

Contents

CIMdata News	2
Airbus Vice President to make a Keynote Presentation at CIMdata's PLM Road Map™ North America 2018 Conference	2
CIMdata Chairman John MacKrell to Moderate Kickoff in New Propel Innovation Webinar Series	3
Acquisitions	4
ANSYS to Acquire Optical Simulation Leader OPTIS	4
Deloitte bolsters AWS and cloud offerings with API Talent	5
IAR Systems Acquires Secure Thingz	6
Company News	8
AMPLEXOR's March Webinar Program Addresses Major Life Sciences Challenges - Ensuring Patient Safety in Localization and Achieving Best Practice in Regulatory Master Data Management	8
Autodesk Appoints Karen Blasing to Board of Directors	9
CISTECH, Inc. Joins Infor Partner Network	10
Dassault Systemes strengthens cloud business; to accelerate electric vehicle adoption	10
Hackrod and Siemens Partner to Enable Unprecedented Automotive Design and Production	11
How One Tech Firm Is Changing The Retail Landscape One Retailer At A Time	12
"Human + Machine," Management Playbook for Success in Age of Artificial Intelligence, Finds AI's Real Power Is Helping Reimagine Business by Augmenting, Not Replacing, Human Capabilities	13
Industry Consortium Successfully Tests Blockchain Solution Developed by Accenture That Could Revolutionize Ocean Shipping	14
IQVIA Forms Alliance with Box to Provide Revolutionary, Cloud-Based Content Management Solutions to the Life Sciences and Healthcare Industries	16
ISKO™ Life Cycle Assessments	17
Minerva announces new site launch for the Medical Device industry	17
Neverfail Opens Cloud Services Data Center in Sydney, Australia	18
Oracle Opens State-of-the-Art Cloud Campus in Austin, Texas	18
Stratasys and Eckhart Sign Agreement with Exclusive Rights to Accelerate 3D Printing Adoption for Factory Tools	20
UCF Honors Siemens with President's Partnership Award, Receives Significant Software Grant from Siemens	21
Zero Wait-State and Propel Announce Strategic Partnership to Modernize CAD and PLM in the Cloud	23
Events News	24
ASSESS 2018 Congress to be held Oct 28-30 near Atlanta	24
CGTech to Demonstrate VERICUT Applications at Smart Manufacturing Experience	25
ESI Showcases Engineering Solutions for Smart Factories at Global Industrie 2018	25
OpenText Enterprise World 2018 to Showcase the Intelligent and Connected Enterprise	26
Raumedic exhibits at Med-Tech Innovation Expo	28
Financial News	28
Altair Announces Fourth Quarter and Full Year 2017 Financial Results	28
Q3 FY18 Oracle Cloud Revenues Up 32% to \$1.6 Billion and Total Revenues Up 6% to \$9.8 Billion	30
Implementation Investments	31
DARPA Disruptioneering Selects PARC and UW-Madison to Develop Artificial Intelligence Software that Automatically Designs Complex Mechanical Systems	31

CIMdata PLM Industry Summary

Invenery Mobilizes Asset Management Operations with Infor _____	32
New Adventure for Mystery Ranch and Centric Software _____	33
North Sea Electronics selects Aras and Minerva to help accelerate efficiency _____	34

Product News _____	35
EXENTA PLM REVO Revolutionizes Fashion PLM User Experience/Mobility _____	35
Maple 2018 Users Will Benefit from Enhanced User Experience _____	35
Onshape: Introducing Design Data Management 2.0 _____	36
PTC Announces Creo 5.0, the Latest Version of its Award-Winning CAD Solution _____	37
STMicroelectronics' Products Complete Alibaba IoT Validation, Enabling Better Time to Market for Customers _____	38
Teamwork Reimagined: Lectra Connected Design and Lectra Connected Development _____	39
Telit Releases Two Modules Enabling European Market To Enjoy Advanced IoT Applications And Services _____	40
WISeKey and IBM to Showcase Their Integrated Solution to Secure IoT at THINK2018 Conference _____	41

CIMdata News

Airbus Vice President to make a Keynote Presentation at CIMdata's PLM Road Map™ North America 2018 Conference

22 March 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Mr. Antoine Scotto d'Apollonia, Vice President of Information Management Develop at Airbus, will make a keynote presentation at PLM Road Map North America 2018. This two-day event will be held in collaboration with PDT North America. Both events will take place May 15-17 at the Marriott Hotel, Tysons Corner, VA which is near Washington D.C. The theme for this year's event is "Charting the Course to PLM Value Together: Expanding the Value Footprint of PLM and Tackling PLM's Persistent Pain Points."

In his presentation, "Agile PLM Development," Mr. Scotto d'Apollonia will explain how to introduce more agility and speed into PLM delivery processes. The presentation will propose the application of agile and lean principles to PLM, and will offer a vision for continuous PLM integration and delivery based on DevOps. Limits to the level of agility in today's PLM platforms and the requirements for future platforms that embrace agile and DevOps principles will also be discussed.

Since joining Airbus in 1995, Mr. Scotto d'Apollonia has held a series of positions in Engineering, Corporate Communication, and Business Transformation, including key roles on Airbus' A380 and A350 programs. As the Vice President for IM Develop he is responsible for End-to-End PLM. Prior to his current role, he was Vice President for the Airbus Engineering Change Program.

PLM Road Map NA, in collaboration with PDT NA, is the must-attend event for PLM industry leaders and PLM practitioners globally—providing independent education and a collaborative networking environment where ideas, trends, experiences, and relationships critical to the industry germinate and take root.

In addition to the events to be held in May, PLM Road Map Europe and PDT Europe will take place in

CIMdata PLM Industry Summary

Stuttgart, Germany on October 24 & 25, 2018.

For more information see <https://www.cimdata.com/en/education/plm-conferences/2018-plmrmna-pdt/2018-plmrmna-about-plmrm>

About CIMdata

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

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

 [Click here to return to Contents](#)

CIMdata Chairman John MacKrell to Moderate Kickoff in New Propel Innovation Webinar Series

22 March 2018

CIMdata Chairman John MacKrell is moderating the April 17 kickoff webinar in Propel's new innovation webinar series. That webinar features Jon Hirschtick, CEO and co-founder of Onshape & SolidWorks, and Ray Hein, CEO and co-founder of Propel.

View the details and register here:

http://www2.propelplm.com/innovation_webinar_series_register.html

Save the date for our upcoming executive innovation webinar series. Learn how to advance your business in the digital age with advice from highly regarded executives and thought leaders in engineering and manufacturing disciplines.

Robotics, IoT and 3D printing are just a few trends reinventing the manufacturing landscape. Many executives are trying to lead digital transformation initiatives, but find organizational resistance when trying to replace outdated processes and tools.

Hear from visionaries in cloud CAD and PLM, engineering executives in the hottest manufacturing segments, and thought leaders in design, engineering, and large scale enterprise software

CIMdata PLM Industry Summary

implementations to learn how to lead transformational change in your business.

Register today to propel your knowledge of the latest trends and best practices.

Join us starting on Tuesday April 17, 2018 at 11am PST / 2pm EST to:

- April 17. [CEO Perspectives: Why I Had to Reinvent Engineering, CAD and PLM](#). Featuring Jon Hirschtick, CEO of Onshape, and Ray Hein, CEO of Propel
- April 26. [The Reality of Modern PLM: What to Consider for Your Business Today](#). Featuring Steve Porter, CEO of Zero Wait-State
- May 3. [Building a Breakthrough Business: How to Scale a Company from 0 to 200 Employees](#)

Save your seat in our upcoming live webinar series!

 [Click here to return to Contents](#)

Acquisitions

ANSYS to Acquire Optical Simulation Leader OPTIS

22 March 2018

[ANSYS](#) announced today that it has entered into a definitive agreement to acquire [OPTIS](#), a premier provider of software for scientific simulation of light, human vision and physics-based visualization. The acquisition of OPTIS will extend ANSYS' industry-leading multiphysics-based portfolio into the increasingly important area of optical simulation. The transaction is expected to close in the second quarter of 2018. Management will provide further details regarding the transaction and its impact on the 2018 financial outlook after the closing.

Headquartered in La Farlède, France, OPTIS develops physics-based software that simulates light and human vision. Other vendors consider the aesthetics of light, but OPTIS bases its solutions on real-world physics to give the most accurate simulation possible. Its customers include a who's who of the automotive industry, including Audi, Ford, Toyota and Ferrari as well as business leaders in other fields like Boeing, Airbus, GE, Swarovski and L'Oreal.

Engineering simulation plays an increasingly important role in sensor development as the industry races to develop safe autonomous vehicles. ANSYS has created simulation solutions specifically for autonomous vehicle sensor development, and will extend its market leadership with the OPTIS acquisition. The addition of OPTIS' capabilities to the ANSYS portfolio will result in a comprehensive sensor solution for the market, covering visible and infrared light, electromagnetics and acoustics for camera, radar and lidar.

OPTIS has also developed a photo-realistic virtual reality and closed-loop simulation platform, which will help speed the development of autonomous vehicles. Using this VR backbone – combined with other ANSYS solutions – automotive manufacturers can simulate the environment driverless vehicles are navigating, including road conditions, weather and one-way streets.

"For nearly half a century, ANSYS has been the leader in engineering simulation solutions," said Eric Bantegnie, ANSYS vice president and general manager. "Like ANSYS, OPTIS is a technology leader,

CIMdata PLM Industry Summary

and together we'll deliver pervasive engineering simulation to a new set of companies while extending simulation to next-generation use cases like cameras and lidar development for autonomous vehicles. On a personal level, I've had the opportunity to know many members of the OPTIS team, and they are fantastic people. I'm looking forward to bringing them into the ANSYS family."

"Combining OPTIS' physics-based solutions for optical simulation with ANSYS' deep and broad portfolio will be a competitive advantage for our customers and the entire industry," said Jacques Delacour, OPTIS president and CEO. "The entire OPTIS family is looking forward to working closely with ANSYS and its impressive customer community around the world."

 [Click here to return to Contents](#)

Deloitte bolsters AWS and cloud offerings with API Talent

19 March 2018

Deloitte is expanding its Amazon Web Services (AWS) and cloud infrastructure technology offerings, with the team from New Zealand's leading AWS specialist, API Talent, to join the professional services firm from 1 May.

API Talent were the first New Zealand provider to qualify for AWS DevOps competency and they are a certified AWS MSP Partner. API Talent holds 5 service delivery certifications, and they have the most AWS certified people, in New Zealand.

Their recent stellar growth saw them recognised as the fastest growing services business in Wellington and the lower North Island, taking out 12th place in the 2017 Deloitte Fast 50.

Co-owners Wyn Ackroyd and Sebastian Krueger will become Deloitte partners, and the API Talent team will join Deloitte in Wellington and Auckland from 1 May 2018.

Deloitte chief executive Thomas Pippas says the move is another strategic investment for the firm's cloud and digital end-to-end solution offerings.

"Deloitte and API Talent have worked successfully together on a number of client engagements involving the design and implementation of cloud-native applications, embracing the DevOps culture and leveraging the full AWS feature set. The addition of API Talent means Deloitte is better positioned to help clients realise the benefits of cloud computing and AWS-enable their business," says Mr Pippas.

"The capabilities of the API Talent team are relevant for organisations of every size and across all sectors. Many New Zealand organisations are in the early stages of building their AWS capability with a material wave of cloud adoption expected over the next three years consistent with global trends," he adds.

API Talent's Wyn Ackroyd says Deloitte and API Talent offer complementary services.

"By joining forces we can help accelerate the adoption of cloud technologies in Kiwi organisations. We see a tremendous opportunity to help a wider group of clients automate, innovate and eliminate technical debt and as a result, deliver better outcomes for their customers," says Mr Ackroyd.

The acquisition of API Talent builds on other technology and related transactions Deloitte has achieved in recent years, including the 2013 acquisitions of Asparona and Tango, the 2014 merger with Diablo and the 2016 acquisition of integration specialist Sixtree.

 [Click here to return to Contents](#)

IAR Systems Acquires Secure Thingz

21 March 2018

The Swedish company IAR Systems Group AB ("IAR Systems") has today entered into a share sale and purchase agreement to acquire 100 percent of the shares in Secure Thingz, Inc. ("Secure Thingz"), a provider of advanced security solutions for embedded systems in the Internet of Things (IoT). With the acquisition, IAR Systems secures its position as a frontrunner in offering solutions for security in embedded systems.

The transaction

Previously, IAR Systems has acquired approximately 20 percent of the shares in Secure Thingz. With today's acquisition, IAR Systems will, at completion of the transaction, own 100 percent of the shares in Secure Thingz. The purchase price for the remaining 80 percent amount to approximately 230 MSEK. The purchase price includes a share issue in kind of 125,000 class B shares to Secure Thingz' founder and newly appointed CEO, Haydn Povey, and a rollover of an existing stock option program for the employees in Secure Thingz. The share issue in kind to Haydn Povey will be resolved by the board pursuant to the authorization granted at the Annual General Meeting held in 2017. The rollover of the existing stock option program is conditional upon approval by the shareholders of IAR Systems, and the company intends to invite shareholders to an extraordinary general meeting within a short time period.

