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## CIMdata News

### ***CIMdata Announces Successful 2018 PLM North American Market & Industry Forum and Releases Its 2017 PLM Market Analysis***

6 April 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the successful completion of its 2018 North American PLM Market & Industry Forum—the first in a series of five global events. This year’s North American Forum was held in Ann Arbor, Michigan on 5 April 2018. There were 45 PLM industry participants representing 23 leading global PLM software and service providers.

CIMdata’s PLM Market & Industry Forums represent the world’s premier event for software and service providers focused specifically on the PLM market and the issues concerning its development and growth. Participants gathered to hear CIMdata’s perspective on the state and trends of the PLM market, as well as a detailed discussion of CIMdata’s research and viewpoints on the 2017 PLM market results. CIMdata’s extensive analysis and forecasts regarding market growth across PLM domains, industries, and regions, and the performance (revenue and market share analysis) of leading PLM software and service providers was shared. The theme for 2018 is “Industry 4.0-Its Global Impact & Status.”

In addition to the state and trends, the agenda included presentations on:

- Industry 4.0
- Manufacturing in the Built World
- Design for Additive Manufacturing
- Service Lifecycle Management
- Big Data/Analytics
- Virtual/Augmented Reality

Commenting on the PLM market in 2017, Stan Przybylinski, CIMdata’s Vice President, stated that, “The PLM market, as measured by CIMdata, grew by 7.3% in calendar year 2017, with growth in all segments. Simulation & Analysis had another good year, with 8.2% growth for the year. Smart connected products and the move to address Industry 4.0 drove above-forecasted growth in the Systems Integrator segment. We also saw higher growth in the electronic design automation (EDA) segment, with the leaders Cadence and Synopsys growing strongly. The requirements for developing smart, connected products also help drive growth in software development tools. Both mechanical computer-

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aided design (MCAD) segments grew faster than in recent years. Digital transformation is closely related to Industry 4.0 and is spreading across multiple industries. Making these changes will require strong PLM processes and enabling environments, which will drive overall PLM market growth in the coming years.”

The North American PLM Market & Industry PLM Market & Industry Forum is the first in a global series, with the next scheduled for 12 April in Frankfurt, Germany. Additional Forum sessions will take place in Pune, India on April 16; Shanghai, China on April 20; and Tokyo, Japan on April 25.

The PLM Market & Industry Forums provide the first look at CIMdata’s PLM market estimates. The full analysis will be released in the CIMdata PLM Market Analysis Report Series. For more information, please see [www.CIMdata.com](http://www.CIMdata.com).

## About CIMdata

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

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

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## Acquisitions

### *Adaptive Corporation Acquires Nobletek’s Dassault Systèmes Software Sales and Support Business*

3 April 2018

Adaptive Corporation has acquired the Dassault Systèmes software sales and support business division of NobleTek.

[Adaptive](#), recently named a platinum reseller in the Dassault Systèmes Value Solutions channel, will provide current [NobleTek](#) customers with access to, and support for, the broad [Dassault](#) portfolio of simulation and PLM software.

“NobleTek has customers across North America just like we do,” said Adaptive CEO Eric Doubell. “This acquisition allows us to increase our penetration in many areas and assures current NobleTek

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customers that we have a presence where they exist.”

NobleTek customers will also now have access to a broader segment of the Dassault Systèmes portfolio as well as laser scanning, metrology and 3D-printing products, added Doubell. “Adaptive’s significant experience with SIMULIA, ENOVIA, and the 3DEXPERIENCE platform, coupled with our Additive Manufacturing and Quality offerings, will enable us to provide more value to the NobleTek customer base,” he said.

NobleTek president and COO Kurt Jauert said his company will be concentrating on its rapidly expanding Engineering Services business. “We’ve had a lot of success over the past two years in this area,” said Jauert. “Our focus is on NC programming, composites manufacturing and 3D design for major OEMs and Tier Ones in the aerospace industry.”

