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## CIMdata News

### *CIMdata Announces Collaborative Research on Cloud PLM*

23 February 2017

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

The initial research program will focus on the collaborative Product Definition management (cPDM) segment of PLM, defined by CIMdata as, the category of data and process management solutions at the core of most industrial PLM implementations. In 2015, CIMdata estimated the cPDM segment at over US\$5.4 billion, up more than 9.1% over 2014, in constant currencies. At present, a small portion of this estimate is cloud-based, but the segment is poised to grow significantly in the next few years and this research program will help CIMdata and the broader PLM Economy understand this market evolution.

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

The research program includes several elements, including an initial Webinar highlighting the key issues. The Webinar will also introduce a global survey to learn more about industrial organization cloud adoption processes and status. Interviews with thought leaders from Sponsors and their lead customers will be published on the CIMdata.com blog and actively promoted on social channels by all participants to encourage broader discussion on the topic and to promote survey participation. In addition to materials developed with the Sponsors, CIMdata will also publish the results more broadly for use by members of the PLM Economy.

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

Those interested in learning more can get involved by signing up for the complimentary webinar, "The State of PLM on the Cloud." The webinar will take place on March 16, 2017 at 11:00 a.m. (EST) and will last for one hour. During the Webinar, CIMdata will frame the problem, talk about the state of PLM offerings on the cloud, and discuss the drivers for and the impediments to cloud-based PLM implementation.

To find out more visit the CIMdata website at <http://www.cimdata.com/en/education/educational-webinars/webinar-the-state-of-plm-on-the-cloud>. To register for the webinar visit <https://attendee.gotowebinar.com/register/5242515802309468161>.

### **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

# CIMdata PLM Industry Summary

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Product Lifecycle Management (PLM) solutions. Since its founding in 1983, CIMdata has delivered world-class knowledge, expertise, and best-practice methods on PLM solutions. These solutions incorporate both business processes and a wide-ranging set of PLM-enabling technologies.

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

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## ***CIMdata Publishes “Keys to Capital Project Success for EPCs and Owner-Operators”***

21 February 2017

CIMdata, Inc., the leading global PLM strategic consulting and research firm released a new eBook focused on strategies and technologies to reduce risk and improve business outcomes for capital projects in the oil and gas, chemical, and power industries.

Engineering Procurement & Construction (EPC) firms and owner-operators alike face challenges complying with project schedules and budgets as project complexity continues to increase. Incomplete integration among multi-disciplinary design teams and with project management processes results in problems surfacing late in project execution.

This eBook presents CIMdata's perspective on the use of open standards, notably ISO 15926, to improve interoperability, and the application of integrated project execution and integration construction planning techniques to improve project efficiency. This perspective is augmented with examples provided by Dassault Systèmes and its customers.

According to Mr. Ed Martin, CIMdata's AEC & Manufacturing Convergence Practice Director, “Capital projects in the oil and gas, chemical, and power industries are among the most complex and expensive projects in the world. Studies have shown that 90% of megaprojects experience cost overruns, and project schedule delays are equally common. Connecting multi-disciplinary project teams to an integrated information platform enables much greater collaboration and real-time transparency. This integration can lead to dramatic improvements in project outcomes, with lower risk and greater accountability.”

To read more about this important resource, please download and read the complete eBook at [www.CIMdata.com](http://www.CIMdata.com).

### **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.

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

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## ***Enterprise Product Record: Oracle's Digital Thread (Commentary)***

23 February 2017

*Key takeaways:*

- *Oracle Corporation is fully committed to the cloud, and is generating strong growth and an increasing percentage of total revenues from the cloud*
- *Oracle PLM Cloud is evolving rapidly to fully enable the enterprise product record, demonstrating Oracle's growing support for a "digital thread"*
- *The Applications Unlimited philosophy informs their product development strategy and plans, and provides flexibility for customers to move to the cloud when they are ready*
- *Oracle is extending their portfolio to support both the Internet of Things (IoT) and advanced analytics, key elements of Industry 4.0 and digitalization*

CIMdata attended the Oracle Modern Supply Chain Experience 2016 in San Jose, California on February 13-15, 2017. The Oracle Modern Supply Chain Experience is a business meeting focused on market influencers and decision makers with presentations by Oracle, customers, and selected partners. Over 3,000 people attended from around the world.

Oracle's investments and acquisitions clearly signal their commitment to the cloud. Their cloud results are an increasing percentage of their total revenues, as seen in their recent earnings announcement, trumpeted as their first quarter over US\$1 billion in cloud revenues.<sup>1</sup> In their fiscal 2017 Q3, Oracle's cloud revenue increased 81% in US\$ year-over-year (YoY) and is now about 10% of Oracle's total revenue. (Some points of reference: SAP's cloud revenue for calendar year 2016 was about €3 billion<sup>2</sup> of €22.07 total revenue, or 13.6%; Salesforce's 2016 revenue was US\$6.67 billion, all cloud-based.<sup>3</sup>)

Given this strategic shift, the question for Oracle is when its full PLM functionality will be available on the cloud. Based on the discussion at the event, the answer is increasingly "now." Oracle's vision has always been broad, covering not only development, but extending to the entire value chain.

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<sup>1</sup> <http://investor.oracle.com/financial-news/financial-news-details/2016/Q2-SAAS-AND-PAAS-CLOUD-REVENUES-UP-81-AND-UP-89-IN-NON-GAAP-CONSTANT-CURRENCY/default.aspx>

<sup>2</sup> [http://www.sap.com/docs/download/investors/2016/sap-2016-q4\\_presentation.pdf](http://www.sap.com/docs/download/investors/2016/sap-2016-q4_presentation.pdf)

<sup>3</sup> <http://investor.salesforce.com/about-us/investor/investor-news/investor-news-details/2016/Salesforce-Announces-Fiscal-2016-Fourth-Quarter-and-Full-Year-Results/default.aspx>

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Figure 1 highlights their support for front-end innovation through the commercialization process. In

