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CIMdata News

**CIMdata & SMS_ThinkTank Announce Dates for SMS Basics Virtual-Live Courses**

22 July 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that it has set dates for the first series of Systems Modeling & Simulation Certificate Programs.

The goal of the classes is to provide a superior educational experience for today’s simulation and analysis professionals. Each class will be delivered through a series of education and training sessions designed to equip those involved in systems modeling and/or simulation with a strong understanding of systems modeling and simulation concepts and industry-leading best practices.

The following SMS Certificate Programs will be offered in the fall of 2020:

- **SMS Basic Certificate for Executives (September 22)**—a half-day virtual-live class for executives seeking an understanding of engineering analysis and virtual modeling.
- **SMS Basic Certificate for Managers (September 23 & 24)**—a virtual-live class delivered over two half days for those using simulation at various lifecycle stages and/or supporting simulations in various functions.
- **SMS Basic Certificate for Practitioners (October 6-7)**—a virtual-live class delivered over three half days for general users, application engineers, systems engineers, simulation engineers, development engineers, subject matter experts, and IT analysts.

The Systems Modeling & Simulation Certificate Program leverages a common systems engineering and product data model that encompasses simulation, analysis, benefits, requirements, platform, program, project, systems definition, product structure, lifecycle, and configuration management capabilities.

According to CIMdata’s President & CEO, Peter Bilello, “It has long been CIMdata’s desire to expand our education and training offerings to the simulation and analysis community. Setting the dates for these virtual-live SMS Basic Certificate classes brings this desire to fruition.” He went on to add, “The CIMdata Systems Modeling & Simulation Certificate Program, offered in partnership with SMS_ThinkTank, leverages CIMdata’s assessment-based educational framework and satisfies the systems modeling and simulation education requirements of small to large enterprises.”

Frank Popielas, Managing Partner and Co-Founder of SMS_ThinkTank commented, “Drawing on CIMdata’s experience and the experience of SMS ThinkTank we are excited to launch this offering in the fall. The SMS Basic Certificate Programs will be of interest to all levels of the systems modeling and simulation community—from industrial companies who are considering, evaluating, implementing, and/or enhancing their systems modeling and simulation capabilities as part of a digital transformation effort, to software and service providers in the systems modeling and simulation domain.”


**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...
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.

**About SMS_ThinkTank™ LLC**

The SMS_ThinkTank™ is an industry leading resource providing systems modeling and simulation expertise to help its clients develop and improve engineering business practices for innovative product development. It promotes a collaborative and vendor-neutral approach based on open digital platforms and industry data standards. To learn more about SMS_ThinkTank visit http://www.smsthinktank.com, follow us on Twitter: http://twitter.com/sms_thinktank, LinkedIn: https://www.linkedin.com/company/sms-thinktank/ or call +1 877. 254.5171

According to Peter Bilello, CIMdata’s President & CEO, and the host for this webinar, “There should be no doubt, simple is best when it comes to implementing PLM. When the complex is made as simple as
possible, ROI is maximized, and innovation flourishes.” Mr. Bilello continues, “Above all, you need to ensure that your PLM solution addresses your complete enterprise PLM requirements in the simplest manner possible so that it’s used by your entire organization, forming an effective and innovative work environment.”

Mr. Bilello has more than 30 years of experience in the development of business-enabling IT solutions for research, engineering, and manufacturing organizations worldwide. He has participated in PLM analysis, selection, implementation, and training; CAD/CAM/CAE/CIM implementation and management; synchronous and lean manufacturing consulting; software engineering; and general data management strategy development and support. He has authored numerous papers and research reports on PLM and related topics, and his articles, commentaries, and perspectives have appeared in publications throughout the Americas, Europe, and Asia.

This webinar will be useful to a broad audience, including executives responsible for PLM initiatives, those responsible for digital transformation, PLM team leaders, PLM team members, PLM users, product managers, IT leadership, PLM software and service providers, and anyone interested in learning more about this topic.


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**Weaving the Digital Thread: The Oracle Enterprise Product Record – A CIMdata Commentary**

23 July 2020

**Key takeaways:**

In the last 5 to 10 years companies have experienced a dramatic technology and business transformation with the advent of connected products, digital factories, products as services, and Industry 4.0, forcing them to move from static supply chains to dynamic global value networks. Accurate and timely product lifecycle information is essential to bring those innovative product ideas to life.

The walls and disparate data silos between PLM and other enterprise business processes must be eliminated. Oracle’s single cloud platform and an enterprise product record help eliminate these silos, providing the velocity and resiliency needed to support today’s complex business transformations.

Oracle Product Hub Cloud provides a single data source that weaves the digital thread together seamlessly from multiple heterogeneous data sources to support the product lifecycle from idea through commercialization.

Customers in a wide range of industries are already seeing great value from using Oracle Product Hub Cloud to support their lifecycle processes.

**Introduction**

Over the last several decades product companies began to rely more and more on their supply chain partners to help them deliver value in the products they sold. Many supply chains were initially more local or regional but several trends helped these companies evolve their supply chains into global value chains. Today’s products are increasingly smart and connected, adding even more complex requirements. As new products go from idea to commercialization, deployment, and lifecycle support, product companies are realizing they must capture a digital thread of information across that span as a pre-requisite to providing lifecycle support.
The digital thread capabilities of the Oracle PLM Cloud, termed their enterprise product record, span this full lifecycle and provide a rich information set to support a wide range of industries and use cases. This commentary provides more information on how their digital thread capabilities are being delivered to customers today.¹

**From Supply Chains to Global Value Chains**

Product companies across a wide range of industries have long relied on their supply chains for key components and subsystems. Product lifecycles were long enough to develop long-term strategic relationships with key suppliers, who increasingly provided more and more value to the firms at the top of the chain. Their competitors were mainly local or regional, drawing on the same set of supply chain resources.

Today, product companies draw global competition, often from firms that are competing on cost or delivery times, causing them to act in response. Product lifecycles continue to shrink, often due to competitive pressures, putting companies under pressure to bring more and higher quality products to market faster and faster. To compete globally, they need to draw on new supply chain partners who can help them meet increasing customer and market demands, increasing supply chain complexity. In this complex environment companies have to squeeze out any non-value added time and resources to have a chance at market success.

Over the last twenty years, product companies have looked to a range of digital technologies to help streamline the product development and commercialization processes from idea through life, a concept that CIMdata and others term product lifecycle management (PLM). CIMdata defines PLM as a strategic business approach that applies a consistent set of business solutions in support of the collaborative creation, management, dissemination, and use of product definition information across the extended enterprise. PLM spans from product concept through life and integrates people, processes, business systems, and information. In today’s market, these capabilities are increasingly delivered by a product innovation platform that supports lifecycle activities across more business functions than just engineering and manufacturing. The platform approach enables the product information backbone for a company and its extended enterprise, as shown in **Figure 1**. It enables a set of lifecycle processes and incorporates best practices, methods, and processes. It also includes a set of modeling and simulation capabilities and lifecycle optimization techniques that span multiple disciplines.

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¹ Research for this commentary was partially supported by Oracle.
To date, most PLM strategies have relied on a range of on-premise solutions to manage data and define collaborative processes, author new intellectual property, test out new ideas, and a host of other tasks to support the product lifecycle. This heterogeneous set of fragmented solutions can be difficult to support to say the least. Now add the complexity of moving solutions to the cloud, which is creating a perfect storm for many companies. Which meaning of the word “perfect” applies depends on your point of view. Unfortunately, for many companies that perfect storm is wreaking havoc on their ability to remain competitive. And it is happening at a time when capturing accurate and complete information about the evolving product, its manufacture, deployment, and support are becoming essential to support new business models, and ensure that next generation products continue to delight their customers.

Building the Digital Thread

CIMdata has talked about capturing this type of information since the emergence of the PLM concept twenty years ago, which we referred to as the bill of information (BoI). Today we refer to that same idea as the digital thread, and it remains core to successful PLM strategies and implementations. While PLM often focuses on design and engineering, the concept of PLM also must enable multi-disciplinary lifecycle optimization at its core. This is well beyond just traditional computer-aided engineering (CAE), and must consider all enterprise processes as suggested in Figure 1. Engineering decisions must be balanced with cost, quality, and profitability considerations to ensure the right product is delivered at the right time for the right markets. Making these decisions requires synthesizing engineering data with data from other enterprise applications to understand the relationships between business and technical key process indicators.

It is this broader definition of the digital thread that must be supported today. CIMdata defines the digital thread as the communication framework that allows a connected data flow and integrated view of an asset’s data (i.e., its Digital Twin) throughout its lifecycle across traditionally siloed functional perspectives. The digital thread is woven from idea through life. The choice of the term “woven” was explicit because while single providers may claim to support every aspect of an organization and its business, the real world is most often a brownfield. Companies have many legacy applications, some commercial and many often custom built in-house. Their systems also have to handle significant data from outside the enterprise. All of this information can be valuable and can be imported, as long as it is
added under the right quality control and in the appropriate context.

PLM is focused on building the right intellectual property to support manufacturing and other downstream functions, like maintenance and service, while also enabling traceability throughout the lifecycle. For manufacturing, companies rely on enterprise resource planning (ERP), manufacturing execution systems (MES), and other enterprise applications, adding more attributes and information to the evolving digital thread. For example, information can come from many sources, including PLM, ERP, legacy systems, supply chain partner solutions, commerce solutions, and catalog solutions.

The digital thread must evolve to more explicitly include manufacturing and commercialization information that gets the product to the customer, where usage life begins. While expanding the digital thread with this new information is essential, significant challenges must be addressed. Data for these areas is fragmented across multiple systems and trading partners. Developing and maintaining the integration points to manage the required information can significantly raise IT costs and complexity. There is no core governance process across the trading partners to ensure accuracy and timeliness. Poor data quality is often the inevitable result.

Oracle’s Enterprise Product Record, their digital thread, spans the product lifecycle from idea through life and provides access to significant lifecycle information. This commentary focuses on Oracle’s end-to-end approach and how it is being delivered to customers today.

**Oracle’s Enterprise Product Record**

Oracle has offered product lifecycle solutions for over twenty years, but they significantly expanded their commitment to the segment and renewed its PLM journey by acquiring Agile Software in 2007, one of many segment-leading companies Oracle acquired during that period. Oracle saw service-oriented architecture (SOA) as the way forward for their complex portfolio, dubbed Fusion by Oracle. One early Fusion application was the Oracle Product Hub which focused on the commercialization process, a natural fit with the supply chain emphasis of Oracle Agile. The lessons learned from the Agile PLM solution and their other applications helped guide their development, first in Fusion and then for the cloud. This provided the seed to develop their enterprise product record, which spans from ideation in Oracle Innovation Management Cloud, through commercialization in Oracle Product Hub Cloud. Today, Oracle Product Hub Cloud is the enterprise product master foundation for all of their ERP, supply chain management (SCM), and customer experience (CX) cloud applications focused around the commercialization process.

