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CIMdata News

Aerospace & Defense PLM Action Group Holds Annual Planning Meeting in Paris, France

29 March 2018

Representatives from nine major aerospace and defense companies recently met in Paris, France to discuss and review the status and findings of the Aerospace & Defense (A&D) PLM Action Group's working teams and to set priorities for their fifth business year. The A&D PLM Action Group, which is administered by CIMdata, is an industry-specific PLM advocacy group whose mission is to:

- Set the direction for the aerospace & defense industry on PLM-related topics that matter to members
- Promote common industry PLM processes and practices
- Define requirements for common interest PLM-related capabilities
- Communicate with a unified voice to PLM solution providers
- Sponsor collaborative PLM research on member-prioritized industry and technology topics

The group is currently sponsoring collaborative research on a diverse set of prioritized industry and technology topics, including Model-Based Definition (MBD); Multiple View Bill of Material (BOM); PLM Technology Obsolescence Management; Global Collaboration; and Model-Based Systems Engineering (MBSE). Additionally, the group has developed a series of direction statements and position papers that are freely available for downloading from its website at www.ad-pag.com.

During its annual planning meeting, the group's representatives, in collaboration with a number of leading PLM solution providers, reviewed progress being made on a number of prioritized industry and technology topics, as well as defined plans for working with various stakeholders in the global PLM ecosystem. The group, which was formed in February 2014, continues to evolve and gain momentum as the team has expanded to include 10 of the top aerospace companies in the world.

James Roche, CIMdata A&D Practice Director, stated, "The group continues to make significant headway on multiple research fronts. The collaboration amongst the members is impressive and is beginning to show benefits arising from their interactions with the leading PLM solution providers. This collaboration should ultimately result in benefits for the members and PLM solution providers, as well as the PLM ecosystem as a whole. Like last year's annual planning meeting, which was hosted by Embraer in São José dos Campos, Brazil, this year's meeting was hosted by a group member, Safran. The three-day planning meeting resulted in a set of strategies and plans that will continue the group's momentum over the next months and years."

CIMdata is currently planning the formation of other industry PLM Action Groups, including Medical

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Device and possibly other segments within aerospace & defense. These new groups will offer:

- Access to ongoing PLM-related research, analyses, insights, and advice important to industry members.
- Participation in the identification of industry-specific PLM topic areas.
- A uniform voice to the PLM solution provider community to better enable and guide them in their development efforts.
- Access to CIMdata's PLM Knowledge Council domain experts.
- An interactive and collaborative environment for accessing and sharing PLM-related processes and best practices.
- Participation in CIMdata's global PLM Community.

For more information, please contact CIMdata at info@CIMdata.com.

About CIMdata

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

CIMdata works with both industrial organizations and suppliers of technologies and services seeking competitive advantage in the global economy. In addition to consulting, CIMdata conducts research, provides PLM-focused subscription services, and produces several commercial publications. The company also provides industry education through PLM certificate programs, seminars, and conferences worldwide. CIMdata serves clients around the world from offices in North America, Europe, and Asia-Pacific. To learn more about CIMdata's services, visit our website at www.CIMdata.com, follow us on Twitter: <http://twitter.com/CIMdataPLMNews>, or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA. Tel: +1 (734) 668-9922. Fax: +1 (734) 668-1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands. Tel: +31 (0) 495 533 666.

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CIMdata Consultants to Lead Discussions at COFES

30 March 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, is pleased to announce that Dr. Keith Meintjes, Executive Consultant, and James White, Director for Additive Manufacturing Strategy, will be in attendance at the Congress On the Future of Engineering Software (COFES) which will take place in Scottsdale, AZ from April 12-15.

Dr. Meintjes will lead a briefing titled, "Beyond Generative Design." The briefing will show how Generative Design is just one step in the transition from CAD to Human-Aided Design. The briefing will take place at noon on 13 April 2018.

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Mr. White's briefing will focus on the topic of "Additive Manufacturing Grows Up." It will show how additive manufacturing is no longer relegated to the sidelines of manufacturing as industrial companies look to AM to give them a competitive edge with lower priced, higher quality, lighter, and better performing products at significantly reduced cost. The briefing will take place at 3:15 p.m., local time, on 13 April 2018.

Dr. Meintjes and Mr. White will be available to meet with attendees during this four-day event. To set up a meeting, please visit the CIMdata website at: <https://www.cimdata.com/en/meet-with-cimdata>.

For more information on the event visit: <https://www.cimdata.com/en/events/plm-industry-events/event/385-cofes>

About Dr. Keith Meintjes

Dr. Meintjes has over 35 years of experience in the development and application of simulation tools to transform product development. His achievements include novel methods for combustion simulation, patents for engine design, and strategic planning for the world's largest commercial HPC facility. Prior to joining CIMdata, he spent nearly 30 years at General Motors where he was responsible for the engineering requirements for GM's Global CAE IT infrastructure and was named Senior Technical Fellow. At GM Powertrain he held strategic, planning, and management positions, to embed simulation tools in the powertrain product development process. Earlier, at the GM Research Laboratories, he developed thermodynamic and CFD simulation models for engine performance and combustion, and was instrumental in GM's acquisition of a Cray supercomputer.

About James White

Mr. White has over 30 years of PLM, Additive Manufacturing/3D Printing, and general manufacturing industry experience. He has held roles in Fortune 1000 software and consulting companies where he was responsible for Product Management, Sales Management, Strategic Alliances, Major Account Management, and Business Development. He has extensive experience in market development, new product introduction, and client management across various geographies. His extensive industry experience includes Hi-Tech, Medical Device, Software, and Heavy Industrial, delivering new disruptive products, systems, and solutions. His passion for AM/3D Printing comes from a belief that customers need guidance to fully take advantage of recent advances in AM materials, machines, and design tools.

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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.

About COFES

Now in its 19th year, COFES is the annual, invitation-only event for the design and engineering software industry. Widely recognized as a think-tank event, COFES (cofes.com) gathers design and engineering software leaders (vendors, users, press, and analysts) together to discuss the role engineering technology will play in the future survival and success of business. COFES is renowned for hosting leading keynote visionaries that provide a new perspective to the future of the industry.

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CIMdata's Tom Gill to Participate in Webinar on PLM Deployments in the Food and Beverage Industry

27 March 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Tom Gill, Practice Manager for PLM Enterprise Value & Integration, will participate in a webinar, titled "ROI for PLM Deployments in the Food and Beverage Industry." The webinar will be broadcast twice on April 11 & 12, 2018.

Sponsored by SpecPage, the webinar will show how the use of PLM by food and beverage companies to address speed-to-market, product cost, traceability, and regulatory compliance issues can have a significant business impact. The benefits of using PLM include:

- Revenue growth
- Accelerated time-to-market
- Controlled product management i.e. data governance
- Product and process cost reduction in the lifecycle
- Cost avoidance

To learn more or to register for the free webinar visit: <https://www.specpage.com/lp/webinar/>

About CIMdata's Tom Gill

Tom Gill is CIMdata's Practice Manager for PLM Enterprise Value & Integration. Tom has over 25 years of experience applying computer-based solutions to engineering and manufacturing. Before joining CIMdata he worked as an independent PLM consultant, after spending over 20 years at high-

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volume manufacturing companies. He has worked on projects in numerous industries, including fabrication & assembly, food & beverage, defense, chemical, and medical devices. He has executed PLM strategy projects, solution evaluation-and-selection projects, deployment planning, and training development for industrial clients.

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Upchain Connects the Value Chain to Accelerate New Product Introduction (CIMdata Commentary)

28 March 2018

Key takeaways:

- *Increasingly, engineering designs comprise procured-in components and whole sub-modules from external companies.*
- *Today, final manufactured products are designed and built by a diverse distributed network of individuals and teams.*
- *Development of products involves a diverse Product Stakeholder Network of people who collaborate on ideas and content, and who make decisions that influence the final product.*
- *The Product Stakeholder Network determines final product definition, including procured-in content, and is especially prevalent in industries such as traditional manufacturing, consumer goods, and mechatronics.*
- *In this new age of global collaboration, organizations face internal impediments due to the way they're structured by departments which evolved over decades without consideration for inter-departmental and company-to-company collaboration.*
- *The market needs a solution that supports informal P2P collaboration across these boundaries, yet also maintains a persistent record of **Why, How, What, and by Whom** decisions were made.*

Introduction

Conventional thinking has us believe that products are conceived, developed, and made by the product brand owner's engineering teams. Yet increasingly, final manufactured products are designed and built by a diverse distributed network of individuals and teams—the Product Stakeholder Network. It is estimated that most industrial and consumer products contain procured-in content ranging from 40% to 70%.¹ This means that the engineer who designs the final product must design-in other companies' components, parts, and sub-modules. They must research, evaluate, and select the products that meet the design specification then bring in, or recreate, referenceable geometry and metadata so that the complete design can be engineered and documented for downstream processes like quality inspection, procurement, and manufacturing.

Interactions between people using tools, processes, and IT systems commences early during product development starting with requirements gathering and continuing throughout the product design, development, procurement, manufacture, and maintenance phases. Increasingly, people use tools from their private lives like text, chat, and email to make critical business decisions across a disparate Product Stakeholder Network. But these person-to-person (P2P) collaboration tools are incongruous with enterprise governance that demands strict, documented, processed, and baked-in rules. This informal P2P collaboration risks breaching formal process guidelines by capturing **what** was decided, but not **why** or **how**. The failure to create and preserve a master data record of this information can lead to an inability to trace history, and risks mistakes being repeated again and again.

Once a product is designed and approved for release to manufacture as an MBOM, procurement derive a Procurement BOM which includes all components and parts to be bought-in, and then start the procurement process. Procurement's challenge is they are usually under tight time constraints because they get purchasing requests from many places, including engineering design, maintenance, R&D, project teams, operations, and knowledge workers using IT systems such as ERP. Procurement might be asked to buy different components with very similar or identical specifications; for instance, 100 5 mm screws from source A and 10 5 mm screws from source B. Merely buying components specified by engineering becomes inefficient and expensive, and creates a cost burden downstream in field maintenance by inflating inventory with unique product specifications. To mitigate this, procurement negotiates with engineering about their choices and seeks to converge on fewer suppliers and models of procured-in content. This takes time which, by the time purchasing gets involved, is no longer available.

Upchain's Value Proposition

An engineer in a leading Hi-Tech manufacturing company in the Bay Area, CA said: "90% of design is shopping." He meant that much of his time is spent exploring standard components and sub-modules to incorporate into new designs. He must consider performance specs, price, availability, and physical dimensions before asking procurement to purchase. But many of the people in the Product Stakeholder Network are not engineers and don't use CAD systems. Procurement for example. So, when procurement asks engineering to change the brand of a pneumatic cylinder or change the cylinder stroke to be 10 mm longer to allow a volume purchase, engineering needs to go back and validate that the change will work. This causes delay and possibly errors, neither of which are tolerable at this late stage in the process. By this point, shipping timelines, marketing deliverables, and launch dates are set; orders are pending; and downstream customers have dependencies set around receiving the product on time. Sometimes, procurement must override engineering's choice if they believe their substitution matches

¹ CIMdata estimate, 2017.

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the defined spec. Engineering may never find out about the change until later, if they find out at all.

