize the effort and expertise required to go live.
- Democratize access to AI by empowering data scientists to create custom algorithms for use by business analysts and operational users.
- Utilize an open-source, Apache Spark-based platform to automatically derive the most current and complete insights from Big Data and EIM Content to achieve optimal outcomes.
- Augment applications automatically with fast, self-service analytics, empowering business users to delve deep into massive amounts of data and derive actionable insight.

OpenText Magellan is part of the OpenText EIM portfolio, enabling organizations to discover and manage information to spur growth and innovation and decrease time to competitive advantage. The platform consists of comprehensive and integrated product solutions including Content Suite, Process Suite, Experience Suite, Analytics Suite, Discovery Suite and Business Network. OpenText’s EIM solutions are available for deployment on premise, in the cloud, and in hybrid deployments.

 [Click here to return to Contents](#)

PBScloud.io: Altair simplifies access to cloud HPC

11 July 2017

Altair is excited to announce the availability of PBScloud.io, its latest appliance solution to enable and expand cloud computing for organizations. PBScloud.io allows users to model, build and run High Performance Computing (HPC) appliances on both public and private clouds, as well as bare-metal

infrastructures.

“PBScloud.io is the most intuitive solution to build and run HPC appliances on the cloud while enabling users to bring any third party applications using the bring your own license (BYOL) model,” said Sam Mahalingam, Chief Technical Officer at Altair. “It is a perfect illustration of Altair’s continued commitment to providing its customers with powerful ways to leverage HPC in the cloud in order to realize their innovation potential.”

Key Features in PBScloud.io include:

- **Multi-Cloud Management:** Users are free to use more than one cloud provider and can deploy PBScloud.io on a public cloud, private cloud and bare-metal.
- **Security & Governance:** PBScloud.io offers secured set up and the ability to customize security policies.
- **Lifecycle Management:** PBScloud.io is packed with enterprise features, including appliance lifecycle management, which allows users to create, deploy and then remove appliances.
- **Easy Deployment:** With PBScloud.io you can deploy complex infrastructures in minutes without access to any other tools.

“Our mission is to bring together all modern automation tools to make HPC in the cloud easier,” said Jérémie Bourdoncle, Product Manager of PBScloud.io. “With PBScloud.io, we liberate HPC administrators from complex and time-consuming deployment tasks and let them focus on what matters: innovation.”

 [Click here to return to Contents](#)

PZFlex 2017 Streamlines Device Optimization

11 July 2017

PZFlex® LLC announces PZFlex 2017, the latest release of the market-leading piezoelectric and ultrasound simulation and optimization toolset. PZFlex 2017 is the first choice of engineers designing piezoelectric devices like MEMS fingerprint sensors, FBARs and SAWs for RF Filters, medical imaging systems using PMUTs and CMUTs, 4D-imaging sensor heads and high-intensity focused ultrasound transducers. Like previous generations of PZFlex, the 2017 release is built around the same trusted time-domain solver with fully coupled mechanical, piezoelectric and thermal physics. However, this is where the similarities stop.

The 2017 release includes a modernized UI with a ribbon displaying the most useful PZFlex commands and an upgraded workflow featuring the powerful new Designer Mode.

Designer Mode is a 3D modeling environment which allows device designers to directly import 2D and 3D CAD, set up simulation parameters using point-and-click in 3D, and observe real-time 3D simulation data during simulations. The classic Analyst Mode also received an UI refresh with a modern IDE, data manager, text editor with embedded syntax detection, and document map.

Post-processing tools like Bode Plots, S-Parameter Plots, and many other useful visualization tools are also included so that engineers can focus on design enhancements, not plotting data.

Optimization capabilities are enhanced using the FlexConnect® for Matlab which allows engineers to combine the powerful solver capabilities of PZFlex with the optimization tools within Matlab. With

CIMdata PLM Industry Summary

FlexConnect and Matlab, engineers can rapidly optimize extremely large designs using algorithms like Nelder-Mead or Genetic Algorithms (GA).

PZFlex has also refined its pricing model to bring advanced simulation and optimization capabilities to a broader segment of the market. The new model includes Annual and Quarterly licenses that lower the cost barrier for small businesses, universities, and startups.

Come join the PZFlex team at Semicon West in San Francisco, Booth 7029, West Hall, Level 1. The team will be providing demos and detailed PZFlex updates.

 [Click here to return to Contents](#)

Robin Systems Unveils New Community and Developer Editions of the Robin Cloud Platform for Automated, Cost-Effective Database-as-a-Service and Big Data-as-a-Service

13 July 2017

Robin Systems, a company that enables enterprise digital transformation, today announced the availability of its new Community and Developer Editions on Amazon Web Services (AWS).