Completion of the transaction is expected to occur on April 11, 2018.

IAR Systems Group intends to finance the acquisition either with support from a credit facility or by a directed share issue. Both these options, as well as a combination of them, are at the board's disposal for financing the acquisition. In the third quarter of 2017, IAR Systems Group expanded its credit limit by SEK 200 million for the purpose of increasing the flexibility to act in connection with acquisitions. The board has engaged a financial advisor to evaluate the possibility of conducting a directed share issue of class B shares.

Secure Thingz

Secure Thingz was founded in 2016 by staff with extensive experience from Arm®, the leading processor architecture provider. The company is headquartered in Cambridge, UK, and has an office in San José, California. Secure Thingz develops and sells products and services for implementation of embedded security in connected devices. The company has provided security solutions for the development platform Renesas Synergy™ Platform through its Secure Deploy™ platform offerings, which is developed in order to solve the major security challenges faced by companies developing for the IoT.

A renowned security expert and an Executive Board Member of the IoT Security Foundation, the company's founder Haydn Povey has held senior management roles at leading global technology companies for over 20 years, including more than 10 years within marketing and business development at Arm. He most recently headed Arm's strategy for security across mobile, enterprise and IoT domains, where he among other things worked with groups within the US and UK governments responsible for the development and deployment of security frameworks. Previously, Haydn Povey led the development and introduction of the Arm Cortex®-M microprocessor family, which now dominates the embedded

CIMdata PLM Industry Summary

and IoT-markets and whose large market impact enabled the rapid adoption of 32-bit microcontroller technology around the globe. Haydn Povey will continue to operate Secure Thingz as CEO.

Secure Thingz is in an early phase and so far shows a limited historic turn-over. For 2017, the company declared net sales of 0.5 MUSD and an operating loss of 1.8 MUSD.

Background and acquisition rationale

According to the report "IoT Global Forecast & Analysis 2015-2025" from Machina Research, there will be 27 billion IoT connections in 2025. This rapidly growing market is facing major security challenges, enabling attacks such as IP theft, counterfeiting and overproduction, as well as data theft and potentially life threatening sabotage. Despite these threats, secure products today constitute only 4 percent of the total number of IoT products available on the market, according to ABI Research (IoT Perspective - From Design to Life Cycle Management). According to ABI Research, the total market for secure microcontrollers for IoT can reach 1.2 billion dollars in value in 2022. The same year, secure IoT products are predicted to represent almost 20 percent of new IoT units. The supply of secure microcontrollers is so far limited, but the processor manufacturers have acknowledged this demand and for example Renesas Electronics, NXP and STMicroelectronics have recently launched secure microcontrollers. These microcontrollers are characterized by for example cryptographic accelerators and protected memory areas for key and certificate storage, and the product launches will multiply during the next few years. To fully leverage these features to minimize the risk of security breaches, and to protect information and intellectual property, companies need to ensure that security is implemented throughout the development and manufacturing process.

In April 2017, IAR Systems announced that it was taking an initial 10 percent equity stake in Secure Thingz, and the stake subsequently has been expanded to approximately 20 percent. The company has noted that security is becoming a crucial success factor for many of its customers, whether it is protecting intellectual property and managing the product lifecycle, or ensuring critical infrastructure. This investment was instigated because IAR Systems has a strong belief that Secure Thingz' solutions can create the necessary security in a world of connected devices and products.

In February 2018, the product Embedded Trust™ was launched. Developed in partnership between IAR Systems and Secure Thingz, Embedded Trust enables secure development and makes security part of the development workflow. Embedded Trust enables companies to safeguard intellectual property against overproduction and counterfeiting, manage software updates in a robust way, and protect end users from malware intrusion and theft or loss of data. IAR Systems is receiving a large number of requests from customers interested in getting access to the technology and the product will be available for selected customers in Q2 2018.

"With the increasing number of connected devices, our customers are facing new challenges. One of the major challenges is how to deliver secure products in a world where even minor failures can lead to major consequences," comments Stefan Skarin, CEO, IAR Systems. "As a first step, our customers need help mainly protecting themselves against overproduction and IP theft, and we are responding to this need with a new offering that provides possibilities to create modern workflow where security is included from start. The acquisition of Secure Thingz is a step in our increased ambition for future growth through new technology, new markets, new business models, and new relationships. It also secures our position as a frontrunner in a changing industry."

"We are very excited to become a part of the highly competent IAR Systems team," says Haydn Povey, CEO, Secure Thingz. "We have already established a smooth collaboration with the development of Embedded Trust, and our combined resources within technology, sales and customer support will enable

CIMdata PLM Industry Summary

us to accelerate the development of the innovative security solutions that the digital products market so desperately needs."

"The acquisition of Secure Thingz enables us to provide new solutions for security in embedded systems and help our customers make security part of an integrated workflow," says Anders Holmberg, Director of Corporate Development, IAR Systems. "Our joint technical capacity and skillset will be unprecedented in the industry and we are building a strong foundation for future growth in the security segment."

The combined company

IAR Systems is a world-leading provider of development tools for embedded systems. The company has customers all over the world within segments such as automotive, industrial automation, medical, consumer electronics and the Internet of Things.

Over the last several years, IAR Systems has delivered solutions to ensure functional safety in embedded systems. With the investment in Secure Thingz, IAR Systems extends its offering to also include security, a field which is currently the focus of the digital products market and is expected to grow substantially in the years to come. The acquisition provides the companies with a strong combined capacity for creating future products and services.

[!\[\]\(fa6f3af6bfa46c5d4a2d362681095beb_img.jpg\) Click here to return to Contents](#)

Company News

AMPLEXOR's March Webinar Program Addresses Major Life Sciences Challenges - Ensuring Patient Safety in Localization and Achieving Best Practice in Regulatory Master Data Management

20 March 2018

The [Life Sciences division of AMPLEXOR](#), a leading provider of digital experience and compliance solutions, has announced its March 2018 webinar program, with two webinars that aim to address challenges facing those in the life sciences industry.

The latest webinar program is a continuation of AMPLEXOR's commitment to open dialogues about issues that impact the life sciences industry, as Elvis Paćelat, Executive Vice President, Life Sciences, AMPLEXOR, explains:

"All AMPLEXOR webinars aim to address industry issues that matter most in life sciences, based on discussions with our clients and industry experts. We want our online delivery platform to engage attendees in a practical and informative manner, and anyone in life sciences who seeks to understand translations and localization and master data management strategies is encouraged to attend the webinars this month."

[The first webinar \(22 March\), 'Regulatory Master Data Management – Best Practices to Get It Right'](#), presented by Romuald Braun, Vice President, Strategy, AMPLEXOR, will explore and review the key challenges organizations face in addressing regulatory Master Data Management (MDM) and offer strategies to help overcome them.

[The second webinar \(23 March\), 'Breaking Cultural Barriers to Ensure Patient Safety: Localization 101'](#), presented by AMPLEXOR's Kathleen O'Brien, will provide attendees with practical tips and strategies

CIMdata PLM Industry Summary

on the best ways to translate and localize content, saving time and resources and ensuring patient safety. For more information about AMPLEXOR events and webinars, [click here](#).

About the Presenters

Kathleen O'Brien, Director of Business Development - AMPLEXOR Life Sciences

A 15-year veteran of the translation industry, Kathleen has a background in linguistics and has held various roles in the translation business: vendor, project and account management, as well as new business development. Her diverse experience has afforded her with a unique perspective into both translation operations and how translation impacts the globalization needs of her clients in the pharmaceutical and medical device industries. She proactively collaborates with her life sciences client partners on a daily basis to help them set their localization strategies. Kathleen is based in the Greater NYC area and is an active volunteer of the Healthcare Businesswomen's Association (HBA) and the Life Sciences Trainers & Educators Network (LTEN).

Romuald Braun, Vice President, Strategy - AMPLEXOR Life Sciences

Romuald's 25-year career to date has been spent across roles related to Compliance, Document Management, Content Management in the life sciences industry – both on the client side and in consulting, spanning delivery, sales, project and line manager roles. His experiences bridge on-premise and cloud environments, in Europe and in US.

For further information, please visit www.amplexor.com.

 [Click here to return to Contents](#)

Autodesk Appoints Karen Blasing to Board of Directors

20 March 2018

[Autodesk, Inc.](#) announced the appointment of Karen Blasing to its Board of Directors, effective immediately. Most recently CFO of Guidewire Software, Blasing has more than 25 years of financial leadership experience. She will also serve as a member of the company's Audit Committee.

"We sought a leader with strong expertise in finance, operations, strategy and knowledge of technology, and are thrilled to have found a great fit in Karen Blasing," said Crawford W. Beveridge, chairman of the board of Autodesk. "We're confident Autodesk has the right strategy in place to drive sustainable growth and shareholder returns, and believe Karen's insights and experience as a board member will complement the company's ongoing efforts."

"Karen is an excellent addition to the Autodesk Board," said Andrew Anagnost, Autodesk president and CEO. "Her track record with implementing business model changes and processes that empower customers and employees aligns nicely with our company priorities, and I look forward to working with her."

Ms. Blasing most recently served as Chief Financial Officer of Guidewire Software, where she led the financial operations of the company and helped establish a technology platform that enhances insurers' ability to engage and empower their customers and employees. Blasing joined Guidewire Software in 2009, after serving as chief financial officer of Force10 Networks. Prior to Force10 Networks, Blasing was senior vice president of finance at Salesforce.com.

Blasing holds a bachelor's degree in economics from University of Montana and a master's in Business

CIMdata PLM Industry Summary

Administration from the University of Washington. She sits on the board of directors for Ellie Mae and Zscaler.

[!\[\]\(d219eb33a83c47f5c6c63c27bbe267cb_img.jpg\) Click here to return to Contents](#)

CISTECH, Inc. Joins Infor Partner Network

22 March 2018

CISTECH, Inc. today announced it has joined the Infor Partner Network (IPN). CISTECH will focus on delivering Infor XA and Birst solutions to customers across the manufacturing industry in North America.

Infor, the industry cloud company, is fundamentally changing the way information is published and consumed in the enterprise, helping customers in more than 170 countries improve operations, drive growth, and quickly adapt to changes in business demands. Through partnerships with organizations such as CISTECH, Infor is working to provide customers with more direct access to local resources with knowledgeable personnel in technology specific to their market.

"We joined the IPN because Infor continually invests in its partner community in an effort to help their partners better serve their customers," said Mike Taylor, CEO, CISTECH. "The deep manufacturing industry functionality and innovative user experience offered by Infor, combined with the experience of our employees can delivers significant benefits to our customers. The more rapid time to value we can achieve using practical and innovative Infor solutions can help our customers succeed in the global market."

"The IPN provides channel partners access to resources at every stage of the sales cycle – from planning and enablement through demand generation, delivery and support," said Lisa Joseph, vice president, North American Channels, Infor. "By working with Infor, CISTECH can play a critical role in helping customers capitalize on the full benefits of the more than \$1 billion in R&D investment by Infor since 2011."

[!\[\]\(8a8ea273bba45b658cf4779d37ab61e8_img.jpg\) Click here to return to Contents](#)

Dassault Systemes strengthens cloud business; to accelerate electric vehicle adoption

20 March 2018

Dassault Systemes announced the cloud offerings based on a subscription model for the India market, including instant access to collaborative applications embedded within the 3DEXPERIENCE platform such as 3D design, engineering, modelling, simulation, data management and process management on the cloud; Social communication, community building and ideation applications for collaborative innovation; 3D visualisation, analytics and dashboarding for knowledge sharing and data-driven decision-making for communities.

With these cloud offerings, Dassault Systemes will cater to companies across aerospace and defence, automotive OEM and suppliers, industrial engineering, and retail sectors. The cloud offers will be rolled out by Dassault Systemes direct Business Transformation channel as well as a network of over forty five

CIMdata PLM Industry Summary

large Value Added Resellers across the Value Solution and Professional Channels.

Last year, Dassault Systemes had acquired a majority stake in Outscale, an enterprise-class cloud services provider, thereby strengthening its position as one of the fastest growing cloud companies in the world.

"Dassault Systemes has placed the cloud at the heart of our business experience strategy which is the foundation of next-generation applications and business processes. Cloud is the optimal way to leverage the power of the 3DEXPERIENCE platform and the 3DEXPERIENCE Marketplace. Global customers use cloud to shift towards digital hyper connectivity of people, organizations and objects via the internet, mobile and IoT. In India, we see a lot of potential in cloud adoption in the Electric Vehicle (EV) and components segment supporting the EV roadmap," said Dassault Systemes Executive VP Sylvain Laurent.

On a related note, Bengaluru-based General Aeronautics (GA) has partnered with Dassault Systemes to develop next-generation design methods for Unmanned Air Vehicle (UAV) systems. Dassault Systemes' cloud-based technology has been harnessed by GA to design and integrate advanced UAV systems for security and societal applications ranging from Intelligence, Surveillance and Reconnaissance (ISR) to precision agriculture and medical applications.