Why did NobleTek choose Adaptive to take on its sales and support business? “We’ve known about Adaptive for a long time, are impressed with their people, and have always heard good things about them,” said Jauert. “We wanted to choose an organization who we felt was the strongest partner in the Dassault channel because not only are our clients becoming their customers, we will also be their customer for our own Dassault product needs.”

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## ***Conga to Acquire Counselytics to Bolster AI Strategy and Intelligent Document Automation Capabilities***

3 April 2018

Conga today announced at its annual user conference, Conga Connect, that the company has entered into a definitive agreement to acquire Counselytics, a leading provider of contract discovery and analytics AI solutions.

The addition of Counselytics will enhance the breadth and depth of Conga’s product portfolio, widely considered the industry’s most comprehensive intelligent document automation suite. The move will broaden Conga’s offerings by allowing customers to instantly convert unstructured contract data to actionable intelligence. It identifies and classifies structured data elements within the unstructured data of contracts to create a faster and more accurate contract review process. This enhanced offering will drive even greater results and value to Conga customers globally through faster and more accurate contract review.

“With Counselytics, we are bringing on top proven experts in artificial intelligence, with 25 years of collective experience in document analytics,” said Conga CEO Matthew J. Schiltz. “Counselytics’ solution furthers our work to deeply instrument the contract process. This will accelerate our customers’ contract lifecycle management adoption and maturation.”

“Teaming up with Conga presents an exciting opportunity for our customers and employees, and will bring the Counselytics product to a much broader audience,” said Counselytics Founder and CEO Jason Gabbard. “Conga’s reputation for stellar customer success, product innovation, global support and

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complementary expertise in the document and contract management space will allow us to deliver a more complete contract lifecycle experience to our customers.”

With the company’s recent acquisitions, Conga now offers flexible, single-vendor provided, true end-to-end intelligent document automation. The Counselytics agreement is the company’s third acquisition in a month, following the additions of Octiv on March 7 and Orchestrate on March 27. Conga also added a new eSignature solution, Conga Sign, to its suite of data management, document generation, and contract lifecycle management solutions in February. The company also hired two new product executives, Skip Walter and Will Spendlove. Throughout 2018, Conga has continued to drive record-setting growth while underscoring its commitment to providing end-to-end document and contract solutions.

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## ***HCL Technologies Acquires Life Sciences and Consumer Services Provider C3i Solutions***

5 April 2018

[HCL Technologies Limited](#) (HCL) today announced the acquisition of C3i Solutions, a leader in multi-channel customer engagement services for the life sciences and consumer packaged goods (CPG) industries, from Merck & Co., Inc., Kenilworth, New Jersey, U.S.A. (known as MSD outside of the United States and Canada).

With this acquisition, HCL will complement its broad-based IT and business services capability with the additional depth that C3i has in the life sciences and CPG verticals. C3i’s expertise in the clinical, pharmacovigilance, and pharma sales support domains and strong partnership with industry leading products in these respective areas will enable HCL’s life sciences customers to become more patient-centric and offer services to IT and business stakeholders to improve healthcare outcomes. The acquisition also builds on HCL’s 13+ year relationship with Merck & Co., Inc., Kenilworth, New Jersey, U.S.A. across enterprise and divisional IT and with services across HCL’s Mode 1-2-3 offerings.

The deal will also build on HCL’s footprint in consumer services, especially as an early leader in applying advanced analytics, IoT and creating digitised operations to create a better customer experience. The contributions of C3i Solutions will become even more important as the industry moves toward digital connections and becomes reliant on a strong, personalized experience.

“C3i’s capabilities provide HCL with an innovative and complementary services portfolio and a vast customer base to further strengthen HCL’s position as a leading technology solutions provider to the life sciences and consumer industries. This acquisition will allow HCL to help its life sciences customers become more patient-centric and develop solutions to address the digital revolution happening within their industry,” said C Vijayakumar, President and CEO, HCL Technologies. “We were also attracted to C3i based on the strength of its management team and employee base, and we are excited to welcome them to the HCL family.”