The traditional enterprise systems that manage these end-to-end data and process workflows like ERP, PLM, and Supply Chain Management (SCM) each have their core functionality rooted in separate domains such as enterprise resource planning, engineering product management, and catalogue component procurement. Data flows between these domains through API integrations and is mapped between each system, yet people working on product information need a seamless solution which transcends these boundaries. Upchain is designed to support this workflow for people—independent to their role, experience, and department.

Upchain is designed by business people who understand CAD, PLM, ERP, and SCM systems as well as end-to-end product development workflow processes. Upchain is specifically designed to automate, not disrupt, existing tools and systems that manage product development today, and bring visibility of engineering data to all departments and roles throughout the Product Stakeholder Network. Upchain offers capability drawn from ERP, CAD, PLM, and informal P2P collaboration tools to meet the needs of both enterprise systems governance and ad-hoc P2P collaboration while automating workflows between engineering, procurement, suppliers, and manufacturing. This both fills the cracks between the various tools and system silos and completes disjointed workflows, to reduce production time and errors caused by gaps, re-work loops, duplicated effort, manual touch, and organizational span-of-control issues. Furthermore, although Upchain is an enterprise system, it also caters to the individual needs of Product Stakeholder Network members. Often, enterprise systems are optimized for corporate governance rather than to support the needs of individuals who want to collaborate. Conversely, P2P collaboration tools like email and chat fail to provide the governance corporations require. Upchain blends both, providing the best of both worlds to every organization in the value chain.

Usually, implementing a new enterprise system requires a great deal of business process re-engineering, data loading and reformatting, personnel retraining, and new integrations to legacy tools. This work is typical when implementing a new enterprise system, because it involves replacing some legacy systems. Upchain doesn't replace any existing tool or enterprise system. Rather, it augments them by doing a better job of connecting the disparate tools, systems, and processes, and serving the ad-hoc collaboration needs of the Product Stakeholder Network. Upchain may be implemented either as a multi-tenant cloud instance, or hybrid on-premise/cloud solution. This offers flexibility to access and manage files inside or outside the firewall, preserves existing integrations to installed on-premise systems, and minimizes forced migration to new architectures.

The Best of Both Worlds: P2P Collaboration with Enterprise Governance

To support the need for enterprise governance and record a single view of truth, Upchain provides powerful project management and visual workflow capabilities. This helps communicate things like time, resource status, and dependencies, so that the full project status can easily be seen by the entire Product Stakeholder Network. The workflow capability supports PLM-like “states” such as Development, Pending, Promoted, Released, or Obsolete. Irrespective of a person's role or department, they receive an informed understanding of project health regardless of which system or department they belong to.

To support the need for ad-hoc P2P collaboration, Upchain provides:

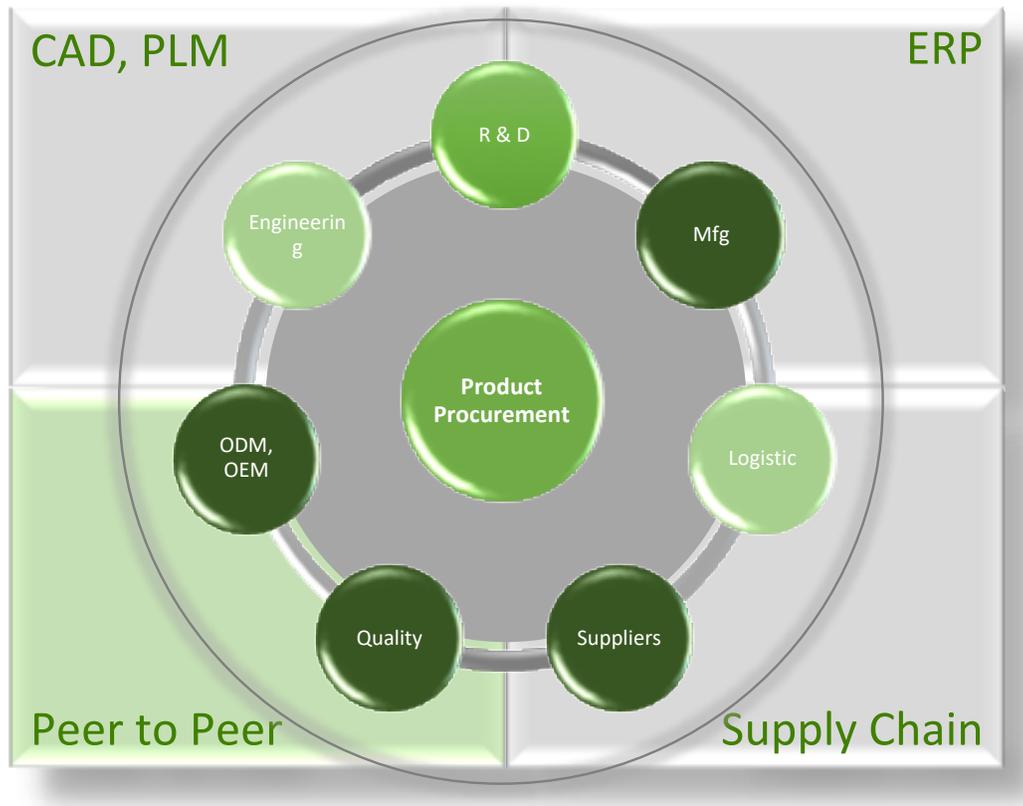
- Email capability from within the Upchain system to allow salient documents to be sent and tracked. Unlike regular email though, Upchain preserves an “in context” record of the sender, receiver, and any attachments. Filters allow views of hashtags, documents, and people associated

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with the project of interest.

- Access and integration with familiar business tools like the Microsoft Office Suite.
- Personalized dashboards provide real time status of an individual's tasks within the overall project.

Upchain offers a CAD-neutral visual 3D CAD-like experience but one that doesn't require a traditional CAD license, is easy for non-engineers to use, uses lighter weight data, and integrates with other mainstream systems of record. Users can bring standard 3D library items into an assembly and, leveraging CAD-like model intelligence, align geometric parts precisely (e.g. shafts aligned to holes; machined coplanar faces mated to each other). Procurement might use this easily accessed 3D experience to collaborate with engineering about a chosen pneumatic cylinder. As a team, they could zoom or pan, and perform tasks such as hide, isolate, and explode the 3D assembly to facilitate exploration of the project. The joint engineering and procurement team might converge on a better choice of pneumatic cylinder which meets both the needs of engineering, and the business preference of procurement.



Product Stakeholder Network Revolves Around Product Procurement

Concluding Remarks

Upchain maintains a persistent record of **Why**, **How**, and **What** decisions were made, and by **Whom**. Usually enterprise systems that maintain the single view of truth record **What** decisions were made and by **Whom**, but not **Why** and **How**. The **Why** and **How** remain tribal knowledge among those who participated, which is a risk for the company. Upchain blends enterprise governance with P2P collaboration to seamlessly capture and store the **How**, **What**, and **Whom** of complex product

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innovation. Some major benefits accrued from using Upchain include:

- Low disruption—users don't need to replace anything, Upchain connects capabilities across the value chain.
- Enterprise governance to preserve a single view of truth.
- Easy ad-hoc P2P collaboration for all Product Stakeholder Network members.
- Little reeducation required to use Upchain's CAD and PLM like capabilities without specialized skills or extensive training.

Products are made by a diverse group of individuals within a Product Stakeholder Network that exist within organizations which are members of a larger industrial value chain. Upchain connects the entire product development value chain. You may learn more about Upchain's products at <https://www.upchain.com/>.

About CIMdata

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Acquisitions

Conga Acquires Orchestrate LLC, Adding Process Workflow Automation to Its Suite of Industry-Leading Intelligent Document Automation Products

27 March 2018

Conga today announced the acquisition of Orchestrate LLC, a trailblazer in the financial services space that enables best-of-breed operations with its award-winning digital process workflow automation application, ProcessComposer.

The acquisition of Orchestrate will enhance the breadth and depth of the Conga Suite, widely considered the industry's most comprehensive intelligent document automation suite. Orchestrate will extend the Conga Suite by providing the ability to visualize, create, and automate business process workflows, allowing Conga's customers to directly address issues around process compliance and oversight. It will deliver better insight into workflow and help solve other issues stemming from antiquated and manual processes that teams have grown to accept at the expense of both efficiency and effectiveness.

Conga's product portfolio encompasses end-to-end Intelligent Document Automation solutions, from

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data management, document generation, contract lifecycle management (CLM), and eSignature. With the March 7th agreement to acquire Oktiv, Conga added web-based document creation, delivery, and collaboration capabilities; and with Orchestrate it now adds digital process workflow automation into the Conga Suite. Orchestrate's applications, including ProcessComposer, Mix, and Pulse are available for download.

“With the addition of Orchestrate, we are executing on our strategy to create an end-to-end Intelligent Document Automation solution removing friction and accelerating the entire document and contracting process,” said Conga CEO Matthew J. Schiltz. “This gives our customers and partners access to a new level of digital business process automation, and we are excited to welcome Orchestrate employees, customers and partners into the Conga family.”

Conga's innovation, momentum and expertise in the document and contract management space will extend the solutions suite available to Orchestrate customers, and accelerate the development of the Orchestrate business process workflow platform. The more than 1,100 organizations using the Orchestrate platform will now have access to Conga's global 5-Star customer success.

“We're really excited to team up with Conga, and feel that our solution strategically compliments the broader Conga Suite of offerings,” said Orchestrate President and Co-CTO, Joshua Van Heukelom. Sayer Martin, COO and Co-CTO, added, “Combining our customer-focused team and Conga's extensive global resources will enable us to better serve users with world-class, integrated business process workflow automation.”

Orchestrate's customers, users and partners are invited to register to attend Conga's annual user conference, Conga Connect, April 3-4 in Chicago, where they can meet the team and learn more about the combined capabilities of Conga's and Orchestrate's suite of solutions. For more details,

visit www.congaconnect.com. Orchestrate customers and partners can request complimentary registration by emailing connect@getconga.com or asking their account rep.

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HPE to Acquire Cape Networks

27 March 2018

Hewlett Packard Enterprise today announced a definitive agreement to purchase privately-held [Cape Networks](#) based in Cape Town, South Africa, and San Francisco. Cape Networks will become a part of Aruba, a Hewlett Packard Enterprise company, and will expand Aruba's Artificial Intelligence (AI) powered networking capabilities with a sensor-based service assurance solution that gives customers a simple, proactive, and network-agnostic tool for measuring and monitoring SaaS, application, and network services. The solution helps organizations deliver the best possible end user experience by enabling IT to get ahead of service quality issues before they occur, accelerate time to resolution, and lower cost of operations.

Due to the proliferation of mobile, cloud and IoT, the need to diagnose end-user application availability and performance of mission critical services has become essential for business success. By applying a sensor-based and network agnostic approach to service assurance, Cape Networks proactively tests the availability and performance of services and applications, alerting IT professionals of issues before they impact the user or the business. Cape Networks delivers easy-to-use insights with a simple and intuitive

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dashboard that helps eliminate the guesswork for IT.

Cape Networks' solution complements [Aruba NetInsight](#), and together will deliver comprehensive AI-powered analytics and assurance so that customers can quickly adapt to changes in the user, device, application, and network environments.