Furthermore, Kolhapur-based Engineering Technologies deployed the 3DEXPERIENCE platform on cloud for effective project management with ability to track each activity with traceability and deliverables alongside having a common repository for all project documents.

Meanwhile, Odisha-based Centurion University partnered with Dassault Systemes on cloud to provide students with the 3DEXPERIENCE platform thereby ensuring that the students have the same resources and exposure available to them as present in leading global enterprises and manufacturers.

 [Click here to return to Contents](#)

Hackrod and Siemens Partner to Enable Unprecedented Automotive Design and Production

21 March 2018

[Hackrod](#), Inc. and [Siemens PLM Software](#) today announced a partnership to accelerate their shared vision of the democratization of engineering design and manufacturing where the consumer becomes the creator in the automotive space.

Accelerated by Siemens, Hackrod will create the world's first car designed in virtual reality, engineered with AI and 3D printed, full size, in structural alloy. The '[La Bandita](#)' speedster is intended to serve as proof of concept for an entirely new industrial design to production methodology. Hackrod's factory of the future, powered by the Siemens Digital Innovation Platform, will enable individuals, and small enterprises the unprecedented capability to create product as easily as playing a video game.

With multiple tools from Siemens PLM Software including NX™ software, and the new cloud-based collaboration software Solid Edge® Portal, Hackrod has access to the latest design and engineering tools to rapidly design, test and manufacture transport solutions without the need for massive industrial

CIMdata PLM Industry Summary

infrastructure or tooling budgets. Hackrod is developing a platform to enable truly bespoke aesthetic design to prevail with guaranteed engineering solutions. Their platform leverages virtual reality as a design tool, IoT and machine learning to constantly evolve and perfect engineering systems, and industrial 3D printing to produce optimized hardware.

According to Dr. Slade Gardner, Hackrod CTO, "Our shared vision includes optimized aesthetic design, robust validated engineering, complex advanced manufacturing and rapid in-situ quality assessment. Because the Hackrod vision includes rapid data collection for product design and iteration; and customized manufacturing of sophisticated mechatronic systems, Siemens' hardware connectivity for Industrial IoT and multi-axis additive manufacturing are critical to success. The products of our partnership will illustrate the impact this team will have with access to world class digital design, engineering, visualization, manufacturing and inspection power."

"Hackrod's vision for automotive design is an exciting and unique use of our design and engineering software, and is completely in line with Siemens' vision for the future of manufacturing," said Bob Haubrock, SVP, Product Engineering Software, Siemens PLM Software. "We look forward to seeing the "La Bandita" speedster and using it as proof of concept for this revolutionary design to production methodology."

 [Click here to return to Contents](#)

How One Tech Firm Is Changing The Retail Landscape One Retailer At A Time

22 March 2018

[CBX Software](#) announced today that they had been named to the list of the [30 fastest growing companies in Asia](#) by The Silicon Review.

The Silicon Review recognized [CBX software](#) for its year over year growth and expansion of retail sourcing automation through web based purchasing, retail sourcing and supply chain automation of consumer product goods. Retail organizations have invested a significant amount of time, energy and resources attempting to enhance the identification and supplier selection and the associated purchasing process which has resulted in a tremendous uptick in CBX customer acquisitions.

Michael Hung, CEO of [CBX Software](#) says, "Consumers are increasingly demanding and trends are constantly changing; staying competitive means finding ways to quickly match demand by developing, sourcing, and bringing products through the supply chain much faster." Michael continued to say, "CBX is the only solution of its kind to combine retail Product Lifecycle Management (Retail PLM) with Retail Sourcing and Supply Chain Management (SCM) to offer a true, end-to-end, critical path management and workflow experience, all-in-one integrated platform".

This attention to the market pains has enabled CBX to expand their market share by helping to scale retail private label operations for many large global retailers. In today's competitive landscape that demands increased visibility and control of the [retail product lifecycle](#), CBX Software delivers solutions to the time sensitive needs of retailers and consumers who demand lower prices, better quality and increased levels of product variety. Meeting consumer expectations are a key component for all global retailers looking to expand their private label business.

"We are extremely honored to receive this recognition by The Silicon Review" said Eric Linxwiler, SVP, Americas of CBX Software. This recognition also reflects the dedication and commitment of both

CIMdata PLM Industry Summary

the CBX team, who have worked tirelessly to create the best strategic sourcing software in the retail industry as well as our clients who we work closely with as partners to achieve their total sourcing management strategic objectives.”

 [Click here to return to Contents](#)

“Human + Machine,” Management Playbook for Success in Age of Artificial Intelligence, Finds AI’s Real Power Is Helping Reimagine Business by Augmenting, Not Replacing, Human Capabilities

20 March 2018

The real power of artificial intelligence (AI) is how it enables leaders to reimagine and transform their organizations through human-machine collaboration, which will ultimately reshape businesses and industries, according to a new book by two AI experts at Accenture.

Human + Machine: Reimagining Work in the Age of AI discusses how AI gives businesses the power to reimagine and transform their processes – whether related to breakthrough innovation, everyday customer service, or personal productivity habits. The book details how, by reimagining business processes, companies are using the new rules of AI to leap ahead on innovation and profitability.

Co-authored by Paul Daugherty, Accenture’s chief technology & innovation officer, and Jim Wilson, managing director of information technology and business research at Accenture Research, *Human + Machine* is being published by Harvard Business Review Press and will be widely available March 20.

Based on the authors’ experience and on quantitative and qualitative research with 1,500 organizations, *Human + Machine* debunks the widespread misconception that AI systems will replace humans in one industry after another. The authors show that while that will be true for some jobs, with AI being deployed to automate certain tasks, the technology’s true power is in augmenting human capabilities.

“Our research shows that to fully harness the power of AI, business leaders must change the relationship between employees and machines to one of ‘collaborative intelligence,’” Daugherty said. “In other words, AI isn’t about making ‘artificial’ superhumans – but about using technology to give humans ‘superpowers,’ equipping them with new skills and capabilities so that they can achieve more and learn faster.”

The collaboration of human and machine is unlocking what the authors call the “third wave” of business transformation (the first wave, ushered in by Henry Ford, involved standardized processes; the second wave consisted of automated processes, peaking in the 1990s with the business process reengineering movement). The third wave has created what the authors refer to as “the missing middle” – a dynamic and diverse space in which humans and machines collaborate to attain orders-of-magnitude increases in business performance.

In the missing middle, humans work with smart machines to exploit what each party does best – with humans developing, training and managing various AI applications, and machines providing humans with significantly enhanced capabilities, such as the ability to process and analyze copious amounts of data from myriad sources in real time. To exploit the full power of AI, companies must fill the gap of the “missing middle” by considering new employee roles, establishing novel types of working relationships between humans and machines, changing traditional concepts of management, and overhauling their very concept of work itself.

“The unprecedented power of AI to transform businesses is creating an urgent and growing challenge,” Wilson said. “To help leaders reimagine their processes and get the most benefit from AI’s power to augment human capability, we developed what we call the ‘MELDS’ framework, with five crucial principles required to become an AI-fueled business: Mindset, Enterprise, Leadership, Data and Skills. Innovative companies can leverage this framework to ride the third wave and capitalize on AI-powered human-machine collaborations.”

Human + Machine explains how AI augmentation is reshaping business processes across three categories of human-machine interaction in the missing middle: amplification, in which AI agents give people extraordinary data-driven insights, often using real-time data; interaction, in which AI agents employ advanced interfaces such as voice-driven natural-language processing; and embodiment, in which AI agents work in combination with sensors, motors and actuators that enable robots to share workspace with humans and engage in physically collaborative work.

The book also identifies three broad types of brand-new jobs in the missing middle that companies will need to ensure the successful implementation of AI: *Trainers*, who will teach AI systems how they should perform, helping natural-language processors and language translators make fewer errors and teaching AI algorithms how to mimic human behaviors; *Explainers*, who will bridge the gap between technologists and business leaders, providing clarity by explaining the inner workings of complex algorithms to nontechnical professionals; and *Sustainers*, who will ensure that AI systems are operating as designed – i.e., functioning properly as tools that exist to serve us, making our work and lives easier.

“*Human + Machine: Reimagining Work in the Age of AI*,” is available everywhere starting March 20, including at amazon.com, barnesandnoble.com and walmart.com.

 [Click here to return to Contents](#)

Industry Consortium Successfully Tests Blockchain Solution Developed by Accenture That Could Revolutionize Ocean Shipping

14 March 2018

A consortium comprising AB InBev, Accenture, APL, Kuehne + Nagel and a European customs organization has successfully tested a blockchain solution that can eliminate the need for printed shipping documents and save the freight and logistics industry hundreds of millions of dollars annually.

The consortium tested a solution where documents are no longer exchanged physically or digitally but instead, the relevant data is shared and distributed using blockchain technology under single ownership principles determined by the type of information. Through a detailed review of the current documentation processes, the group examined a re-allocation of information ownership, accountability and risk enabled by the trust and security blockchain technology offers.

An international shipment of goods for companies in areas such as the automotive, retail or consumer goods industries typically requires more than 20 different documents, many of which are often paper-based, to enable the goods to move from exporter to importer. Across these documents, up to 70 percent of the data can be replicated. The document heavy approach limits data quality and real-time visibility to all parties involved in the trade and this can also delay the financial settlement on goods.

CIMdata PLM Industry Summary

The solution can speed up the entire flow of transport documents, reduce the requirement for data entry by up to 80 percent, simplify data amendments across the shipping process, streamline the checks required for cargo and reduce the burden and risk of penalties for customs compliance levied on customers.

Blockchain is a new type of distributed database system that maintains and records data in a way that allows multiple stakeholders to confidently and securely share access to the same information. The technology is poised to revolutionize operations across a multitude of sectors, such as financial services, government, healthcare, entertainment and freight and logistics.

“Our trials have proven the viability of a shipping process in which many documents can be replaced by secure and distributed data sharing with clear and defined ownership,” said Adriana Diener-Veinott, who leads Accenture’s Freight & Logistics industry practice. “This gives companies a significant opportunity to save time and money while improving their service to customers.”

The consortium, which represents typical stakeholders across an international shipment, collaborated to test 12 real shipments, with various destinations, each with different regulatory requirements. The tests confirmed that blockchain can reduce operating costs and increase supply chain visibility.

Each organization involved in the trials typified a particular stakeholder in the shipping process: AB InBev represented a typical exporter; APL contributed its role as a shipping organization; Kuehne + Nagel provided direction on the requirements for a freight forwarder and a European customs organization replicated the regulatory requirements that cargo faces. Accenture provided the technological and consulting expertise on the blockchain technology and developed the technical architecture required to support a blockchain solution, leveraging the capabilities of its Singapore Internet of Things practice to rapidly build the prototype.

“As a facilitator of global trade and strong advocate of innovation, APL sees much potential in blockchain technology to accelerate the digital transformation of the container shipping industry, moving us from traditional paper-based transactions to more efficient, more secure and faster processes along the entire supply chain,” said Eddie Ng, head of Strategic Liner Management at APL. “We are therefore happy to be part of the exciting journey to explore how disruptive technology like blockchain can benefit our industry, and ultimately our shippers and their customers.”

Martin Kolbe, Chief Information Officer of Kuehne + Nagel International AG, said, “As part of Kuehne + Nagel’s digitalization strategy, we explore innovative technologies to create benefits for our customers. Blockchain is one of the most promising technologies in logistics. It has the potential to digitalize many of today’s paper-based processes and overcome the multitude of different interfaces. From our perspective, the open and collaborative approach applied in this project is key to gaining traction in the industry and the required market acceptance.”

“We continually evaluate new technologies and innovations to enhance our operations to meet consumer needs and deliver the freshest beer,” said Danilo Figueiredo, VP of International Logistics, AB InBev. “Blockchain technology will be transformational to our business and the world. It reduces mistakes, digitizes information and improves the supply chain process so we can focus on our core business of brewing the best beers for consumers.”

 [Click here to return to Contents](#)

IQVIA Forms Alliance with Box to Provide Revolutionary, Cloud-Based Content Management Solutions to the Life Sciences and Healthcare Industries

14 March 2018

IQVIA™ today announced at the [eyeforpharma conference](#) that it has entered into an alliance with [Box](#), a leading cloud content management platform provider. The Box platform expands and strengthens IQVIA's Platform of Platforms strategy by adding standardized content management, complementing our existing partnerships with Salesforce, Amazon Web Services and other leading platforms.

With the enhanced content management capabilities this alliance provides, IQVIA's life sciences customers will be able to work with an ever expanding range of content and mobile devices, without disrupting any services they already use. The Box platform also helps clients protect against security threats and supports client efforts to manage complex compliance requirements, including the European Union's General Data Protection Regulation.

“We're excited to welcome an innovative company such as IQVIA into the Box Technology Partner Program,” said Riju Khetarpal, managing director, Global Life Sciences at Box. “With the IQVIA collaboration, our joint customers will be able to seamlessly address the unique and complex challenges of managing content within the life sciences industry.”