“HCL shares C3i Solutions’ vision of offering innovative services with a focus on an excellent customer experience, which is why we viewed HCL as an ideal fit for C3i Solutions,” said Joel Morse, President,

C3i Solutions. “In addition to gaining the strength of the HCL product and services portfolio, our employees and customers will also benefit from HCL’s deep technological capabilities and innovative approach, allowing us to continue delivering high-quality, value-added support that has been our hallmark.”

Read more at: <https://www.hcltech.com/press-releases/iot-works/hcl-technologies-acquires-life-sciences-and-consumer-services-provider-c3i>

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## Company News

### ***Bamboo Rose Names Seasoned Software, Retail Leaders to Board of Directors***

4 April 2018

Bamboo Rose announced today the appointment of Laura Weil and Bob Solomon to its board of directors.

Laura Weil has served as CFO of American Eagle Outfitters, Inc. and Macy’s Credit Corporation; COO of Ann Taylor and New York & Company; and CEO of Ashley Stewart. Weil is known for driving profitability, building high-performance teams and her expertise in finance and analytics. She is the founder and managing partner of Village Lane Advisory, and in addition to Bamboo Rose, Weil serves on the boards of Christopher & Banks, Carnival Corporation, and Daniel’s Jewelers. Weil’s expertise with large established retail brands and her experience in financial transactions, including IPOs, will be an asset to building Bamboo Rose’s supplier financing offerings and other growth initiatives.

“During my many years in the retail world, I’ve seen firsthand how difficult it is for traditionally minded stores to compete in an increasingly digital, omnichannel world,” said Weil. “What appeals to me about Bamboo Rose is the company’s ability to give these brands a leg up on the competition through collaborative, connected PLM software.”

Bob Solomon is the founder of Software Platform Consulting, Inc. (SPCI), which provides consulting services to B2B Software-as-a-Service (SaaS) startups and growth companies. Before SPCI, Solomon worked at a variety of enterprise software companies in the supply chain space; most notably, he was responsible for the monetization of the Ariba, Inc. network, which is now a division of SAP. Solomon also worked for Silliker Laboratories Group, Inc., which he helped grow into the world’s leading food testing and consulting network through an aggressive acquisition strategy, and NutraSweet, now a division of Monsanto. Solomon is universally viewed one of the world’s foremost experts on B2B marketplaces for suppliers and corporate buyers. Solomon serves on several boards, including Eved LLC, LeaseAccelerator, and XSB, Inc. Solomon’s experience with SaaS software businesses will provide Bamboo Rose with valuable product guidance as the company builds out additional offerings for customers, including marketplace, payments, and financing.

“From my first conversation with CEO Sue Welch, I could see that Bamboo Rose had a unique offering that covers more of the “ideation-to-settle” business process than any other product on the market,” said Solomon. “Would you rather have a smartphone in your pocket or four beepers? Bamboo Rose is the smartphone.”

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The board appointments are part of Bamboo Rose's ongoing mission to bring value to retailers and brands through the industry's leading product lifecycle management (PLM) platform, which connects the supply chain from product ideation to shelf through virtual showrooms, collaborative marketplaces, global sourcing and global trade management (GTM).

"Laura and Bob bring a wealth of experience and expertise to our board that will enhance our offerings to customers across the retail spectrum, from hardlines to apparel to grocery," said Welch. "We look forward to the contributions they'll make to our organization, augmenting the deep bench of expertise that already exists on our board and staff."

To learn more about Bamboo Rose, visit us at [bamboorose.com](http://bamboorose.com).

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## ***DeSL continues to support textile and apparel manufacturing industry with membership in Americas Apparel Producers' Network***

29 March 2018

Discover e-Solutions Ltd. (DeSL) is excited to announce its recent membership to Americas Apparel Producers' Network (AAPN).