Oracle PLM Cloud, shown in **Figure 2**, is termed their PLM 4.0 platform, referring to a fourth generation of PLM-enabling solutions. Oracle saw 1990s solutions as CAD-centric, evolving in the 2000s to focus on engineering. In the 2010s, Oracle focused on product launch and today they believe their “future-ready connected PLM” can help connect supply chains and their customers. Oracle PLM Cloud was designed to span from idea through commercialization. Today, Oracle believes their PLM solution enables connected and resilient supply chains designed to span the entire product lifecycle.
While Oracle Corporation does offer a full suite of cloud applications, it recognizes the heterogenous nature of today’s IT environments. To support these complex environments, Oracle invested heavily in product data quality and other master data management (MDM) related initiatives and technologies that are brought to bear in Oracle’s applications. Oracle believes that their rigor in MDM supported by their extensive toolset helps ensure this enhanced digital thread has the right information in the right context—a semantic representation of the enterprise product record—to tie all of those things together.

Integration is the communication mechanism. Oracle can support a wide range of integration scenarios to bring in the necessary data, the knowledge of the product and the necessary logic resides in the product record. Oracle Integration Cloud is their core offering, but the actual integration can be done by other offerings, from Oracle and other providers. In this way, many other enterprise applications and processes are contributing to the product record and enhancing the product master data. Oracle believes their solutions will help them “rewind the past,” replaying the digital thread backwards and forwards to support what-if scenarios. This is a good example of the multi-disciplinary optimization highlighted in CIMdata’s Product Innovation Platform definition shown in Figure 1.

The core elements of the Oracle Product Hub Cloud are shown in Error! Reference source not found.. This solution is Oracle’s “single source of truth” spanning the full product lifecycle. It integrates a range of processes, which may be supported by Oracle solutions or those from other providers. It provides an end-to-end governance process to help enforce business rules and policies, while providing a complete audit trail. The Oracle Product Hub Cloud also helps reduce the need for complex point-to-point integrations, acting, as its name implies, as a hub that helps streamline data sharing across the extended enterprise.

CIMdata believes that Oracle is well positioned to support these digital thread needs because of their broad applications legacy. To build these new solutions, Oracle leveraged knowledge from their PLM, ERP, SCM, E-Business suite, PeopleSoft, Siebel, and JD Edwards teams. This gives them a strong understanding of the processes and necessary data, from New Product Development and Introduction and spanning well beyond the engineering domain. This has allowed them to build the necessary connections to support heterogeneous IT environments, defining and capturing the required data elements powered by data governance processes to help ensure a complete digital thread.
To help improve their customers’ time to value, Oracle built out some important Oracle Product Hub Cloud use cases to help with common scenarios. For example, Oracle created industry-focused capabilities to support consolidation/migration, data governance, and business intelligence for industries like medical devices, retail, distribution, and manufacturing. Oracle claims their offerings also support additional use cases in customer experience, procurement, supply chain, and for other PLM uses.

Oracle recognizes that each customer has their own unique journey to the cloud. Some want to use Oracle Product Hub Cloud to best leverage their existing investments in on-premise offerings, providing that single source of truth. This can be a first step toward a hybrid environment where more and more workload moves to the cloud until the transformation is complete. CIMdata has seen Oracle present this approach at their user events for the last several years and, based on audience reaction, it seems to resonate with their customers.

Customers of Oracle Product Hub Cloud are seeing great value from the solution today. For example, a major provider of natural gas compression services in the United States needed a cloud-based solution to help manage, organize, and clean up their fragmented product data. The company believes Oracle Product Hub Cloud will establish a foundation for broader adoption of cloud-based solutions in the company. A global leader in the floorcare industry used Oracle Product Hub Cloud to help transform their product data across multiple business systems supporting the standardization of their business processes across their global operations. One of the world’s largest padlock manufacturers uses Oracle Product Hub Cloud to help manage their new product introduction and commercialization process. And finally, a global high-tech provider of data storage devices and solutions uses Oracle Product Hub Cloud to manage centralized product master data across their three divisions as part of their ERP transformation on the cloud.

All of these companies, and many others, have chosen Oracle Product Hub Cloud to help them manage their product information across the lifecycle from idea through life, a capability that is core to the enterprise product record, the data structure underlying Oracle PLM Cloud and one of its key elements, Oracle Product Hub Cloud.

**Conclusion**

In response to global trends like Industry 4.0 and smart connected devices, companies are moving from static supply chains to dynamic global value networks. Accurate and timely product lifecycle information is essential to bring their innovative product ideas to life. Oracle has taken a different
approach by rewriting its ERP, PLM, SCM, customer experience (CX), and IoT applications on a unified cloud platform. With this approach, Oracle is providing a single enterprise record that spans all enterprise cloud applications, creating an expansive digital thread that runs thru the entire product lifecycle. Oracle believes that when customers start with implementing Oracle Product Hub Cloud as a foundational component they can phase in other cloud solutions on the same platform without requiring any additional integrations. Customers from a range of industries are already seeing great value from using Oracle Product Hub Cloud to support their lifecycle processes. It also helps them better tie into Oracle’s overall cloud strategy and many offerings speeding their cloud journey and digital transformation, essential for companies seeking market success in our increasingly smart, connected world. CIMdata was impressed by the range of use cases supported across the customers reviewed and looks forward to learning more about the cloud journeys of Oracle’s many other PLM customers.

Acquisitions

Accenture Completes Acquisition of Sentelis
23 July 2020
Accenture has completed its acquisition of Sentelis, an independent data consulting and engineering company. Accenture had announced its intent to acquire Sentelis on June 15, 2020. The terms of the transaction were not disclosed. Headquartered in France, Sentelis brings more than 50 highly skilled professionals, including data and AI advisors, architects, and engineers specializing in designing and scaling data and artificial intelligence (AI), to Accenture Applied Intelligence. The addition of Sentelis, which has deep industry expertise in areas including financial services and retail, further complements Accenture’s capabilities to help clients build the right data strategy and foundation to industrialize AI across their businesses.

Autodesk to Acquire AI-Powered Construction Software Provider Pype
23 July 2020
Autodesk, Inc. announced it has signed a definitive agreement to acquire Pype, a provider of cloud-based solutions for automating construction project management workflows. The acquisition will empower general contractors, subcontractors and owners to gain even more value from Autodesk Construction Cloud by automating critical construction workflows such as submittals and closeouts to increase productivity and mitigate project risk.

Pype’s suite of software reduces tedious manual entry and human error that can lead to rework, cost overruns and schedule delays on construction projects. The company’s technology leverages artificial intelligence and machine learning to automatically analyze and extract critical construction data such as project plans and specifications to be used throughout the project lifecycle. By automating these traditional manual workflows and converting real-time data into actionable insights, construction teams have the power to increase collaboration and project efficiency. Pype customers include top general contractors such as Barton Malow, JE Dunn, McCarthy, Mortenson and Skanska, among others. Since 2017, Autodesk has invested in nine construction technology startups. The company also acquired
Assemble, BuildingConnected and PlanGrid; these three acquisitions alone total more than $1.1 billion.

“I could not be more optimistic about the future of the building industry,” said Andrew Anagnost, CEO of Autodesk. “Even in challenging times such as those we are currently facing, Autodesk remains focused on making the jobs of people who build easier. Pype’s robust machine learning capabilities will empower Autodesk customers to connect workflows across the building lifecycle in new ways and optimize their businesses for long-term resiliency.”

“We’re incredibly proud of the rapid growth Pype has experienced since its founding in 2015,” said Sunil Dorairajan, CEO and co-founder of Pype. “We’ve launched four widely adopted solutions to-date, each rooted in our ongoing mission to automate manual construction workflows for increased productivity and reduced risk. Now as part of Autodesk, we look forward to expanding these automated capabilities to ensure construction teams efficiently progress through projects, from design to closeout.”

“JE Dunn has been a pioneer at incorporating innovation to create and enhance robust digital and automated processes,” said John Jacobs, Chief Information Officer of JE Dunn. “Both Autodesk and Pype have been strategic partners throughout this digital journey, each with unique strengths and best-in-class solutions. Combining Autodesk’s construction management technology with Pype’s AI-powered project management capabilities will certainly accelerate the ongoing transformation of our industry.”

Pype will integrate with Autodesk Construction Cloud for streamlined project management.

Autodesk Construction Cloud, which brings together Assemble, BIM 360, BuildingConnected and PlanGrid, is a powerful portfolio of software and services comprised of advanced technology, the industry’s largest builder’s network and predictive insights. With Autodesk’s established design authoring tools, Autodesk Construction Cloud connects headquarters, office and field teams to increase collaboration and productivity.

Following the acquisition, Autodesk plans to integrate Pype products with Autodesk Construction Cloud. Pype’s product suite includes:

- **AutoSpecs**: Allows construction professionals to generate submittal logs in a matter of minutes
- **Closeout**: Accelerates the construction closeout process via an easy-to-use, centralized dashboard and automated document collection
- **eBinder**: Automatically converts hundreds of closeout documents into a fully indexed, hyperlinked and searchable turnover file
- **SmartPlans**: Extracts submittals, product schedules, and contract compliance requirements from drawings

“Too many critical construction workflows are still performed manually by project teams, leading to inefficiencies and exposing companies to increased risk such as schedule delays and cost overruns,” said Jim Lynch, vice president and general manager of Autodesk Construction Solutions at Autodesk. “Pype’s software makes data both actionable and collaborative, allowing teams to build and automate workflows that increase on-time and on-budget project delivery. Following the acquisition, Pype will join our portfolio of best-in-class solutions that are widely used by the construction industry to manage the building lifecycle from design through to operations.”

“While risk is inherent in the construction business, leveraging artificial intelligence to automate tedious yet consequential data and processes significantly reduces project risk associated with human error,” said Karuna Ammireddy, CTO and co-founder of Pype. “Together, Pype’s solutions with Autodesk Construction Cloud will enable customers across the industry to mitigate risk during each step of the
Dassault Acquires Proxem - Delivers New Collaborative Data Science Experiences on the 3DEXPERIENCE Platform

24 July 2020

Dassault Systèmes announced the enhancement of collaborative data science capabilities on the 3DEXPERIENCE platform. Dassault Systèmes’ customers can capitalize on their data patrimony by engaging in new virtual twin experiences in which important knowledge found in unstructured text data is transformed into actionable content and insights. This follows the acquisition of the privately-held company Proxem, a France-based specialist in artificial intelligence-powered semantic processing software and services, and provider of customer experience analysis solutions.

The combination of AI with modelling and simulation applications will enable 3DEXPERIENCE platform users in any industry to elevate and represent their data. They can automate the interpretation of knowledge found in requirements, regulations, customer and quality feedback, contracts, as well as in scientific publications, research reports or clinical trial results, and transform it into a complete virtual twin experience. This triggers unprecedented collaboration opportunities fostering innovation, while facilitating planning and execution across the extended enterprise. It will also lead to the development of new offerings from Dassault Systèmes such as requirements intelligence, drug development and contract intelligence.