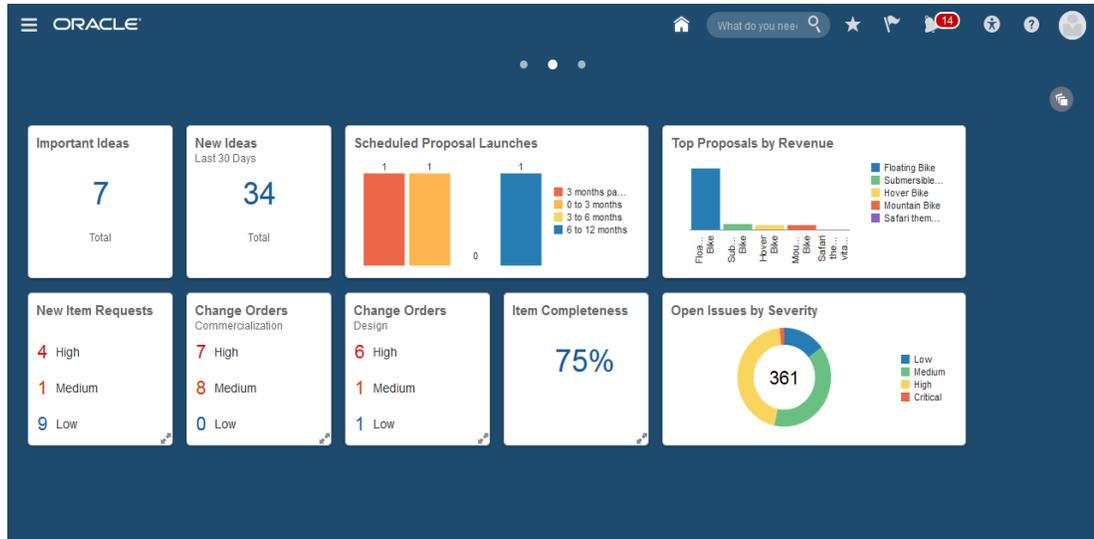


**Figure 1—Oracle Offers Integrated Solutions that Span from Innovation to Commercialization**

fact, the company’s first cloud solutions addressed the bookends of this cycle, with Oracle Innovation Management Cloud and Oracle Product Hub Cloud bracketing the “Develop” segment of Figure 1. Historically Oracle supported “Develop” with Oracle Agile PLM, and still does. The solution is alive and well and Oracle is delivering on its roadmap, as delineated in their Applications Unlimited pledge. This philosophy also informs their PLM migration strategy. On-premise Agile PLM customers can stay there as long as they like, and move to the cloud when it makes sense for them. Of course, Oracle makes it enticing to move by putting new features and enhanced support for their enterprise product record vision in their cloud offerings. At the same time, Oracle Product Development Cloud, described as having a somewhat different user interface than Product Hub Cloud but using the same data model, is the solution that Oracle continues to expand to cover (and exceed) the use cases needed for Oracle Agile PLM implementations. For example, their R12 release added document management; while both R12 and R13 include quality management enhancements. Oracle is also adopting a tile-based, key process indicator (KPI) based user interface, helping users quickly identify issues and drill down as necessary, as shown in Figure 2. Mr. John Kelley, Oracle VP PLM Products, spoke about internal customer surveys showing that 33% of customers were considering (or were already on) the cloud last year. The figure this year is 51%. Sales cycles can be very long in PLM, but the strong intent is a great sign.

The advent of smart, connected products is pushing Oracle to respond to cover a much broader value chain. They have existing strengths in manufacturing with the Oracle E-Business suite and service lifecycle management (SLM) applications like enterprise asset management (EAM) and field services from their 2014 acquisition of TOA Technologies.

# CIMdata PLM Industry Summary



**Figure 2—KPIs in Focus in Tile-Based UI**

The Oracle Modern Supply Chain Experience included sessions on their new Oracle IoT applications for asset monitoring, production monitoring, fleet monitoring, and the connected worker. These applications are all built on a common platform—the IoT cloud service they launched last year.<sup>4</sup> Oracle stated that these solutions are available as both Platform-as-a-Service (PaaS) and Software-as-a-Service (SaaS). These solutions are part of Oracle’s support for their “digital twin,” which they described as including:

- The Virtual Twin—a device virtualization, a software representation of an asset
- The Predictive Twin—a predictive model of the asset that helps model future state and asset behaviors
- Twin Projections—projects the asset’s state and any predictive insights back into business applications; of course, business applications are a huge strength for Oracle against most other PLM competitors

The presentation highlighted the seamless environment claimed for the Oracle-native applications, but upon further questioning they also claimed support for more heterogeneous IoT solution environments using the Oracle Integration Cloud Service. CIMdata applauds this move, and is looking forward to seeing how Oracle’s PLM customers leverage these capabilities. Oracle is also investing in advanced analytics and machine learning, claiming to be taking a different approach from other competitors like SAP and IBM in their “Adaptive Intelligent Apps” that are intended to “Turn Big Data into Better Decisions.” This area is vital for leveraging the seas of structured and unstructured data from enterprise systems, sensors, the social Web, and other sources. Some claim that data is the new oil, and all serious competitors will need significant “refinery” capacity to use it effectively.

This commentary only scratches the surface of the event content, and the portfolio offered by Oracle and the many partners on the show floor. Based on the information provided at the event, Oracle has made significant progress toward their long-term PLM vision in the last year, and the expansion areas in IoT and analytics, among many others, look good and are essential for thriving in a world of smart,

<sup>4</sup> <http://www.prnewswire.com/news-releases/oracle-unveils-its-next-generation-cloud-strategy-intelligent-applications-300329912.html>

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connected products. With 51% of Oracle's PLM customers looking at the cloud, or already there, the forecast is indeed bright for this next generation of cloud-based PLM offerings. CIMdata looks forward to hearing compelling customer implementation stories at next year's event.

## About CIMdata

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## ***Mind the Gap: The Unfulfilled Promise of Digitalization in AEC***

1 February 2017

The Architecture, Engineering, and Construction (AEC) industry is a heavily design and fabrication centric industry, with many parallels to the manufacturing industry. However, in one regard the contrast between AEC and Manufacturing remains stark—the gap in digitalization between the two industries.

Several factors have contributed to this digital gap. AEC is a project-based industry, and it can be difficult to justify technology and process improvement investments on a project-by-project basis. The clear majority of value add in construction takes place on the jobsite, involving workers who may be more comfortable with drawings than digital tools. A convergence of technology, process, and organizational trends is promising to change this.

This topic will be covered in more detail at CIMdata's PLM Market & Industry Forum which will take place in Ann Arbor, Michigan, USA on March 30; Stuttgart, Germany on April 6, Bangalore, India on April 10; Beijing, China on April 14; and Tokyo, Japan on April 19.

To read the full blog post, [please click here](#).

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## Acquisitions

### ***Accenture Announces Intent to Acquire Digital Agency SinnerSchrader AG to Drive Expansion of Accenture Interactive in Germany***

20 February 2017

Accenture has announced its intent to acquire [SinnerSchrader AG](#), one of the leading digital agencies in Germany. The acquisition will strengthen and expand the capabilities of Accenture's digital agency, [Accenture Interactive](#), to provide customer experience services to clients in Germany. The two companies welcome the planned acquisition as a great opportunity for their clients and employees.

Accenture has agreed to purchase a 62% majority of SinnerSchrader shares from co-founder and CEO

# CIMdata PLM Industry Summary

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Matthias Schrader, CFO Thomas Dyckhoff, and other shareholders at EUR 9.00 per share. Accenture also announced its intention to launch a public tender offer to all remaining shareholders at the same price. This represents an attractive premium of 58% over the 12-month volume-weighted average share price and 31% over the 3-month volume-weighted average share price before announcement.

Additionally, Accenture and SinnerSchrader have signed an agreement outlining the relationship between SinnerSchrader and Accenture Interactive that aims to jointly develop digital transformation solutions through the combination of consulting, design and technology. Under the terms of the agreement, Matthias Schrader will retain his role as CEO of the company and, after a transition period, lead the joint digital agency business of Accenture Interactive in Germany, Austria and Switzerland. The SinnerSchrader leadership team is expected to expand the existing Accenture Interactive leadership team with additional expertise. The supervisory board of SinnerSchrader has approved this agreement.

SinnerSchrader is a full-service digital agency that specializes in developing and implementing digital products, services, and marketing solutions. It has approximately 500 employees in studios in Hamburg, Berlin, Frankfurt, Munich, Prague and Hanover. Its clients include Allianz, Audi, BMW, comdirect bank, ERGO, Telefonica, TUI, Unitymedia and VW.

With this acquisition, Accenture will take another major step in expanding its digital agency, Accenture Interactive, in Germany. The acquisition will strengthen Accenture Interactive's capabilities in customer experience design as well as development of digital strategies and mobile offerings, and deepen its eCommerce and content marketing offerings.