These editions, much like Robin's established and powerful Enterprise Edition, are also leveraging modern container-based technology to enable legacy as well as modern applications to drive infrastructure in an agile and performant way. What was previously difficult and time consuming is now easy and efficient. Using the Community and Developer Editions of Robin Cloud Platform, the deployment and management of distributed and clustered data applications (like Big Data and NoSQL Databases) become a breeze.

Robin Cloud Platform – Community Edition (CE) can be run in up to five nodes (leveraging virtual or physical servers) with no limit on the nodes' specifications. RCP CE helps teams running in the cloud who seek the agility and simplicity of running Big Data pipelines, as well as distributed NoSQL Databases, offering the ability to automate DevOps and DBA tasks. It helps DevOps teams go to market three times faster and take advantage of one-click self-service lifecycle management while keeping costs low.

Robin Cloud Platform – Developer Edition (DE) can be run in one node (leveraging virtual or physical servers) with no limit on the node's hardware specifications. This edition helps developers who are prototyping or testing conceptual designs of complex Big Data, NoSQL and other complex composable applications architectures. It arms developers with the ability to rapidly deploy their favorite products and also be able to snapshot and revert changes at will, thus enabling more freedom and experimentation.

“Robin's new Community and Developer Editions of RCP allow us to provide even greater flexibility to IT organizations who want a solution that can easily scale with their business needs,” said Premal Buch, CEO of Robin Systems. “The Community and Developer Editions of Robin Cloud Platform make it easier than ever for a wide range of IT and DevOps organizations to reduce capital and operating expenditures, especially since they do not require any additional IT resources.”

“By making the Community and Developer Editions of RCP available, Robin Systems extends self-service, high availability and elasticity to a broader base of users and deployments,” said Jay Lyman, principal analyst at 451 Research. “These new editions may also help organizations to address the challenges of big data technologies and applications, increasing the ability to aggregate compute and storage resources across nodes.”

“The promise of rapid development can be challenging to achieve without the proper tools,” said Dan Kusnetzky, founder of the Kusnetzky Group LLC and contributing editor to Virtualization and Cloud Review. “Robin Cloud Platform, including both the Community and Developer Editions, are designed to help IT and DevOps administrators deploy applications that perform well, are highly agile, and still are reliable and manageable in a cloud environment. Robin Cloud Platform clearly is designed to address challenges presented by relying solely on virtual machine technology by making it easy to use operating system virtualization and partitioning, another processing virtualization technology.”

More About Robin Cloud Platform

Based on container technology, Robin brings application virtualization benefits to distributed, clustered and stateful enterprise applications such as databases and Big Data clusters, enabling high-performance workload consolidation with the agility and flexibility previously available only to micro applications.

 [Click here to return to Contents](#)

SAP Launches New IoT Solutions at SAP Leonardo Live

11 July 2017

SAP launched several new Internet of Things (IoT) solutions at SAP Leonardo Live, its global summit being held July 11–12 in Frankfurt, Germany, to showcase the latest technology and use cases for innovation, including the IoT.

Part of the SAP Leonardo digital innovation system, these IoT solutions take advantage of advances in Big Data and analytics, the ability to connect people, things and business with SAP Cloud Platform, and technologies such as machine learning to enable IoT and Industry 4.0 strategies across digital logistics, manufacturing and asset management.

The new solutions include:

- SAP Leonardo IoT Bridge, a configurable role-based digital command center giving operations managers unprecedented visibility and ability to act in real time
- SAP Global Track and Trace, a cloud-based offering for unified, end-to-end tracking, monitoring and reporting of objects and business processes across supply chain networks
- SAP Edge Services to bring compute, storage and business semantics via the cloud to where intelligent devices reside outside of the data center, for near real-time and deterministic performance of business processes
- SAP Digital Manufacturing Insights, a centralized, cloud-based manufacturing performance management solution that provides comprehensive visibility into manufacturing that enables process optimization
- SAP Asset Manager, a cloud-based mobile app for managing asset health, inventory, maintenance and safety

“Less than one year ago, we [announced our commitment](#) to invest and grow our IoT business,” said Dr. Tanja Rueckert, president, IoT and Digital Supply Chain, SAP. “With SAP Leonardo as our digital innovation system, our new solutions and the many customers and partners demonstrating real-life use cases with us at SAP Leonardo Live, we are defining the path to digital transformation with innovation that can scale across the entire organization.”