“To be scalable and replicable, AI requires a strong and stable representation model,” said Florence Hu-Aubigny, Executive Vice President, Research & Development, Dassault Systèmes. “Proxem’s strong AI-driven semantic data interpretation and automation capabilities offer new opportunities for 3DEXPERIENCE platform customers. They accelerate a close connection with consumers, patients, and citizens, capturing insights on experiences and expectations, and empowering business innovators with contextual, accumulated knowledge and know-how. Virtual twin experiences on the 3DEXPERIENCE platform now take AI to the next level, revealing information intelligence and creating strong levers in new areas. Companies can elevate product design and quality to become more competitive.”

Dassault Systèmes has integrated Proxem’s main software, Proxem Studio, into the 3DEXPERIENCE platform to complement NETVIBES EXALEAD information intelligence applications. This accelerates the portfolio of available AI models, while transforming all public and accessible content into a reusable industry knowledge graph. Proxem Studio delivers a combination of rule-based natural language understanding, natural language processing, and machine learning technologies used by companies like Air Liquide to better understand supply networks, customer expectations, market trends and other aspects of their business.

“Eighty percent of overall information is unstructured, non-actionable, and locked in text. With Dassault Systèmes, we will build the multifaceted industry knowledge graph,” said François-Régis Chaumartin, founder, Proxem.
Company News

*Atos participates in AI4EU project to promote the use of Artificial Intelligence in Europe*

21 July 2020

Atos is taking part in the European project AI4EU for the construction of the first Artificial Intelligence (AI) ‘on-demand’ European platform and ecosystem which will facilitate the collaboration of all EU member states in the creation of resources that promote the development and implementation of AI technology. As part of this project, Atos is leading the pilot focused on AI for agriculture. AI4EU is developed under the umbrella of Horizon2020, the European Commission's research and innovation framework program, and started in January 2019.

Artificial Intelligence has positioned itself in recent years as a disruptive technology offering great benefits to various sectors – but the availability of these resources is key to guarantee European leadership and the creation of opportunities for companies.

In this context, the AI4EU consortium brings together more than 80 companies, SMEs, research centers, and universities, with the common objective of designing a European on-demand platform for AI to share resources, components, experience, data sets, and much more between member states. The project seeks to promote collaboration between different actors in the creation of products and services, or experiment with AI tools for the creation of prototypes and applications.

In addition to the construction of the platform, which will be accessible through any web browser without the need to install any additional software, the AI4EU project is committed to the implementation of eight pilots led by industrial partners to demonstrate the capabilities of the platform, thus enabling real applications, promoting adoption and innovation, solving technical challenges posed by advanced industrial applications, and stimulating a vibrant partnership between research and industry.

Atos Research and Innovation team in Spain actively participates in AI4EU as leader of the pilot focused on the application of Artificial Intelligence in Agriculture with the aim of helping farmers to reduce production costs and obtain the highest possible quality of products.

Through the AI4Agriculture pilot, Atos implements advanced data analysis capabilities from images taken by satellites, drones or mobile apps, for the automatic counting of fruit in a field and the evaluation of the maturity and quality of the harvest in vineyards located in the Ribera del Duero region. These functionalities will allow winegrowers to make decisions, for example, selecting the optimal harvest time, identifying the water stress of the plants or giving data to predict which areas of the vineyards have adequate production to create different types of wines.

“Atos’ participation in this project is essential to demonstrate our capabilities in the development of innovative technologies with concrete applications in different sectors. Furthermore, it reflects Atos’ constant commitment to the improvement and availability of technologies that strengthen the European industry.” said Tomas Pariente Lobo, Head of Big Data and Advanced Parallel Computing Unit, R&D Department, Atos.

AI4EU is deploying eight pilots with different application domains focused on the use of AI for education, robotics, industry, health, media, IoT and cybersecurity.

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*Black & Veatch Collaborates with Hexagon on Intelligent Tools*

23 July 2020
Black & Veatch, a top-ranked leader in oil and gas engineering, procurement and construction services, and Hexagon’s PPM division, the leading global provider of engineering software for the design, construction and operation of plants, ships and offshore facilities, today announce a new technology partnership that will advance engineering design further into the digital age.

Oil and gas industry issues remain top of mind across the globe, as growing demand for cleaner, more affordable energy comes amid a wave of digital transformation that is driving traditional methods of project execution to evolve. New levels of digitalization and connectivity – paired with an increasingly distributed global workforce – are causing companies to innovate and adopt new technologies to help ensure safe, cost-effective and on-time delivery.

To accomplish this goal, Black & Veatch’s oil and gas business has focused on maximizing the functionalities of Hexagon’s Intergraph Smart® suite of engineering design tools. Black & Veatch is working to fully leverage Hexagon technology throughout the construction value chain to create faster, more seamless communication, quicker updates and smoother integration with project partners, vendors and subcontractors.

Intergraph Smart P&ID, Intergraph Smart Instrumentation and Intergraph Smart 3D were the chosen solutions that will allow for support of global project execution; scalability to larger projects (LNGs and FLNGs); and enable an increase of productivity through design re-use and automation.

“Hexagon is the leader in providing intelligent tools to the oil and gas industry,” said Katie Werner, Director of Operations with Black & Veatch’s oil and gas business. “Advancing the use of the Intergraph Smart solutions suite in our oil and gas projects will improve integration of our design team with our clients and partners. Hexagon’s platform provides one integrated environment, allowing our distributed project teams to connect in real-time. We are excited about the enhancement in the latest updates to the tools that will improve productivity and maximize efficiency.”

“Black & Veatch provides the engineering and design services that help underpin the oil and gas industry,” said Don Brundage, Executive Vice President Americas Region, Hexagon's PPM division. “Hexagon PPM looks forward to partnering with Black & Veatch and helping to spur innovation to enhance its global competitiveness with this agreement between our companies.”

This new initiative builds upon Black & Veatch’s 100-year legacy of continued innovation and Hexagon’s mission to put data to work.

Oracle Cloud Simplifies Enterprise Network Complexity
21 July 2020

Enterprises are rapidly adopting a cloud-based core for IT operations and administration that require resiliency, availability and security. Running on Oracle Cloud Infrastructure, Oracle SD-WAN Orchestration Cloud (OSOC) makes it simple to integrate multiple clouds while managing traffic across networks. This new offering is part of the Oracle SD-WAN portfolio of solutions that provide a high-performing network for services such as remote office WAN, IoT, contact centers, unified communications and collaboration.
Oracle SD-WAN Orchestration Cloud helps enterprises rapidly deploy and operate sophisticated networks that easily connect to services that reside either within their facility or in a public cloud. As such, enterprises no longer need to design, build and maintain their own high availability SD-WAN cores at their data centers saving time and money.

“As businesses today look to become more agile, multi-cloud environments offer opportunity for broader visibility and choice, but also present challenges in performance and reliability. This double-edged sword is a key driver for greater SD-WAN adoption, and the SaaS model makes SD-WAN easily scalable as businesses seek to interconnect workloads across multiple cloud environments,” said Zeus Kerravala, principal analyst, ZK Research. “Oracle’s SD-WAN Orchestration Cloud delivers on this promise, empowering enterprises to combine high availability and predictable performance along with flexibility and choice in services so they can shift with elastic business needs.”

Oracle SD-WAN Orchestration Cloud is complemented by Oracle SD-WAN Edge and Oracle SD-WAN Aware products, which enable unparalleled reliability, security and visibility across enterprise networks. Orchestration Cloud can be deployed on premise at customer site or virtually in Oracle Cloud Infrastructure, Amazon Web Services or Microsoft Azure clouds. This is key to enabling enterprises’ digital transformation and the shift to a multi-cloud world ensuring users, data and clouds are always connected.

“The recent increase in remote-work has accelerated the shift to a cloud-first model for enterprises, putting pressure on IT professionals to ensure application availability, performance and security in any public cloud,” said Andrew Morawski, senior vice president and general manager, Oracle Communications, Networks. “With Oracle SD-WAN Orchestration Cloud, enterprises can rapidly design, deploy and maintain a SD-WAN across any IP network and any public cloud; freeing up IT to focus less on network management and more on strategic priorities.”

**TCS Named HPE Global System Integrator of the Year**

24 July 2020

Tata Consultancy Services has won the 2020 Hewlett Packard Enterprise (HPE) Partner Award in the category Global System Integrator of the Year.

TCS was among a select group of partners from HPE’s ecosystem of more than 80,000 companies to receive the award, which celebrates outstanding performance, commitment to customer excellence, focus on growth, innovation and professional achievements. The award recognizes TCS’ excellence in driving transformations in data management and digital workspaces, and helping joint customers gain a competitive advantage.

“This award is a testament to TCS’ strong partnership with HPE and our ability to help customers successfully navigate their digital transformation journeys through the use of cutting-edge technologies that are agile, automated, intelligent and on the cloud,” said Raman Venkatraman, Global Head, HiTech & Professional Services Industry Unit, TCS. “We remain focused on helping customers accomplish their growth and transformation objectives by executing their purpose-driven strategies while enhancing their resilience and adaptability.”

Through its partnership, TCS and HPE deliver a comprehensive data management offering with unique assessment, planning and migration strategies designed to empower companies to unlock the agility of the cloud. It enables customers to rapidly develop, test and launch software applications that drive business growth. With reduced complexity, customers can focus on other mission-critical initiatives.
such as security, monitoring and analysis, instead of provisioning and maintaining resources.

In addition, HPE and TCS offer a scalable, on-premise virtual desktop infrastructure (VDI) as a service to help support teleworking and unleash mobile productivity. The hardware and software required to deliver these desktop experiences are deployed directly to the datacenter, delivering high availability with a resilient architecture and accelerated adoption.

“'I’m honored to recognize our partners who raise the standard of business excellence and demonstrate continued commitment to our joint customers,” said Paul Hunter, Senior Vice President of Worldwide Partner Sales, HPE. “HPE is dedicated to enabling our partners with tools and solutions that will spark innovation in their own business. By collaborating and growing together, we are able to deliver the outcomes our customers need to prosper.”

In the partnership spanning more than three decades, TCS and HPE have developed world-class go-to-market infrastructure solutions. TCS has also made strategic investments to support the ecosystem, enabling business growth across major geographies such as the U.S., U.K., Europe, Japan and ANZ region.

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**Utopia Global and Hexagon Partner to Synchronize Data for Plants Using SAP Plant Maintenance**

21 July 2020

Utopia Global, Inc. and Hexagon's PPM division have joined forces. The companies announced today they plan to provide an integrated solution that ensures the synchronization of asset master data between the SAP Plant Maintenance system and Hexagon's engineering design management solution, HxGN SDx®.