"The planned acquisition will benefit our clients and employees as well as our shareholders," said Matthias Schrader, co-founder and CEO of SinnerSchrader. "Linking our interdisciplinary culture spanning consulting, design and technology with the global organization, technology skills, and industry expertise of Accenture and Accenture Interactive will enable us to service our clients more broadly and on a global scale. Our talents will have access to new and exciting projects and career opportunities."

"Technology and consumer expectations are changing fast, challenging companies every day to create meaningful experiences for their customers," said Rainer Balensiefer, head of Accenture Interactive Germany, Austria and Switzerland. "This is an area where Matthias Schrader and his team have significant expertise and experience, which we will leverage to jointly drive our clients' digital businesses."

"SinnerSchrader' highly sought-after skills will go a long way in securing our position as one of the leading providers for digital transformation in Germany," said Frank Riemensperger, country managing director of Accenture Germany. "We are pleased to welcome the SinnerSchrader team and its distinctive digital agency culture."

The transaction is subject to customary closing conditions and is expected to close in the first half of CY 2017.

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## ***Atos Acquires zData***

19 February 2017

Atos expands its expertise in Big Data services with the acquisition of zData, a leader in Big Data consulting and solutions for both commercial and enterprise corporations. Atos has signed a share purchase agreement with zData, bringing a unique team of software engineers and data scientists to

# CIMdata PLM Industry Summary

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support its customers' digital transformation journey within all sectors.

This strategic acquisition brings a new level of scalability, reliability and performance giving enterprises all the benefits of open-source software framework Hadoop through the world's most advanced turnkey Hadoop solution for critical production workloads. The company is working with the industries best software providers for on-site and off-site consulting - from Greenplum to Hadoop and PIVOTAL HDB (HAWQ) expertise.

"We are pleased to welcome zData to the Atos team and look forward to offering our customers the right blueprint in their cloud application development needs leveraging zData's PIVOTAL Cloud Foundry experience," said Jerome Sandrini, Atos Vice President and Head of Big Data, North American Operations. "zData's Hadoop experts and Data scientists combined with Atos' cognitive solutions will enable Atos to accelerate the deployment of its Big Data and Atos Codex solutions in North America, further strengthening its ability to guide customers through their digital transformation journey."

zData's team of experts and innovative capabilities fully align to its Big Data and Atos Codex expansion strategy notably in the U.S. Atos Codex offers organizations fast and cost efficient means to exploit the value of their existing data combined with external data.

In this new landscape, the ability to derive insight from massive volumes of structured and unstructured data will be made possible by systems which are able to learn as they perform.

Atos Codex gives customers the techniques, tools and processes they need to make this business-changing step from Business Intelligence to agile analytics.

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## ***Renesas and Intersil Announce Final Regulatory Approval for Renesas' Acquisition of Intersil***

24 February 2017

Renesas Electronics Corporation and [Intersil Corporation](#) today announced that they received notification by the Committee on Foreign Investment in the United States on February 21, 2017 PST; February 22, 2017 JST that the investigation of the merger transaction under which Renesas will acquire Intersil is complete and that there are no unresolved national security concerns with respect to the transaction.

All necessary regulatory approvals for the acquisition have now been received and the merger is expected to close on February 24, 2017 PST, subject to customary closing deliveries. Intersil stockholders have previously voted to adopt the merger agreement and approve the transaction at a special meeting of stockholders held on December 8, 2016.

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## Company News

### ***Arena Solutions Honored In 2017 with its 2nd Consecutive Golden Mousetrap Award***

23 February 2017

Arena Solutions today announced that it has been awarded its second consecutive Golden Mousetrap Award from Design News. Winners were named at the annual awards ceremony held in conjunction

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with Pacific Design & Manufacturing event in Anaheim, Calif. on February 7, 2017. Now in its 16th year, the Golden Mousetrap Awards were created by Design News to acknowledge and recognize American people, companies, and technologies driving innovation in the industry.

Arena provides a comprehensive, cloud-based product development platform that unites all engineering, quality, and operations disciplines in the creation of innovative connected products. In the Fall of 2016, the company added [ALM \(application lifecycle management\) capabilities with Arena Verify](#), which provides requirements, issue, bug and hardware defect management in a holistic product development solution that offers a unique combination of PLM, ALM, supply chain collaboration and quality management (QMS).

"Arena pioneered cloud-based PLM, and, over the past two years, we've rapidly increased the breadth and capabilities of our interdisciplinary solution," said Kent Killmer, vice president of marketing at Arena Solutions. "Today, we offer an all-in-one product development platform that's delivered as a service. OEMs can gain complete control over their complex bill of materials, supply chain, quality and manufacturing. This recognition from Design News comes at a time when OEMs are working to integrate IoT functionality into their products and are searching for solutions like Arena's that are powerful enough to manage the development and manufacturing of complex products, yet still easy to use, affordable and capable of shrinking time to market."

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## ***Autodesk Expands Focus on IoT with Forge Fund Investment in Jumper.io***

22 February 2017

Autodesk is announcing its next Forge Fund investment in Israel-based start-up, Jumper Labs (online at [Jumper.io](#)). Jumper provides a platform that streamlines the process of developing and testing embedded software for Internet of Things (IoT) products.

The investment is part of Autodesk's continuing efforts to help manufacturers create smart products. It also demonstrates the company's ongoing commitment to IoT as a critical technology for the future of making things.

Jumper is helping democratize IoT product development for companies of all sizes. Currently, only the largest companies with big budgets have the ability to simulate and test IoT products in virtual environments. Jumper makes it easy to simulate how embedded software will perform prior to building physical prototypes. Jumper's software can help manufacturers develop IoT products more efficiently and go-to-market more quickly as a result of reduced R&D time, more rapid product prototype iterations and the ability to test ongoing product updates, including security patches.

Jumper plans to utilize the [Autodesk Forge Platform](#), including its cloud services, APIs and SDKs, so developers can quickly create the data, apps, experiences, and services that power the future of making things.

"I am thrilled to be part of Autodesk's growing ecosystem and excited for our company's continued collaboration," said Jonathan Seroussi, co-founder and CEO of Jumper. "This investment will allow us to focus on our mission of enabling companies to create, test and bring to market smart, connected products and systems."

In December 2015, Autodesk launched the Forge Fund, an investment fund of up to \$100 million, aimed at backing companies that develop innovative solutions or services on its Forge platform. Forge was

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launched to accelerate a cloud-connected ecosystem to power the future of making things.

The investment also reunites entrepreneur Jonathan Seroussi with Autodesk after his first company was acquired by Autodesk in 2009 to help the company advance development of its new generation of cloud software and services. Following the acquisition, Jonathan held a leadership role building Autodesk's Tel Aviv presence until his recent departure to focus on entrepreneurial initiatives and to co-found Jumper with CTO Dan Shemesh, a former Intel engineer, and serial entrepreneur Yaniv Nissenboim as VP of Product.

"Israel is a hotbed for innovation, and its startup community is leading breakthroughs in how IoT products are designed, tested and brought to market," said Scott Reese, vice president for cloud products at Autodesk. "Autodesk is committed to supporting early-stage companies that are pushing the envelope for digital manufacturing and IoT, as shown by our prior investment in IoT platform provider Seebo, and now Jumper for a complete and easy to use IoT design process."

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## ***Grundfos Develops Digital Twin Partnership with ANSYS***

22 February 2017

[Grundfos](#) is expanding its use of [ANSYS](#) simulation software that will enable it to harness the power of the Internet of Things to create complete digital twins. Grundfos will use digital twin technology to better serve its customers through improved product quality and performance, enhanced development productivity, optimized maintenance and reduced overall costs and risks associated with unplanned downtime.