“Cape Networks strengthens and further differentiates the Aruba Mobile First Architecture with a simple and intuitive, yet powerful, approach to optimizing the end-user experience,” said Partha Narasimhan, CTO for Aruba, a Hewlett Packard Enterprise company. “Mobile, IoT, and cloud continue to add pressure and complexity for IT organizations. Despite this, the quality of service and experiences can't be compromised, especially for mission-critical business applications. With Cape Networks, IT can easily deploy and use a network of sensors to proactively optimize and remotely troubleshoot end user experiences for on-premises and cloud applications such as SAP, Salesforce.com, Microsoft Office and Wi-Fi captive portals.”

“Since founding Cape Networks in 2014, we've had tremendous success with enterprise customers around the world with our sensor-based service assurance solution,” said David Wilson, Founder of Cape Networks. “Our solution directly complements the industry-leading Aruba NetInsight solution and will help extend Aruba's leadership and contribute to Aruba's continued growth.”

The AI-powered automation added to Aruba's portfolio furthers its innovation in the era of autonomous networking where IT must deal with constant change, increasing complexity, and limited resources. This innovation gives IT the agility they need to move away from manual and repetitive tasks and to focus on innovating and delivering new services to meet the changing needs of the business.

The transaction is expected to close late March or early April 2018.

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Company News

ABB opens smart factory in Bangalore

28 March 2018

ABB India has inaugurated one of the first smart factories in Bangalore for production of electrical protection and connection solutions. The facility will be located in the premises of its existing factory at Nelamangala in Bangalore, the start-up and IT capital of India.

The smart factory enables continuous monitoring of the production process through visualisation of operational data to increase efficiency and flexibility of the manufacturing process. The smart production line can track and display operational performance parameters across the entire manufacturing chain in real time.

The factory also has digital lifecycle management with interconnected automation components, machines as well as data about processes and products. Real-time feeds monitor the entire manufacturing process. The stock of ABB India closed at ₹1,294.65, up 1.55 per cent, on the NSE.

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Aras Demo Webinar Series: The Aras Flexible PLM Platform

29 March 2018

Join Lisa Costa, Community Technical Manager at Aras, to see how easy it is to add fields to a form, modify a workflow, make a minor change to the OOTB data model by creating a new relationship between existing ItemTypes, and also make a more significant change to the data model by creating a new ItemType with associated forms, lifecycles, etc.

To learn more and register for the demo series, please visit:

<https://register.gotowebinar.com/register/6396833692101710593>

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Centric Software Helps Urban Revivo Report Success

27 March 2018

Centric Software announces that Urban Revivo (UR), a leading Chinese fast fashion retailer, has successfully gone live with Centric Software's Product Lifecycle Management (PLM) solution after just four months.

UR was founded in 2006 and has experienced incredible success, becoming the number one fast fashion company in China. With rapid growth and ambitious plans for global expansion, UR decided to select a PLM solution to support their product development and merchandising infrastructure. In September 2017, UR began implementing Centric 8 PLM. The implementation was completed in January 2018, finishing in just four months.

"The deployment was perfect!" exclaims Budwhite Zhang, CIO at UR. "We were impressed by the Centric team's great knowledge, program management skills and regular updates on their progress. We knew that a PLM system would assist us with planning collections and leveraging design and development work. We also wanted to take much better control of the speed of product development and vendor collaboration."

"We're already seeing results," Mr. Zhang continues. "Centric PLM has helped to speed time to market, cut costs and errors, and improve innovation. Take sampling, for example; our designers and merchandising team used to take about ten days for one collection. Now, with Centric's help, it takes three to four days. Designers now have a good sense of cost as they can see the cost of material and labor in Centric PLM, which helps us better control budgets and merchandise planning."

As well as implementing core Centric PLM modules, UR chose to invest in Centric's groundbreaking mobile apps for PLM. As Mr. Zhang notes, these are very popular with the company's designers.

"With Centric's mobile apps, our designers can capture and share inspiration immediately with the whole team," Mr. Zhang says. "This is very helpful for fast fashion companies like UR, which rely on speed and instant communication."

UR has expansive plans for the future, concludes Mr. Zhang, and Centric PLM has an important part to play in supporting product management and global collaboration.

CIMdata PLM Industry Summary

“UR has ambitious plans for the next few years, aiming to achieve 10 billion RMB in annual sales revenues by 2021. In this new retail era, we will follow our three strategies: make product the priority, revolutionize management and leverage technology. Product innovation is the key to success and Centric PLM will help UR improve product management for our women’s, men’s, kid’s and accessories divisions as well as our new fashion sports brand. We’re expanding business overseas and Centric links our London buyer center with our Chinese headquarters.”

“We’re delighted that UR is already experiencing positive results from using Centric PLM,” says Chris Groves, President and CEO of Centric Software. “The fact that UR, a leading fast fashion company, is seeing even faster time to market as well as cost reductions is a testimony to Centric’s capabilities and the best practices partnership we have embarked upon together.”

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IBM Joins the GMIS Mission to Transform Manufacturing and Build A Smarter World

19 March 2018

IBM has been announced as a Founding Partner of the Global Manufacturing and Industrialisation Summit at Think 2018, a conference where thought-leaders from around the world gather with the aim of building a smarter business world, held in Las Vegas from 19-22 March.

The Global Manufacturing and Industrialisation Summit was established in 2015 to build bridges between manufacturers, governments and NGOs, technologists, and investors in harnessing the transformative impact of the Fourth Industrial Revolution (4IR) to regenerate the global economy.

As a joint initiative by the United Arab Emirates government and the United Nations Industrial Development Organization (UNIDO), the Global Manufacturing and Industrialisation Summit is the world’s first-ever cross industry forum, committed to promoting a roadmap for manufacturing that echoes the evolution of technology, international trade, and global best practices.

Committed to global good, the Global Manufacturing and Industrialisation Summit aims to ensure not only the future prosperity of the manufacturing sector, but its alignment with the United Nations Sustainable Development Goals (UN SDGs), in order for it to build stronger societies and communities as well as businesses.

Its groundbreaking partnership with IBM – which has been at the vanguard of game-changing innovation for more than a century – is designed to maximize AI’s potential to develop and advance new technology applications that can underpin the manufacturing sector of the future, enabling it to generate economic benefits that are felt by all.

IBM has positioned itself at the global leading-edge of AI through its Watson platform, a computer system capable of answering questions posed in natural language.

“The acceleration of innovation is intertwined with IBM,” said His Excellency Engineer Suhail Mohamed Faraj Al Mazrouei, UAE Minister of Energy & Industry, and GMIS Co-Chair. “It is a true technological visionary, with its dedication to changing the world and improving lives aligning seamlessly with the mission of GMIS.”

“IBM brings expertise, experience, and global recognition value to a partnership that will enhance the capacity of its technology to contribute to the regeneration of economies, and the strengthening of

CIMdata PLM Industry Summary

societies, on a worldwide scale. We look forward to working with IBM as a fellow pioneer, and a key player in developing a global solution for the challenges facing manufacturing that also builds closer connections between the sector and the UN Sustainable Development Goals.”

The partnership has been announced as sights turn toward GMIS2019 - the second edition of the Summit - which aims to build on the momentum created by its successful first edition, held under the patronage of His Highness Sheikh Mohammed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces, at the Paris Sorbonne University Abu Dhabi in March 2017.

More than 3,000 government, business, and civil society leaders gathered at GMIS2017 with the goal of advancing global manufacturing and industrial development, and identifying trends and opportunities in technology and innovation; global value chains; skills, employment, and education; sustainability and the environment; infrastructure; and standards and stakeholder alignment.

His Excellency Khaldoon Khalifa Al Mubarak, Chairman of the Advisory Board for the Global Manufacturing and Industrialisation Summit, commented: “IBM is one of the world’s most progressive and innovative technology companies, and will bring invaluable experience and insights to GMIS as we seek to maximize the benefits of the fourth industrial revolution for the global good.”

Li Yong, Director General of UNIDO and Co-Chair of the Global Manufacturing and Industrialisation Summit, said: “Let me here reinforce the important notion of partnerships. The New Industrial Revolution is too vast, too complex, and too universal for any single entity or country to embrace it on its own. We need to create multi-sector partnerships that will allow us to drive the necessary industrialization and industrial retrofitting processes forward.”

“Successful partnerships require the dynamism and drive of the private sector; the social perspective of civil society organizations; the knowledge of academia; and the policies of the public sector, to be able to tackle the challenges of disruptive technological change.”

“Building partnerships while respecting and valuing the roles and capacities of one another will allow us to mobilize the resources for inclusive and sustainable industrial development. The more we understand how production could develop, the better placed we will be to prepare for the risks and reap the benefits.

“IBM has long recognized the power of technology to make the world smarter and more prosperous,” said Dr. John E. Kelly III, Senior Vice President, Cognitive Solutions and IBM Research. “Innovations from artificial intelligence to the internet of things will fundamentally transform the future of manufacturing and create abundant opportunity for those with the skills to work seamlessly with these advanced technologies. We are proud to be a founding partner of GMIS, and are committed to ensuring that the benefits of the fourth industrial revolution are felt widely across business and society.”

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Inceptra LLC and Andea Team to Drive Manufacturing Transformation

20 March 2018

Inceptra LLC and Andea have entered into a strategic service relationship. The partnership will support the growth of the Inceptra Manufacturing solution portfolio, while enabling Andea to secure valuable access, to showcase their MOM expertise, to organizations on the verge of taking on manufacturing

CIMdata PLM Industry Summary

optimization projects. Inceptra is the largest dedicated North American reseller of Dassault Systemes PLM and MOM solutions. While teaming with Andea, Inceptra will be able to create greater value for its customers, supporting their enterprise manufacturing transformation practices while deploying the Apriso MOM platform. In turn, this relationship enables Andea to broaden its reach among clientele and garner additional PLM experience.

Jim Ryan, President and CEO, Inceptra stated, “We are pleased to partner with Andea. Andea has a proven methodology and track record while successfully deploying Manufacturing Operations Management (MOM) solutions on a global scale. Their commitment to successful projects and focus on customer satisfaction completely aligns with Inceptra’s culture of innovation and transformation, as we service our marketplace”. He continued, “In addition, the combined strengths of the Inceptra and Andea teams will accelerate the value our clients will achieve through the use of the Dassault Systemes Apriso MOM platform, a solution that has been judged as a leader and visionary in the ‘2017 Gartner Magic Quadrant”.

Pawel Mierzwa, Managing Director, Andea stated, “Teaming with Inceptra, Dassault Systemes’ largest North American Value Added Reseller, is an exciting opportunity enabling us to work with enterprises who are planning transformational changes while driving new levels of efficiencies in manufacturing. Andea’s proven track record in the MOM space will help accelerate the value that the Apriso clients are working to achieve.”

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NGC Software’s Mark Burstein Named Supply & Demand Chain Executive’s 2018 Pro to Know of the Year

27 March 2018

NGC® Software today announced that Mark Burstein, president, NGC Software, has been named Supply & Demand Chain Executive’s 2018 Pro to Know of the Year.

In its 17th year, the Pros to Know Awards recognizes supply chain executives, in manufacturing and non-manufacturing enterprises, that are leading initiatives to help prepare their companies’ supply chains for the significant challenges of today’s business climate. This year’s list includes more than 200 individuals from software firms and service providers, consultancies or academia, who helped their supply chain clients or the supply chain community at large prepare to meet these challenges—and more than 30 Practitioner Pros, who do the same within their own companies. Supply & Demand Chain Executive received more than 300 entries for the 2018 Pros to Know Awards.