Utopia and Hexagon recognize this synchronization of asset information between engineering and maintenance is crucial to ensure that asset-intensive companies such as those in the oil & gas, utilities, chemical and manufacturing industries are making accurate financial, operational and safety-related decisions based upon a common understanding of their operational assets. This challenge is particularly acute in industries where complex production operations can grind to a halt with single equipment failure, causing not only financial loss but also creating severe Environmental, Health and Safety (EH&S) risks.

The integration of Utopia's Engineering Connector for SAP Asset Information Workbench (AIW) with HxGN SDx Connector for Plant Maintenance provides an auditable, bi-directional synchronization between engineering and maintenance environments, ensuring alignment between these crucial engineering and maintenance systems of record. In addition to streamlining the synchronization process, the Utopia-Hexagon AIW/SDx solution will significantly reduce cost and increase the productivity and reliability of corporate operational assets.

"The Engineering Connector SAP Asset Information Workbench is only the latest in a series of Utopia innovations as we continue to strengthen our asset master data solution suite," said Mike Jordan, Vice President of Utopia Global EAM Practice. "This integrated environment is designed to work seamlessly with SAP Asset Intelligence Network enabling collaboration among approved engineers, contractors, supplier, operators and maintainers."

"Providing our customers with deeper alignment between engineering and operational information is one of our key objectives to drive industry transformation from paper to data," said Jaclyn Arnold, Vice President of Owner Operator Solutions, Hexagon's PPM division. "The integration with AIW reduces
the need to store SAP specific information inside SDx, allowing implementations to be simplified, responsibilities and roles easily applied and our joint customers a governed entry point into the new advancements of the SAP enterprise world like Asset Intelligence Network."

The Utopia Engineering Connector for SAP Asset Information Workbench is available as a component of Utopia uDGA. This product expands Utopia's growing portfolio of software complementing SAP Intelligent Asset Management.

The HxGN SDx Connector for Plant Maintenance is available as a component of SDx. This product helps simplify and accelerate the process of creating, deploying and using industrial-scale digital twins.

**Wipro named Application Innovation 2020 Microsoft Partner of the Year**

24 July 2020

Wipro Limited announced it has won the Application Innovation 2020 Microsoft Partner of the Year Award. The company was honoured among a global field of top Microsoft partners for demonstrating excellence in innovation and implementation of customer solutions based on Microsoft technology.

Rajan Kohli, President, Wipro Digital said, “It is a great honor to be recognized as Microsoft’s Partner of the Year for Application Innovation in such a competitive field and with so many other outstanding submissions. By building and delivering world-class, AI-powered customer experience applications on Azure to clients, we take advantage of not only our deep engineering heritage but also our industry-leading service design capabilities. Combined with our experience and long-standing relationship with Microsoft, we look forward to helping other customers on their application modernization journey and transformation of their businesses.”

The Microsoft Partner of the Year Awards recognize Microsoft partners that have developed and delivered exceptional Microsoft-based solutions during the past year. Awards were classified in several categories, with honorees chosen from a set of more than 3,300 submitted nominations from more than 100 countries worldwide. Wipro was recognized for providing outstanding solutions and services in Application Innovation.

The Application Innovation award was presented to Wipro for enhancing Greater Toronto Airports Authority (GTAA)’s passenger experience by building intelligent applications powered by Microsoft Azure. GTAA’s challenge was to provide passengers with seamless access to information throughout their travel journey and improve Airport Service Quality scores, while simplifying business operations and reducing operating costs. Wipro succeeded in significantly improving the customer experience and achieving GTAA’s business objectives in three areas - website, call center and baggage tracking all powered by Azure. Working with GTAA’s large, complex IT infrastructure, Wipro implemented Sitecore on Azure for the website, a conversational assistant on Azure AI for the call center, and blockchain on Azure for Baggage Tracking.

Martin Boyer, Vice President and Chief Information Officer at Greater Toronto Airports Authority said, “Innovating with technology plays a key role in driving continuous improvement at Toronto Pearson for passenger experience and operational efficiency, which are focus areas in the new normal of contactless journeys. We have been able to fuel innovation with our partners Wipro and Microsoft across various business areas by leveraging Azure AI, Blockchain and IoT. There is a huge opportunity to redefine the airport experience by leveraging emerging technologies and this is just the beginning.”

“IT is an honor to recognize the winners and finalists of the 2020 Microsoft Partner of the Year Awards,”
said Gavriella Schuster, corporate vice president, One Commercial Partner, Microsoft. “These partners go above and beyond, delivering timely solutions that solve the complex challenges that businesses around the world face – from communicating and collaborating virtually to helping customers realize their full potential with Azure cloud services, and beyond. I am proud to honour and congratulate each winner and finalist.”

Wipro and Microsoft have been working together for more than two decades to help enterprises of the future to drive business acceleration, enhance customer experience and provide connected insights. Wipro is aligned with Microsoft’s cornerstone philosophy of digital transformation across business applications, modern workplace and intelligent cloud. Wipro launched its Microsoft Business Unit in March 2020, which focuses on the development and evangelization of solutions leveraging Microsoft’s enterprise cloud services. Wipro has also adopted Azure Cloud for its own digital transformation journey.

**Events**

*WORKPLAN to highlight its vital MES/ERP role at Salons Solutions trade fair*

24 July 2020

Visitors to the 2020 Paris Salons Solutions trade fair in September will see how WORKPLAN’s combined ERP and MES functions in a single database, are making the software increasingly important to both large and small industrial SMEs.

"The Smart Manufacturing ethos of Industry 4.0 isn’t just a goal for large manufacturers. We have more and more small companies turning to us, wanting a full digital chain, integrating specifications and automating production management," says Hexagon’s MES and WORKPLAN Product Manager Christophe Mas. "The MES business is becoming a key asset for manufacturers in the general mechanics, aerospace, prototyping, tool and die, sheet metal and woodworking industries."

The 2021 WORKPLAN release from Hexagon’s production software portfolio will be presented at the Paris Salons Solutions Show from between September 22 and 24. Visitors to Stand C24 will be able to see numerous demonstrations, including how enhancements to the ‘Activity Basket’ function allow all baskets for the same project to be created in just a few clicks.

"This revolutionises the management of time tracking, and promotes automation and flexibility in the workshop," he says. "It also simplifies the management of assembly activities, heat treatment and finishing operations."

WORKPLAN’s technical and sales teams will demonstrate how the software meets all organisation, planning and monitoring needs through its ‘Planning’ module. Users work with established priorities and the availability of resources. The GANTT chart, integrated into WORKPLAN, optimises work capacity, reduces bottlenecks and helps to meet deadlines.

The planning function can also be accessed by shop floor operators using touch screens to check the production line workflow, and to see the load of different machines in the fleet, in real time.

Finally, Christophe MAS says WORKPLAN continues to integrate into all Hexagon solutions, demonstrating its increasingly essential role in the full digital chain. The latest interface with Hexagon's software for CNC simulation and ISO code verification, the NCSIMUL Monitoring module, enables real-time supervision of the workshop, thanks to the feedback of machine events such as in-cycle,
shutdown, and alarms. To consolidate productivity indicators -- the availability rate, TRS, TRG...and also to report machine times (masked times) automatically in WORKPLAN – operators only have to clock in their work time.

WORKPLAN: Pavilion 7.2, Stand C24, Salon Solutions Porte de Versailles - September 22 to 24.

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Financial News

Cadence Reports Second Quarter 2020 Financial Results
21 July 2020

Cadence Design Systems, Inc. announced results for the second quarter of 2020.

Cadence reported second quarter 2020 revenue of $638 million, compared to revenue of $580 million reported for the same period in 2019. On a GAAP basis, Cadence achieved operating margin of 24 percent and recognized net income of $131 million, or $0.47 per share on a diluted basis, in the second quarter of 2020, compared to operating margin of 23 percent and net income of $107 million, or $0.38 per share on a diluted basis, for the same period in 2019.

Using the non-GAAP measure defined below, operating margin for the second quarter of 2020 was 35 percent and net income was $185 million, or $0.66 per share on a diluted basis, compared to operating margin of 34 percent and net income of $161 million, or $0.57 per share on a diluted basis, for the same period in 2019.

“Cadence has adapted well to the difficult environment, continuing to innovate and delight customers, while delivering outstanding results for shareholders,” said Lip-Bu Tan, chief executive officer. “While these are uncertain times, design activity remains strong and our Intelligent System Design strategy has us well positioned to take advantage of these opportunities. To ensure business continuity, we are further investing in infrastructure and collaboration platforms to maintain high levels of productivity and innovation.”

“Cadence exceeded all of its key financial metrics for the second quarter and we are raising our outlook for the year to 11% revenue growth and 33% non-GAAP operating margin,” said John Wall, senior vice president and chief financial officer. “Cadence operated from approximately 50 sites across the globe before the pandemic, and we are now operating from a distributed network of more than 8,000 homes. We are blessed to have such a strong and versatile global leadership group. I am very impressed and thankful for how our team is not only rising to the challenge but thriving in this environment.”

CFO Commentary

Commentary on the second quarter 2020 financial results by John Wall, senior vice president and chief financial officer, is available at www.cadence.com/cadence/investor_relations.

Business Outlook

For the third quarter of 2020, the company expects total revenue in the range of $630 million to $650 million. Third quarter GAAP operating margin is expected to be approximately 22 percent and GAAP net income per diluted share is expected to be in the range of $0.49 to $0.51. Using the non-GAAP measure defined below, operating margin is expected to be approximately 32 percent and net income per diluted share is expected to be in the range of $0.59 to $0.61.

For 2020, the company expects total revenue in the range of $2.585 billion to $2.615 billion. On a
GAAP basis, operating margin is expected to be approximately 22 percent and GAAP net income per diluted share for 2020 is expected to be in the range of $1.84 to $1.90. Using the non-GAAP measure defined below, operating margin for 2020 is expected to be approximately 33 percent and net income per diluted share for 2020 is expected to be in the range of $2.50 to $2.56.

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

Dassault Reports Q2 Financial Results
23 July 2020

Dassault Systèmes announces IFRS unaudited financial results for the second quarter and first half ended June 30, 2020. The Group’s Board of Directors reviewed these results on July 22, 2020. This press release also includes financial information on a non-IFRS basis with reconciliations with IFRS figures included in the Appendix to this communication.

Highlights and Financial Summary
(Unaudited, revenue growth in constant currencies)

Q2 non-IFRS Operating Margin and non-IFRS EPS at high end of guidance reflecting strong operational performance
Q2 IFRS and non-IFRS total revenue up 10% in constant currencies; non-IFRS recurring software up 30% with Medidata and solid organic support renewals
Q2 cash flow from operations of €397 million, with H1 at €855 million

Medidata delivers double-digit non-IFRS revenue growth and strong non-IFRS operating margin uplift in H1, on a comparable basis

Acquisition of Proxem, specialist in AI-based information semantic processing expanding our collaborative data sciences offer

Confirming FY 2020 Financial Framework with an Objective of 2020 non-IFRS EPS reaching about €3.70 to 3.75 (€3.65 for FY 2019)

Infor Achieves Industry-Leading Financial Strength
24 July 2020

Infor announced that the company now ranks among the most financially sound enterprises in technology — with an investment-grade rating, access to billions of dollars of capital and a commitment to reinvest the majority of profits.