Building on the existing relationship through ANSYS Elite channel partner, EDRMedeso, this new multi-year agreement provides Grundfos with broad access to ANSYS' premium engineering simulation software. As part of the agreement, Grundfos will have flexible license access and training as well as expert services to virtually model, simulate and test the manufacturer's innovative products, resulting in reduced time to market for new products.

Maintenance is critical in large pump applications where installations are difficult to access and service, and downtime can be extremely costly. Simulation is moving beyond its traditional use of digital prototyping into the operations phase of the product lifecycle. By tapping into ANSYS' industry-leading portfolio of engineering simulation software, Grundfos will use digital twin technology to analyze real-time operational data to provide better insight and faster decision making while maximizing machine efficiency. Grundfos will also analyze the performance of products in real-world operating conditions, make informed predictions about future performance and reduce the cost and risk of unplanned downtime.

"The development of digitalization is a key platform for our goals of growth for 2020," said Jakob Vernersen, senior manager, mechanics and materials, technology and innovation, Grundfos. "We are developing not only products that differentiate us in the market, but also compelling service offerings that take us beyond just pumps. For both of these objectives, simulation and our partnership with ANSYS will be vital."

ANSYS simulation will also provide Grundfos with detailed answers to complex maintenance challenges that will help them develop new service offerings to their customers.

"Digitalization is a macro trend that is becoming a reality as the digital and physical worlds converge

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and companies invest heavily in human machine interfaces, model based approaches and the Internet of Things. As the cost models for sensors, computing and communication infrastructure become ever more economical, the digital twin is poised to disrupt several industries," said Rob Harwood, global industry director, ANSYS. "From large plant operation and maintenance to automotive, aerospace and even consumer electronics, the combination of the Internet of Things with the unique insights provided by simulation enables the creation of a virtual, digital version of any product that creates an incredibly compelling platform for value added services on top of product development. First-mover advantage in this field will be critical and offers manufacturers the opportunity to deliver more value and establish deeper and more strategic relationships with their customers. Early adopters and pioneers, like Grundfos, have the opportunity to enjoy drastic growth opportunities."

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## ***Koch Completes Investment of More Than \$2 Billion in Infor***

21 February 2017

[Infor](#) today announced the completion of a previously announced investment of more than \$2 billion in the company by an affiliate of Koch Equity Development LLC ("KED"), the investment and acquisition subsidiary of Koch Industries, Inc. The investment is strong validation of Infor's strategy and growth - a journey fueled by product investment, innovation, and an entrepreneurial culture - and provides Infor access to additional capital to accelerate innovation, expand distribution, and continue disrupting the enterprise applications industry. Infor's existing shareholders include Golden Gate Capital, Summit Partners, and Management.

Learn more about Koch's investment in Infor:

- Read the initial [press release](#) from November
- Read Constellation Research CEO Ray Wang's [research note](#)

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## ***Omnify Software and SiliconExpert Form Technology Partnership***

21 February 2017

[Omnify Software](#), a provider of web-based Product Lifecycle Management (PLM) software for discrete manufacturers, today announces that it has formed a technology partnership with [SiliconExpert](#), an electronics industry leader in providing component data and parts management software.

Keeping up with constantly changing product information and selecting the best parts for their design is critical for today's Original Equipment Manufacturers (OEMs). The integration between SiliconExpert and Omnify Empower PLM supplies detailed part information to users when creating new, corporate parts/part numbers within Empower. The interface also maintains a direct link to SiliconExpert to deliver the latest component information on those parts such as lifecycle status, inventory, end of life, environmental compliance data, and multi-sourcing options. This helps customers reduce risk and avoid re-designs.

"We have chosen to partner with leading online content providers like SiliconExpert to help our customers keep up with the dynamic data associated with today's complex supply chain," stated Chuck Cimalore, chief technology officer for Omnify Software. "SiliconExpert understands the importance of

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interfacing with customer's internal data management systems and their software platform provides easy methods for vendors to build integration modules.”

“SiliconExpert is excited to integrate with Omnify Empower PLM to provide the most comprehensive data to engineers,” says John Mastropietro, SiliconExpert's channel partner manager. “With these two systems linked together, engineers and supply chain managers have a sole source solution to make informed decisions about their product lifecycle.”

The Omnify Software SiliconExpert interface is available to all Omnify Empower customers who are on the latest product release and have a SiliconExpert API license.

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## ***PTC and Deloitte Announce Plans to Accelerate Internet of Things Adoption and Innovation for Businesses***

21 February 2017

PTC and Deloitte today announced plans to accelerate Internet of Things (IoT) adoption and innovation for customers using the [ThingWorx® industrial IoT platform](#) from PTC. Deloitte Digital and PTC are co-creating industry-focused solutions to enable clients to further the value from investments in IoT.

The initial IoT solutions are designed to help transform industrial operations within manufacturing, oil and gas, and power and utilities, with the primary focus on the rapid deployment of condition-based monitoring, predictive maintenance, digital supply network, and connected factory solutions. Additional focus areas will include retail and consumer products, healthcare, life sciences, and smart cities.

“Systems integrators are one of our most valued channels for introducing ThingWorx to a broad range of customers and increasing adoption,” said Catherine Kniker, chief revenue officer, Technology Platform Group, PTC. “With its scale and breadth of services, Deloitte is an important collaborator as we continue our focus on developing innovative IoT solutions and bringing them to market for our customers.”

Deloitte Digital's industry issue-led and value-driven approach, along with its global network and service offering breadth, enable Deloitte to deliver on the promise of the IoT. “The industry-renowned ThingWorx platform from PTC enables our teams to rapidly connect machines, devices, and sensors to form insights and corresponding actions that can deliver value and ROI in weeks, not months or years,” said Robert Schmid, managing director, Deloitte Consulting LLP and chief IoT technologist, Deloitte Digital.

The alliance brings together Deloitte's Digital Transformation Network, Digital Agility, with the enterprise-ready IoT development tools and capabilities of ThingWorx. Digital Agility leverages IoT technologies to address business transformation for any part of an organization.

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## ***Tata Consultancy Services Certified as a Top Employer in North America 2017***

22 February 2017

Tata Consultancy Services today announced that it has been officially certified as a 'Top Employer in North America 2017' by the Top Employers Institute, an independent organization that certifies employers around the world for excellence in creating a total work environment for their employees.

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This is the third consecutive year TCS has been certified in the U.S. and the second consecutive year for TCS in Canada.

The Top Employers certification is awarded to a select group of employers who provide excellent employee conditions, nurture and develop talent throughout all levels of the organization and strive to continuously optimize employment practices. TCS was recognized as an exceptional performer across nine categories: Talent Strategy, Workforce Planning, On-Boarding, Learning and Development, Performance Management, Leadership Development, Career and Succession Management, Compensation and Benefits, and Culture.

"TCS is proud to be certified as a Top Employer in North America for three consecutive years," said Sury Kant, President, North America, UK and Europe, TCS. "We have a deep commitment toward providing the best programs to retain, engage and enable our employees to learn and grow."

"Optimal employee conditions ensure that people can develop themselves personally and professionally," said David Plink, CEO of the Top Employers Institute. "Our comprehensive research concluded that Tata Consultancy Services provides an outstanding employment environment and offers a wide range of creative initiatives, from secondary benefits and working conditions, to performance-management programs that are well thought out, and truly aligned with the culture of their company."