“It’s truly an honor to be named Supply & Demand Chain Executive’s 2018 Pro to Know of the Year among such a long list of accomplished supply chain professionals,” said Burstein. “This award acknowledges NGC Software’s thought leadership and vision for our industry that led to the release of the Andromeda Cloud Platform™ in 2017. Andromeda is unique in its ability to enable the Digital Supply Chain and support the ever-changing state of the fashion retail industry for many years to come.”

Check out the March 2018 issue of Supply & Demand Chain Executive, here, for the full list of the 2018 Pros to Know and Practitioner Pros winners

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Outscale, First French Cloud Provider, gets the Preferred Partner Status in NVIDIA Partner Network

27 March 2018

Outscale has been made Preferred Partner by the global NVIDIA Partner Network (NPN). This reflects Outscale's commitment to providing world-class reliable cloud services covering graphics/3D features and calculating power for Big Data and Machine Learning.

Cloud-based GPU: a high-tech partner striving for innovation and performance.

The NVIDIA NPN program approves cloud service providers who are highly skilled in cloud-based graphics services.

By joining the program, Outscale offers ground-breaking solutions to the cloud's main challenges including 3D features, Big Data and Machine Learning.

In addition to cloud services for commodities and the general public, Outscale provides cloud-based NVIDIA GPU solutions, thereby boosting graphics and calculating power (VDI / 3D / Big Data / Machine learning), which are also included in cloud appliance such as TINA On-Premise.

Close client support

Digital switchover projects all require reliable and top-class cloud facilities, as well as human assistance. Our NVIDIA-approved people are cutting-edge GPU cloud-savvy experts.

David Chassan, Outscale Chief Communications Officer, said: "We are thrilled we made the grade to be included on NVIDIA NPN's world program and that Outscale is the first independent cloud services provider to break into this exclusive community. Working with one of the most innovative market players is genuine recognition for us. The partnership will allow us to provide world-class feature-packed solutions for private, hybrid and public clouds".

Serge Palaric, NVIDIA VP Enterprise Southern Europe, added: "Outscale is well-known for helping clients roll out complex IT projects that effectively meet their operational needs. The NPN program is designed to help partners, including us, boost sales growth and take on new markets."

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Rubicon Certified as a Great Place to Work

26 March 2018

Rubicon Global has been officially certified as a "Great Place to Work" following a Great Place to Work® review, which featured a 2018 Trust Index© Survey of Rubicon employees. In earning this certification, Rubicon joins an esteemed list of technology companies such as Salesforce, Dropbox and Expedia, as well as leading Fortune500 companies such as American Express, AT&T and Cisco, which have long been models for 21st Century workplaces.

Reviewed companies are given ratings based on current employees' feedback via an anonymous survey. Some of the notable responses from Rubicon's review include:

CIMdata PLM Industry Summary

- 93 percent of Rubicon employees responded that ‘We have special and unique benefits here’
- 89 percent of Rubicon employees responded that ‘I feel good about the ways we contribute to the community’
- 88 percent of Rubicon employees responded that ‘Our facilities contribute to a good working environment’
- 85 percent of Rubicon employees responded that ‘I can be myself here’

“We’ve worked hard to establish an energized, vibrant culture where we celebrate our team members and share success,” said Kerri Faber, Vice President, Human Resources, Rubicon Global. “While it’s certainly validating to see the results of this independent employee review, we also believe that we must continue to improve. We want to recruit the best talent in America and be a leading example of what it means to live the values of a Certified B Corporation,” continued Faber.

Rubicon is one of more than 1,600 Certified B Corporations™ in 43 countries, representing 130 industries. Created by nonprofit organization B Lab, the B Corporation certification recognizes companies that use business as a force for good. Notable Certified B Corporations include Patagonia, Ben & Jerry’s, Athleta, New Belgium Brewing Company and Seventh Generation.

Rubicon’s mission is to solve the global issue of waste and create a more circular economy. Rubicon’s goal is to help businesses, governments and organizations confidently execute on their sustainability goals, always with an eye towards those solutions that have long-term economic viability. Rubicon works to find new efficiencies and cost savings in every customer’s waste stream and to develop new and innovative ways to reduce, re-use and recycle materials.

Great Place to Work® is the global authority on high-trust, high-performance workplace cultures. Over 10 million employees in 50 countries annually take the Trust Index© Employee Survey, its proprietary research tool. Great Place to Work® produces the annual Fortune 100 Best Companies to Work For® list and the Best Small & Medium Workplaces list.

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SAP Unlocks Its Broader Portfolio of Software and Technology to Partners for Greater Growth Opportunities with Customers

28 March 2018

SAP today announced extended access for partners to the SAP software portfolio to provide small and midsize enterprises (SMEs) with fixed-scope packaged solutions at predictable prices.

SAP-qualified partner-packaged solutions will be built and delivered by SAP partners and are structured to provide customers with a fast return on investment at high-quality standards.

The SAP-qualified partner-packaged solutions represent a packaging strategy with three important pillars:

- Packages based on SAP software together with a partner’s services and intellectual property – creating a unique and highly targeted value proposition based on a fixed scope and a fixed price offering

CIMdata PLM Industry Summary

- A rigorous qualification process, securing full alignment on the value proposition and validation of the partners' ability to deliver
- Exposure on SAP.com to give customers direct access to partner-packaged solutions and joint go-to-market activities with partners active in the SME segment

“The main goal of the new strategy is to offer customers a wider set of solutions to meet their individual requirements within an affordable price range,” said Karl Fahrbach, head of Global Channels, SAP. “As the SAP solution portfolio has grown with the addition of line-of-business solutions and is increasingly focused on the cloud, there is a need for a broader approach to solution packaging that is not only focused on enterprise resource planning software or limited to on-premise solutions.”

Partners can currently choose from a variety of SAP solutions to create their own unique SAP-qualified partner-packaged solution:

- SAP Business ByDesign solution
- SAP S/4HANA Cloud and SAP S/4HANA
- SAP SuccessFactors solutions
- SAP Analytics Cloud solution
- SAP Leonardo capabilities
- SAP solutions for customer engagement and commerce, including SAP Hybris solutions

Partners will benefit from new growth-centric benefits designed to improve success rates, including:

- Full internal visibility of SAP sales teams
- An external presence on SAP.com (through the [SAP-qualified partner-packaged solution finder](#))
- Up-leveled digital strategy
- A dedicated logo

An infographic can be downloaded [here](#).

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Siemens and Atos reinforce their strategic cooperation

26 March 2018

Siemens and Atos today announce the reinforcement of their strategic co-operation, with plans to accelerate their joint business until 2020 through an ambitious joint go-to-market plan and the strengthening of their joint innovation and investment program. The program has been increased by €100 million, totaling €330 million – more than three times the original sum. This will further support the Siemens and Atos IoT MindSphere-Codex strategic co-operation as well as the joint go-to-market.

The joint innovation and investment program aims to enhance Siemens and Atos' digital strategy and develop joint capabilities in Data Analytics, Artificial Intelligence, advanced IoT & connectivity services, cyber security and digital service technologies to support the digital transformation of their customers through an end-to-end IoT suite.

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Since the start of the partnership in 2011 Siemens and Atos have achieved a joint order intake of €2.5 billion and significantly surpassed all expectations.

At its last meeting on March 9th, the Alliance Board expressed its satisfaction about the performance of the business collaboration, which continues to exceed its objectives.

"The Alliance continued to deliver strong business results while addressing important digital and innovative technologies," said Roland Busch, Chief Technology Officer and member of the Managing Board of Siemens AG and member of the Board of Atos SE. "We will further combine the strength of both companies and leverage the joint investment program to further expand our approaches in topics like Cybersecurity and Artificial Intelligence. It is also important for us to have Atos as a key ecosystem partner for MindSphere which comprehensively supports our ambitions."

"The strategic alliance between Atos and Siemens that we decided to create in 2011 is unique in our industry. Through our digital collaboration, we are combining our industry and technology knowledge to support together and end-to-end the digital transformation of our customers. With our combined MindSphere – Codex IoT suite, I am convinced that our customers will benefit even more from our strategic alliance," said Thierry Breton, Chairman and CEO of Atos SE.

Atos and Siemens formed a global strategic partnership in summer 2011. As part of this partnership, Siemens contributed its IT solutions and services business to Atos in exchange for around 12.5 million Atos shares. The deal created a new European IT champion for systems integration, application management, cloud computing, with IT solutions for industry software, mobility, building technologies, smart power grids and other IT services.

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Stark Aerospace Deploys Plataine's IIoT Manufacturing Optimization Solution Within Two Weeks

26 March 2018

Stark Aerospace has deployed Plataine's Industrial IoT (IIoT) solution to enable a major increase in production capacity while meeting demanding standards of quality and on-time delivery. The global defense contractor implemented Plataine's [Material and Asset Tracker \(MAT\)](#) solution within two weeks to digitize, manage and optimize advanced manufacturing processes to the most demanding technical specifications.

[Plataine's solution](#) provides factory staff with actionable insights & recommendations to improve the factory's efficiency and streamline the entire manufacturing process. Sensors attached to production floor assets such as raw material rolls, kits, parts and layout tools, collect real-time data about assets' location and status, and digitize Stark's manufacturing processes, also enabling full [traceability and auditability of the Digital Thread](#).

Stark has expanded its manufacturing facilities to allow production of several new product lines. The firm used to extensively rely on paperwork and manual processes to manage its operations. The inevitable outcome has been inefficient utilization of material, human errors causing re-work and scrap, lack of real-time visibility, and no digital record of the impact on quality.

At its new facilities, Stark has recognized that their existing manual and paper-based practices limit their ability to scale-up production and stand in their way of becoming fully digital and being 'audit-ready' at

all times.

Plataine's solution quickly integrated with Starks' existing IT systems, leveraging RFID tags that are attached to each moving asset such as composite materials, kits and parts. The tags allow for automated tracking of material shelf-life, ETL (Expiration Time Left) as well as roll's location changes. When the materials are cut and used to create kits, Plataine's application ensures that kits automatically inherit their "parent" properties creating full part genealogy and a Digital Thread. The solution provides managers with constant updates on asset location as well as sensitive material expiration dates and out-times until parts are cured, consequently minimizing material waste, increasing quality control as well as production speed.

Plataine's AI-based algorithms draw on the company's deep expertise in Artificial Intelligence to allow immediate identification of quality issues before escalating into bigger issues. The system triggers real-time alerts and actionable recommendations to managers and operators about material that is about to expire or about tools that require maintenance. This manufacturing advancement is a key part of Starks' competitive advantage and its compliance with its customers' requirements and the National Aerospace & Defense Contractors Accreditation Program (NADCAP) regulations.

"Before we implemented Plataine's solution, many of our manufacturing processes were manual-based. This worked fine while we were a smaller operation, but ramping up our production volumes required adoption of the latest IIoT technologies," says Robert Naranjo, COO at Stark Aerospace. "Plataine's automated and digitized our production floor while reducing quality issues, and will drive substantial savings of raw material. Additionally, the automation of repetitive manual processes has freed up significant amounts of time that our skilled engineering staff can now spend on productive tasks."