Since its acquisition by a subsidiary of Koch Industries in April, Infor has repaid over $5 billion in debt and achieved an investment-grade rating from Moody’s and Standard & Poor’s. Infor is committed to maintaining these solid investment-grade ratings and unique financial advantage.

Infor’s current financial position is its strongest since it was founded in 2002. The company plans to continue to innovate and invest aggressively in its products and services. Infor will continue to focus on its industry-specific cloud solutions for manufacturing, healthcare, distribution, retail, public sector and hospitality, with a long-term view toward providing ever greater efficiency for its customers’ business.
Infor CEO Kevin Samuelson said: “Koch has been a key Infor enterprise customer for more than a decade, and a key investor since 2017. Now, as a wholly-owned subsidiary of Koch, Infor has the benefit of scale, access to capital and the ability to make long-term decisions with implications over the next decade. For customers contemplating our software, these are commonly partnerships that last for years. So, our industry-leading financial strength and commitment to innovation make Infor a great partner for key operational software.”

Software AG announces Q2 and H1 2020 financial results

22 July 2020

Software AG announces preliminary financial figures (IFRS) for the second quarter and first half of fiscal 2020. Despite COVID-19, Software AG delivered robust performance with growth in all its leading business indicators.

The Group performed well across all geographies including North America, with all business lines demonstrating excellent sales execution. Transformation momentum is building, with product innovation, cultural evolution, and subscription progress driving the business towards sustainable, profitable growth.

On a divisional basis, strong sales execution in the reported quarter saw Digital Business Platform (DBP, excl. Cloud & IoT) grow bookings 31 percent year-on-year, while DBP (Cloud & IoT) achieved bookings growth of 39 percent driven by strong cloud demand. Adabas & Natural (A&N) saw additional momentum from 2 large deals brought forward from H2 and resulting in quarterly bookings growth of 31 percent. As expected, stated product revenue showed slight declines reflecting the planned shift towards subscription and Software as a Service (SaaS), where a larger part of revenue is recurring and recognized over time rather than up front. This shift to subscription and SaaS contracts was accelerating in the quarter when their share of Software AG’s bookings reached 88 percent in the digital segment (DBP incl. Cloud & IoT). A balance of prudent cost control and targeted investment in areas of organic growth enabled the Group to hold its operating profit (EBITA non-IFRS) at €41.4 million, ahead of analyst consensus (€39.8 million).

“During Q2 we delivered strong performance despite the challenges of COVID-19. Our core digital business is growing strongly, subscription sales are advancing, we have a solid pipeline, a robust platform and high-quality people who have delivered strongly this quarter. While we cannot predict the trajectory of COVID-19 over the coming months, I believe we are in a strong position to navigate the current uncertainty, and continue supporting our clients in their digital transformation journeys which have taken on new relevance in recent months,” said Sanjay Brahmanwar, CEO of Software AG.

“I am delighted to have joined Software AG at such an important moment in the company’s development. Despite the macroeconomic downturn related to COVID-19, the team delivered strong Q2 performance with 32 percent bookings growth and stable product revenue. Given the environment, these figures are remarkably robust. Looking ahead, my goal is to ensure we stay resilient and focused in the pursuit of our bold ambitions for future growth. I look forward to the rest of the year and to building on the great work that has already been done by the team I am proud to join”, said Dr. Matthias Heiden, CFO of Software AG.

Second quarter 2020 total revenue and earnings performance broadly in line with consensus

Software AG reported €204.6 million (Q2 2019: €210 million) in total revenue for the second quarter of 2020, 0.9 percent above the company compiled analyst consensus at €202.8 million. The consensus is
published on the Company’s website. Software AG's total Q2 product revenue (licenses + maintenance + SaaS) was €158.9 million (consensus: €158.1 million; Q2 2019: €163.1 million), reflecting foreign currency headwinds and a 1 percent decline in volume compared to Q2 2019.

The Company's EBIT of €31.9 million (consensus €31.0 million) was, as expected, below the previous year level, (Q2 2019: €47.7 million) as planned investments build momentum behind the Helix business transformation. Operating EBITA (non-IFRS) was at €41.4 million (consensus €39.8 million; Q2 2019: €56.1 million), showing an operating EBITA (non-IFRS) margin of 20.2 percent (Q2 2019: 26.7 percent).

Second quarter 2020 business line performance

DBP (excl. Cloud & IoT) showed significant momentum in the quarter with 31 percent growth in bookings while the share from subscription mounted to 82 percent. As expected, and in line with analyst consensus, this strong shift to subscription led to lower stated revenue in the quarter (€96.3 million compared to €97.5 million last year) and to higher future revenue indicated by 12 percent increase of Annual Recurring Revenue (ARR), to €306.1 million.

DBP Cloud & IoT delivered strong bookings growth of 39 percent and reported revenues of €10.4 million (Q2 2019: €12.8 million). This is once again proof of the ongoing business transformation leading to accelerated future recurring revenue. The reported quarter showed SaaS revenue increasing 36 percent to €7.3 million (Q2 2019: €5.4 million) and maintenance revenue up by 10 percent to €2.0 million (Q2 2019: €1.8 million). Unlike the second quarter of 2019, there was no large up-front license revenue this quarter and license fell to €1.1 million (Q2 2019: €5.7million).

A&N continued its recent trend of strong performance supported by the unexpected early closing of 2 large deals, generating bookings growth of 31 percent whereas revenue recognized in the quarter equalled previous year level with €52.4 million (Q2 2019: €53.0 million; consensus: €48.0 million).

First half 2020 revenue and earnings performance

Software AG reported first half 2020 bookings growth of 30 percent and stable group revenue at €411.7 million (H1 2019: €411.4 million) and product revenue (licenses + maintenance + SaaS) at €319.9 million (H1 2019: €317.7 million).

A&N business line performed very strongly, with bookings growth of 39 percent and revenue growth of 3 percent to €110 million. The two early deal closures led to more than half of A&N’s expected sales for the year being delivered in H1, which is reflected in a smaller H2 pipeline.

The DBP (excluding Cloud & IoT) recorded bookings growth of 18 percent, and the expected slower revenue recognition amounting to product revenue of €184.3 million (H1 2019: €187.9 million). The contribution from subscription bookings rose to 70 percent in H1 2020 from 36 percent in H1 2019, reflecting strong progress towards the targeted growth of recurring revenue.

Software AG's DBP Cloud & IoT business showed bookings growth of 50 percent and 15 percent revenue growth during H1 2020, delivering €25.8 million product revenue compared to €22.3 million in H1 2019.

In total, the combined digital business (DBP, including Cloud & IoT) showed a record H1 in bookings €139.7 million, up 27 percent from a year ago. The growing share of SaaS and subscription contracts translated into flat revenue of €210.2 million (H1 2019: €210.3 million) and increased the ARR by 14 percent to €355.2 million (H1 2019: €315.3 million).

The company's EBIT was €60.7 million (H1 2019: €89.9 million) in the half under review. At €81.1 million (H1 2019: €107.7 million), operating EBITA (non-IFRS) performed as expected in the half.
Subsequently, the operating profit margin (non-IFRS) was 19.7 percent (H1 2019: 26.2 percent). Net income (non IFRS) accrued to €56.1 million (H1 2019: €75.6 million) or €0.76 per share (H1 2019: €1.02).

Balance sheet and cash flow show financial resilience

The balance sheet shows cash and cash equivalents €507.9 million as of June 30, 2020 compared to €513.6 million at the end of 2019. In the same period financial liabilities were reduced by €73.6 million to €223.0 million (December 31, 2019: €296.6 million). Shareholders’ equity increased to a share of 67.1 percent (December 31, 2019: 64.2 percent) of the balance sheet total which stands at €2.1 billion.

Operating cash flow for the first half was at €87.7 million, down 3 percent year-on-year. Free cash flow was at €71.4 million, down 7 percent year-on-year, mainly due to one-time higher CapEx in Q1 2020. Cash flow per share amounted to €0.96 (H1 2019: €1.04), and the company paid a dividend of €0.76 following its Annual Shareholders’ Meeting on June 26, 2020.

Employees

As of June 30, 2020, Software AG had 4,642 (June 30, 2019: 4,740) employees worldwide (full-time equivalents). The decline was caused by the sale of the Spanish Professional Services unit which reduced the workforce by approx. 440 full-time equivalents (FTE). The like for like increase of staff year-on-year is 340 FTE.

2020 Outlook

Having delivered the anticipated solid performance in the first half of the financial year, Software AG today reconfirms its current 2020 guidance for the financial year as a whole.

Implementation Investments

Accenture Helps Zydus Wellness Build an Enterprise Platform to Drive Digital Transformation

22 July 2020

Accenture has helped Zydus Wellness, the India-based consumer wellness company, become an intelligent enterprise using SAP S/4HANA® to help drive the company’s digital transformation.

As part of the project, Accenture helped Zydus consolidate and integrate business and operational processes and information from its recent acquisition of Heinz India Private Limited. With SAP S/4HANA® in place, Zydus was able to consolidate consumer packaged goods best practices from both companies so they can operate as one unified business.

By combining a modern end-to-end infrastructure across all lines of business and geographies with the ability to develop, test, pilot and roll-out innovations fast and effectively for the benefit of consumers, the new platform has helped Zydus standardize and improve visibility and operational efficiency across its business and set the stage for a new era of growth.

For the system migration, Accenture used Accenture’s myConcerto, an insight-driven, digitally integrated platform that helps harmonize SAP® solutions and technologies for simplified implementation and faster time to value. The program was completed within four months, with minimal disruption to the day-to-day running of business and ahead of the company’s peak sales season.
“Following the acquisition of Heinz India, we needed to move quickly to integrate processes and information from both companies into one future-ready platform before our peak sales season,” said Tarun Arora, Zydus Wellness’ chief executive officer. “We selected Accenture for its understanding of our industry, technology credentials and impressive track record in delivering enterprise transformation at scale.”

Manish Gupta, a managing director at Accenture who leads its Consumer Goods & Services practice in India, said, “Implementing SAP S/4HANA® as part of this transformation initiative is a further demonstration of Zydus Wellness’ commitment to become a truly intelligent enterprise that puts the consumer first. We are focused on helping Zydus Wellness bring innovation to market, maximize its business performance and operate even more efficiently.”

**Altair Named Ducati Corse Technical Partner for Legendary Official Team in MotoGP**

20 July 2020

Altair announced a multi-year technical partnership agreement with Ducati Corse, the racing division of the legendary Italian motorcycle manufacturer.