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## ***TPM, Inc. Expands SOLIDWORKS Territory into Virginia and West Virginia***

24 February 2017

TPM, Inc., the Southeast's leading 2D and 3D design technology provider, announces that they will be expanding their SOLIDWORKS territory into Virginia and West Virginia. TPM will not only act as a software reseller in these areas, but will also be available for training and support.

SOLIDWORKS has been one of TPM's top partners for more than 15 years and continues to be a business line where we see immense growth and opportunity. "With the success that TPM has seen in the Carolinas and Georgia alongside SOLIDWORKS, we are very excited to expand our services to customers in Virginia and West Virginia markets," says Chris Fay, Vice President of TPM, Inc. In addition to their new presence in Virginia and West Virginia, TPM also offers SOLIDWORKS software and support in South Carolina, North Carolina, and Georgia. As they expand into VA and WV, they will also be driving deeper penetration into the Georgia marketplace.

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## Events News

### ***Aras Announces Huntington Ingalls, Microsoft, and IBM to Headline ACE 2017 Customer Conference***

23 February 2017

Aras today announced key industry presentations and sessions for [ACE 2017](#), the company's marquee customer conference taking place on March 21st to 23rd in Nashville, TN. The gathering is the premier event that connects the most innovative product development, IT, and manufacturing teams from Automotive, Aerospace & Defense, High Tech Electronics, and Industrial Manufacturing to shape the

future of PLM.

For more details, agenda, and registration visit: [www.aras.com/ACE2017](http://www.aras.com/ACE2017)

## **Driving the Business of Engineering for Complex Product Development**

Each year, ACE brings together global industry and technology leaders to exchange best practices on managing complex product development and transforming the science of engineering to the business of engineering.

ACE 2017 features business presentations from Huntington Ingalls, Microsoft, Valley Fine Foods, IBM, Akrapovič, Carestream, Sandia, Lord, Pabst, and other industry leaders. In addition, application and demo tracks feature overviews of the latest version of the Aras PLM Platform, including MPP, Tech Docs, and Quality Management, and presentations on PLM implementation strategy.

Conference sponsors include IBM, Accenture, Infor, Aessis, Institute of Configuration Management, ITI, Kisters, Minerva, No Magic, Prolim, PSC Group, Razorleaf, SofTech Group, The vdR Group, XPLM Solution, Zionex, and Zuken.

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## ***Aspen Technology to Present at the Pacific Crest Emerging Technology Summit***

21 February 2017

Aspen Technology, Inc. today announced that Antonio Pietri, President and Chief Executive Officer, and Karl Johnsen, Chief Financial Officer, will present at the Pacific Crest Emerging Technology Summit being held at the Park Central Hotel in San Francisco on Tuesday, February 28, 2017 at 10:00 a.m. Pacific Time.

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## ***COFES Announces Opening Keynote Speaker for COFES 2017***

22 February 2017

Melanie Mitchell, an expert in complex systems, will give the Friday keynote at [COFES 2017](#): The Congress On the Future of Engineering Software. COFES 2017 is being held in Scottsdale, Arizona, April 6-9 at the Scottsdale Plaza Resort.

This year at COFES 2017, attendees will take a deep dive into Complexity and Transformation. The growth of complexity is presenting businesses with new and difficult challenges — from the constantly changing business environment to conflicting requirements of more complex products that must be delivered more simply to the customer. New phenomena result from complexity, often requiring consideration of things that were not previously an issue. Rather than focus on how to design complex systems from scratch, COFES 2017 will challenge attendees to focus on interventions that can transform existing systems to mitigate the effects of complexity.

In her keynote "An Introduction to Complexity" Mitchell will take participants on a tour of the sciences of complexity, a broad set of efforts that seek to explain how large-scale complex, organized, and adaptive behavior can emerge from simple interactions among a myriad of individual components. Based on her work at the [Santa Fe Institute](#), Mitchell brings clarity to the workings of complexity across a broad range of biological, technological, and social phenomena.

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"The sciences of complexity have forced us to reexamine long-held assumptions about the way the world works, in disciplines ranging from genetics to economics, from insect colonies to human social networks," Mitchell explains. "My talk will explore some of the important lessons we have learned from complex systems thinking."

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## ***CollabNet to Exhibit and Demo DevOps Lifecycle Management Solution at Pink Elephant Conference in Las Vegas***

23 February 2017

CollabNet will feature its new enterprise DevOps platform, CollabNet DevOps Lifecycle Manager (DLM), at the Pink Elephant Conference (Pink17) in Las Vegas' Bellagio Hotel, Feb. 19-22, at Booth #317.

CollabNet DLM is significant for enterprise DevOps because it integrates software development with business objectives to help organizations create quality software at speed.

CollabNet DLM represents the next generation of software development lifecycle management solutions because it brings to life the concept of intelligent DevOps in several ways. It gives users a holistic view of the entire software development lifecycle together with key performance indicator (KPI) reporting, so problems can be averted through early detection. It brings together disparate development processes, tools and teams along with IT operations and management, so everyone can collaborate and create better business outcomes.

Pink17's theme is "Communicate. Connect. Change." The respected IT Service Management (ITSM) event will focus on how to lead and manage people, processes and technology successfully in today's ever-changing IT and business landscapes. With 12 tracks and 140 sessions, Pink17 covers topics such as ITSM, ITIL, Lean IT, Agile, DevOps, organizational change management and business relationship management.

"Our business is right in line with Pink17's theme. CollabNet helps organizations communicate effectively within teams and cross-functionally – scaling the enterprise and orchestrating feedback loops from operations and business teams. We connect the people, processes and efforts involved in quality software development. Our solutions have changed many businesses and government organizations," said Thomas Hooker, Vice President of Marketing at CollabNet.

"This year we look forward to showcasing the newest member of our product family, CollabNet DLM, which is designed specifically for intelligent DevOps within today's complex and distributed enterprise."

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## Financial News

### ***ANSYS Reports Record Fourth Quarter and Fiscal Year 2016 Results***

22 February 2017

ANSYS, Inc. today reported fourth quarter and FY 2016 revenue growth of 8% and 5%, respectively, in constant currency. Recurring revenue, which is comprised of lease license and annual maintenance revenue, totaled 71% of revenue for the fourth quarter and 74% for the year. For the quarter, the Company reported 7% and 8% growth in diluted earnings per share on a GAAP and non-GAAP basis, respectively, and 8% and 6% GAAP and non-GAAP diluted earnings per share growth, respectively, for the full year. The results for the fourth quarter and for the year include a charge of \$4.7 million, or \$0.03 per share, associated with an employment-related settlement. This charge was not previously included in the outlook provided by management in its November 3, 2016 earnings press release.

Ajei Gopal, ANSYS president & CEO, stated, “The demand for ANSYS' portfolio has never been stronger. The merger of the physical and digital worlds is creating an unprecedented disruption, resulting in amazing new products such as self-driving vehicles, personalized medical devices and smart buildings. But the complexity required to develop these products is immense. ANSYS is the only company with the depth and breadth of simulation capabilities to empower our customers to bring this next generation of products to the market.”

“I am very pleased with our strong finish to the year and am encouraged by our early progress on our 2017 initiatives. The underlying fundamentals of our business performed within expectations as evidenced by our record revenue and deferred revenue and backlog, all while maintaining continued strong margins” said Gopal. “I am very encouraged by our progress in sales growth initiatives in North America and Asia-Pacific, which grew 10% and 12% in constant currency, respectively. Our European business had some challenges, and we have made changes to improve our sales execution. We saw continued improvements in our channel partners’ performance, most notably in China and India, where we had strong double-digit growth for the quarter and the full year. During Q4 we had thirty-seven customers with orders in excess of \$1 million, including eight enterprise agreements, bringing the total number of enterprise agreements to eighteen for 2016, three above our previous projection.”