Digital Logistics with SAP Leonardo: Visibility, Insight and Impact

SAP Leonardo IoT Bridge is a live operations center that converges, correlates and contextualizes IoT sensor data with business processes and both structured and unstructured data. SAP Global Track and Trace provides modeling of tracked business processes, is designed to share data among the partners in the supply network, and is built on a Big Data architecture for high volume and throughput.

Together, the solutions are intended to integrate with SAP's industry-leading portfolio to enable new scenarios such as outbound logistics. Using delivery, shipment, handling unit and vehicle number unit data from SAP Global Track and Trace, combined with information from [SAP Connected Goods](#) software such as pallet and container sensor data, and information on transport location from the SAP Vehicle Insights application and purchase order data from SAP S/4HANA software in core enterprise systems, SAP Leonardo IoT Bridge can provide cross-process, cross-system visibility enterprise-wide so that command center and operations leads can know exactly where a shipment is in transit, what is in the shipment, and the condition and performance of the vehicle.

SAP is co-innovating on digital logistics with leading companies around the globe, including The Bosch Group, a leading global supplier of technology and services with roughly 390,000 associates worldwide. Bosch and SAP are collaborating on scenarios for delivery track and trace, exploring cloud-to-cloud integration with Bosch IoT Cloud.

“By using sensors, we digitalize logistics,” said Matthias Huelsmann, vice president of connected logistics at Bosch. “In particular, we provide data services based on real-time location, auto-ID and condition data such as temperature and shock. This creates more transparency and new value-added services. In doing so jointly with SAP, we help transform our customers' supply chains even faster.”

Digital Manufacturing, Industry 4.0 with Intelligent Processing at the Edge

Using the container infrastructure of SAP Cloud Platform IoT services, SAP Edge Services are intended to seamlessly work with other line-of-business solutions such as [SAP Digital Manufacturing Insights](#). Providing cloud-based, multitier analytics for full visibility into manufacturing on multiple levels, SAP Digital Manufacturing Insights is seamlessly and securely connected to the shop floor. This provides high-fidelity information overlaid with business data to enable effective decision making. Together, digital manufacturing and IoT solutions from SAP enable cohesive management of operations and effective Industry 4.0 strategies.

IoT-Enabled Asset Management

A result of SAP's partnership with Apple, SAP Asset Manager supports highly skilled professionals by mobilizing key asset management processes. The enterprise-grade mobile app provides the ease of use of consumer apps and a delightful user experience available through the SAP Fiori for iOS design language.

SAP intends for it to connect with digital solutions that leverage SAP Leonardo IoT capabilities, such as SAP Asset Intelligence Network and SAP Predictive Maintenance and Service, to further optimize asset management, mobile worker productivity and interoperability with the vast IoT ecosystem and developer network.

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Siemens' STAR-CCM+ Software Completes ASME NQA-1 Compliance

11 July 2017

Siemens' STAR-CCM+® software has achieved ASME Nuclear Quality Assurance-1 compliance. The addition of NQA-1 compliance in the rigorous ASME QA certification program ensures the code meets industry-standard requirements for nuclear industry customers in support of safety-related applications. STAR-CCM+ is developed by Siemens' product lifecycle management (PLM) software business and is part of the company's Simcenter™ portfolio of simulation solutions.

"For years, STAR-CCM+ has been an important tool used by Sargent & Lundy to obtain engineering insights to help meet our clients' needs in the nuclear and fossil power generation industry as cost-effectively as possible," said Dan Ludovisi, Project Associate at Sargent & Lundy LLC. "The NQA-1 compliance provides further assurance that our project teams can efficiently deliver high quality services consistent with the requirements and expectations of our customers."

Due to the fact that STAR-CCM+ is considered one of the leading multiphysics analysis tools for nuclear applications, its NQA-1 compliance is a noteworthy addition for users performing analysis in this industry. Existing STAR-CCM+ customers will benefit from its NQA-1 compliant quality program for ongoing projects, while new customers can now use CFD as one of their preferred tools for nuclear-related applications.

"The addition of an NQA-1 compliance program for STAR-CCM+ builds on the code's foundation and allows for expanded usage not just for nuclear applications, but can also support other energy and power-related activities," said Jim Ryan, Industry Manager, Energy & Power at Siemens PLM Software. "We have been steadfast in our quality process, and the addition of our NQA-1 quality program is just the latest example. As we continue pursuing growth opportunities in the nuclear sector, this is expected to give current and future customers confidence they will meet their safety standards and requirements."

 [Click here to return to Contents](#)