Ducati will expand its use of Altair’s computer-aided engineering (CAE) software for product development, providing Ducati Corse engineers with a vital competitive edge in their 200mph-plus pursuit of racetrack success. Altair will sponsor the team in the MotoGP World Championship, which began in Spain on July 17, 2020.

Ducati Corse is a long-standing user of Altair design and simulation tools, and the new agreement will expand this relationship in critical areas including aerodynamics, fluid dynamics, weight optimization, structural optimization, vehicle dynamics, and advanced powertrain technology. In a sport where the difference between success and failure is often measured in milliseconds, Altair’s software will help Ducati engineers explore, optimize, and implement innovative ideas more quickly and efficiently than ever.

“We are delighted to welcome Altair as a Ducati Corse technical partner for the start of the 2020 MotoGP season. Strengthening the team’s partnership with an industry leader in advanced CAE and simulation will help extend our technology leadership in the fastest, most demanding motorcycle racing environment on the planet,” said Luigi Dall’Igna, Ducati Corse general manager.

“Altair is all about empowering talented and visionary engineers to deliver innovation and excellence. In this respect, the synergy with Ducati Corse is perfect,” said James Scapa, Altair’s chief executive officer and founder. “This new agreement means we can forge an even closer relationship through our software and consultancy to support the Ducati Corse engineering team as it transforms bold concepts into race-winning performances.”

Established in 1999, Ducati Corse is recognized as a pioneer in racing motorcycle design and development. Over the years, many of its race-bred innovations fueled by advanced technology have been incorporated in Ducati’s range of stylish, high performance, and high-quality road bikes.
Ansys Accelerates Passive Safety System Development
21 July 2020

Together with its European Channel Partner DYNAmore, Ansys is supplying the BMW Group with Ansys LS-DYNA for passive safety system development in the next generation of safe, high-performance vehicles. Ansys LS-DYNA empowers users to optimize the design and analysis of passive safety systems — supporting more accurate predictions of vehicle behavior during collisions. Vehicles must undergo extensive and rigorous crash test scenarios during the design and development phases before they can be proven safe. As vehicles become more complex, the regulations for passing these tests become more stringent. Ansys empowers vehicle manufacturers with simulation tools with a high degree of fidelity to predict vehicle responses to these tests — speeding product and development cycles.

Ansys solutions support virtual crash testing by enabling engineers to optimize structural design for energy absorption during crashes and improve the interplay between different restraint systems, such as seatbelt tensioners and both front and side airbags. Ansys LS-DYNA users can implement a coherent, passive safety concept within a short development timeframe and with minimal use of hardware. Ansys LS-DYNA is a highly scalable multiphysics solver that simulates the behavior of most vehicle components as well as the complete vehicle within a fully coupled mathematical framework. LS-DYNA is scalable on high-performance parallel computer architectures, boasts an extensive range of material models, and facilitates rapid implementation of development requests.

"The thorough and in-depth analysis of the methods and algorithms in LS-DYNA initiated by the BMW Group was a very demanding project for us," says Ulrich Franz, Managing Director of DYNAmore. "The specific requirements of BMW Group with regards to the technical functionality and the integration into the existing processes and workflows were the main challenges that could only be met with great effort in all respects. DYNAmore works as an ongoing partner in software development, method development, user support and as an expert in materials science."

"Active and passive safety systems improve road safety and save lives by greatly reducing the risk of injury to occupants during unavoidable accidents. Following the successful acquisition of LSTC and integration of LS-DYNA into our product suites, Ansys' capabilities in this area are unmatched," said Shane Emswiler, senior vice president, Ansys. "Our many ongoing collaborations combined with our open-ecosystem and cutting-edge simulation solutions enable us to go one step further in the integration of passive and active security systems to meet the high demands of the automotive industry."

Dassault and Bouygues Construction Reinforce Their Commitment to Reinvent the Construction Industry
24 July 2020

Dassault Systèmes and Bouygues Construction announced the next phase of their long-term commitment to reinvent the construction industry and make it more efficient and sustainable. Bouygues Construction has chosen the 3DEXPERIENCE platform on the cloud to drive its business transformation with the aim to improve the productivity of its construction projects. This second phase follows the initial digitalization and automation of Bouygues Construction’s processes.
Citizens expect new urbanization practices and a greater focus on sustainability. Yet the construction industry struggles with its productivity, from project complexity to fragmented disciplines. Digital transformation offers the possibility to support a more sustainable and circular economy. It improves knowledge and know-how capitalization and sharing across value chains, and enables new business models.

With the 3DEXPERIENCE platform on the cloud, Bouygues Construction can take a systemic approach to project management that integrates virtual twin experiences across the value chain. It can move from a traditional document in which different disciplines work independently, to a model-based method. This integrated, inclusive and collaborative environment with a single source of actionable data will streamline decision-making among all stakeholders – from the general management to the site worker – at every stage of a project. It will allow Bouygues Construction to increase safety for its employees and stakeholders. It will also enable the company to reduce waste and to boost the quality from design to construction, by defining modular assembly components integrated in product lines such as retirement homes and student residences. Modularity will allow it to address the complexity of upcoming projects while addressing increasing customization and sustainability needs, as well as match high market variability.

Philippe Bonnave, Chairman and Chief Executive Officer of Bouygues Construction, said: “Bouygues Construction has been using digital technologies for years and we consider that we could make still more use of them and create more value. We are therefore looking for a higher-level transformation which will impact our processes in all our projects and prepare the future of the company: a transformation leading to greater collaboration within the Group and with our stakeholders to improve the value we deliver to our customers.

Bernard Charlès, Vice Chairman and CEO, Dassault Systèmes, said: “Experiencing the virtual twin of construction is an inclusive and – thanks to cloud and mobility – affordable process. Unlike existing legacy methods, the virtual twin experience allows everyone involved to understand and contribute to the process. All actors in the industry have been longing for transformational ways of collaborating and innovating. Have you ever thought that this dream would become true? This game-changing approach, based on the 3DEXPERIENCE platform, fuels our long-term partnership with Bouygues Construction. It represents a tremendous opportunity to combine our respective leadership and expertise and to introduce a new dynamic into the construction ecosystem that pushes it toward greater sustainability.”

### Hexion Selects Capgemini for digital transformation

20 July 2020

Capgemini has signed a seven-year agreement with Hexion, to digitally transform its business to be more resilient, with greater operational agility and an ability to drive long-term, sustainable growth. Hexion serves the global adhesive, coatings, composites and industrial markets through a broad range of thermoset technologies, specialty products and technical support. As part of the agreement, Capgemini will collaborate with Hexion to unlock value and drive innovation through a digital transformation of its global operations for procurement, finance and information technology.

“We are continuously adapting our organization to changes in the market, while remaining focused on long-term growth,” said George F. Knight, Acting Chief Executive Officer and Chief Financial Officer, Hexion. “By partnering with Capgemini, we intend to create a best-in-class organization that focuses on gaining efficiencies and process improvements by leveraging automation and state-of-the-art technology.
Capgemini will leverage its broad portfolio of digital, cloud, IT infrastructure, cybersecurity and business operations solutions to help Hexion gain operational agility and increase competitiveness in its end-markets.

“We are incredibly excited to serve as Hexion’s business and IT partner, and help it achieve such a bold vision for the industry,” said Philippe Vié, Global Head of the Energy, Utilities and Chemicals sector at Capgemini. “Capgemini is committed to developing an agile and high-performing business model with Hexion’s global operations teams that will further position the company for success in all market conditions and ultimately, sustained growth.”

Infosys announced a strategic long term partnership with LANXESS, a leading specialty chemicals company manufacturing chemical intermediates, additives, specialty chemicals headquartered in Germany. Infosys will support LANXESS in its IT Infrastructure Digitization strategy and enable its global workforce spread across 33 countries with a secure and fully managed modern workplace.

As part of this transformation, Infosys will setup an end-user centric modern workplace with globally standardized device/workplace landscape (for Office, Functional and Virtual users) based on a Device as a Service (DaaS) construct, backed with NextGen unified communication and collaboration platforms. The global workforce of LANXESS will be supported by a multi-lingual artificial intelligence powered service desk operating from Europe and India. Infosys will also transform LANXESS to a future ready end user IT landscape over the course of the partnership. This will ensure a seamless and harmonized workplace experience for LANXESS’ global workforce.

Jasmeet Singh, Executive Vice President and Global Head of Manufacturing, Infosys, said, "Germany is a very strategic market for Infosys and an important part of our localization strategy in Europe. In today’s world, digital workplace as a service is becoming increasingly relevant for all our clients’ transformation journeys and we are glad to be partnering with LANXESS to enable their transition to a modern digital workplace. This partnership will deliver next-gen service operations with self-heal, self-help and automation-driven solutions. With deep expertise in executing large transformation programs for global clients, along with advanced digital solutions, we look forward to help LANXESS reimagine their workplace to drive increased collaboration and productivity.”

Kai Finke, CIO of LANXESS said, “Standardized and harmonized workplace services will enable us to increase our service quality and usability on a global basis as well as increase flexibility and scalability which nowadays are getting more and more important. Working with Infosys will allow us to implement state-of-the-art-technologies faster and thus bring LANXESS to the next level regarding workplace services enhancing our collaboration and mobility capabilities.”

Medidata, a Dassault Systèmes company announced that it is collaborating with Moderna, Inc. to
support clinical trials of mRNA-1273, Moderna’s COVID-19 vaccine candidate.

Medidata’s suite of technologies is supporting the advancement of Moderna’s mRNA-1273 clinical trials, including the Phase 3 trial, which is expected to enroll 30,000 participants. The Medidata and Moderna teams are moving forward with the speed and urgency necessitated by the global pandemic, using Medidata’s innovative and scalable cloud platform for clinical development.

This clinical trial is one of the largest ever to incorporate data capture directly from participants, decreasing the need for office visits. The “virtualization” of the study allows participants to use their own devices if they so choose, easing the burden of having to carry around a separate, provisioned device.

“We are proud to be working with Moderna on these breakthrough trials, which are so important to medical science and the health of our global society,” said Tarek Sherif, co-founder and co-CEO, Medidata. “The extensive partnership we’ve built together over many years is allowing us to support these critical clinical studies. Clearly, the faster we can arrive at answers, the better it will be for everyone, everywhere.”

“We are pleased to collaborate with Medidata,” said Marcello Damiani, Chief Digital and Operational Excellence Officer, Moderna. “Medidata’s unified platform is helping us put participants at the center of our efforts to develop a safe and effective vaccine against COVID-19.”

Moderna is using a suite of Medidata Rave technologies to help support and accelerate clinical development, including EDC (electronic data capture); eCOA (electronic clinical outcomes assessment), and Detect (centralized statistical monitoring). Moderna has been working with Medidata since December 2015 and the companies have collaborated on multiple clinical trials.