Under the agreement, IQVIA will build its suite of integrated, intelligent, and easy-to-use applications to manage regulated and non-regulated content for life sciences customers on Box's modern, cloud-based content collaboration platform. These content-driven applications help clients manage complex workflows, increase global visibility and reuse of content, and apply appropriate security, and data retention policies throughout the product lifecycle.

“Our alliance with Box shows our commitment to developing innovative technology solutions built on an integrated Platform of Platforms strategy,” said Tal Rosenberg, senior vice president, Global Technology Solutions, IQVIA. “This allows our customers to maintain the flexibility to work with best-in-class providers like Box, which is an innovative, high-growth organization that will help us deliver industry-first technologies for efficiently managing content from R&D through commercial to our customers around the world.”

IQVIA introduced its Platform of Platforms strategy in April 2017 when it [announced an alliance with Salesforce](#). Through this strategy, IQVIA builds its life science specific solutions on top of technology platforms, many of which are already part of customers' ecosystems. This approach enables the company to focus on areas of differentiation and delivering greater value to life sciences and healthcare customers in the form of transformative technology solutions.

For more information on the IQVIA/Box collaboration, please visit Exhibit 38-42 at the [eyeforpharma Barcelona conference](#).

 [Click here to return to Contents](#)

ISKO™ Life Cycle Assessments

14 March 2018

In order to fully understand the impacts involved in the textile supply chain, and where we can make even better choices, ISKO has worked to obtain Life Cycle Assessments (LCA) of all of its 25,000+ denim products, in line with ISO 14040 and ISO 14044.

An LCA is a globally recognised methodology used to assess and quantify the environmental footprint of a product, considering impacts across the entire product lifecycle from raw material to finished product. By understanding the environmental footprint of any product, we are able to identify any areas where improvements can be made, and allow our customers to make fully informed decisions.

In order to ensure the validity and replicability of the LCAs, publicly available and independently verified Environmental Product Declarations (EPD®) have been produced by ISKO, in line with ISO 14025. ISKO has become the first denim manufacturer globally to obtain pre-certified EPD®s for all of its products, grouped into nine categories. The results of these industry first EPD®s are being used to create the independently devised Product Category Rules (PCR) for future denim industry EPD®s. Thanks to ISKO's leadership creating the first denim EPD®s the PCR is due to be published in November 2018 paving the way for consistent and comparable assessments of denim across the industry, increasing transparency of environmental impact, improving consumer awareness and driving environmental improvement.

An EPD® is a document used to communicate verified, transparent, and comparable information about the life-cycle of products. The International EPD® System is a global programme for environmental declarations based on ISO 14025.

Visit [Environdec](#) to learn more about EPD®s, and access ISKO's EPD® verified LCA results for all of its products in the EPD® database.

 [Click here to return to Contents](#)

Minerva announces new site launch for the Medical Device industry

20 March 2018

Minerva has launched a completely redesigned website for its industry-specific PLM solution, the Medical Device PLM®.

The newly launched website is an enhanced version of the previous one, housing efficient navigation, responsiveness, and robust functionality. It offers quick and hassle-free access to the details and features of the Medical Device PLM® for the Medical Device and Medtech industries.

“We are delighted about the updated site design and clean layout. The rich and detailed information will provide expert knowledge to our clients, partners and prospects about our industry-specific solution and Minerva in general,” says Thomas Skogen, product and marketing director at Minerva. He continues:

“We believe that our new site will offer our users a highly informative and smooth experience while at the same time cater our desire to expand our market presence across geographical boundaries.”

The new website offers visitors information about the Medical Device PLM® and includes access to

CIMdata PLM Industry Summary

whitepapers and other resources produced by Minerva.

For more information and to download documents of interest to the Medical Device industry visit the site at <http://medicaldevice-plm.com/>

 [Click here to return to Contents](#)

Neverfail Opens Cloud Services Data Center in Sydney, Australia

21 March 2018

[Neverfail](#) today announced that its new data center in Sydney, Australia, is online and serving a variety of Neverfail's enterprise and ISV clients.

The addition of the Sydney data center is a key component in Neverfail's ongoing global expansion of its cloud and software solution offerings, and makes it easier for customers to serve the Asia Pacific (APAC) region.

Like Neverfail's other data centers, the new Sydney facility offers world-class reliability and operational excellence with full UPS power, back-up systems, N+1 redundancy and >99.99999% uptime. The state-of-the-art facilities are certified compliant with SSAE16 and ISO/IEC 27001 standards for information security management systems.

"Our distribution, VAR and enterprise customers need an ever-expanding level of geographic diversity to solve their mission-critical IT requirements," said Paolo Di Leo, Neverfail's Director of Sales for the EMEA region. "Leveraging the Neverfail software and cloud services throughout the world helps fill in gaps in this new cloud landscape. Our growing list of software company clients, including long-time Neverfail client Viewpoint Construction Software, are finding that the combination of our secure private cloud services coupled with our comprehensive set of software solutions gives them valuable competitive advantages."

Viewpoint Construction Software offers a range of enterprise-class SaaS applications. Their customer base has been growing substantially and they wanted to locate a new production facility in the APAC region to improve their resources in that region.

"We decided to expand our global capabilities by deploying a set of production servers in Neverfail's new Sydney data center," said Ken Young, VP PMO & Hosted Operations for Viewpoint. "It's perfect for us. It's secure and makes it easier to close new business in APAC."

The new data center has been online and operational since February 2018 and is already hosting production servers and disaster recovery backup services for 38 Neverfail clients.

 [Click here to return to Contents](#)

Oracle Opens State-of-the-Art Cloud Campus in Austin, Texas

22 March 2018

Oracle unveiled its new Austin, Texas campus as a sales innovation customer experience hub to support increasing demand for Oracle Cloud and attract top talent to service the business.

CIMdata PLM Industry Summary

"Oracle is expanding in Austin to attract, hire and train the best talent to support the unprecedented growth of our cloud business," said Oracle Chief Executive Officer Mark Hurd. "This campus will help enable our customers to accelerate their Oracle Cloud adoption and drive success."

The Austin complex features a 560,000-square-foot facility and spans 40 acres of Lady Bird Lake waterfront property that could ultimately support a workforce of up to 10,000. The campus also includes the adjacent 295-unit Azul apartment building for employees and the general public.

The new campus will feature a variety of design elements and amenities including:

- Dining: Full service restaurant, Starbucks, food truck court
- Health: Fitness center, beach volleyball and basketball courts, flag football field, B-cycle station, access to Lady Bird Lake hike and bike trail
- Business: Training center, conference center, tech bar, innovation lab, interactive customer demo rooms
- Collaboration Spaces: Game rooms, landscaped balconies, terraces and outdoor areas
- Culture: Themed floors highlighting aspects of Austin's culture including local art, music and murals.

"As a hub of innovation, Oracle's new campus will be right at home in Austin, a city where good ideas become real," said Austin Mayor Steve Adler.

Texas Governor Greg Abbott said, "On behalf of the state of Texas, I want to congratulate Oracle on the opening of their new campus. Texas is a growing hub for tech jobs and innovation, and I am pleased to see Oracle grow their investment here. Together, we will elevate the Lone Star State to new heights and expand economic opportunities for all Texans."

The new campus will be a center of sales innovation. It will largely house cloud sales professionals, including "Oracle Digital Class Of," a program that hires new university graduates and provides them significant resources and training, and the ability to develop a successful career path. "Oracle Digital Class Of" recruits from top colleges across the country. Previously focused on sales and technical resources, the program is expanding to encompass customer success and consulting. Recent graduates have chosen to join Oracle because of its immersive training programs located in desirable locations such as Austin.

Oracle's Austin campus is the launch pad for the company's Next Generation Contact Center (NGCC), which is built on the Oracle Sales Cloud platform and applications running on Oracle's IaaS. NGCC enhances the customer experience by eliminating administrative tasks and providing real-time account intelligence. Set for company-wide deployment, NGCC provides Oracle sales representatives with tailored, modern tools and resources aimed to deliver a dynamic, efficient and successful sales process.

And, taking a new approach to selling and customer success, the Oracle Cloud Solution Hub will also be based at the Austin campus, as well as three other locations throughout the country. The hubs are designed to build and showcase innovation projects with and for customers. These hubs are technical focused with engineers to demonstrate next-generation cloud solutions for customers, including artificial intelligence, virtual reality, intelligent bots and more.

Additionally, the company [recently announced](#) that Oracle Startup Cloud Accelerator's first U.S. residential program will be located in Austin, which will promote cloud innovation, as well as provide

mentoring and Oracle Cloud technology to local startups.

[!\[\]\(76571bca9499390beeae0a355d0e74a9_img.jpg\) Click here to return to Contents](#)

Stratasys and Eckhart Sign Agreement with Exclusive Rights to Accelerate 3D Printing Adoption for Factory Tools

13 March 2018

[Stratasys](#) and Eckhart, Inc. today announced an exclusive three-year collaboration agreement to advance the adoption of 3D printing for factory tooling in North America.

For over 60 years Eckhart has been building the tools that manufacturers use to make their production lines safe and efficient. The company's advanced manufacturing solutions are used by the largest manufacturers in the world to assist and automate the assembly process for industries such as automotive, aerospace, heavy construction, medical and others.

Eckhart's ergonomic lift-assist and torque-mitigating tools allow a technician to perform tasks like lifting and positioning a car engine while it is bolted to the chassis. And the company also makes tools that let manufacturers complete high-torque assembly processes where space and part shape limit access.

Eckhart believes that the tooling industry is ripe for change with the introduction of additive manufacturing technology to help redesign factory tools.

"At Eckhart, we believe that with additive manufacturing, there is a real opportunity to reinvent how industrial tools are designed, manufactured, and ultimately used by customers," says Eckhart President and CEO, Andy Storm.

Three Key Ways Additive Manufacturing Can Help

Based on the unique ability of additive manufacturing to help drive innovation for next generation factory tooling, Eckhart sees three main ways the additive processes can help the tooling industry:

Light-weighting & Ergonomics: The lighter and more organically shaped a tool is, the easier it is to operate and move around the assembly environment. A strong point of additive manufacturing is its ability to produce organically shaped parts that are lighter than conventional designs produced in metal, while still being strong. Stratasys' carbon-fiber-reinforced nylon (FDM Nylon 12CF) has a strength-to-weight ratio that enables it to replace metal in many applications.

Line-of-Sight Improvement: Additive manufacturing can be used to design voids in a tool. Traditionally made tools often have extra material that isn't providing a value. By reducing the unneeded material, line-of-sight is improved. By cutting material out you can see more of the assembly operation.

Simplified Build Structure and Simplified Bill of Materials: Additive manufacturing can be used to significantly reduce the part count of an assembly. By redesigning an assembly of numerous parts into a single part and 3D printing it, designers can reduce the part count and thereby simplify both the build structure and the bill of materials for manufacture.

"Our intent is to completely replace existing metal tools with 3D printed equivalents," says Storm. "The potential for innovation in weight-savings, simplified bills-of-material, and enhanced operator visibility that additive manufacturing affords is unprecedented."

CIMdata PLM Industry Summary

“We’re looking forward to working closely with Eckhart to help redesign a new generation of factory tools,” says Stratasys Senior Vice President of Sales, North America, Patrick Carey. “Both companies not only have a great deal to offer one another, but a lot to learn from each other as well. Like Eckhart, Stratasys believes this three-year exclusive agreement has the potential to bring disruptive innovation to the industrial tooling market in North America.”

Eckhart’s 3D printing laboratory is located in its recently opened Advanced Technology Center in Warren, Mich. As part of the partnership with Stratasys, the lab includes printers using Stratasys’ proprietary fused deposition modeling (FDM) 3D printing process. The laboratory has Stratasys’ Fortus 450mc, F370, and Fortus 250mc 3D Printers designed to produce on-demand parts, leveraging production-grade thermoplastics, as well as advanced manufacturing tools. Eckhart also uses a range of Stratasys materials, including the carbon-fiber-reinforced (FDM Nylon 12 CF).

In addition to accelerating the adoption of 3D printing, the partnership is aimed to leverage both companies’ expertise in adjacent markets to promote the adoption of Industry 4.0 and the use of micro sensors in 3D printed tools to begin integrating advanced diagnostics that will enable the smart factories of the future.

“The significant advancements in micro sensors and position-based technologies afford us an opportunity to change how our customers monitor and manage the health of their line,” says Storm. “We’re partnering with the global 3D printing leader whose technology is transforming how, when, and where things are made to integrate advanced technology into our suite of solutions and bring real value by helping Eckhart’s strategic customers accelerate the adoption of Industry 4.0.”

 [Click here to return to Contents](#)

UCF Honors Siemens with President’s Partnership Award, Receives Significant Software Grant from Siemens

20 March 2018

Honoring more than 30 years of academic and research collaboration with Siemens, the University of Central Florida today awarded the global technology company with the prestigious President’s Partnership Award. UCF President John C. Hitt presented the award to Siemens leaders at an innovation symposium attended by Siemens employees, community and business leaders, and UCF faculty and students.