Maria Shields, ANSYS CFO, stated, “To continue to strengthen our position, as part of our 2017 annual planning process, we are implementing a workforce realignment that is intended to accelerate investments toward strategic initiatives and higher growth opportunities, while also allowing the Company to maintain the gross and operating margins that we communicated last November. Through this realignment, we intend to reduce expenses across the business and to reallocate resources and ongoing investments to align with the Company's future plans. These actions resulted in GAAP restructuring charges of \$3.4 million (\$2.4 million, net of tax) in the fourth quarter and are expected to result in additional charges in 2017 of approximately \$10 to \$15 million (\$7 - \$10 million, net of tax) for one-time severance benefits and other costs related to the realignment. The majority of the 2017 charges are currently expected to be recorded in the first quarter of 2017, with the remainder being recorded in the second quarter. The Company anticipates that substantially all of the cash payments related to these charges will be made in 2017.”

To read the full report, [please click here](#).

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## Implementation Investments

### ***BRF Chooses OpenText to Transform its Supply Chain Ecosystem to Help Improve Security and Compliance of Information Exchange***

21 February 2017

OpenText™ today announced that BRF (brf-global.com), one of the world's largest food producers, has selected OpenText to manage its global supply chain ecosystem. OpenText B2B Managed Services helps BRF securely exchange EDI documents and streamline its logistical processes to maintain compliance across multiple countries and languages.

As one of the largest food companies in the world, BRF coordinates with trading partners in nearly 150 countries, which requires using multiple languages and meeting different requirements for documentation, connectivity, and trade regulations. As part of the company's goal to create a global ecosystem and electronic data interchange (EDI) in Europe, BRF needed more sophisticated, user-friendly client communication tools that would streamline onboarding new partners. Turning to OpenText B2B Managed Services for its experience and deep expertise in various geographies and industries, BRF gained the multi-language support and scalability they needed to collaborate and manage EDI exchange with its global trading community.

“We were looking for someone who could really help us reconcile the complexity and the challenges of a global supply chain,” says Daniel Keller, Regional IT Manager, BRF. “OpenText has really provided a level of service completely different than our previous EDI partner and that brings huge benefits to us. We always have OpenText to help us.”

OpenText Active Documents helps BRF track and control EDI and XML transactions, to provide end-to-end visibility of its EDI flows. Technical and non-technical users can check the status of an order, set alerts, or run historical reports using the transaction dashboard. In addition, OpenText TeamBook offers a secure, central document repository for collaboration by tracking fulfillment of change requests or trading partner connections against contracted SLAs. With capabilities to handle mapping, testing, and onboarding activities, BRF has been able to easily add customers, distributors, and suppliers to establish new EDI connections with 35 trading partners.

“I think the final result is amazing. With OpenText, we not only have a good, strong partner on the main core of the business, but we can get the same level of service for different regions. The most amazing part is that the business doesn't really need IT to bring new clients on anymore, which offers more flexibility and autonomy to bring new partners onto the system,” Keller added.

Today, with OpenText, BRF has expanded its standards of connection to include multiple options. The company also reduced the time spent manually controlling the supply chain network. Alerts in the production environment draw OpenText support even before trading partners take notice, cutting BRF's response times for addressing customer needs and issues. And, with the cloud-based applications, BRF is no longer managing the hardware and software.

OpenText's Active Documents and OpenText TeamBook are part of the OpenText EIM portfolio, designed to enable organizations to discover and manage information to spur growth and innovation and

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decrease time to competitive advantage. The platform consists of comprehensive and integrated product solutions including Content Suite, Process Suite, Experience Suite, Analytics Suite and Business Network. OpenText's EIM solutions are available for deployment on-premises, in the cloud and in hybrid deployments.

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## ***ONE Jeanswear Reports Success with Rollout of Centric Software Product Lifecycle Management***

21 February 2017

ONE Jeanswear Group has reported success with the rollout of Centric Software's Product Lifecycle Management (PLM) platform. ONE Jeanswear Group's portfolio of industry-leading brands includes Gloria Vanderbilt, i.e.i., Bandolino, Jessica Simpson and William Rast (under license), Code Bleu, Vintage America Blues, Erika, Energie and Nine West Jeans, in addition to numerous private label brands for key retail partners.

ONE Jeanswear Group sought a PLM solution to manage its branded and private label processes within a single system to improve efficiencies and create consistency among cross functional areas and complex product lifecycles. "Based on our diverse and extensive portfolio of owned, licensed and Private Label brands, Centric's knowledge of our business, combined with their rapid and flexible implementation capabilities, made them a natural choice for One Jeanswear Group," says Jack Gross, CEO of ONE Jeanswear Group.

"ONE Jeanswear Group is well into its implementation process of Centric's PLM solution. Centric's Agile Deployments methodology has enabled our team to make real time changes without negatively impacting our workflow, allowing us to meet our specific business needs. Centric's team has been hands on from day one, and we are very happy with the progress we have made so far. We look forward to realizing the full benefits of Centric once we have all modules up and running," says Heather Roussel, Chief Merchandizing Officer.

"ONE Jeanswear Group is a very impressive company and we are proud of our partnership," says Chris Groves, President and CEO of Centric. "We look forward to continuing to help ONE Jeanswear Group meet business-critical objectives and rolling out our platform across all of ONE Jeanswear Group's operations."

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## ***Trox to Decrease Time to Market by Leveraging Existing Styles with Selection of Gerber's YuniquePLM® Software***

20 February 2017

Gerber Technology announced today that Trox AB has selected YuniquePLM to help get control of their entire product development process.

Trox AB supplies the automotive industry with vehicle protection systems. The tailor made covers are delivered ready for application directly to a specific vehicle model. These protection systems are currently designed for each vehicle model requested without using previous styles as a starting point.

"Implementation of a PLM system we can search to utilize previous styles will result in a major time savings when beginning a new cover design," said Pontus Lindbom, CEO, Trox AB. "The ability to

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have transparency within YuniquePLM will allow us to communicate consistently throughout the entire product development process ensuring quality to one of the most demanding industries."

"YuniquePLM will enable a decrease in Trox's product development time, all while controlling product quality," said Bill Brewster, vice president and general manager, enterprise software solutions for Gerber Technology. "The software is highly configurable enabling Trox to control various inputs throughout the supply chain and communicate them across the organization."

YuniquePLM is a revolutionary web-based tool that streamlines design and development, helping users in the apparel and retail industries get the right products to market sooner. Intuitive and easy to use, YuniquePLM integrates seamlessly with customers' existing ERP systems, Gerber's AccuMark® CAD software, and the Adobe® suite.

In September 2016, the solution earned an unprecedented four-star rating from WhichPLM, a leading digital magazine focused on product development in the fashion industry. Other prominent YuniquePLM users include Filippa K, one of Sweden's leading fashion brands; Los Angeles lifestyle brand Celebrity Pink Jeans; and Carrefour®, the second-largest retail chain in the world.

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## Product News

### ***Applied Software Expands its Solutions Portfolio with Xinaps***

20 February 2017

[Applied Software](#)® announced today its partnership with Xinaps, developer of a suite of plug-ins that ensures data quality validation and compliance with local building regulations within Autodesk Revit®. The partnership further expands Applied's already comprehensive portfolio of Autodesk solutions.