Avner Ben-Bassat, President and CEO of Plataine, adds: "Stark's fast growth and complex manufacturing environment required quick deployment of our integrated solution, packed with best practices and leveraging the latest technologies. Plataine is proud to be working with Stark Aerospace – one of the most advanced manufacturers of unmanned aerial systems globally."

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TCS retains #1 position in Europe for customer satisfaction for the fifth consecutive year

5 March 2018

Tata Consultancy Services has been named number one for customer satisfaction in the region's largest independent report of IT service providers. This is the fifth year in a row that TCS has achieved the highest level of customer satisfaction across the continent, leading the way for customer centricity in a world where technologies such as AI, cloud and robotics are playing an increasingly decisive role in how businesses are performing.

With a satisfaction score of 80% in 2017, TCS occupied first place again in customer satisfaction rankings across Europe. The company topped the rankings in Germany (80%), Belux (80%), Netherlands (80%), Switzerland (83%), and the Nordics (82%), while also leading the way for the financial services and manufacturing sectors.

Conducted across 13 European countries by Whitelane research in 2017, the study is based on the experiences of more than 1,600 business leaders (CIOs, CEOs, CFOs or their direct reports), who oversee 5,000 IT services contracts with a combined annual total contract value of over 40 billion Euros.

CIMdata PLM Industry Summary

The in-depth research looked into 29 IT service providers, examining their performance, customer satisfaction levels and delivery quality across IT services sector.

Amit Bajaj, CEO, TCS Europe said, “Digital technologies such as cloud, artificial intelligence and automation are revolutionizing all aspects of the European business world, and the results of this year’s Whitelane study show that they are more decisive than ever in driving business and IT performance.

We’ve been working very closely with our customers to help them navigate this changing business landscape and become more agile, so we’re thrilled to be recognized as the industry leader in customer satisfaction in this year’s Whitelane study – a testament to the dedication we bring to our partnerships across Europe.”

Jef Loos, Head of Sourcing, Whitelane Research, said, “TCS has retained the number one spot for customer satisfaction in Europe for the fifth consecutive year, which is truly a remarkable achievement. By applying the principles of Business 4.0, the company has earned a satisfaction score of 80%, and continues to be a very trusted partner of the continent’s top organizations. The verdict from more than 1,600 leading companies in 13 European countries underscores the value that TCS continues to add to these businesses, with the likes of cloud, automation and connected technologies being crucial parts of their digital transformation journeys. It’s an achievement to be celebrated in today’s fiercely competitive environment.”

Eline Fransen, Head of IT, Private and Digital Banking, ABN AMRO, said, “In a constantly evolving digital world, we are always looking to develop and deploy new technologies to maintain our position as innovative and customer-centric bank in the sector. Through our partnership with TCS, we developed a competitive edge by becoming one of the first in the industry to digitally transform the private banking experience, achieving multi-country implementation both for desktop as mobile channels. The digital platform gives our clients the best of both worlds – easy digital access to all our current offerings and even more in-depth overview and insights from any device – while further strengthening our customer relationships.”

Sinead Browne, Global COO of Allianz Global Corporate and Specialty, said, “Our strategic partnership with TCS is founded on the company’s expertise in the global insurance industry, as well as its vast experience in providing innovative digital solutions. With the help of TCS’ incredibly committed teams, we reduced the time taken for financial closing by 50% to just five days, and rolled out a global policy administration system in 15 countries. TCS’ digital vision was vital in helping us achieve this business agility, with 90% of our premiums booked on the ‘Global Genius’ system as of early 2018.”

The latest Whitelane Study also showed that innovative new digital technologies were key factors in improving IT and business performance, with companies in the Netherlands (53%) most keen on using external partners to help them transform and become more agile. This was followed by Belux (51%), Switzerland (46%), and Germany (46%).

In addition to overall customer satisfaction, the survey also assessed each company based on eight key performance indicators (KPIs). TCS was named the best performer in proactivity, and ranked in the top three for service delivery, account management, price, contractual flexibility, and business understanding.

Amongst the top reasons for using external partners, cost reduction (60%) remained the main factor for the fifth consecutive year followed by a greater focus on core business (58%) and access to more resources (44%) – while business transformation increased by 5% in 2017 in comparison with 2016.

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TCS Scotland launches local initiative to bridge the STEM skills gap

26 March 2018

Tata Consultancy Services has today launched its Digital Explorers programme in Scotland, as part of a nationwide company initiative to encourage STEM skills in young people.

Over 175 students from Scottish schools were met by executives from Tata Consultancy Services Scotland at the launch – part of a wider programme, ITFutures, designed to encourage young people to pursue careers in technology.

The first of its kind in Scotland, Digital Explorers – Experience Work, saw students from across schools in Edinburgh, Mid-Lothian, and East-Lothian spend a day in Edinburgh’s Royal College of Surgeons experiencing what it is like to work in the technology sector through a range of workshops and interactive sessions with engineers, industry professionals and TCS executives.

Gopalan Rajagopalan, Head, TCS Scotland, said, “Our aim is to motivate young people in Scotland about the exciting possibilities open to them by pursuing a career in STEM. Across the UK as a whole, there is an estimated shortfall of 40,000 graduates in STEM subjects, a problem we are seeking to transform by showing them technology is a hugely rewarding sector and an important part of Scotland’s future.”

“Through Digital Explorers, we have created a programme of breakout sessions, workshops, debates, and deep dive discussions to engage with these young people. We want to give students the chance to learn about the skills, both creative and technical, that go into developing digital content; the impact technology has on our daily lives; and the opportunities for them in pursuing a STEM career.”

Led in collaboration with the Engineering Development Trust and supported by Developing the Young Workforce, Digital Explorers aims to inspire young people to pursue a career in technology and show the broad range of pathways this can provide. It’s through collaborations of industry, academia and government that we will see the greatest changes in this space.

Commenting on the event, the Minister for Employability and Training, Jamie Hepburn MSP, said, “It is fantastic so many young people were involved in the TCS Digital Explorers initiative, giving them the chance to use their creativity and imagination while learning important new skills.”

“These are exactly the types of projects that can encourage and inspire young people to take an interest in STEM subjects like science and engineering and that can help us ensure our future workforce is well-equipped and supported to make the most of the fast-paced technological changes around us. Through our STEM strategy we want more schools and colleges to work together to bring such challenges to young people.”

Helen Anderson, Director of the Engineering Development Trust Scotland, said, “EDT is delighted to be working in partnership with TCS and Edinburgh DYW to inspire and motivate young people into a career in the tech industry. The digital sector in Scotland represents an area of huge growth and we hope to encourage students from across Edinburgh and East & Mid Lothian to explore a career in the tech sector.”

Since 2013, TCS has engaged with over 200,000 young people in 600 schools across the UK with IT

challenges, coding and application design competitions and classroom teaching.

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Events News

COMSOL Announces Deadline to Submit Presentation Abstracts for the COMSOL Conference 2018

28 March 2018

COMSOL has announced that the Program Committee of the COMSOL Conference 2018 has started to accept abstract submissions for posters and papers. Presenters will have the opportunity to showcase their modeling and simulation work to colleagues within industry and academia and get recognized for their contributions to the simulation community. The conference fosters an environment that opens a dialogue for advancing skills and further innovation in multiphysics modeling.

The papers and posters accepted for presentation will reach approximately 2,000 conference attendees across the globe. Additionally, the Conference proceedings are then published online for public access, amplifying the reach beyond those directly in attendance.

"The COMSOL Conference provides the best opportunity to talk with other users about their experiences and challenges. Such cross-fertilization provides great opportunities for professional growth." said Kyle Koppenhoefer, AltaSim Technologies, a COMSOL certified consultant.

The COMSOL Conference 2018 Boston will be held October 3-5, 2018 at the Boston Marriott® Newton hotel. For a list of worldwide events and deadlines visit: www.comsol.com/conference.

Suggested topic areas for papers and posters include, but are not limited to:

- AC/DC Electromagnetics
- Acoustics and Vibrations
- Batteries, Fuel Cells, and Electrochemical Processes
- Bioscience and Bioengineering
- Chemical Reaction Engineering
- Computational Fluid Dynamics
- Electromagnetic Heating
- Geophysics and Geomechanics
- Heat Transfer and Phase Change
- MEMS and Nanotechnology
- Microfluidics
- Multiphysics
- Optics, Photonics, and Semiconductors

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- Optimization and Inverse Methods
- Particle Tracing
- Piezoelectric Devices
- Plasma Physics
- RF and Microwave Engineering
- Simulation Methods and Teaching
- Structural Mechanics and Thermal Stresses
- Transport Phenomena

“Presenting a poster, paper, or both at the COMSOL Conference is a great opportunity to gain exposure, establish your credibility within the simulation community, and connect with specialists in your field” says Sarah Fields, Program Chair for the Boston conference.

Each location has a program committee of simulation specialists from industry and academia who review the abstract submissions and assist in selecting the best paper and poster winners at the Conference.

Presentation guidelines for oral and poster presentations, and more details about the COMSOL Conference 2018, visit: www.comsol.com/conference/call-for-papers.

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CONTACT Software at the prostep ivip Symposium 2018

27 March 2018

In mid-April one of the world's largest PLM conferences will take place: the prostep ivip Symposium 2018. CONTACT Software is back again and supports this year's motto "Boosting digital realities in engineering and manufacturing" from both perspectives. A look at the development process addresses the virtual commissioning of smart prototypes, while a look at the digital factory addresses performance management in production.

On the first day of the symposium, Dr. Patrick Müller from CONTACT Software and Prof. Dr.-Ing. Rainer Stark from Fraunhofer IPK will present an interactive 3D development environment for virtual commissioning. Its core is a scalable modular system consisting of VR, AR, simulation and PLM technologies, which was developed in the [VIB-SHP](#) research project. The goal: to test cyber-physical manufacturing systems in the early development phase with customers and suppliers and to secure them before costly assemblies are carried out.

On the second day, CONTACT's Head of Software Development Frank Patz-Brockmann and Benjamin Cabé from Eclipse will explain an Industry 4.0 testbed for Production Performance Management (PPM). Commercial and open source software work together in such a way that data from the various components of a digitally networked factory environment can be collected. This enables companies to evaluate important process parameters and use them for production improvements or IoT applications. The PPM testbed was realized by Balluff, Bosch, CONTACT and other members of the Eclipse IoT Working Group.

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prostep ivip is a worldwide, independent network of manufacturers, suppliers, IT and research with members from 20 nations. The association bundles the requirements of the industry with regard to digital transformation in product development and production. At his symposium, successful projects on systems engineering, digital twin and other innovations regularly shape the agenda. This year, the PLM Conference, which is again expected to attract more than 650 participants, will take place in Munich from 18-19 April.

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DeSL Brings Understanding of Color to the Forefront of PI Apparel Hong Kong

22 March 2018

Discover e-Solutions Ltd. (DeSL) is excited to announce that delegates at PI Apparel Hong Kong will have the opportunity to explore how to manage the complexities of color.

Julian Mussi, Vice President Business Solutions for DeSL and color expert, will explain how brands and retailers can enhance communication across their current tool set, improve collaboration throughout their supply chain, and increase speed to market focus and abilities in his presentation, “Don’t let Color become an Inhibitor to Innovation: A global view of your color technology footprint,” on Tuesday, April 10 at 12:30 pm at the apparel industry conference in Hong Kong.