“We are grateful for Siemens’ cutting-edge work to advance the industry and drive innovation,” said President Hitt. “This long-standing partnership prepares our students for today’s challenges and builds the high-tech workforce that will serve our community for decades to come.”

Over the course of three decades, Siemens and UCF have partnered to focus on the development of the energy sector. This includes the 2017 launch of UCF’s Digital Grid Innovation Laboratory – the first of its kind in the United States; the Center of Innovation for Diagnostics and Prognostics research program; and celebrating its 10th anniversary on-campus this year, the Siemens Energy Center.

Today, Siemens announced the next phase of its academic partnership with the university: a major in-kind technology grant of Siemens’ Product Lifecycle Management (PLM) software with a commercial value of \$593 million. The software grant, one of the largest made to the UCF Foundation, amplifies a similar in-kind grant in 2016 that has already benefited hundreds of students in UCF’s Center for

CIMdata PLM Industry Summary

Advanced Turbomachinery and Energy Research (CATER). The Siemens software technology is used by 140,000 companies worldwide, including 75 in the state and nearly a dozen in central Florida. A large number of UCF's graduating engineering students go on to secure employment at companies that use PLM software.

"Siemens has been innovating for the world from Orlando's backyard for nearly 30 years, and we are proud to serve as an industry leader for our academic partnership with UCF," said Steve Conner, CEO of Siemens' Energy, Inc. "We are pleased to grow this robust partnership that spans cutting-edge R&D leveraging UCF's strength in advanced turbomachinery and energy research, to providing UCF students real-world experience on the same software and technology used worldwide, offering a leg-up on the competition when they begin their careers."

The software relates to the design and manufacturing of sophisticated products for energy and power generation, automotive, aerospace, machinery and high-tech electronics. It helps engineers transform their ideas into real products by providing information and feedback as the product moves from design to prototype.

Mechanical engineering doctoral student Marcel Otto, '15, works in CATER and interned at Siemens. "This software helps you do what is done in industry," said Otto. "It's user-friendly, hands-on, and is focused on efficient problem solving, which is critical in industry where every minute counts to bring a product to market."

The software will now be scaled up for use by all 11,000 students in UCF's College of Engineering and Computer Science and will be available for use in all phases of students' academic career, from freshman introductory courses to sophomore design challenges, all the way through to junior and senior capstone design courses. Students majoring in industrial engineering, electrical and computer engineering, biomedical engineering and many more disciplines will utilize the software as part of their course studies. For example, in the UCF Department of Industrial Engineering and Management Systems, the software will be available in the ergonomics class, the study of engineering design for optimal human interaction. Multiple student competition teams will also now utilize the software, including UCF's American Institute of Aeronautics and Astronautics (AIAA), BAJA Racing, and Formula SAE Racing teams.

"I'm proud our community is home to a world-class public research institution like UCF and to companies like Siemens that are willing to work together to invest in our students and the future of our economy," said U.S. Congresswoman Stephanie Murphy. "For over 30 years, the UCF-Siemens partnership has produced cutting-edge research and top-notch local talent in the engineering and manufacturing industries. I'm encouraged to see that Siemens is continuing its commitment to this public-private partnership through its generous donation. This partnership strengthens the education of students pursuing high-paying jobs in STEM fields and ensures our economy has the skilled workforce it needs to continue growing."

"Orlando was recently recognized as the top city in America for STEM job growth," said Orlando Mayor Buddy Dyer. "That acknowledgement is proof of the impact that partnerships like the one between UCF and Siemens are having as part of our community's shared commitment to creating the jobs of tomorrow, training the next generation of hometown high tech workers and growing our innovation-based economy."

"The digital revolution that swept through travel, music and retail is now changing the way we design and manufacture complex products, and software and technology are at the core," said Del Costy, senior

CIMdata PLM Industry Summary

vice president and managing director, Americas for Siemens PLM Software. “Siemens is committed to connecting academia and industry to develop future digital enterprise workers who can support industries across the globe and by expanding our partnership with UCF, we are doing just that.”

In January of 2018, Siemens also established a partnership with BRIDG, the world’s first not-for-profit industry-led smart sensor public-private partnership, which includes UCF, in the semiconductor industry. Siemens is providing an in-kind software grant valued at more than \$30 million to BRIDG that will enable its digital enterprise site to feature the complete Siemens product lifecycle management (PLM) portfolio.

 [Click here to return to Contents](#)

Zero Wait-State and Propel Announce Strategic Partnership to Modernize CAD and PLM in the Cloud

20 March 2018

[Zero Wait-State](#) and [Propel](#) today announced a new strategic partnership that combines Zero Wait-State’s proven Product Lifecycle Management (PLM) implementation services and integration solutions with Propel’s modern cloud PLM software. The partnership will help manufacturing companies to more easily collaborate on product designs, modernize their business systems, and deliver better products to their customers, ultimately resulting in higher revenue, margins, and customer adoption.

Zero Wait-State now provides expert consulting services for Propel, including software implementation and configuration, data migration from legacy PLM systems like Oracle Agile PLM and Arena Solutions, and integration with CAD, ERP, and supply chain management (SCM) solutions.

Steve Porter, founder and CEO of Zero Wait-State, commented, “Zero Wait-State is very excited to be working with Propel and their customers to define and implement best practices for product development and delivery. Propel is a breath of fresh air to the PLM market, and we look forward to helping companies use cloud PLM software to successfully deliver products to their customers.”

Zero Wait-State has also been a pioneer in integrating cloud PLM and cloud 3D CAD systems with their [CloudState](#) solution. With their latest integration solutions, Zero Wait-State now allows Propel customers to integrate with virtually any CAD solution, including SolidWorks, Creo and Onshape. Engineers can create and synchronize bills of materials (BOMs) in Propel directly from a 3D CAD assembly, including part numbers and product attributes. Updates to 3D CAD models can automatically create redlines and engineering changes in Propel, which can then be routed for approval.

“Both Zero Wait-State and Propel have always been focused 100% on customer success,” according to Brian Sohmers, co-founder and Chief Product Officer of Propel. “Zero Wait-State is an expert in PLM implementation services and integration solutions, and they’re already helping our customers become successful with their new product development practices.”

 [Click here to return to Contents](#)

Events News

ASSESS 2018 Congress to be held Oct 28-30 near Atlanta

21 March 2018

[ASSESS Initiative](#), a broad reaching multi-industry initiative to facilitate a revolution of enablement that will vastly increase the availability and effectiveness of Engineering Simulation, is proud to announce announces the [ASSESS 2018 CONGRESS](#) to be held at Chateau Elan Winery & Resort Oct 28th -30th, 2018. The theme of the ASSESS 2018 Congress is “Launching the Engineering Simulation Revolution”

New domains of usage for Engineering Simulation are evolving with exploding demands for Engineering Simulation including: Biomedical Design & Certification, Generative Design, Digital Twins, “Smart Manufacturing”, “Smart Testing”, and more. Meanwhile, the demand within the existing domains of Engineering Simulation is also exploding to support the desire for increased competitiveness and to deal with the rapidly growing complexity of products, processes, and systems.

Key business drivers are forcing a “simulation revolution” to overcome the issue of required expertise which is limiting the expansion of Engineering Simulation usage. These key business drivers are a result of the key role that Engineering Simulation should play related to the following universal business objectives:

- Increase innovation
- Increase quality
- Reduce cost
- Reduce risk
- Reduce time

“ASSESS provides an opportunity to get a broad-based, non-parochial perspective on the state-of-practice and direction in the Computer-Aided Engineering industry, as well as providing a community in which to share concepts and advance the collective investment in the industry “, says Gene Allen, President & CEO of Decision Incite.

The ASSESS Initiative was formed to bring together key players, both users and developers of simulation software, to guide and influence the software tool strategies for performing model-based analysis, simulation, and systems engineering with a vision “To significantly expand the use and benefit of software tools for model-based analysis, simulation, and systems engineering in the engineering applications domain.”

Registration for the ASSESS 2018 Congress is by invitation only and is limited to 115 attendees. Registration will close either when all available seats are taken but no later than October 24, 2018.

The [ASSESS Initiative Membership](#) program provides the ability for the ASSESS Initiative to expand its efforts and community benefits beyond the annual congress. The ASSESS Membership Program is appropriate for all organizations engaged in Analysis, Simulation, and Systems Engineering activities related to Engineered products & processes. The ASSESS Membership Program will be offered in individual or group memberships. Active ASSESS Initiative Members receive access to [Members Only](#) content on the ASSESS website and a discount on the ASSESS Congress Registration Fees.

 [Click here to return to Contents](#)

CGTech to Demonstrate VERICUT Applications at Smart Manufacturing Experience

20 March 2018

At the Smart Manufacturing Experience in Boston, MA (April 30-May 2, 2018), VERICUT version 8.1 will be featured in CGTech's booth #639. VERICUT CNC machine simulation, verification and optimization software simulates all types of CNC machining, additive, and hybrid manufacturing processes. The software operates independently, but can also be integrated with leading CAM systems.

"This release is all about various tools that help NC programmers evaluate method efficiency, reduce production time, and detect costly errors before going to the shop floor," said VERICUT Product Manager Gene Granata. "Additive manufactured parts that require finishing, hybrid manufactured parts, and traditionally machined parts also benefit greatly from features we've added for feed rate and cutting force optimization."

At the show Jared Preece, CGTech Technical Support Engineer, will be leading a knowledge bar session on choosing part optimization strategies.

According to the company, by optimizing toolpath feed rates, VERICUT's Force™ module reduces machining time, increases tool life, and produces a higher quality finished product. Graphs and charts are enhanced to display in real-time, revealing cutting conditions and forces as they are encountered by cutting tools. This helps NC programmers "see" machining in a more analytical way, and immediately identifies undesirable cutting conditions. Spikes in the graphs show when forces, chip loads, tool deflection, and material removal rates exceed a tool's recommended performance parameters. With one click on the chart, the responsible NC program record is identified and the graphics area displays the corresponding cut helping NC programmers to better understand cutting processes.

Several new modules have been added including: Additive, Grinder-Dressing, and a Teamcenter Interface. Many enhancements improve VERICUT's core functionality such as: easier sectioning that extends to machine views, X-Caliper dimension labels displayed with models, new report template editor, and easier G-Code offsets.

 [Click here to return to Contents](#)

ESI Showcases Engineering Solutions for Smart Factories at Global Industrie 2018

20 March 2018

[ESI Group](#) announces its presence at the 1st edition of [Global Industrie](#) tradeshow, in Paris from March 27th to 30th. Under the high Patronage of Mr. Emmanuel Macron, President of France, this event will gather key actors in the industry transformation ecosystem around a common vision for the Smart Factory. ESI will demonstrate to international participants how its disruptive solutions for manufacturers enable the technological leap towards Industry 4.0.

This large-scale European event, bringing together 4 different tradeshow, marks a major milestone for the Industry of the Future program in France. ESI is proud to attend the 1st edition of Global Industrie

CIMdata PLM Industry Summary

and to reassert its commitment to support the greatly disruptive industrial transformation. At booth 4L32, ESI will be located near its partner, the Industry of the Future Alliance (“Alliance Industrie du Futur”), whose role is to assist French companies in transforming and modernizing their industry using digital technologies.

ESI will demonstrate how its Virtual Prototyping solutions empower manufacturing companies to introduce innovative products, processes and materials – while respecting the constraints of safety regulations, weight reduction targets, timing, and cost. Combining Virtual Prototyping with system modeling and artificial intelligence technologies, Smart Virtual Prototyping creates the possibility to merge physical-based design, data-driven intelligence, and decision systems.

ESI has recently introduced the concept of [Hybrid Twin™](#), which provides a methodology that will enable plant operations managers to leverage the data they collect from their manufacturing plants and thereby boost their production performance, reduce scrap rates, and improve manufacturing quality, while reducing down-time and energy consumption. The Hybrid Twin™ will be featured on ESI’s booth, along with insightful videos, demos and a series of live presentations, including:

- [Experiencing the Hybrid Twin™ of a manufacturing line](#)
- [Understanding Big Data for improved Industrial Operations Performance](#)
- [Realize the Potential of Additive Manufacturing](#)
- Securing Composites for mass production in Automotive manufacturing
- [Leverage Virtual Reality to experience human centric Smart Factories](#)
- [Achieve accurate high precision machined parts with Virtual Manufacturing](#)

In the field of Metallic Additive Manufacturing, ESI will present its manufacturing and engineering solutions that enable cost-effective production and help anticipate material performance requirements for certification and qualification.

Also to be found in ESI’s portfolio is the ability to leverage virtual reality for immersive engineering – creating human-centric smart factories, based on realistic interaction throughout the manufacturing and assembly processes. Here ESI joins one of the key actors in the industry, Assystem Technologies, at booth #3G78 where they present their Factory 4.0 concept ‘nex[r]volution’ developed with Virtual Reality solution [ESI IC.IDO](#): “For Assystem Technologies, it is fundamental to foster the use of digital design and simulation tools in factories today. This revolution reduces development cycle times and strengthens technological choices. By using ESI’s immersive 3D solution IC.IDO, supporting collaboration between remote sites, we’re able to meet ergonomic requirements for assembly processes,” says Soffien Gardoud, Vitrolles Branch Director at Assystem Technologies. Visitors will experience this custom-tailored IC.IDO demo with Head Mounted Displays.