Medidata is a wholly owned subsidiary of Dassault Systèmes, which with its 3DEXPERIENCE platform is positioned to lead the digital transformation of life sciences in the age of personalized medicine with the first end-to-end scientific and business platform, from research to commercialization.

Reaching For The Stars With EDGECAM

20 July 2020

The UK Astronomy Technology Centre is working on two separate instruments which will teach astronomers far more about the Universe than is known at the moment.

Some of the parts are manufactured using toolpaths created by EDGECAM CAD/CAM software…and are then lined up to high-precision accuracy using a Hexagon Global CMM.

Will Taylor, UK ATC’s Instrument Scientist explains that the instruments will be fitted into the VLT (Very Large Telescope), at the Paranal Observatory, in Chile – one of the most productive ground-based telescopes in the world.

One is known as MOONS – Multi-Object Optical Near-infrared Spectograph – which looks at many astronomical objects simultaneously, while gathering information from them all, at the same time. UK ATC is assembling everything for MOONS at its base in Edinburgh, and he says it’s a particularly novel and exiting project. “It will allow astronomers to look at 1,000 objects at once, and in the infrared
Because of the vast distances, the light we’re seeing from stars now, actually set off millions of years ago… and for the first time MOONS will take scientists even further away – possibly round 10-billion light years, enabling them to build a map of a large section of the Universe.

A thousand small robotic positioners lie at the heart of instrument, which will be used to precisely align optical fibres with the target object. Light is then fed along these fibres into the spectrograph, where it is split into three different wavelength channels, before being dispersed to simultaneously deliver spectra in each channel.

EDGECAM and the Hexagon CMM played a major role in producing the highly complex components that will take us further than ever before. Workshop Technician Richard Kotlewski was responsible for manufacturing the majority of the internal components used in the structure containing the Digital Mirror Device. The 75 mm square components for the precise calibration system which forms an essential part of the instrument, took a couple of hours to program with EDGECAM.

He imported the 3D model and drawing into EDGECAM, and decided how to manufacture the part, along with which machine was going to be used. “Then I set up the datum and used EDGECAM’s powerful Feature Finder functionality, and let the software create the perfect toolpaths automatically. It was extremely important that the parts were high precision, as accuracy was absolutely critical for the optical alignment of those parts.”

With the parts being used for holding optics, calibration was vital to ensure the incoming light source goes to the correct place. This was achieved with their Hexagon Global CMM checking bores and positional tolerances of the components in the assembly.

Their other VLT project is ERIS – Enhanced Resolution Imager and Spectograph – which will use the main telescope’s adaptive optics to remove distortion from the atmosphere as they hunt for planets outside our solar system. Will Taylor says: “Effectively, it’s taking the ‘twinkle’ out of the stars; and that’s done with a mirror where the surface shape is adjusted hundreds of times a second, which means the imaging quality is incredibly high, with no distortion in the image at all.”

As a member of an international consortium, each manufacturing specific mechanisms, he says the UK ATC’s role for ERIS was to build the new diffraction-limited camera system that couples on to the optics being produced in Italy.

Richard Kotlewski says some of the camera’s 6082-aluminium parts were produced on their 5-axis Haas VF5 machine tool. “Because of their complexity – the top half is quite thin-walled as we’re restricted on the weight of this instrument – there was around a day’s programming time for each component, and two days machining, due to the amount of material being removed.” He used EDGECAM’s powerful Waveform Roughing strategy to make deeper cuts while creating less stress because of the lower stepovers, but still achieved optimum material removal rates.

There was a different use for the Hexagon CMM on these components. Although they were not producing all of the components for that particular assembly, they were responsible for the overall completed instrument.

“We had to take the parts we’d made, along with parts from other consortium members, and ensure they were accurately aligned.” The mechanisms had to be within ten microns for everything to line up, and they used the CMM to guarantee that.

“This work took over a week. Each individual mechanism was placed onto shims attached to the optical bench. Measurements were taken to determine the centre of the mechanism and to make sure it was
square and parallel. Shims were machined to bring the mechanism into the correct position. The mechanism was then rechecked. When we were completely happy with each one, we placed all the components together and carried out a final optical check.

“Without the CMM we could not have achieved that vital part of the operation.”

Richard Kotlewski concludes: “It’s a real privilege to work on such ground-breaking astronomical projects – I create components which provide the capability to study galaxy formation and evolution over most of the history of the universe with unprecedented accuracy.”

rLoop Partners with XD Innovation; Adopts 3DEXPERIENCE on Cloud as a Platform to Power Its Global Crowdsourced Engineering Business Model

20 July 2020

rLoop, a new kind of organization, redefining how people connect, collaborate, and innovate, has partnered with XD Innovation and standardized on the 3DEXPERIENCE Platform on Cloud to power its Global Crowdsourced Engineering Business Model.

rLoop was founded in 2015 after SpaceX announced plans to hold a hyperloop competition.

Co-founder Brent Lessard and other members of a SpaceX Reddit group were able to bring together a distributed team of 140 engineers and designers and eventually became the only non-university team to win a SpaceX Innovation award. Over the following four years, rLoop has continued to develop some of the most advanced Hyperloop technology as a decentralized team, and in late 2019, it also acquired certain technical intellectual property from Arrivo, a fellow hyperloop startup, to accelerate its growth.

To help support its decentralized, crowdsourced engineering business model, rloop chose to partner with XD Innovation and adopt the 3DEXPERIENCE Platform on the Cloud. “At rLoop we’re bringing together passionate people from all over the globe to create a community focused on innovating in the built environment. It’s important to have meaningful partnerships and an effective platform to execute this vision. This is why we’re very excited to call XDI our partner,” explains Brent Lessard, Founder & CEO, rLoop.

“The 3DEXPERIENCE Platform on the Cloud, along with XDI’s deep experience working with leading transportation tech start-ups, will help support rLoop’s proven business model for decentralized development and execution of innovative technology from concept to delivery. We are very excited to partner up with the rLoop team, a very innovative organization, with unparalleled passion, clear vision and demonstrated success,” adds Soufiane Elaamili, CEO, XD Innovation.

The 3DEXPERIENCE is a Cloud Based Innovation Platform, which provides all organizations with a holistic real-time vision of their business activity and ecosystem, connecting people, ideas, data, and solutions in a single collaborative and interactive environment available Anytime, Anywhere and on Any Device. The easy-to-use interface helps everyone involved in innovation projects interact to imagine, design, simulate, and deliver differentiated customer experiences. Break free of IT constraints to scale and innovate faster than ever with the 3DEXPERIENCE on Cloud with CATIA, SOLIDWORKS, ENOVIA, DELMIA and SIMULIA.
Think big, spend a little. Unleash your entrepreneurial potential: 3DEXPERIENCE on Cloud allows start-ups to use the same software as industry leaders like Airbus, Schindler, Tesla and industry shakers like Canoo and Eviation, without the burden of implementation, IT overhead and licensing costs.

Salvatore Ferragamo Embarks on Centric PLM Journey
21 July 2020
Salvatore Ferragamo, the prestigious Italian fashion and luxury goods brand, has gone live with Centric Product Lifecycle Management (PLM). Centric Software® provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury and consumer goods companies to achieve strategic and operational digital transformation goals.

Founded in 1927, Salvatore Ferragamo is one of the world’s leaders in the luxury industry. The Group is active in the creation, production and sale of shoes, leather goods, apparel, silk products and other accessories, along with women’s and men’s fragrances. The Group’s product offering also includes eyewear and watches, manufactured by licensees.

The uniqueness and exclusivity of its creations, along with the perfect blend of style, creativity and innovation enriched by the quality and superior craftsmanship of the ‘Made in Italy’ tradition, have always been the hallmarks of the Group’s products.

Seeking to bring a modern touch to the tradition of craftsmanship, Salvatore Ferragamo launched a business initiative called ‘Innovation and Tradition, Together’. As part of this strategy, they decided to invest in a PLM solution.

“Our main objectives were to obtain the greatest possible visibility into product development, to streamline the design and manufacturing processes in alignment with modern best practices and to establish a platform that allows teams to collaborate,” says James Ferragamo, Brand, Product and Communication Director at Salvatore Ferragamo. “Salvatore Ferragamo is a family-like company where creativity is of the essence — as was our need to improve productivity. We started a PLM selection to identify a powerful, out-of-the-box solution that would give our teams time to focus on creativity and customers, rather than administration tasks and data entry for multiple systems. The digital platform enables our teams to keep up with very challenging timelines and is part of Salvatore Ferragamo’s journey towards innovation, blending handcrafted tradition and digitalization.”

“We are delighted to announce that Salvatore Ferragamo is live with Centric Software’s PLM solution,” says Chris Groves, President and CEO of Centric Software. “Salvatore Ferragamo is an iconic brand that encapsulates the essence of Italian fashion. We are honored to be able to drive their digital transformation initiatives and support their continued success in the future.”

Product News

Contact Software - New geometric similarity search in CIM Database PLM
22 July 2020
CONTACT Software has integrated an innovative partner solution into its PLM portfolio. Similia enables a quick search in the entire product data stock for suitable parts and components. This avoids
duplicate work in development, reduces the variety of parts and saves considerable process costs. Each new part design causes efforts in development, production planning, manufacturing, purchasing and logistics as well as costs of 500 Euro on average. Nevertheless, designers create assemblies from scratch several times, because searching for similar parts is usually tedious and time-consuming. Experts estimate that up to 9 percent of the enterprise master data is superfluous and avoidable.

The joint offer of CONTACT Software and its solution partner SIMUFORM Search Solutions helps companies to establish a consistent identical parts strategy in product development. With the integrated SIMUFORM solution Similia, designers can quickly and easily search the entire product data stock in CIM Database PLM for reusable parts and get the results within seconds. In this way companies can achieve savings of 100,000 Euro and more per year depending on their business operation.

One of Similia's strengths is the geometric similarity search with various filter and visualization functions. First, the process automatically generates a digital fingerprint of all CAD data and then displays the search result in 2D or 3D, regardless of the CAD system used.

The solution's search algorithms are not limited to geometries. Users can also find master data, meta documents and process information in CIM Database. Similia clearly reduces friction losses in everyday work and contributes to an increased efficiency in business processes.

"Together with SIMUFORM we offer an innovative solution for optimal parts management", says Michael S. Murgai, member of the management board and responsible for the CONTACT Global Ecosystem. "This enables customers from mechanical and plant engineering, the automotive sector and related industries to use their inventory data more efficiently than before for new components or products, thus saving significant time and money."

Document3D Suite 2021 adds JT Import and Interactive SVG Publish

24 July 2020

QuadriSpace™ announced the immediate availability of Document3D Suite 2021. The suite includes Pages3D for technical documentation and Publisher3D for technical illustrations, both products are available separately as well. The software repurposes 3D CAD files and associated data for the rapid creation of technical documentation and graphics. The 2021 version of the software includes new features to address the overall needs of manufacturing documentation.