“Despite technological advances, your software tools each see color in a different way, impeding your time to market. How can you make these solutions speak the same color language? To provide you with a holistic view of color, we will review the challenges you face with digital color management and production, uncover how to leverage technology to gain speed in the development cycle, and then outline how to better support your current business “As Is” state,” states Mussi.

[!\[\]\(1c70f21f694d12b9fc928edb998ea27b_img.jpg\) Click here to return to Contents](#)

Visual Next sponsors the NAUMD 2018 conference and expo

20 March 2018

[Visual Next](#) is proud to announce their sponsorship of the [NAUMD](#) 2018 conference and expo taking place in St-Louis, Missouri from March 25th to March 28th, 2018.

Along with their entire best-of-breed End2End suite of apparel specific business software, Visual Next will demonstrate their [Uniform Customer Portal \(UCP\)](#) module, built specifically for uniform manufacturers and distributors to sell their products faster and more sustainably.

Visual Next sponsored the NAUMD convention last year in Nashville, Tennessee where Charles Benoualid, VP of Research and Development presented on the subject of taking on modern uniform industry business challenges by implement omnichannel strategies and leveraging the latest technological innovations.

“We are looking forward to attending the NAUMD conference again this year to gain an even better understanding of the uniform market’s greatest challenges, and discuss what the future holds,” proclaimed Philippe Lafortune, Sales Director at Visual Next. “Visual Next has been creating world-

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class business management software for over 20 years, and we are proudly serving more uniform businesses than ever before. We are excited by the incredible results the Visual End2End platform, and Visual Uniform Client Portal has provided our uniform clients.”

To learn more about Visual UCP and the full Visual End2End suite, visit Visual Next at booth #5 during the NAUMD convention from March 25th to March 28th in St-Louis, Missouri.

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Financial News

2017 Momentum Propels Sopheon Forward into 2018

28 March 2018

Sopheon plc is pleased to announce its results for the year ended 31 December 2017 together with an outlook for the current year.

Barry Mence, Chairman, commented: “As we reflect on a third and unprecedented year of success for Sopheon, we are more determined than ever to make sure that Sopheon strengthens its leadership position in our rapidly evolving market. We have ambitious investment plans for 2018 involving product, people and process.”

To read more, visit: <https://budurl.me/fe2lm>

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Implementation Investments

UNO Minda adopts Dassault Systèmes’ 3DExperience Platform

27 March 2018

[Dassault Systèmes](#) announced that [UNO Minda Group](#) has adopted its [3DExperience platform](#) to drive the new product development process and improve business efficiency.

The UNO Minda Group aims to improve product quality, reliability and cross-functional team collaboration, hence delivering product innovation and meeting aggressive growth targets for the company.

The adoption of the 3DExperience platform will enable UNO Minda Group to integrate data and systems across the engineering and manufacturing value chain, reduce new product development time, and improve operational efficiencies and product reliability, thereby positively impacting market share.

“At UNO Minda Group, market leadership begins with understanding the customer requirements and turning these requirements into products as quickly as possible, keeping quality and cost at the forefront,” said [Naveesh Garg](#), chief strategy & technology officer, UNO Minda Group.

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“Since agility is the key to delivering the latest products to our customers, we are embarking on a new initiative named ‘Enterprise PLM Journey’ by adopting the Dassault Systèmes 3DEXperience platform. This deployment is completely aligned with the long-term focus of the group to develop new capabilities and solution addressing Electrical and Mechatronics domains.”

“Global automotive suppliers from India, pursuing new opportunities, want to ensure that they can satisfy customer requirements and still deliver profitable results aligned with their existing resources and capabilities,” said Samson Khaou, managing director India, Dassault Systèmes.

“Dassault Systèmes has a strong presence in the automotive OEM and supplier ecosystem in India, through our direct and partner networks. Deployment of the ‘Bid to Win’ industry solution experience based on the 3DEXperience platform at UNO Minda Group through our partner CSM Software will create a new benchmark for the auto component industry and its way forward in India.”

VS Mahadevan, chief executive officer & director, CSM Software said: “UNO Minda’s decision to adopt Dassault Systèmes’ 3DEXperience platform is a natural and significant progression of CSM’s valued relationship with them. As an industry leading Automotive Supplier, this adoption will not only directly benefit the UNO Minda group, but also the entire ecosystem they operate in.”

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Product News

Altair and Ecrio Partner to Deliver VoLTE Over Cat-M1

29 March 2018

Ecrio and Altair Semiconductor announced today their partnership to deliver VoLTE over Cat-M1.

Ecrio’s **iota**, the highly optimized **VoLTE software for IoT**, will be embedded into Altair’s ALT1250 fully integrated Low Power Wide Area (LPWA) LTE solution.

Built on the FlexIMS™ architecture, Ecrio’s **iota** brings security, messaging and communication to the Internet of Things (IoT). **iota** is compliant with IMS/VoLTE standards targeting LTE Cat-M1 devices. It is ideal for resource limited devices, such as wearables, PoS terminals, parking meters and alarm panels requiring voice calling capability. **iota** is optimized for Real-Time OS (RTOS) environments and fully leverages Ecrio’s deep expertise in IMS and VoLTE with over a decade of product deployments across device platforms.

The Altair ALT1250 is an **LTE Release 13 Cat-M1 and NB1 IoT chipset**, featuring ultra-low power consumption. The ALT1250 is highly integrated, including an LTE baseband processor, RFIC, PMU, memory, Power Amplifiers, filters and antenna switch, as well as an integrated GNSS cellular-based location engine and MCU subsystem for customer developed applications. The ALT1250 is ideally suited for IoT applications, such as tracking, wearables, security and healthcare.

“We are pleased to extend our partnership with Altair to deliver our VoLTE solutions across LTE device categories,” said Michel Gannage, Founder and CEO of Ecrio. *“Close on the heels of our mccs solution*

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*embedded in Altair's Cat-1 devices, we look forward to enabling new and innovative voice services with 4G on Altair's **Cat-M1 IoT devices** targeting the ongoing evolution towards LPWA LTE networks."*

"Ecrio has been an excellent longtime partner for enabling IMS/VoLTE capabilities across our LTE chipset offerings," said Nohik Semel, Altair's VP Products and Engineering.

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Druva Cloud Platform Unifies Data Management Across Clouds

28 March 2018

Druva, Inc. today announced a major update to its Druva Cloud Platform to address the growing challenges posed as enterprises store more data in complex, heterogeneous cloud environments. The Druva Cloud Platform, which is now available, offers a data management-as-a-service solution that unifies data protection, management and intelligence capabilities for business-critical data.

The new update extends the platform capabilities for cloud applications, and customers can now view and manage their data across SaaS (Software-as-a-Service), PaaS (Platform-as-a-Service) and IaaS (Infrastructure-as-a-Service) to ensure their data is properly managed through its lifecycle, meets enterprise service level agreements, and achieves consistency of service regardless of where their data is ultimately stored.

CLOUD DATA CHALLENGES

The cloud enables organizations to transition from legacy infrastructure, save money and gain business agility for their data. However, once in the cloud, organizations experience a loss of visibility and control, making the data much harder to protect and manage. Challenges include:

- A patchwork of disparate systems—This can make data protection a nightmare as a mix of on-premises, hybrid and public cloud infrastructures proliferates, requiring multiple systems that must be administered separately, oftentimes in very different ways
- Different clouds have different data management needs—IaaS, PaaS and SaaS have different protection and data management requirements that range from simple resiliency needs like backup and disaster recovery to more complex governance such as compliance, search and legal data handling.
- Data protection and data management for cloud is inefficient, costly and kludgy—Using a mix of on-premises, hybrid and non-native public cloud services for data protection can significantly drive up costs and administration overhead that offset any savings from using the cloud in the first place.
- Exponential growth of data—As the cloud provides yet another area to store and manage data, IT teams must deal with growing data lifecycle complexity, including managing data over time for long term retention and archiving. If not done properly, lack of management can equate to high costs due to collecting too much dark data.

"Moving data to the cloud is not a panacea," said Dave Packer, vice president of product and alliances marketing at Druva. "If a company's data management is a mess while it exists in-house, then exporting it to the cloud can introduce even more data management challenges, and the increased cost to fix these

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can offset any anticipated savings.”

DRUVA CLOUD PLATFORM—MEETING THE CHALLENGES

Druva’s unique cloud-native architecture and innovative pay-as-you-consume Data Management-as-a-Service platform means that companies do not need to invest in additional hardware or special software. Unlike other solutions on the market, Druva Cloud Platform readily scales to accommodate terabytes or petabytes of data due to its cloud-based architecture.

- Protecting disparate systems—Druva Cloud Platform provides a single point of data management and protection for workloads in the cloud. With integrated visibility and management into Druva Apollo, Druva inSync and Druva Phoenix services, the platform enables enterprise customers to achieve consistency of data protection and lifecycle management across environments, including following the data when workloads move (e.g. from on-premises to VMware on AWS, to AWS native environment).
- Different clouds have different data management needs—Druva Cloud Platform's single management control plane ensures that the right rules are in place for all enterprise data, as well as customizing those rules where it is appropriate or required to do so.
- Reducing data protection and data management costs—“Lifting and shifting” on-premises backup/recovery into the cloud results in inefficient compute and storage usage, while backing up the cloud to on-premises is resource intensive, complicating administration and adding significant cost. Druva Cloud Platform is implemented natively on AWS, providing streamlined storage management, elasticity and scale throughout the lifecycle of data, resulting in up to 60 percent savings in total cost of ownership.
- Exponential growth of data—Global data deduplication and consolidation of multiple storage and data recovery products into one combine to reduce the growth of data storage requirements while still ensuring you can protect all necessary company data. Automated lifecycle management reduces costs still further over time.

BENEFITS INCLUDE

- Data backup and recovery for SaaS: Enables fast data restoration in case of accidental deletion or ransomware corruption for Salesforce, Microsoft Office 365, Google, Box, and more.
- Archiving and long-term retention: Efficient storage management that automatically tiers data to lower storage costs as it ages, regardless of the cloud source, data can be maintained long-term for compliance and legal purposes, with no need for tape storage.
- VMware on AWS integration for workload mobility and fast recovery: VMware customers can span data protection across on-premises and VMware cloud environments, allowing on-premises server failure to be instantly spun-up in AWS or restored in minutes into the VMware cloud.
- Integrated console/dashboard: Used for comprehensive data management and protection, including analytics, governance and visibility into data across heterogeneous environments.
- Protection and lifecycle management of IaaS / PaaS service data: Enables organizations to manage the protection, archiving and recovery of cloud native services’ (AWS RDS, AWS S3, AWS EBS and others) data to ensure resilience and continuity.

Availability

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The Druva Cloud Platform is available now.

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IBM Launches Watson Data Kits to Help Accelerate Enterprise AI Adoption

20 March 2018

[IBM](#) today announced the launch of IBM Watson Data Kits, which are designed to accelerate the development of AI applications to help support faster, more informed decision making for business leaders. Watson Data Kits will provide companies across industries with pre-enriched, machine readable, industry-specific data that can enable them to scale AI across their business. With expected availability in 2Q 2018, the kits will initially serve the travel and transportation and food industries with Watson Data Kits for travel points of interest and food menus, respectively.