The AAPN promotes doing business in the USA and the Americas as a more flexible, faster, safer sourcing model. Their philosophy is a simple one: conducting business with American manufacturers better aligns with today's "fickle, hyper-connected, want-it-my-way-consumer."

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## ***Majenta Solutions Awarded AEC Accreditation by Dassault Systèmes***

2 April 2018

Announced on the Majenta Solutions blog:

"Until now, Majenta have been accredited to sell Dassault Systèmes solutions within three of their key industry sectors: Transport & Mobility, Aerospace & Defence and Industrial Equipment. With the success of our already established BIM division and raised profile within the Construction industry, we have now been awarded the accreditation to sell within the Construction Industry."

To visit the blog announcement: <https://www.majentasolutions.com/blog/majenta-solutions-awarded-aec-accreditation-by-dassault-systemes/>

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## ***Mastercam Partners with NASA HUNCH Program***

3 April 2018

CNC Software, Inc., developers of Mastercam, is partnering with NASA HUNCH. HUNCH, High

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Schools United with NASA to Create Hardware, is an effort to bring high school students new educational experiences with NASA projects. CNC Software, Inc. will be providing licenses of Mastercam to select schools to use, as long as they are participating in the NASA HUNCH program. While there are about 150 schools participating in NASA HUNCH, Mastercam is specifically working with those schools focused on Precision Machining.

“CNC Software is proud to support HUNCH and its efforts to bring high school students new educational experiences with NASA projects,” says Peter Mancini, Education Product Owner, CNC Software, Inc. “This is a unique program. We are glad to be a part of students fabricating real-world products for NASA as they apply their science, technology, engineering, and mathematics skills, as well as learning to work in teams and think creatively.”

HUNCH originally started 16 years ago with a handful of schools producing hardware training items for the International Space Station. Now, it has grown to over 150 schools across the country, not only producing hardware for flight and training, but branching out to design projects, sewing flight and training articles, and an Astronaut Culinary Challenge. Over 20,000 students have participated, with 94% moving on to pursue undergraduate degrees. Says Blake Ratcliff, Program Manager, NASA HUNCH, “We are excited about the capability that Mastercam brings to our schools. This partnership will benefit both students in their academic pursuits and NASA in the products that will be generated as a result.”

Mancini comments, “Some of our best customers, such as Lincoln Tech, Warren Tech, and Cypress-Fairbanks ISD are already a part of HUNCH, and we look forward to introducing Mastercam to other great schools involved with this innovate program.”

For more information on NASA HUNCH, please visit <https://nasahunch.com/hunch-program-overview/>. For more information on Mastercam, please visit [www.mastercam.com](http://www.mastercam.com).

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## ***Materialise First Company to Receive FDA Clearance for Diagnostic 3D-Printed Anatomical Models***

23 March 2018

[Materialise NV](#) is the first company in the world to receive FDA clearance for software intended for 3D printing anatomical models for diagnostic use. Leading hospitals are adopting integrated 3D printing services as part of their medical practices as they recognize the added value it brings to personalized patient care. Materialise brings nearly three decades of experience in developing medical solutions that help researchers, engineers and clinicians achieve the desired patient outcomes.

In August 2017, the FDA announced that software intended to create output files used for printing 3D patient-specific anatomical models which are used for diagnostic purposes, is a class II medical device and requires regulatory clearance. Materialise is the first company to provide software which conforms to these regulations and which can be used in U.S. hospitals in combination with a compatible 3D printer. [Materialise Mimics inPrint](#) software is used for pre-operative planning and the fabrication of physical models for diagnostic purposes, including patient management, treatment and surgeon-to-surgeon communication.

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Frank J. Rybicki, MD, PhD and Chief of Medical Imaging at Ottawa Hospital says: “510k clearance is an essential component to ensure quality and safety in the practice of anatomical modeling in hospitals. This milestone for Materialise serves as a benchmark for the clinical implementation of 3D printing for physicians creating 3D models at the point-of-care.”