To schedule a meeting at ESI’s booth or for more information about Global Industrie, please visit: www.esi-group.com/smart-industries-2018

 [Click here to return to Contents](#)

OpenText Enterprise World 2018 to Showcase the Intelligent and Connected Enterprise

21 March 2018

CIMdata PLM Industry Summary

OpenText today announced that Malcolm Gladwell, author of five New York Times bestsellers, and Billy Beane, legendary baseball executive, will be keynote speakers at OpenText Enterprise World 2018. These world-class speakers join Mark J. Barrenechea, Vice Chair, CEO and CTO, OpenText on the Enterprise World stage, where he will address the future of technology, and the intelligent and connected enterprise.

"The future of business is radically changing and the nexus of forces are epic: digital, cloud, AI, IOT, security, millennial workforce and consumers, quantum computing and more. Businesses need to transform legacy platforms to digital platforms in order to compete and win the future," said Barrenechea. "Enterprise World 2018 is the world's leading Digital and Enterprise Information Management forum, and an incredible opportunity for our customers and partners to hear first-hand how OpenText's purpose and promise is inspiring new ways to work and engaging both humans and machines in the digital experience."

Barrenechea will open Enterprise World 2018, and be joined on the first day by award-winning author Malcolm Gladwell, who brings his unsurpassed ability to be both entertaining and challenging to the Enterprise World stage. Gladwell is a much sought-after speaker, who took the business world by storm with his books *The Tipping Point*, *Blink*, *Outliers*, *What the Dog Saw*, and *David and Goliath: Underdogs, Misfits and the Art of Battling Giants*.

Day two of the Enterprise World program features Billy Beane, one of the most progressive and talented baseball executives in the game today. Beane is credited with molding the Oakland Athletics into one of baseball's most consistent winners by implementing a statistical methodology that has come to be known as the "Moneyball" philosophy. His compelling story was told in the best-selling novel and Oscar nominated film – *Moneyball*.

"Malcolm Gladwell is one of the most influential and revolutionary thinkers in the world of business, inspiring Enterprise World delegates to think differently about business strategy and outcomes. And Billy Beane will show that data and information are the most valuable assets for any organization that strives to be the best. Alongside the OpenText content delivered at Enterprise World, we will showcase how organizations can use information and technology to define the future of digital," said Barrenechea.

With over 90 industry experts delivering more than 200 breakout sessions, Enterprise World will provide both inspiration and professional development over the course of the three-day program.

- Insight from top OpenText executives: Muhi Majzoub, EVP, Engineering and Patricia Nagle, SVP, CMO will offer insight on OpenText's progress against its roadmap and provide their take on the evolving world of business, AI, and automation.
- Industry-relevant sessions: The Enterprise World program features 10 tracks covering the wide range of EIM and Industry solutions. Each session is aligned by focus – Business or Technical – ensuring that attendees can garner actionable insight.
- The OpenText Women in Technology Summit - July 12: The summit brings together prominent leaders for an important conversation about increasing, promoting and supporting women in technology to create an inclusive business environment. The day-long event will feature inspiring keynote speakers, including Megan Smith, Third Chief Technology Officer of the United States (2014–2017), CEO of Blendoor Stephanie Lampkin and Jodi Kovitz, CEO and Founder of #MoveTheDial. The summit will also feature interactive panel sessions and multiple networking opportunities.

CIMdata PLM Industry Summary

- **Developer and Innovation Labs:** The popular innovation and developer labs are returning to Enterprise World this year, where attendees can interact with the technologies that will help drive customer experience and enterprise automation. Attendees can see first-hand how cutting-edge low-code applications can transform their business.
- **Training course and workshops:** Attendees can maximize their investments in OpenText solutions with informative and engaging training sessions on best-practices on use, implementation and administration.
- **Enterprise Expo:** The exhibition hall at Enterprise World will feature in-depth information and resources from across OpenText's pillars, as well as representatives from 20+ OpenText partners.

OpenText Enterprise World takes place July 10-12, 2018 at the [Metro Toronto Convention Centre](#) in Toronto, Ontario.

 [Click here to return to Contents](#)

Raumedic exhibits at Med-Tech Innovation Expo

20 March 2018

Raumedic will be among the exhibitors at Med-Tech Innovation Expo in Coventry, United Kingdom. From April 25 to 26, the company's UK sales team will be showcasing various products made from thermoplastics and silicone.

The Raumedic portfolio ranges from extruded tubing and molded parts to more complex solutions such as catheters and single-use cartridges for wearable patch pumps. "Raumedic is not only a supplier, but a real development partner for the medical technology and pharmaceutical industries," says Area Sales Manager Conor Ward. That is why the polymer specialist supports its customers from product concept to design, from prototype construction to series production taking over all key processes of product lifecycle management.

Conor Ward explains: "Raumedic continues to evolve, helping customers develop complex single-use systems. Combining micro-extrusion and micro-molding in a wide range of materials, including silicone, allows us to offer our customers world-class designs and performance within increasingly smaller devices."

 [Click here to return to Contents](#)

Financial News

Altair Announces Fourth Quarter and Full Year 2017 Financial Results

21 March 2018

Altair Engineering Inc. today announced its financial results for the fourth quarter and full year ended December 31, 2017.

CIMdata PLM Industry Summary

“Altair delivered strong fourth quarter and full year results highlighted by revenue that exceeded guidance,” said James Scapa, Founder, Chairman and CEO. “We are also seeing a positive margin impact as a growing portion of revenue comes from higher margin software.”

“We enter 2018 with the strongest product portfolio we’ve ever had, including our recent acquisition of Runtime. With ongoing investments in R&D, we continue to innovate to increase the value our simulation-driven design, high performance computing, IoT and Analytics solutions can deliver to our customers. Our strong billings growth in Q4, and 2017 as a whole, support our optimism for further growth in 2018, which coupled with continued investments, will help further elevate our leadership position in the multi-billion dollar markets we serve.”

Fourth Quarter 2017 Financial Highlights

- Software product revenue was \$67.9 million, an increase of 11% from \$61.1 million for the fourth quarter of 2016.
- Total revenue was \$89.9 million, an increase of 8% compared to \$82.8 million for the fourth quarter of 2016.
- Net loss was \$(60.3) million, compared to net income of \$5.9 million for the fourth quarter of 2016. The fourth quarter of 2017 included the impact of \$8.0 million in non-cash stock-based compensation expenses as well as \$56.6 million in tax expenses, substantially due to the recording of a valuation allowance on the U.S. deferred tax assets from the exercise and expected exercise of a significant number of non-qualified stock options, and to a lesser degree as a result of recent tax reform. Diluted net loss per share was \$(1.03), based on 58.7 million diluted weighted average common shares outstanding, compared to diluted net income per share of \$0.10 for the fourth quarter of 2016, based on 58.8 million diluted weighted average common shares outstanding.
- Adjusted EBITDA was \$8.4 million, compared to \$10.6 million for the fourth quarter of 2016. Adjusted EBITDA represents net (loss) income adjusted for income tax expense, interest expense, interest income and other, depreciation and amortization, stock-based compensation expense, restructuring charges, asset impairment charges and other special items as determined by management.
- Non-GAAP net income was \$12.6 million, compared to \$6.9 million for the fourth quarter of 2016. Non-GAAP net income per share was \$0.18, based on 68.2 million diluted weighted average common shares outstanding, compared to \$0.12 for the fourth quarter of 2016, based on 58.8 million diluted weighted average common shares outstanding. Non-GAAP net income excludes stock-based compensation, amortization of intangible assets related to acquisitions and certain tax adjustments.
- Cash flow from operations was an outflow of \$(1.4) million, compared to an inflow of \$23 thousand for the fourth quarter of 2016.
- Free cash flow, which consists of cash flow from operations less capital expenditures, was \$(4.5) million compared to \$(4.7) million for the fourth quarter of 2016.

Full Year 2017 Financial Highlights

- Software product revenue was \$244.8 million, an increase of 9% from \$223.8 million for 2016.

CIMdata PLM Industry Summary

- Total revenue was \$333.3 million, an increase of 6% compared to \$313.2 million for 2016.
- Net loss was \$(99.4) million, compared to net income of \$10.2 million for 2016. 2017 included the impact of \$47.3 million in non-cash stock-based compensation expenses as well as \$63.0 million in tax expenses, substantially due to the recording of a valuation allowance on the U.S. deferred tax assets from the exercise and expected exercise of a significant number of non-qualified stock options, and to a lesser degree, as a result of recent tax reform. Diluted net loss per share was \$(1.89), based on 52.5 million diluted weighted average common shares outstanding, compared to diluted net income per share of \$0.18 for 2016, based on 57.9 million diluted weighted average common shares outstanding.
- Adjusted EBITDA was \$22.5 million, compared to \$30.8 million for 2016.
- Non-GAAP net income was \$16.1 million, compared to \$18.6 million for 2016. Non-GAAP net income per share was \$0.26, based on 62.6 million diluted weighted average common shares outstanding, compared to \$0.32 for 2016, based on 57.9 million diluted weighted average common shares outstanding.
- Cash flow from operations was \$16.1 million, compared to \$21.4 million for 2016.
- Free cash flow was \$8.6 million compared to \$11.9 million for 2016.

To view the full press release, please visit <https://globenewswire.com/news-release/2018/03/21/1443917/0/en/Altair-Announces-Fourth-Quarter-and-Full-Year-2017-Financial-Results.html>

 [Click here to return to Contents](#)

Q3 FY18 Oracle Cloud Revenues Up 32% to \$1.6 Billion and Total Revenues Up 6% to \$9.8 Billion

19 March 2018

Oracle Corporation today announced fiscal 2018 Q3 results. Total Revenues were up 6% to \$9.8 billion, compared to Q3 last year. Cloud and On-Premise Software Revenues were up 8% to \$8.0 billion. Cloud Software as a Service (SaaS) revenues were up 33% to \$1.2 billion. Cloud Platform as a Service (PaaS) plus Infrastructure as a Service (IaaS) revenues were up 28% to \$415 million. Total Cloud Revenues were up 32% to \$1.6 billion.

GAAP Operating Income was up 15% to \$3.4 billion and GAAP Operating Margin was 35%. Non-GAAP Operating Income was up 9% to \$4.3 billion and non-GAAP Operating Margin was 44%. GAAP Net Loss was \$4.0 billion and GAAP Loss Per Share was \$0.98 due to a one-time net charge totaling \$6.9 billion related to the 2017 Tax Cuts and Jobs Act. Non-GAAP Net Income was up 21% to \$3.5 billion and non-GAAP Earnings Per Share was up 20% to \$0.83.

Short-term deferred revenues were up 8% to \$8.0 billion. Operating cash flow on a trailing twelve-month basis was up 13% to \$15.2 billion.

"During FY17, I forecast double-digit non-GAAP earnings per share growth for FY18," said Oracle CEO, Safra Catz. "With non-GAAP earnings per share up 20% in Q3, our year-to-date earnings per share growth is now up to 16%. At this point, I feel quite confident that we will comfortably deliver on my original forecast of double-digit non-GAAP earnings per share growth for

FY18."

"Our Fusion ERP and HCM SaaS applications suite revenues grew 65% in the quarter," said Oracle CEO, Mark Hurd. "Our Cloud SaaS applications business is rapidly approaching \$5 billion...and it's still early days. Less than 15% of our on-premise applications customers have begun to migrate their applications to the cloud. As the other 85% of our applications customers start to move their applications to the Cloud, we have a huge opportunity in front of us. We expect to more than double the size of our SaaS business very quickly."

"The Oracle autonomous database is now fully available in the Oracle Cloud," said Oracle CTO, Larry Ellison. "And there are more autonomous cloud services to come. During this calendar year we expect to deliver Autonomous Analytics, Autonomous Mobility, Autonomous Application Development and Autonomous Integration services. Oracle's new suite of Autonomous PaaS services delivers an unprecedented level of automation and cost savings to our customers."

The Board of Directors also declared a quarterly cash dividend of \$0.19 per share of outstanding common stock. This dividend will be paid to stockholders of record as of the close of business on April 17, 2018, with a payment date of May 1, 2018.

Q3 Fiscal 2018 Earnings Conference Call and Webcast

Oracle will hold a conference call and webcast today to discuss these results at 2:00 p.m. Pacific. You may listen to the call by dialing (816) 287-5563, Passcode: 425392. To access the live webcast, please visit the Oracle Investor Relations website at <http://www.oracle.com/investor>. In addition, Oracle's Q3 results and Fiscal 2018 financial tables are available on the Oracle Investor Relations website.