Data scientists currently spend roughly 79% of their time collecting, organizing and mining data to glean actionable insights (Source: [Forbes, 2016](#)), making it challenging for business leaders to implement must-have AI technology at scale. By helping to streamline and accelerate the development process for data scientists and AI engineers, companies can now quickly extract rich insights, create more engaging consumer experiences and ultimately drive greater business value.

"Big data is fueling the cognitive era. However, businesses need the right data to truly drive innovation," said Kristen Lauria, General Manager of Watson Media and Content. "IBM Watson Data Kits can help bridge that gap by providing the machine-readable, pre-trained data companies require to accelerate AI development and lead to a faster time to insight and value. Data is hard, but Watson can make it easier for stakeholders at every level, from CIOs to data scientists."

Developed with Triposo an IBM data provider, the Watson Data Kit for travel points of interest (POI) will provide airlines, hotel brands, online travel agencies and others with point-of-interest data to help them create more engaging experiences for travelers. It will contain more than 300,000 points of interest in 100 categories. Companies within the travel and transportation industry can use the kits to more easily build AI-powered web and mobile experiences to help consumers find fun and interesting things to do in their destination city. For example, a hospitality company could use the Watson Data Kit for travel points of interest to train the AI powering the chatbot within its mobile application, recommending personalized destinations and attractions based on a customer's preferences.

The Watson Data Kit for food menus contains 700,000 menus in 21,000 U.S. cities, providing AI developers with content for apps that can help users find the menu item, type of cuisine, location and price they want near them. The kit is designed to take a user deeper than the restaurant level, enabling menu choices and prices to be compared side-by-side for particular interests such as organic, soul food, and gluten-free. For example, the Watson Data Kit for food menus can be integrated into a car's navigation system and could support the system in providing on-the-spot, voice-activated directions to the closest bakery that sells gluten-free muffins.

IBM will be on stage at IBM Think 2018 to discuss how Watson Data Kits are helping to influence the development of AI-enhanced business applications. To attend, find more session information [here](#). In the coming months, IBM will release Watson Data Kits tailored for additional industries.

To learn more about Watson Data Kits, visit: ibm.biz/watson-data-kits. For more information about becoming an IBM technology or data partner, please visit: ibm.biz/watson-data-kits-partners

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Kubernetes 1.10: Stabilizing Storage, Security, and Networking

26 March 2018

Announced on the Kubernetes blog:

“We’re pleased to announce the delivery of Kubernetes 1.10, our first release of 2018!

Today’s release continues to advance maturity, extensibility, and pluggability of Kubernetes. This newest version stabilizes features in 3 key areas, including storage, security, and networking. Notable additions in this release include the introduction of external kubectl credential providers (alpha), the ability to switch DNS service to CoreDNS at install time (beta), and the move of Container Storage Interface (CSI) and persistent local volumes to beta.”

To learn more, please visit: <http://blog.kubernetes.io/2018/03/kubernetes-1.10-stabilizing-storage-security-networking.html>

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Microsoft Simplygon: Computer Aided Design (CAD) enters the era of mixed reality

26 March 2018

Announced on the Microsoft blog:

“Today, I am excited to announce that Simplygon has added compatibility for JT and STEP file formats, which are pivotal to the productivity of CAD professionals. The addition of two of the most common CAD file formats brings automation of 3D optimization to customers across many industries. As the enterprise increasingly embraces the era of digital transformation, CAD support for Simplygon empowers more industries to painlessly and efficiently bring their existing assets into mixed reality.”

To learn more, please visit <https://blogs.windows.com/windowsexperience/2018/03/26/computer-aided-design-cad-enters-the-era-of-mixed-reality/>

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New Siemens simulation offering hastens the arrival of self-driving cars

27 March 2018

Today at Siemens U.S. Innovation Day in Chicago, Siemens introduced a breakthrough solution for the development of autonomous driving systems. The solution, part of the Simcenter™ portfolio, minimizes the need for extensive physical prototyping while dramatically reducing the number of logged test miles necessary to demonstrate the safety of autonomous vehicles.

According to the findings of a report issued by the Rand Corporation, autonomous vehicle prototypes would have to be driven hundreds of millions of miles, and in some cases hundreds of billions of miles,

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over the course of several decades to demonstrate their reliability in terms of fatalities and injuries – an outcome the authors deemed inconsistent with the near-term commercial viability of self-driving cars. For possible solutions to these challenges, the researchers pointed to innovative testing methods such as advanced simulation technologies.

Leveraging advanced, physics-based simulation and innovative sensor data processing technologies, the new Siemens solution is designed to help automakers and their suppliers address this industry challenge with the potential to shave years off the development, verification and validation of self-driving cars.

The new solution integrates autonomous driving technologies from recent Siemens acquisitions Mentor Graphics and TASS International. TASS' PreScan™ simulation environment produces highly realistic, physics-based simulated raw sensor data for an unlimited number of potential driving scenarios, traffic situations and other parameters. The data from PreScan's simulated LiDAR, radar and camera sensors is then fed into Mentor's DRS360™ platform, where it is fused in real time to create a high-resolution model of the vehicle's environment and driving conditions. Customers can then leverage the DRS360 platform's superior perception resolution and high-performance processing to test and refine proprietary algorithms for critical tasks such as object recognition, driving policy and more.

"Automakers are quickly realizing that physical prototypes and road testing alone cannot reproduce the multitude of complex driving scenarios self-driving cars will encounter. In fact, many of the deadliest scenarios are impossible to reproduce, while others are so dangerous to reproduce that ethics preclude pre-testing," said Dr. Jan Leuridan, senior vice president, Simulation and Test Solutions, Siemens PLM Software. "It is clear that the near-term commercial availability of fully autonomous vehicles is highly dependent on advanced, physics-based simulation technologies, where Siemens is setting the pace for the larger worldwide automotive industry."

To deliver the most comprehensive and accurate solution possible, Siemens PLM Software is working with many of the world's leading manufacturers of LiDAR, radar and vision sensing products to develop physics-based, 3D simulated versions of specific sensor modules. Compatible with the new Siemens toolchain, the simulated sensors are attuned using detailed design information from sensor suppliers, and validated using real-world measurement data for optimal accuracy. One of the most important sensor partners is Cepton Technologies, an innovative Silicon Valley-based company notable for its long-range, small-footprint LiDAR sensors. Additional sensor partners will be announced later this year.

"Simulation technology is increasingly valuable to developers of automated vehicles as they face mounting pressures to speed development, validation, and performance of their AV solutions," said Phil Magney, founder and principal for AV researcher VSI Labs. "Siemens now offers simulation solutions for each stage in the development process from sensors, to processors, to sub-systems, to the entire vehicle. Having a greater scope in simulation solutions offers Siemens the ability to play a leading role in the validation and verification of automated vehicle solutions."

Availability

The Siemens PLM Software automated driving solution is planned for availability in Q3 of CY 2018.

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Oracle Redefines the Cloud Database Category with World's First Autonomous Database

27 March 2018

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At an Oracle event today, Oracle Executive Chairman and CTO Larry Ellison announced the availability of the first service based on the revolutionary new Oracle Autonomous Database. The world's first self-managing, self-securing, self-repairing database cloud service, Oracle Autonomous Data Warehouse Cloud, uses machine learning to deliver industry-leading performance, security capabilities, and availability with no human intervention, at half the cost of Amazon Web Services.

“This technology changes everything,” said Ellison. “The Oracle Autonomous Database is based on technology as revolutionary as the Internet. It patches, tunes, and updates itself. Amazon’s databases cost more and do less.”

Oracle Autonomous Data Warehouse Cloud delivers all of the analytical capabilities, security features, and high availability of the Oracle Database without any of the complexities of configuration, tuning, and administration—even as warehousing workloads and data volumes change. The autonomous database is an entirely new class of offering which requires zero operational administration on the customer’s part, enabling cloud data warehousing that is:

- Easy. The industry’s first one-step warehouse provisioning spins up a secure data warehouse with automatic backup, encryption, and a high availability architecture in mere seconds. Migration to cloud is simple due to full compatibility with existing on-premises databases.
- Fast. Industry-leading query performance with no tuning required. Oracle Autonomous Data Warehouse Cloud is so fast that Oracle guarantees the same workload at half the cost of Amazon Web Services[i].
- Elastic. Independent, online scaling of compute and storage. The ability to dynamically grow or shrink resources enables true pay-per-use, dramatically lowering costs.

The world’s most popular data warehouse database is now the world’s simplest and safest. Leveraging decades of experience and technology leadership to transform how companies benefit from database services, Oracle Autonomous Data Warehouse Cloud is the first of many Oracle Autonomous Database Cloud services. Other services in development include Oracle Autonomous Database for Transaction Processing, Oracle Autonomous NoSQL Database for fast, massive-scale reads and writes (commonly demanded by the Internet of Things), and Oracle Autonomous Graph Database for network analysis. Each of these offerings is tuned to its specific workload, and shares the defining characteristics of Oracle Autonomous Database services:

- Self-managing. Eliminates human labor and human error to provision, secure, monitor, backup, recover, troubleshoot, and tune the database. Automatically upgrades and patches itself while running.
- Self-securing. Protects from external attacks and malicious internal users. Automatically applies security updates while running to protect against cyberattacks, and automatically encrypts all data.
- Self-repairing. Provides automated protection from all planned and unplanned downtime with up to 99.995 percent availability, resulting in less than 2.5 minutes of downtime per month, including planned maintenance.

The Oracle Autonomous Data Warehouse is built on Oracle Database 18c, the first release in Oracle’s new annual database software release model. A hotbed of innovation with over 100 new features, Oracle Database 18c is now available on Oracle Cloud Services, Oracle engineered systems, and livesql.oracle.com.

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Today's announcement follows on the heels of Oracle's recently announced expansion of its Oracle Cloud Platform Autonomous Services. During this calendar year, Oracle plans to deliver Oracle Autonomous Analytics, Oracle Autonomous Mobility, Oracle Autonomous Application Development and Oracle Autonomous Integration services.

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Oracle's Revolutionary New Database Automates Key Functions for Enterprise Customers

27 March 2018

Oracle today announced that [Oracle Autonomous Data Warehouse Cloud](#), the first service based on the revolutionary new Oracle Autonomous Database, is available worldwide. At an event today at Oracle headquarters, a group of customers and partners who were given exclusive access to test-drive the new self-driving database spoke about the value of autonomous capabilities. Accenture, Hertz, QMP Health, and Qualex joined Oracle executives on-stage to share the breakthrough results they are already experiencing with Oracle Autonomous Data Warehouse Cloud, including performance advantages, lower costs, and improved security posture of their data and systems.

“Oracle Autonomous Database is a truly transformative technology for our 420,000 global customers and an important breakthrough for the industry,” said Andy Mendelsohn, executive vice president, Database Server Technologies, Oracle. “The self-driving, self-securing and self-repairing capabilities revolutionize how our customers will manage and secure their data. Nothing else like this exists in the market today.”

The first of its kind, Oracle Autonomous Database introduces self-driving, self-securing, and self-repairing capabilities that automate key management and security processes in database systems like patching, tuning and upgrading, all while keeping the critical infrastructure constantly running. With the Oracle Autonomous Database, Oracle can help customers minimize risk and improve the security capabilities of their data and systems. Oracle Autonomous Data Warehouse Cloud is the first of many Oracle Autonomous Database Cloud services that uses machine learning to deliver outstanding performance, unprecedented simplicity and elasticity for data warehouses.