The FDA clearance supports the creation of point-of-care 3D printing facilities in hospitals. Anatomical models help surgeons to make better-informed decisions and to accurately plan their surgeries. They are also used to enhance education and communication between multidisciplinary teams and with the patient. Hospitals recognize the added value 3D Printing brings to personalized patient care and to define treatment options. As a result, an increasing number of hospitals across the U.S. have integrated the practice of 3D Printing in their medical care and are creating point-of-care 3D printing facilities. Out of the top 20 US hospitals (as ranked by the US News and World Report), 16 have implemented a medical 3D printing strategy using Materialise Mimics technology.

“Materialise has nearly three decades of experience in developing certified medical solutions that create a better and healthier world,” says Wilfried Vancraen, Materialise CEO. “The FDA clearance for our Mimics inPrint software will support the adoption of 3D planning and printing in U.S. hospitals and the creation of point-of-care 3D printing facilities.”

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## ***Omnify Software and LNS Research to Host Webinar on Data-Driven Design for Reliability***

4 April 2018

Omnify Software will host a free webinar on May 3, 2018.

WHAT: Webinar: Data-Driven Design for Reliability: How do you measure up?

Design for Reliability (DfR) is the behavior, process, analysis, and data used in the development of a product. Successful reliability engineering requires the ability to predict what portions of a product may fail as well as the performance, safety, and economic impacts of failure. It requires transparency to current and past issues to improve predictions, react to failures, and continuously improve. Successful DfR must be supported by effective product management strategies.

This complimentary, educational webinar taking place on May 3, 2018, will provide an overview of the impact current market forces have on DfR and the changes manufacturers can make to ensure successful reliability processes. This webinar will cover:

- Current market drivers impacting DfR
- DfR's impact on corporate success
- DfR trends and challenges
- DfR in Development: removing obstacles and driving success

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- The impact of IIoT on reliability
- How to implement a data-driven DfR program
- Recommended actions and takeaways

Product Development, Reliability, and Executives at Small to Mid-sized companies will benefit from attending this webinar. WHEN: Date: Thursday May 3, 2018 at 1:00 pm ET (10:00 am PT) / Duration: 45 minutes (including questions and answers) WHERE: Event will be presented online; those interested in attending this event can register for free online WHO: Hosted by Omnify Software, [www.omnifysoft.com](http://www.omnifysoft.com)

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## ***Reimagining the Eiffel Tower landscape: Autodesk partners with the City of Paris***

2 April 2018

From the Autodesk blog:

“As part of the partnership, Autodesk will create a digital 3D model of the existing Eiffel Tower grand site and will support the selected teams with the development and visualisation of their designs.

The 3D model will enable the City of Paris and the project management teams to design, visualize, simulate and collaborate more effectively throughout the competitive process. It will also allow the jury and the City of Paris to visualize, evaluate and understand the projects submitted by the candidate teams in 3D, and to analyse them more easily throughout the entire workflow from design to construction.

Thus, the use of BIM ([Building Information Modeling](#)) has been made mandatory for the teams who would like to compete.

With this visionary approach, the City of Paris is embracing advanced technology to not only improve the redesign and construction of the surrounding areas, but also for deploying technology to encourage greater public participation.”

Read the full announcement here: <http://blogs.autodesk.com/inthefold/reimagining-the-eiffel-tower-landscape/>

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## ***University of Wisconsin-Milwaukee's Connected Systems Institute Collaborates with ANSYS for Digital Prototyping Innovation***

4 April 2018

The Connected Systems Institute at the University of Wisconsin-Milwaukee recently announced a collaboration with ANSYS to support research and innovation in the "internet of things" (IoT). ANSYS will provide engineering simulation software to be used in CSI labs and education programs.