 [Click here to return to Contents](#)

Implementation Investments

DARPA Disruptioneering Selects PARC and UW-Madison to Develop Artificial Intelligence Software that Automatically Designs Complex Mechanical Systems

20 March 2018

[PARC](#), a Xerox company, today announced it has been selected, in partnership with University of Wisconsin-Madison, by DARPA, for a project in the Engineering Fundamental Design (FUN DESIGN) program. DARPA, whose mission is to identify and pursue high-risk, high-payoff research initiatives for national security across a broad spectrum of science and engineering disciplines, announced the first programs under its new [Disruptioneering effort](#) in August 2017. The new program pushes for faster identification and exploration of bold and risky ideas with the goal of accelerating scientific discovery.

Existing conceptual design tools are informal, do not map to topology, and cannot search design space systematically. This project aims to change that, and begins by answering questions like, for example, "what do new designs for an aircraft that combines design elements of a helicopter and a plane look (and fly) like?" As this smart system designs a complicated mechanical system, the software will also model how well each design will fly in the real world, understanding components, safety, functionality, and other important aspects of the aircraft.

CIMdata PLM Industry Summary

To advance the goal of the program, PARC and UW-Madison will develop Design by Function-sharing through Compositional Qualitative Synthesis (D-FOCUS), an entirely new mathematical framework for systematic conceptual design of complex mechanical assemblies such as vehicles and aircraft. This advancement in science will enable the systematic search for a topological layout (i.e., structure or form) that fulfills functional requirements that can be instantiated into models to generate preliminary, detailed, and optimal designs. By automating significant portions of the design process, the human designer can explore a substantially broader design space with a deeper understanding about the advantages and limitations of design choices they make.

[Johan de Kleer](#), lead on this project and AI expert in Qualitative Reasoning, Model-Based Diagnosis and Design, said, “Integrating functional, behavioral, topological and geometric reasoning in one framework will revolutionize future design tools.”

PARC’s System Sciences Laboratory leads research and development in AI, machine learning, control, planning, optimization, security and high-performance analytics for a variety of cyber-physical system applications serving Product Lifecycle Management (PLM), CAD/CAM, Transportation, IoT, Additive Manufacturing, Energy, and Defense sectors. This lab also houses PARC’s renowned social sciences group and innovation service offerings such as rapid prototyping, user needs research and innovation management consultancy. For more information, please visit PARC at www.parc.com.

 [Click here to return to Contents](#)

Invenergy Mobilizes Asset Management Operations with Infor

22 March 2018

[Infor](#) today announced the success that Invenergy has seen with Infor Enterprise Asset Management (EAM) Mobile. Invenergy, one of North America's largest privately-held renewable energy companies, decided to adopt more mobile enterprise asset management processes to help optimize and digitize turbine maintenance operations, and help streamline asset management with better, more up-to-date data. Infor EAM Mobile is designed to help organizations get maximum value from their EAM system by providing technicians with access to the system virtually any place and any time.

Like many asset management operations, Invenergy's maintenance checklists were paper-based when the team first began considering new technology options several years ago. Technicians at the organization would go out with paper checklists and fill out steps as they were completed—sometimes legibly, sometimes not. That paper had to be uploaded into EAM, and then stored in binders for physical record-keeping. Adopting Infor EAM Mobile provided a way for the Invenergy teams to get that data out of binders and into a more easily reportable format.

After two beta tests, the company decided to move to fleet-wide implementation. Over a six-month period in 2016, the company extended its mobile platform across its North American operations, buying one Apple™ iPad for each maintenance crew. After a successful rollout, Invenergy decided it wanted to add even more efficiencies to the system and truly digitize its asset management operations by removing the paper from the system. Maintenance management was still based on "paper" copies, filed electronically in PDF form. The physical binders were gone, but key operational data still wasn't reportable, which meant the company still wasn't using its own front-line experience to track trends, identify and solve maintenance hot spots, and optimize deployment of personnel and resources.

CIMdata PLM Industry Summary

"All of those capabilities make EAM Mobile a powerful tool that can be expanded into other applications," said Frank Santiago, Operations Support Manager, Invenergy. "With EAM, we're putting the work orders at the technicians' fingertips, literally and figuratively."

Invenergy then introduced mobile checklists in a format that was comfortable and recognizable for technicians. Mobile devices gave teams prompt access to central data, and a record of work is stored when it is finished. The searchable, end-to-end system can be particularly useful for a consolidated operation with multiple units—in this case, up to several hundred wind turbines on a single site—where periodic changes in ownership or share structure can produce sudden calls for complete maintenance records on one or several specific components.

"Being able to keep critical maintenance and asset data complete and up-to-date at all times is incredibly important to the health of a business," said Kevin Price, Infor EAM Technical Product Evangelist, Infor. "By extending the power of Infor EAM to the field, organizations can help empower mobile workers to record as they work, provide the ability to automate work order tasks and requests for labor, and can help improve response times and avoid unnecessary travel."

 [Click here to return to Contents](#)

New Adventure for Mystery Ranch and Centric Software

20 March 2018

Mystery Ranch, a Montana-based backpack company that makes packs for both military and consumer markets, has selected Centric Software to provide its Product Lifecycle Management (PLM) solution.

Mystery Ranch is a growing business that sells its core product, bags and backpacks, to several different professional and consumer markets. As Luke Boswell, Head of Product at Mystery Ranch, says, the company needed a PLM system that could streamline and handle a wide variety of types of product data.

"We had an older PLM system, but it wasn't doing everything we wanted," says Boswell. "In particular, it wasn't capable of outputting the entirety of a product package – it was very Bill of Materials (BOM) oriented. Our tech packs and product documentation are extensive because everything is put together and finalized in-house before the complete specification package is sent out to start pre-production prototyping. We have an in-house manufacturing facility in Bozeman as well as contract manufacturers in Asia, and we need a PLM solution with the flexibility to handle the different ways we work with manufacturers."

After a selection process in which several PLM vendors were considered, Mystery Ranch selected Centric PLM.

As Boswell explains, "The reason we chose Centric is pretty simple – we didn't see another PLM system capable of such a diverse array of uses. Centric has solutions to a lot of the problems a soft goods business faces, from the creation of an early design concept on downwards to costing structures, planning elements, quality control and assurance capabilities. It intuitively handles a lot of challenges we have in terms of sharing information across the organization and makes it possible to output product packages with full sets of relevant data."

Boswell notes that Centric PLM will be integrated with the company's existing ERP system and that Mystery Ranch is looking forward to implementing a solution that is flexible enough to grow with the

business.

“Throughout the demo process we were consistently impressed by the solutions Centric already had for problems where we previously had to build customized solutions,” says Boswell. “That out of the box functionality, along with Centric’s simple user interface, will allow us to save time, energy and resources. Part of the reason we chose Centric is that it allows us a lot of room to grow, particularly when it comes to updates and new features. Centric listens well to their customers and their solution is an evolving tool that will evolve with us as we grow.”

“We would like to welcome Mystery Ranch on board, who has selected Centric PLM to support their continued success as a backpack maker for a variety of markets,” says Chris Groves, President and CEO of Centric Software. “We look forward to partnering with them now and as they evolve in the future.”

 [Click here to return to Contents](#)

North Sea Electronics selects Aras and Minerva to help accelerate efficiency

19 March 2018

North Sea Electronics has selected Aras and Minerva for their PLM solution. North Sea Electronics was faced with the challenge of keeping track of the latest documentation revisions in their product line. Due to the lack of effective document structure, the company struggled to find several versions of component documents when clients asked for it.

That is why North Sea needed the right tool to manage their internal product-related processes in the best possible way. In order to support their growth, North Sea Electronics looked to integrate a system that would help them keep track of all documentation modification, as well as provide them with a reviewing process of their products’ design. A system that provides a strong, out of the box functionality but still easy to modify to their specific needs.

After extensive research on PLM, the company chose Electronic PLM®, an industry solution for Aras Innovator, developed by Minerva.

“Our old system was missing an official review process that will lock the given revision of a product. With Electronic PLM®, we are able to live-track any changes,” says Aleksander Jazdyk, COO at North Sea Electronics.

North Sea Electronics develops high temperature electronics for severe environments, such as applications for the oil and gas industry. Due to the extreme conditions faced by their products, it is of great importance for the company to have an enterprise solution that is able to manage product revisions.

By implementing the Electronic PLM® and Aras Innovator®, North Sea Electronics has achieved a competitive advantage by speeding up the time to market for their products. At the same time the implementation has made new production processes more reliable and efficient. With leaner processes, the team at North Sea Electronics now has more time to focus on product development and feature improvement.

“When I talk with my colleagues, we agree that the biggest improvement we have experienced is the possibility to create our own modules and adapt the software to our own data and requirements,” said Aleksander Jazdyk, COO at North Sea Electronics.

 [Click here to return to Contents](#)

Product News

EXENTA PLM REVO Revolutionizes Fashion PLM User Experience/Mobility

20 March 2018

EXENTA the innovator in next-generation information technology solutions for the fashion and consumer goods industries, announces the all-new EXENTA™ PLM REVO™ Product Lifecycle Management (PLM) solution. Benefitting from an intelligent mobile-first design strategy, the advanced software provides a rich, image-driven environment that promises to revolutionize the PLM user experience for desktop and mobile users alike. The cloud-native application can be deployed either as a standalone PLM solution or fully integrated with the Exenta ENTERPRISE suite of business solutions.

“We are excited to bring this revolutionary new PLM approach to our industry,” explained Exenta president and CEO Roberto Mangual. “The traditionally complex user experience and limited mobility of PLM have held companies back for too long. With this breakthrough, we are freeing all design, development, sourcing teams, and business partners to work more visually and do more with mobile devices. This will extend the use of PLM to all stakeholders and simplify global deployment.”

Representing a revolution in PLM, the cloud/web-based PLM REVO streamlines system setup and use by reducing data entry and maintenance, automating work tasks and processes, and simplifying system security through role and team policies. It also offers built-in commenting tools like those found in social media apps to foster improved communications and collaboration. A top-down approach to managing tasks, calendars, and workflow help teams and vendors meet market-ready dates.

PLM REVO also works with the Exenta Design Plug-in for Adobe® Illustrator® that enhances design creativity and productivity by empowering designers to launch new concepts and access or add materials, colors, designs and other PLM content all right from within the popular design software.

According to Mangual, “By making PLM more accessible and practical for designers, mobile users, supply chain partners, and executives, companies can look forward to faster time to market, improved style adoption rates, and greater on-time delivery performance through PLM REVO.”

Attendees to the May 22-24 Texprocess Americas trade show in Atlanta can be among the first to get a hands-on demonstration of the new PLM REVO solution in Exenta Booth #941.

 [Click here to return to Contents](#)

Maple 2018 Users Will Benefit from Enhanced User Experience

21 March 2018

Maplesoft™ today announced a major new release of its flagship product, [Maple™](#), mathematical software that makes it extremely easy to analyze, explore, visualize, and solve math problems. Maple 2018 includes substantial improvements to how customers interact with Maple, providing significant benefits to all users no matter what they use Maple for. The release also includes an extensive collection

CIMdata PLM Industry Summary

of improvements in advanced mathematics, visualization, specialized application areas, and more, which will be extremely useful to the mathematicians, educators, engineers, and scientists who rely on these particular features.

People use Maple to do many different things, so naturally the value of the improvements in any new release varies for each user. However, Maple 2018 is not a release to skip over, for any customer. Maple 2018 contains a large number of substantial enhancements to how users interact with Maple, which means all customers will see immediate benefits from this release. These improvements include:

- An intelligent Context Panel, which brings together and enhances some of Maple’s most powerful Clickable Math™ tools, providing point-and-click access to a wide variety of mathematical operations and other Maple tools.
- Significant enhancements to Maple’s code editor, which makes writing, debugging, and maintaining Maple code and Maple-based applications easier and faster than before.
- Deeper integration of units into the mathematics engine that significantly simplifies units-based calculations.
- New options for protecting work from modification or viewing, so customers can share their work while remaining in control of their content.

Maple 2018 also includes a wide variety of improvements that deepen its capabilities, as well as new features that broaden its applicability. Core mathematical enhancements were made in integration, ordinary and partial differential equations, simplification, graph theory, and more. New abilities include computational geometry, support for performing computations involving thermochemical properties of chemical species, generating practice sheets for students that are graded by Maple automatically, and interpolating unstructured data.

“While every release of Maple includes a host of improvements across many different areas of the product, people use Maple for very different tasks, and not every change will be equally important to every user. But Maple 2018 is not a release to skip over,” says Dr. Laurent Bernardin, Chief Operating Officer and Chief Scientist at Maplesoft. “With improvements to so many of the ways our users interact with Maple, no matter what they use Maple for, our customers will find that Maple 2018 makes the work they are doing in Maple much easier.”

Maple is available in several languages including French, Simplified Chinese, and Brazilian Portuguese. A Japanese version of Maple 2018 will be available in a few weeks.

For more information about new features in Maple 2018, visit www.maplesoft.com/products/maple/new_features

 [Click here to return to Contents](#)

Onshape: Introducing Design Data Management 2.0

20 March 2018

Announced on the Onshape blog:

“Today we are introducing our vision for Design Data Management 2.0 and announcing new features related to this theme, including Release Management & Approval Workflow and Simultaneous Bill of

CIMdata PLM Industry Summary

Materials. These new capabilities, along with the [Parametric Modeling 2.0](#) innovations we announced in January, are extending our position as the leader in modern CAD technology, giving Onshape customers unmatched power to do their best work without the hassles of old CAD and PDM systems.”