Organizations Test Drive Autonomous Database

“We are at the dawn of the intelligent enterprise era, and having an automated database is a natural progression,” said Paul Daugherty, chief technology and innovation officer, Accenture. “Being able to build a self-driving data warehouse—in some cases, in only a matter of minutes or hours—can dramatically simplify the ability to generate powerful business insights, much faster than previously possible.”

“The flexibility of Autonomous Data Warehouse Cloud in terms of delivering instantaneous, fully elastic scalability is truly outstanding and unique in the market,” said Erik Dvergnès, Architect, Aker BP.

“Our initial tests have shown that Oracle Autonomous Data Warehouse Cloud offers important innovations,” said Manuel Martin Marquez, Big Data Engineer and Data Scientist, CERN. “For instance, Oracle Autonomous Data Warehouse Cloud automatically reduced the storage required by important control systems by a factor of ten.”

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Jerry Gearding, CTO, DX Marketing said, “The elastic scalability of the Autonomous Data Warehouse Cloud, where we can easily scale up and down and only pay for processor services when we’re actually using them is a big benefit for DX Marketing.”

“I’ve been really impressed with how Oracle Autonomous Data Warehouse Cloud can take different types and sizes of analytic workloads and get better performance without any fine-tuning,” said Benjamin Arnulf, Director of Business Intelligence and Analytics, Hertz. “It will allow us to reduce costs and re-invest savings into improving customer service, thus rewarding our customers.”

Looker, a cloud-based BI and analytics company, sees a growing need for enterprise-ready but easy-to-use data warehousing. According to Keenan Rice, Vice President of Strategic Alliances, Looker, “We’re seeing a lot of demand from customers for a fully managed experience, and the Autonomous Data Warehouse Cloud makes it a lot easier for Looker’s customers to derive value from their data.”

“We’ve found that the Autonomous Data Warehouse Cloud is very easy to use, very easy to load data, and the performance has been amazing,” said Miles Oustad, Data Integration Team Manager, Minnesota State.

“When you’re dealing with human lives, time is everything,” said Michael Morales, CEO, QMP Health. “Having the Autonomous Data Warehouse Cloud automatically tune and manage itself with no downtime means faster response times and quicker decisions—that’s critical for us and our patients.”

“Oracle Autonomous Data Warehouse Cloud is the perfect solution for 11880.com Solutions AG,” said Christian Maar, CEO, 11880.com. “It requires no administration resources, it delivers great performance, and its flexibility means it can scale as our company grows.”

Industry Analysts Validate Market Leadership

Multiple independent industry analyst reports recently recognized Oracle for its Autonomous Database technology.

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PTC Adds Connected Forecasting to Servigistics Service Parts Management Solution

27 March 2018

PTC today announced that it has added new capabilities for connected causal and maintenance forecasting in its leading Servigistics® Service Parts Management solution. The new capabilities are powered by the ThingWorx® Industrial Innovation Platform and enable customers to leverage data from connected equipment to increase forecast accuracy, improve service levels and availability, and reduce inventory investment.

Servigistics is a purpose-built solution with a long legacy of optimizing service parts networks for over four decades. With Servigistics, clients, including Pratt & Whitney, Metso, Cummins, and the US Air Force, are empowered to unleash the potential of their service businesses. With the latest release, PTC continues its thought and innovation leadership by adding new connected features, new forecasting algorithms to enable improved repair forecasting, new optimization features including space capacity optimization, new performance-based logistics management features, and new techniques for maximizing use of inventory in complex chains.

CIMdata PLM Industry Summary

“At Pratt & Whitney, our large commercial engines power more than 25 percent of the world’s mainline passenger fleet,” said Rob Tomastik, associate director of Materials Center of Excellence, Pratt and Whitney. “We succeed when our customers get the service they need when and where they need it.

Servigistics ensures that our operations continue to exceed their high standards.”

The new connected causal and maintenance forecasting capabilities usher in the next generation of forecast accuracy and inventory optimization capabilities for service parts supply chains. Servigistics now enables the use of the status of serialized components to predict the removal of Life Limited Parts’ (LLPs), rotables, and maintenance events. These new capabilities enable users to leverage the proprietary algorithms of Servigistics Service Parts Management with ThingWorx to improve forecast accuracy by using data from connected equipment as well as from connected components.

“Many of our customers are leveraging ThingWorx to innovate and derive value from the IoT and their digital transformation efforts,” said Leslie Paulson, general manager, Servigistics Business Unit, PTC. “Servigistics enables our customers to capitalize on the value of the data coming from their connected assets to improve their service businesses and expand the services they provide to their customers.”

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SAP Predictive Engineering Insights Enables Digital Asset Management

26 March 2018

SAP has introduced [SAP Predictive Engineering Insights](#), a cloud-based solution that creates virtual equivalents of physical assets to provide real-time, intelligent analysis based on sensor feeds.

Powered by [SAP Leonardo](#), SAP Predictive Engineering Insights replaces the need for physical inspections with ongoing, live “digital inspection” and analysis. It combines a standard engineering methodology for calculating forces, stresses and fatigue based on sensor data with a high-performance 3D engine to provide visualized engineering insights. Customers can increase operational efficiency by connecting real-time engineering insights both to core business processes and to other SAP Leonardo–based asset management solutions, including [SAP Predictive Maintenance and Service](#) and [SAP Asset Intelligence Network](#).

“Smart, connected assets are driving efficiency, performance gains and business improvements in a growing number of industries today,” LNS Research fellow Dan Miklovic said. “Making all of this possible is a digital twin that ties together engineering design models, predictive and prescriptive analytics, and collaborative performance and reliability insights. Going forward, companies leveraging these capabilities will be more profitable, and their smart, connected assets will allow them to better service their customers, leading to greater market share.”

SAP Predictive Engineering Insights builds on digital twin technology obtained from SAP’s [acquisition of Fedem Technology](#) to maximize the effectiveness of industrial assets by increasing availability and performance. The solution also helps equipment owners use Big Data analytics combined with simulations for live asset performance management. To view the video, visit [here](#).

“This solution delivers on our Industry 4.0 vision for a network of digital twins to help our customers predict and improve asset performance and reliability with engineering insights,” said Hans Thalbauer, senior vice president for IoT and Digital Supply Chain, SAP. “We are enabling a virtual network for

CIMdata PLM Industry Summary

secure and distributed systems of record, real-time collaboration across the digital supply chain, new business model delivery and advanced analytics.”

SAP is designing its network of digital twins to synchronize in real time the virtual, physical, conditional and commercial definitions of assets and products. It is intended to help customers accelerate innovation, optimize operating performance conditions, predict service requirements, improve diagnostics and enhance decision-making throughout the value network.

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Theorem Releases CADverter V20.3 for CATIA

26 March 2018

Theorem Solutions announces the latest release of [CADverter](#) V20.3 for CATIA V5i to NX.

CATIA [V5i](#)-NX is a uni-directional direct database converter between the Dassault Systemes' V5 and Siemens' NX modelling applications. It can be packaged with our NX-CATIA V5i to create a bi-directional product. It has been developed using the Spatial (Dassault) Interop Development Environment and supports all CATIA V5 revisions from V5 R15 to V5-6R2017, and NX 9, 10 and 11.

In this latest version, the new Theorem Unified Interface (UI) is supported for both interactive and batch processing. There are also interactive import/export menus in NX that are available for users.

Designed for companies who have limited or no access to the CATIA V5 application, but who need to create or read NX data, the CATIA V5i -NX CADverter is a high quality, cost effective translation solution designed to help solve the issue of working with and sharing incompatible data formats.

NX users who also have to work with data supplied in the CATIA format from customers and suppliers commonly find that they require access to a license of CATIA in order to translate the data in to NX. Using the CADverter, users can create NX data without needing access to a license of the CATIA V5 application.

Our CATIA V5i-NX solution helps to increase the productivity of the CATIA user by saving time and freeing up CAD licenses. It supports collaboration between OEM's and their customers and suppliers, enabling original 3D mechanical design data to be re-used in downstream activities helping to increase data quality and reduce overall project costs.

Our strategic partnership with Spatial (Dassault Systemes) and Siemens ensures that there is a parallel development between the latest releases of CATIA V5 and NX, and Theorem's CADverter products, allowing us to continue to provide quality and robust data solutions for CATIA V5 and NX users.

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WISeKey releases first-of-its-kind IoT Cryptocurrency Smart Payment solution for Connected Objects

29 March 2018

WISeKey International Holding Ltd today announced that it has developed a first-of-its-kind IoT Cryptocurrency Smart Payment solution allowing connected objects to pay with WISeCoin.

CIMdata PLM Industry Summary

The **IoT CryptoCurrency Smart Payment** allows the ability for connected objects secured by WISEKey Semiconductors to pay other connected objects using WISECoin. WISEKey has tested the technology on connected cars allowing a connected car secured by WISEKey to pay for electricity, gas and parking through the integration of WISECoin crypto wallets at the Secure Element Chip level.

Each connected object is equipped with WISEKey's Secure Element, called VaultIC184, consisting of a tamper resistant silicon chip, based on a state-of-the-art secure microcontroller, a Sigfox specific Application Programming interface, based on the latest specifications, allowing device manufacturers an easy integration of the chip, as well as a provisioning service, transferring the burden of device personalization to WISEKey's secure Personalization Center.

WISEKey has teamed up with Sigfox to design and launch the **Secure Element for Sigfox-enabled connected devices**. With this Sigfox specific secure add-on, WISEKey has expanded its offerings for securing the IoT to the very promising Low Power Wide Area Networks, of which Sigfox is a forerunner.

WISEKey is using its own cryptocurrency WISECoin as a **method of payment between connected objects**. WISECoin uses the latest blockchain technology and works as part of payment system using WISEKey **Blockchain-as-a-Service** ("BaaS") technology offerings. To empower a seamless cryptocurrency enabled for IoT connections, WISECoin is supplemented with highly secured solutions such as biometrics-driven hardware wallets, integrated exchange platforms, MicroChips Blockchain enabled semiconductors, and NFC-based contactless payment solutions. WISEKey's objective with WISECoin is to become an emerging powerhouse in the global cryptocurrency market by supporting the development of economies built on Blockchain technology.

Moreover, a versatile flavor of the security module, VaultIC405S, implementing next to the specific Sigfox requirements general purpose Elliptic Curve Public Key cryptography PKI primitives, complements the product offer and is a perfect solution for companies providing multi-network Internet of Things solutions requiring a state-of-the-art security coverage on all network types to execute **cryptocurrency payments between the connected objects**. Designed for low cost, power and surface constrained devices, it proposes industry standard I2C connectivity, very low power consumption and a very small footprint.

VaultIC184 and VaultIC405S are part of WISEKey's global end-to-end scalable security framework WISEKeyIoT, a Public Key Infrastructure based overall response designed to mitigate ever increasing risks of cyberattacks in IoT. Securing vulnerable internet-connected devices, from security cameras to smartphones, is essential to allow these connected devices to perform secure cryptocurrency payments. Unsecure connected devices can be hijacked by hackers and turned into tools to mine cryptocurrencies, and the computing power of all these gadgets can be used to mine the digital coins.

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