Using Xinaps to validate as they work, design professionals can minimize errors, mitigate risks and improve collaboration between project members. In addition to streamlining the process of complying with local building regulations, Xinaps also provides analysis and 3D visualizations that help designers understand the impact of their work and make better-informed decisions.

"Xinaps fits well within our expansive portfolio of Autodesk products, enabling us to better support any and all of our clients' workflow needs," said Richard Burroughs, president of Applied Software. "We're excited to offer Xinaps to a wider audience through our sales coverage, training and support."

"We're pleased to collaborate with a strong BIM evangelist and one of the leading Autodesk partners in the United States," said Frank Schuyer, CEO at Xinaps, which is based in the Netherlands. "The collaboration will further expand Applied's solutions while giving us a stronger presence in the North American market."

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### ***Infor Continues to Invest in Helping Healthcare Organizations Achieve Interoperability Goals***

20 February 2017

[Infor](#)® today announced the availability of Infor Cloverleaf® Integration Suite 6.2, the next generation of Infor's leading interoperability solution for the healthcare industry. Infor Cloverleaf is a market

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leading, enterprise-caliber integration engine that facilitates the movement of highly secure data through disparate systems within and outside the healthcare enterprise, and will help transition the healthcare industry to adopt the new HL7 Fast Healthcare Interoperability Resources (FHIR) Interoperability Standard.

Infor Cloverleaf supports widely adopted interoperability standards common to healthcare including HL7 FHIR, Web Services (REST, SOAP), IHE, Direct, JDBC, HL7v 2.x, X12, NCPDP, CCDA and many others. The solution provides a complete suite for managing interoperability within and between healthcare enterprises, and is used by healthcare providers, payers, HIEs, and medical device and application vendors globally.

Major enhancements for this release include the Infor Cloverleaf Wizard, a new user experience designed by Infor's in-house creative agency, Hook & Loop, and written in HTML5. The new Wizard will enable less technical staff to build interfaces and onboard trading partners faster and easier, while leveraging the power and reliability of Cloverleaf. With Infor Healthcare, organizations can jumpstart their FHIR journey with native JSON support, FHIR samples, a new Web Services configuration wizard and Distributed Transaction Controller (DTC) for message and event orchestration.

In addition, extended security hardening provides support for advanced security monitoring (SIEM) with audit log export utility, access control list import, and an upgrade to transport layer security (TLS) for all host communication.

"Maintaining integration and interoperability in healthcare is more challenging than ever before, especially keeping track of the explosion of trading paradigms and trading partners, such as HL7, FHIR, APIs, device data, providers, payers, analytics services, and registries. The list keeps growing, and so do the threats to cybersecurity," said Jerry Rankin, director, Industry & Solution Strategy, Infor Healthcare. "Infor continues to invest in modern, cloud-based applications that specifically meet these fluctuating demands, including Infor Cloverleaf, which enables hospitals and health systems to expedite interoperability for maximum data transparency."

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## **[Lectra Releases Program to Secure Data Integrity Through the Supply Chain](#)**

21 February 2017

Lectra anchors the quality of digital data exchanges between brands, retailers and suppliers at the core of the company's new, finely-tuned supply chain program.

Current trends are moving the fashion industry towards full digitalization. Technologies like 3D and augmented reality are responding to the growing desire for personalization and the drive to improve the customer journey. These phenomena are propelling the continual exchange of large volumes of digital data along the supply chain, and increasing the need to secure data transferred between brands, retailers and their many suppliers across the globe.

Lectra's new supply chain program guarantees data integrity across digital exchanges to cut development time, boost productivity, improve product quality and fit, reduce time to market, and heighten consumer satisfaction. The program ensures a robust and connected supply chain, essential for fashion players to operate efficiently in today's high-speed fashion market, with new consumer demands and their need to feed online and in-store channels rapidly and regularly.

Crucially, contractors and their suppliers do not always use the same versions of software applications,

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or they may use entirely different solutions. As a result, valuable information created up front is frequently compromised—and even only partially transferred—often generating costly errors and confusion in product development and production, resulting in lost time, efficiency and productivity for both parties.

By improving data exchange between contractors and supplying partners, Lectra's supply chain program delivers multiple benefits. In addition to providing in-depth analyses of current co-development processes, the program offers a customized action plan to reduce the cost of product development, share fashion industry best practices, eliminate non value-added activities and ultimately improve product quality and lead times.

“For contractors and suppliers, keeping in step with the fast-paced fashion industry has accelerated the mutual need for digital data along the supply chain. But the quality of data exchange has not evolved at the same momentum. Lectra's program expertly fills this gap to support our customers as they compete in this rapid market,” underlines Céline Choussy-Bedouet, Chief Marketing and Communications Officer, Lectra.

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## ***PROSTEP Integrates Blockchain Technology in OpenDXM GlobalXX***

20 February 2017

3D printing has the potential to revolutionize value added chains such as prototype construction and spare parts management. When it comes to the globally distributed manufacture of components, it must be guaranteed that only authorized persons have access to the data, that only the original data is printed, and that this data cannot be misused to manufacture pirate copies following its authorized use. This is particularly important when security-critical components are involved. PROSTEP is therefore developing a secure additive manufacturing platform (SAMPL) together with different partners based on the data exchange solution OpenDXM GlobalX and using blockchain technology. These development activities are part of the PAiCE funding program. PROSTEP expects this to open up new markets in the field of additive manufacturing and other areas of application in which the authenticity of product data has to be ensured.

SAMPL ([www.sampl-3d.de](http://www.sampl-3d.de)) is a consortium project being coordinated by PROSTEP and is scheduled to run for three years. It is receiving 2.6 million euros in funding from the German Federal Ministry for Economic Affairs and Energy (BMWi). Also involved in the project are the Hamburg-based companies NXP Semiconductors and consider it, 3D MicroPrint in Chemnitz, the University of Hamburg, the University of Ulm, Harburg Technical University, the Fraunhofer Institute ENAS in Chemnitz and the associated partner Airbus. The objective of the project is the development of an end-to-end security solution for additive manufacturing that covers the entire process, from creating the digital 3D print data to exchanging the data with 3D print service providers and their specially protected 3D printers right through to tagging the printed components using RFID chips. "Our key innovation is the integration of digital license management in the data exchange solution OpenDXM GlobalX using blockchain technology," explains Dr. Martin Holland, Head of Business Development at PROSTEP. "It supplements existing mechanisms for encrypting 3D data and makes our data exchange solution even more secure."

Up until now, blockchain was best known from the world of finance. It is a complex method used to verify the authenticity of digital payment transactions. A concrete blockchain application is the

cryptocurrency Bitcoin, for example. The method can however also be used to prove the authenticity of digital information, guarantee the traceability of different types of products or – as in the SAMPL project – for issuing licenses.

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## ***SelfCAD Unlocks the Mystery of 3D Printing***

19 February 2017

Additive manufacturing, commonly known as 3D printing, has typically been reserved for high-level engineers and animators. But SelfCAD now makes 3D designing and printing accessible to everyone.

The newly launched SelfCAD is the world's most affordable, professional cloud-based CAD/CAM software. It offers a single SaaS-based platform for sculpting, modeling and slicing — even for users with little to no prior expertise with CAD/CAM software.

SelfCAD has been meticulously tested both by professional and recreational/enthusiast 3D designers and makers. Designers can learn, create and print objects in a fraction of the time required with traditional CAD/CAM software. Advanced shapes can be created within minutes using various shape creators.