To read the full blog entry, please visit <https://www.onshape.com/cad-blog/introducing-design-data-management-2.0>

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

PTC Announces Creo 5.0, the Latest Version of its Award-Winning CAD Solution

19 March 2018

[PTC](#) today announced Creo 5.0, the latest release of its [Creo](#)® computer-aided design (CAD) software, which enables users to go from concept to manufacturing in one design environment. Creo 5.0 introduces five new capabilities for the fast-changing world of product design and features key productivity enhancements.

Creo enables companies to accelerate product innovation and build better products faster by reusing the best designs and replacing assumptions with facts. With Creo 5.0, concepts can be transformed into smart, connected products, bridging the physical and digital worlds with augmented reality (AR) capabilities in every seat. Creo 5.0 also introduces exciting capabilities in the areas of topology optimization, additive and subtractive manufacturing, computational fluid dynamics, and CAM.

“PTC is on the leading edge of some of the hottest technologies today with the Internet of Things (IoT) and augmented reality (AR), but it has not forgotten its roots in CAD, instead transforming this business by infusing its leading Creo software with new technologies and capabilities,” said John Mackrell, chairman, CIMdata. “Creo 5.0 is yet another example of PTC’s continued innovation and ability to meet customer needs.”

Topology optimization

The physical design of products is often limited by existing designs and practices. The new Creo Topology Optimization Extension automatically creates optimized designs based on a defined set of objectives and constraints, unfettered by existing designs and thought processes. This helps users save time and accelerate innovation by enabling creation of optimized and efficient parts.

Additive and subtractive manufacturing

Creo enables users to design, optimize, print check, and additively manufacture parts without the need for multiple pieces of software. By streamlining the process and reducing the need to recreate models, more time can be spent focused on what is really important, the design. Creo 5.0 introduces the Creo Additive Manufacturing Plus Extension for Materialise, which extends these capabilities to metal parts, allowing customers to print production-grade parts directly from Creo. Additionally, the extension allows users to connect to the Materialise online library of print drivers and profiles.

The new Creo Mold Machining extension provides dedicated high-speed machining capabilities optimized for molds, dies, electrodes, and prototype machining. Creo 5.0 supports 3-axis and 3+2 positioning machining.

Creo Flow Analysis

The Creo Flow Analysis extension is a computational fluid dynamics (CFD) solution, which allows

CIMdata PLM Industry Summary

designers, engineers, and analysts to simulate fluid flow issues directly within Creo. The seamless workflow between CAD and CFD allows users to integrate analysis early and often to understand product function and performance. The software is purpose-built specifically for the design engineer and is easy-to-use, directly integrated within Creo, highly accurate, and provides fast results.

Productivity improvements

Creo 5.0 also includes key productivity improvements for the fast-changing world of product design, such as an improved user interface, geometry creation with sketch regions, and volume helical sweeps. Other enhancements include improvements to surfacing, sheet metal design, and the application of draft features involving rounds. Users can also now design in Creo while maintaining perspective display mode.

The Creo Collaboration Extension for Autodesk Inventor enables organizations to consolidate onto a single CAD system, enabling them to reduce the cost and effort associated with maintaining multiple systems and integrations, and enabling better data reuse and resource sharing. Creo 5.0 will now support bi-directional exchange of both parts and assemblies with Autodesk Inventor.

“Product design is fundamentally changing, and Creo continues to evolve to meet the needs of our customers. With Creo, companies can go from the earliest phases of design to a smart, connected product,” said Brian Thompson, senior vice president, CAD Segment, PTC. “Improved functionality and new capabilities, like additive manufacturing, set Creo apart, and give companies a true competitive edge all the way from concept to manufacturing.”

For more information about the new features available in the new Creo 5.0 release, please visit: www.ptc.com/en/products/cad/creo/whats-new.

 [Click here to return to Contents](#)

STMicroelectronics' Products Complete Alibaba IoT Validation, Enabling Better Time to Market for Customers

19 March 2018

STMicroelectronics announced the validation of its LSM6DSL 6-axis inertial sensor and LPS22HB pressure sensor for Alibaba IoT's ecosystem, which enables users to create complete IoT (Internet-of-Things) nodes and gateway solutions with better time to market.

Announced last year, AliOS Things is a light-weight embedded operating system for Internet of Things, developed by Alibaba. The company recently announced the release of AliOS Things v1.2, which includes a sensor-based component called uData. The ST sensors that have passed the AliOS validation have been integrated in uData and the two companies are cooperating on the development of IoT systems that aim to improve end-user experiences.

The [LSM6DSL](#) is a system-in-package featuring a 3D digital accelerometer and a 3D digital gyroscope that operates at 0.65 mA in high-performance mode and enables always-on low-power features for an optimal motion experience for the consumer. High robustness to mechanical shock makes the LSM6DSL the preferred choice of system designers for the creation and manufacturing of reliable products. The LSM6DSL supports main OS requirements, offering real, virtual and batch sensors with 4Kbyte for dynamic data batching.

The [LPS22HB](#) is an ultra-compact piezo-resistive absolute pressure sensor that functions as a digital output barometer. Dust-free and water-resistant by design, the sensor enables high accuracy and low-power operation. It is available in full-mold package with silicon cap and six 20µm holes guaranteeing sensor moisture resistance, relative accuracy of pressure measurement 0.1 mbar, and very low power consumption (e.g. 12µA in Low-Noise mode).

"The validation by Alibaba of ST's LSM6DSL and LPS22HB sensors is an important achievement. Creating and connecting nodes quickly and securely is facilitated by the holistic platform of AliOS, which cuts time to market for users and allows them to create IoT systems in China quickly for applications in smartphones, smart watches, smart locks, smart parking and beyond. On top of this, Alibaba is collaborating closely with ST to integrate more products in the platform, offering compelling IoT solutions for customers," said Collins Wu, Marketing Director, Analog and MEMS Group, Greater China & South Asia, STMicroelectronics.

 [Click here to return to Contents](#)

Teamwork Reimagined: Lectra Connected Design and Lectra Connected Development

20 March 2018

Lectra introduces collaborative solutions specifically developed for design and product development teams, enabling fashion companies to affront tighter deadlines and handle wider product mixes with speed and serenity.

With the rise of e-commerce, digitally dependent consumers expect personalized, innovative fashion delivered to their doorstep at the click of a mouse.

Fashion companies are struggling to keep up with consumer demands and looking for new ways to speed up design and development without compromising quality. Design teams work faster than ever to deliver fresh, eye-catching collections. Product development teams rush to transform new designs into consumer-ready products. Given the accelerated pace of the fashion marketplace, information sharing has become vital for these teams.

Lectra has developed two new solutions to fulfill the specific needs of these teams, Lectra Connected Design and Lectra Connected Development. These solutions deliver collaborative environments that integrate business applications to aggregate, standardize and store data from all design and product development stages. These innovative solutions make every-day working life less stressful by allowing criteria-based searches, inciting users to capitalize on data links, and providing them with innovative tools and services to speed up their processes.

Lectra Connected Design facilitates collaboration between textile and fashion designers, colorists, graphic designers, technical designers and their managers by providing design teams with a connected environment. Team members can access the platform via their Lectra Kaledo® design software and Adobe® Creative Cloud, share inspiration and review collections together or upload inspirations via dedicated mobile apps. This solution gives users the visibility needed to streamline, automate and monitor the entire design process to ensure that they remain creative under severe time constraints.

In the same way, Lectra Connected Development connects patternmakers, graders, technical design teams, managers, cost and margin specialists, marker makers and sample teams through data. It allows team members to connect through Lectra Modaris® 2D and 3D patternmaking software and Lectra

CIMdata PLM Industry Summary

Diamino® Fashion marker-making software. Thanks to the wide range of standard libraries and mobile applications provided, teams will improve the efficiency of technical specifications creation. The automation of business processes and real-time communication allow product development teams to avoid errors and deliver the right product quality and fit.

“We recognize first and foremost that today’s fashion industry professionals need to feel well-equipped and at ease in order to perform well under tight deadlines,” explains Céline Choussy Bedouet, Chief Marketing and Communications Officer, Lectra. “We are confident that by introducing a new and easy way of collaborating through sound data management, both offers will help design and product development teams work faster and more easily to build quality into the products they design and develop. That way, they can reach their fullest potential as key contributors to their companies’ success.”

 [Click here to return to Contents](#)

Telit Releases Two Modules Enabling European Market To Enjoy Advanced IoT Applications And Services

19 March 2018

Telit today announced the release of two new modules, the WE866E4-P and the ME910C1-E2. Designed to meet European specifications requirements, the modules bring forth the ability to bring advanced IoT applications to market such as smart buildings, smart energy, industrial applications, medical devices and others.

"Our modules were designed with the European market in mind, eliminating the guesswork associated with what standard to use for IoT projects in the region," said Yossi Moscovitz, Telit President of Products and Solutions. "We are providing the industry the ability to digitally transform by creating new opportunities for our customers to achieve innovation. We're pleased to be a key part of enabling the promise of Smart IoT that we are seeing during this week's conference."

Telit's WE866E4-P is a fully integrated dual band, dual mode, combo Wi-Fi (802.11 a,b,g,n) and Bluetooth Low Energy (BLE) 5.0 module, with an extremely small footprint (285 sq. mm) that provides an easy and cost-effective way for manufacturers to add wireless connectivity to the products. Module comes up with an integrated tri-core system-on-chip, with dedicated CPU's for IoT application, Wi-Fi and BLE. The module is self-contained with full Wi-Fi, BLE and TCP/IP networking stacks along with a complete suite of security features such as Secured Boot, Flash encryption, Copy Protection, HTTPS and WPA/WPA2 Personal & Enterprise security modes. For more information, visit: <http://info.telit.com/low-power-wi-fi>.

The Telit ME910C1-E2 is a member of Telit's flagship xE910 module family delivering 4G radio access technology in the 28.2 x 28.2 x 2.2mm family form factor. This module increases the addressable market for LTE technology to include a broad range of new applications and use cases best served with lower maximum data rate, ultra-low power, reduced complexity and cost and is capable of Cat M1, NB-IoT and 2G fallback. Some examples are smart meters, industrial sensors, health-care monitors, home automation, asset tracker and many more low data rate IoT devices. For more information, visit: <http://info.telit.com/nbiot>.

For more information please visit Telit during this week's Smart IoT Conference in London located at

Stand: T2865.

 [Click here to return to Contents](#)

WISeKey and IBM to Showcase Their Integrated Solution to Secure IoT at THINK2018 Conference

19 March 2018

WISeKey International Holding Ltd (WISeKey) announced an integration with IBM to secure the Internet of Things (IoT) using WISeKey's leading technology. The collaboration will provide enhanced security of sensitive data exchanged between devices across the IoT networks and the IBM Watson IoT Platform, by adding extended capabilities to secure IoT devices and the management thereof from a central location. By doing so, customers benefit from an increased trust in the data handled by their application, and a reduced risk of revenue loss due to cyber-attacks of all kinds thus leverage a greater value of their business.

IBM's Watson IoT Platform is a cognitive system that learns from, and infuses intelligence into the physical world. Device manufacturers and businesses can use the power of Watson IoT Platform to build specialized, integrated solutions to solve their business challenges. Watson IoT Platform implements a "messaging broker" that allows the exchange of information between devices and business applications, using a secure Public Key Infrastructure (PKI) technology to bring authentication and data encryption. This implies a seamless integration with the WISeKey concept of Root of Trust (RoT) that delivers the digital identity that can be leveraged later in the Watson IoT platform.

WISeKey is the only vendor in the industry providing an integrated solution that combines a back-end certificate and device management system with a hardware "RoT", a Secure Element (highly secure crypto chip) that protects the digital identity and certificates, to bring trust to the transmitted data through secure authentication of the device and related encryption of the data channel. Going one step further, the WISeKeyIoT components for IBM Watson IoT Platform are now made available to IBM's technology users. An easy mechanism to create and deploy these digital certificates, as well as a "Security Broker" that manages communications by verifying the security level of the messages and implementing security and business rules, like renewing certificates, managing attributes and other key capabilities that make a difference when deploying securely large numbers of connected devices.

IBM and WISeKey invites to attend THINK2018 event in Las Vegas (March 19-22), where the Watson IoT platform combined with the WISeKey security technology is showcased at the IBM Booth. Special events include 6190A session: "Using Drones and Visual Recognition to Solve Real Business Problems" scheduled for March 19 from 4:30 pm to 5:10 pm at Mandalay Bay South, Level 2 | Surf F.

For more information visit: <https://www.wisekey.com/events/ibmthink2018>.

"The fact of IBM choosing WISeKey to provide security technology to complement their Watson IoT offering validates our strategy and differential value proposition, based on a vertical platform approach that secures the IoT, from the Root of Trust to the chip," said Carlos Moreira, Founder and CEO of WISeKey.

 [Click here to return to Contents](#)