"Simulation plays a key role in developing innovative technologies for IoT," said Adel Nasiri, CSI

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interim executive director and a professor in the UWM College of Engineering & Applied Science. "ANSYS offers best-in-class virtual prototyping tools to develop the crucial applications for engineering the IoT – from antenna design and placement to power management, to sensors and MEMS design to embedded software development."

The multidisciplinary Connected Systems Institute will focus on the "industrial internet of things" (IIoT), which uses sensors to gather data from equipment, machines and manufactured products through secure data networks. The Connected Systems Institute will house state-of-the-art IIoT simulation, emulation, test bed and test plant facilities, enabling engineering students, researchers and industry engineers to collaborate and enhance key skills.

"Our collaboration with UWM provides educators, researchers and students with seamless access to the full scope of our multiphysics simulation technology, including both training and technical support," said Paul Lethbridge, senior manager for academic programs at ANSYS. "We're thrilled the UWM Connected Systems Institute has the opportunity to leverage ANSYS simulation tools for their work. We are certain the collaboration will result in accelerated innovation – providing UWM a critical edge in the IIoT space and empowering students to develop skills that will become key differentiators for their careers."

The partnership will benefit the UWM Connected Systems Institute as well as graduate and undergraduate students who will be able to include simulation as part of their technical skills.

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## ***Worksoft Surpasses 10 Years of SAP Integration***

4 April 2018

Worksoft® today announced it has achieved certification for integration with SAP Solution Manager 7.2 Test Suite - the latest milestone that marks more than ten years of Worksoft integration and support for SAP® solutions.

The SAP Integration and Certification Center has certified that Worksoft Certify 10 integrates with SAP Solution Manager 7.2 to provide end-to-end business process testing for systems, applications, portals and mobile devices, bringing speed and agility to SAP landscapes and the ecosystem of software that surrounds it.

“Since 2007, Worksoft has been uniquely focused on technologies across the entire modern SAP enterprise landscape, with deeply-rooted expertise in accelerating new SAP implementations and consolidations, cloud and data center migrations and migration to the new SAP S/4HANA next generation ERP,” said Jim Kent, CEO, Worksoft. “Leading enterprises turn to Worksoft not only because we are proven and trusted, but because we are continuously evolving, adapting to new technologies and changing markets, and above all, committed to driving long-term value for customers,” he said.

Worksoft Certify was the first test automation solution to be certified for SAP Solution Manager 7.1 Test Automation Framework (TAF) interface in 2011. Worksoft’s leading test automation solution was re-certified in 2015 before attaining the newest SAP Solution Manager 7.2 certified integration.

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Worksoft is the first company to achieve certification for the latest SAP Solution Manager integration scenario SM-TSTR 7.21 which SAP updated in July 2017. With every re-certification, Worksoft Certify continues to evolve and improve to support the most updated versions of the test suite. Worksoft's commitment to advancement in support of SAP's newest offerings differentiates the company among its competitors.

Leading enterprises are currently benefiting from Worksoft's robust two-way integration with SAP Solution Manager 7.2 that enables users to create, execute, and report test results natively within the application lifecycle management platform. Users can configure and execute tests for both SAP and non-SAP systems and dynamically generate technical bill of materials (TBOM)s for Business Process Change Analyzer (BPCA) directly out of SAP Solution Manager. With results directly updated into the test suite, Worksoft customers benefit from a unified test management solution and system of record for their entire scope of end-to-end tests.

Worksoft offers an industry-leading solution for high-speed business process testing in core SAP software and beyond, including the SAP Fiori® UX, Concur®, SAP SuccessFactors® and SAP Hybris® solutions; and SAP CRM and web applications. In 2016, Worksoft was selected as a partner in the SAP focused solutions circle for SAP Solution Manager, in recognition of its strong competency and experience with automated business process discovery and testing. As the program's only testing partner, Worksoft helps industry leaders increase their scope of automated test coverage and ensure quality for SAP solutions. In addition, Worksoft continues to participate in the SAP PartnerEdge® program, as an SAP software solution and technology partner. Through the program, Worksoft collaborates closely with SAP to develop and certify the technical integration of their solutions with SAP software.