The latest release includes integrated support for importing JT files. JT is an industry standard format for sharing 3D CAD data. This format is widely used across industries and provides an accurate representation of 3D CAD that is easy to open with Publisher3D or Pages3D.

“JT support will enable more customers who are using a wide variety of 3D CAD tools to benefit from QuadriSpace’s technical publishing software,” states Brian Roberts, President, “JT is an excellent option for NX, Creo, and CATIA users.”

The Document3D Suite includes direct import and add-in exporters for SolidWorks, Solid Edge and Inventor. The current Solid Edge CAD software includes a high-quality exporter for creating compatible QuadriSpace Model (QSM) files for use in QuadriSpace software.

Publisher3D boasts new publishing options to support the creation of graphical content for interactive
electronic technical manuals (IETM). When published, SVG vector graphics include balloons and parts tables that interact with mouse input to highlight relevant parts with associated part table rows. This makes it easy to identify parts and cross reference part number or other part information. Further, 2021 offers possibilities to combine multiple viewpoints rotating about the 3D model to create spinnable SVG files to identify parts more readily from graphical content. For marketing imagery, Publisher3D 2021 includes new feature for creating multiple raster images rotated about the 3D model. These can be combined into a single GIF that animates the 3D model.

Pages3D now includes a new carousel page object that can inserted onto a document page as desired. The carousel includes clickable thumbnail views of user created illustrations. This enables documents to include a visual method for selecting with illustration, or view of the 3D model, to display.

The 2021 release includes many time saving upgrades and update. Highlighted among those include a new “Look at Face” viewpoint tool for aligning the viewpoint with an arbitrary face in the 3D model. In addition, users can not enter markup dimensions by typing them in manually, duplicate illustrations and their markups, and sort parts lists alphabetically by and user determined column. The user interface has been upgraded to support vertical docking of the storyboard panel.

In addition to these highlighted new features and hundreds of user suggested improvements, the latest release provides important upgrades to 3D file import speed, page change performance and parts table optimizations.

QuadriSpace Corporation (http://www.quadrispace.com) provides leading software, server and cloud services that enable easy reuse of 3D CAD models and metadata for technical documentation authoring and delivery. The software enables the easy creation of technical illustrations and documentation that can be distributed to others directly through print, 3D PDF or online using Powered by Share3D™ technology for HTML5-based web delivery. Founded in 2001 to help companies reuse informative 3D models, QuadriSpace solutions have a tremendous impact on productivity, time-to-market and communication effectiveness worldwide.

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The version 2020.3 of 3D and 2D data conversion software from Datakit is available
20 July 2020
Datakit, specialist in data transfer between CAD systems, announces the availability of version 2020.3 of its software. It adds support for the latest versions of CATIA V6 / 3DEXPERIENCE, Inventor, Creo Parametric, Revit, STEP and NX formats, as well as textures support for writing FBX and glTF formats and new plug-ins for Rhino.

The latest update to Datakit's range of CAD format conversion software is available with many new features!

Support for new versions of 2D and 3D formats
It adds support for reading new versions of CAD and BIM formats for all Datakit software:
CATIA V6 / 3DEXPERIENCE Readings
The R2020x version of CATIA 3DEXPERIENCE is now supported. Datakit tools can now read and
convert .3dxml files from version R2010x to version R2020x.

Inventor Reading
Datakit's Inventor reader now supports reading .ipt and .iam files from Inventor 2021. The versions 9 to 2021 are therefore supported.

NX Reading
Siemens has released several new versions of NX in the past three months since the release of Datakit's V2020.2. V2020.3 already supports these new versions up to NX 1919.

Revit Reading
The latest Revit 2021 version is now supported. Datakit's Revit reading interface now supports files from Revit versions 2015 to 2021.

Creo Parametric Reading
The version 7.0 of Creo Parametric was released by PTC less than three months ago. Datakit is already able to offer an interface that supports reading files from this latest version. The Datakit tools can now read and convert 2D and 3D files from version 2000i of ProEngineer, up to version 7.0 of Creo.

STEP reading and writing
The standard STEP AP242 edition 2 (AP242 E2) was published by ISO at the end of April 2020. Datakit actively participated in the development of this standard, while working on its support in its own interfaces. Datakit's STEP format reading and writing tools now support this new standard. For more details on this, see the Datakit article on STEP AP242 E2.

Textures support for FBX and glTF writes
GlTF and FBX format writing libraries were announced by Datakit at the start of the year (glTF writing announcement, FBX writing announcement). With a view to constantly improving its interfaces, Datakit has already improved these two interfaces well, with texture support in particular. Converting textured files to these two formats with Datakit tools will therefore keep their original texture. An option that was eagerly awaited for these formats, which are widely used in the fields of visualization and animation.

News for Rhino plug-ins
New Rhino to FBX and glTF plug-ins
Following the release of its FBX and glTF writing interfaces as of 2020, Datakit decided to also integrate them into Rhino. The result of this integration is now available as two new plug-ins. These plug-ins allow you to save an open file in the Rhinoceros software as an FBX (.fbx) or glTF (.gltf or .glb) file.

Improvement of IFC and Revit imports
The new IFC and Revit file import plug-ins in Rhino, which were made available at the end of 2019, have been improved to support new file extensions: The IFC 3D to Rhino plug-in now supports .ifczip files. The Revit 3D to Rhino plug-in now supports .rfa files.

Improvements for the full range of software
The V2020.3 also benefits from the continuous improvement of the dozens of CAD interfaces provided by Datakit. They are, in fact, permanently maintained in order to improve their quality and to support new entities, while optimizing execution time.

These improvements apply to all Datakit product lines: for end users using plug-ins or the CrossManager converter, as well as for software developers incorporating Datakit technology.

The users wishing to test Datakit software can download it and obtain a demonstration license on the official pages of CrossManager and of CrossCad/Plg.

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**TUKA3D Removes Touch and Feel Barrier For 3D Product Design**

23 July 2020

Tukatech introduces the first feel factor value to fabrics based on a mathematical calculation using bend and surface friction values in all warp, weft, and shear directions. This feature helps in 3D product design as customers can quickly relate fabric feel without having to wait for a physical sample which can delay the development process.

What is a fabric feel factor? It is a number which someone may be able to learn and associate in their mind when imagining what the fabric will feel like. The relational value comparison is based on many fabrics familiar to users. This is like understanding a weather report where, for example, the temperature is 56 degrees Fahrenheit but “feels like” 65. This “feels like” conveys that one might feel warmer than the current temperature would indicate. This may be due to various reasons in the environment for that day including wind velocity and humidity. Simply telling the relative humidity is a certain value or that the wind is at a certain velocity does not instantly convey the feel factor of the temperature. However, if it is told that the temperature feels like 65 degrees it instantly conveys what to expect.

A similar analogy has been applied to fabrics for 3D product design. For example, most apparel people know from experience how soft a fine silk scarf feels and know that raw denim or burlap is rough. A number can be assigned to fabrics that will convey to the mind the feel factor of the fabric. If the softest fabric was a 10 on a scale of 1 to 10 and the roughest was a 1, then other fabrics fall in between. This determination from most used fabrics now can be classified with reference number for each and a feel factor for new fabric will help the design community to “digitally feel” the fabric while they can see the drape and movement of fabric in TUKA3D. These values can then be tabulated and the mean for each fabric taken and assigned to that fabric.

“What do you feel when someone say it feels soft like baby’s skin, or it tastes too salty, or the sound is too loud. As humans, we do have our sensory abilities to predict taste or listening on a decibel factor, same senses can relate these feel factor to predict the feel of fabrics by comparison numbers of known fabrics. We wanted to give designers the feel factor to help speed up the product development process in digital format, as well as give consumers the ability to digitally feel the fabric before making their purchase,” explains Ram Sareen, CEO-Founder of Tukatech.

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**Wipro will launch 5G edge services solutions suite**

23 July 2020

Wipro Limited announced that it will launch its 5G edge services solutions suite. The solutions suite to be provided by Wipro is built with IBM TRIRIGA and IBM Edge Application Manager. Wipro will
engage with clients to implement the Universal Edge solutions suite that leverages 5G network capabilities.

The 5G edge services solutions suite is designed to significantly enhance Wipro’s existing BoundaryLess Enterprise – Universal Edge portfolio. The edge-compute-enabled offering allows communications service providers and mobile tower operators to deploy their applications into dispersed edge devices. The advanced artificial intelligence and cloud-based services address the challenges of edge computing. It provides real-time visibility and data insights that help enable holistic management of edge infrastructure for mission critical applications in manufacturing, transport, healthcare, oil & gas and retail industries among others.

This solution is designed to offer Wipro customers better data control, reduced costs, faster insights and actions, and more automated, secured operations. A key module of the solution, primarily for the telecom ecosystem, provides a complete application suite to enable a secured gig economy around 5G-related services.

Wipro is joining the IBM Edge Ecosystem, an initiative to help partners implement open standards-based cloud native solutions that can be deployed and autonomously manage edge applications at large scale. Wipro’s solutions combined with IBM Edge Application Manager and TRIRIGA is expected to address a range of concerns related to deploying and managing globally distributed services on devices, private edges and telecom operator’s Multi Access Edges.

The 5G edge services solutions suite integrates various edge computing solutions from IBM. The two companies recently announced a collaboration to develop hybrid cloud offerings to help businesses migrate, manage and transform mission-critical workloads across public or private cloud and on-premises IT environments. The recently launched Wipro IBM Novus Lounge has been designed to accelerate client innovation and bring such industry-ready solutions from public and private clouds to the edge.

Evaristus Mainsah, General Manager, Cloud, Cloud Pak and Edge Ecosystem, IBM said, “The convergence of 5G and edge computing is set to spark new levels of innovation, and this in turn will fuel a broad ecosystem of providers to co-create for a growing set of edge opportunities. We are excited about the value that Wipro can bring to their clients that require Universal Edge solutions to help extend their enterprise to compute at the edge.”

K.R. Sanjiv, Chief Technology Officer, Wipro Limited said, “Our strong telecommunication domain capabilities coupled with leadership in cloud & infrastructure lifecycle and investment in the Wipro IBM Novus Lounge equips us well to deliver these industry-specific solutions. We are confident that this will enable efficient deployment and management of infrastructure with 5G and Edge for our customers in the telecommunications, manufacturing, oil & gas and retail industries.”

Wipro is committed to be the leading 5G solutions and implementations partner to its clients providing them with strategic advice on the technology and unlocking its potential to generate new revenue streams. Wipro’s deep engineering and product design expertise enable clients to achieve their 5G objectives in three primary areas: Engineering, Intelligence and Monetization. In addition to the 5G lifecycle services, Wipro's specializations in automation, security and enterprise transformation help clients realize business value in their digital transformation journeys.

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