SelfCAD's exceptional slicer allows 3D printing straight from the application. The slicer includes preset profiles, so users can simply select a profile, customize the design's support structure, infill, or choose from the application's other advanced settings.

SelfCAD does everything right in the browser — no software installation needed. It allows storing and sharing of objects directly in the cloud, and it can also run offline. SelfCAD's complete end-to-end platform also mitigates the cost, time and effort associated with moving large files.

SelfCAD runs on Windows 7, 8 and 10, Linux and Mac. Currently, it supports Chrome and Firefox, and will soon support Safari.

For SelfCAD tutorials, visit [YouTube.com/selfcad](https://www.youtube.com/selfcad).

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## ***Siemens' STAR-CCM+ Helps Predict Product Performance with Digital Twin***

22 February 2017

The latest release of Siemens' STAR-CCM+® software includes several new features to help product development organizations enhance and accelerate their ability to digitally simulate and understand how a product will perform in the real world using the digital twin -- a precise virtual model of a product's physical and performance characteristics. New analysis tools combined with enhanced visual realism enable STAR-CCM+ version 12.02, to help engineers unlock deeper meaning behind complex engineering simulations. Using features such as Adaptive Gridding and the ability to simulate reactions in Solid Oxide Fuel Cells (SOFC), users will be at the forefront of predictive engineering analytics which increases design efficiency, reduces costs and produces higher quality, innovative designs. Developed by Siemens' product lifecycle management (PLM) software business, STAR-CCM+ is part of the company's Simcenter™ portfolio, a robust suite of simulation software and test solutions.

"STAR-CCM+ version 12.02 is exclusively focused on making engineers more effective and enabling them to more quickly discover better designs, faster using predictive engineering technology," said Jean-

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Claude Ercolanelli, senior VP of Product Management at Siemens PLM Software. "These same engineers are also increasingly called upon to communicate their results across their organizations, to people who have little direct exposure to interpreting simulation results. Such a new functionality in STAR-CCM+ greatly facilitates this communication using Digital Twin simulation models that not only behave like their real-world counterparts, but also present a precise visual representation, promoting understanding and inspiring confidence."

STAR-CCM+ v12.02 introduces [Ray Tracing](#), a capability that allows engineers to apply photo-realistic renderings to their design and simulation results, utilizing similar technology that is used to provide the computer-generated imagery (CGI) special effects in movies and computer games. This enhanced visualization capability is particularly useful when communicating the results of simulations to stakeholders outside of the core simulation community.

In addition to providing new tools for the analysis of simulation results, STAR-CCM+ v12.02 adds capabilities to accelerate simulation throughput for products that deal with reacting flows, such as furnaces, reformers, internal combustion engines and gas turbines. The new [Adaptive Gridding](#) capability for combustion tables significantly reduces computational effort without any loss of accuracy. Applicable to all flamelet combustion models, adaptive gridding can reduce table size and corresponding memory usage by up to 30 times, increasing efficiency and allowing engineers to iterate designs more quickly.

This version also includes multi-component gas/liquid species and solid ions models used to analyze electrochemical reactions, such as those that occur in Solid Oxide Fuel Cells (SOFC). SOFC are increasingly being used to generate efficient and clean electricity, and STAR-CCM+ users are now able to create a digital twin to improve further the efficiency of their Solid Oxide Fuel Cells, resulting in cleaner electricity generation cells.

For more on the new features available in STAR-CCM+ v12.02 that drive technology, elevate user experience and increase productivity, please visit our [blog page](#) and [www.siemens.com/mdx](http://www.siemens.com/mdx).

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## ***Sopheon's Accolade 11.1 empowers enterprise strategy-execution capability***

23 February 2017

Sopheon today released the latest version of its Accolade® Enterprise Innovation Management (EIM) solution.

Operating in a dynamic, fast-paced business environment, established market leaders are looking for ways to innovate at the pace of small companies, while leveraging the scale advantages of a larger organization. They are challenged to execute strategic plans for digital transformation, speed and business agility in the face of historically low rates of successful strategy execution. Research by the Economist shows that on average only 56% of strategic initiatives are considered successful.<sup>1</sup>

Dr. Steven Moskowitz, Senior Principal of Strategic Technology, Innovation Management at Entegris, Inc. stated: *"Dynamic communication and dataflow through divisions, into business units and across operations teams is something Entegris views as vital to innovation. Increasing the visibility of plans and decisions is just one of the ways that Accolade is supporting our organization's aspirations."*

Supporting the long-term success and relevance of customers is the foundation of Sopheon's mission. Sopheon has been deeply engaged with and committed to helping its customers increase their business

agility in the face of market disruptions.

According to Andy Michuda, CEO of Sopheon: *“Many companies in the market are challenged with communicating strategy across their organization and as a result face a gap in alignment around strategic goals, and low employee engagement. By closing this gap, all stakeholders in the process can more clearly understand what needs to be done, what role they play in making that happen, and what interdependencies need to be managed. Thanks to collaboration and input from our clients on the latest Accolade release, we expect our customers to significantly increase their rate of strategy realization.”*

Accolade 11.1 includes new and enhanced capabilities that:

- Ease communication of the strategy, providing clear visibility to the connections between high-level strategy and underlying execution activities.
- Connect organizational and functional silos for alignment of initiatives, people, and resources.
- Surface meaningful connections and interdependencies determined by role and business need. For example executives can quickly see which programs, projects and activities support the high-level strategic goals they are responsible for achieving, and program and brand managers can easily view the interconnected projects/activities they need to manage and coordinate.
- Increase user engagement and build morale by communicating the “why” for team members, making it easy for them to see how their projects fit into the broader corporate strategy and therefore making their work more meaningful and impactful.
- Increase ease of use and efficiency in daily work streams and collaborative activities, further strengthening process adoption and ensuring more informed, faster decision making.

Accolade 11.1 is available immediately for upgrade, purchase and implementation. All Sopheon Accolade customers who are current on Maintenance and Support program fees are entitled to receive updates to their currently licensed products for this and future release upgrades at no additional cost.

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## ***VERASHAPE Now Testing Software Based on Parasolid***

17 February 2017

Less than a week ago, VERASHAPE announced they’re conducting programming work on software based on Parasolid Communicator to support preparation of models for printing. Now, the company informs that Beta Testing of the newest version of their application is about to begin. Candidates interested in SOFTSHAPER 2018 testing can already contact the producer of the software.

Verashape, with the license from SIEMENS PLM Software, is among the first producers of 3D Printers to create software based on Parasolid Communicator to support the import and proper preparation of models for printing.

“When conducting programming work we strive to make the software we create a universal solution aiding the print preparation process regardless of the type of 3D Printer used for printing. Therefore, we invite the users of all types of 3D Printers to become Beta-Testers of the newest version of the application,” says Tomasz Szymański, the founder and CEO of VERASHAPE.

Candidates interested in SOFTSHAPER 2018 testing can contact the producer of the software to apply via a dedicated website [www.softshaper.com](http://www.softshaper.com), where basic information on the software can also be

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found.

“The brand of the device used by our Beta-Testers is completely irrelevant. Our aim is to make our solution compatible with any 3D Printer,” adds Seweryn Nitek, Software Engineer from VERASHAPE, one of the creators of SOFTSHAPER Software.

The creators of the software are looking forward to be contacted by 3D Printers producers interested in using SOFTSHAPER with devices produced by them, as well as filament producers who wish to share the parameters of their devices in the material database of the available application.

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