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## Events News

### *Access Session Previews Before Arriving at The Food Safety Summit*

4 April 2018

Food safety professionals planning to attend the 20th Anniversary of The Food Safety Summit next month have an opportunity to watch session previews as part of the First Taste weekly webcast series. This new and free series include session previews, Summit highlights as well as useful insights and tips in advance of the event, presented by expert members of the Food Safety Summit's educational advisory board who will be the moderators of the sessions.

The webcasts are available at <https://www.foodsafetystrategies.com/conference/first-taste> and include:

- Introduction to the Food Safety Summits Community Café's presented by Gary Ades, President of G&L Consulting and Chair of the Summit Educational Advisory Board
- Food Safety Case Studies Impact on the Supply Chain: Lesson Learned presented by Craig Henry, PhD, Food Safety Consultant, Intro Inc.
- FSMA Matters – Addressing Multi Agency Jurisdiction and Rules presented by Joe Corby, Executive Director, Association of Food & Drug Officials (AFDO)

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- Preventative Controls for Human Foods and HACCP Classes presented by Donna Schaffner,

Assoc. Director, Food Safety, QA & Training, Rutgers University

“Our goal is to educate and inform as many food safety professionals as possible. Outside of our conference agenda, we also strive to bring regularly scheduled content to enhance our audience’s Summit experience, even if they can’t attend,” said Scott Wolters, Director of Conferences and Trade Shows for BNP Media, producers of the Summit. “This is why we’ve produced the First Taste Webcast and plan on broadcasting live the Summit’s keynote.”

The Food Safety Summit will be broadcasting this year’s keynote presentation, delivered by Amazon’s Carletta Ooton, Vice President for Health, Safety, Sustainability, Security & Compliance. The presentation will be broadcast live on May 9th at 9:30 am and registration is free and is sponsored by Siemens Product Lifecycle Management Software. Ooton will discuss Amazon’s unique business model and how the company is transforming food safety through big data and technology.

The 20th Annual Food Safety Summit will address the importance of food safety throughout the supply chain, and how each community that makes up the ecosystem is connected. The education program offers a carefully-curated agenda of case studies, educational sessions, peer-to-peer conversations, and an exhibit hall full of new technologies at the Donald Stephens Convention Center in Rosemont, IL on May 7 - 10, 2018. Visit [foodsafetysummit.com](http://foodsafetysummit.com) to register today and to stay up-to-date on all show updates.

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## ***AnalytiX DS is Proud to be a Silver Sponsor of the Upcoming Enterprise Data World (EDW) 2018 Conference Hosted by DATAVERSITY***

6 April 2018

AnalytiX Data Services (AnalytiX DS) announced its participation at EDW18 being held April 22-27, which will include live demonstrations of their recently launched Epicenter-Modern Data Management. Epicenter® empowers organizations to take advantage of a comprehensive product suite that automates, accelerates, standardizes and governs each phase of the integration lifecycle management process, increasing efficiency, collaboration and data quality along the way.

“Data integration technologies have evolved over the years. Conventional data integration processes are simply unable to provide the agility that today’s businesses and data governance use cases demand. The path to a data-driven future gets further complicated by the absence of a metadata-driven framework for data governance and management.” – Mike Boggs, CTO & Founder, AnalytiX DS

Please Visit booth #412 to see demonstration of Epicenter’s comprehensive product suite including Enterprise Data Mapping, Data Governance, Security & Compliance, Data Quality and Automation that allows organizations to increase productivity, deliver projects faster, and lower operating costs.

Where & When: Booth Sheraton Hotel, California – April 22-27, 2018

Register now. Use ANALYTIXDS10 for a discount of 10% to attend sessions or ANALYTIXDS-EO

for free access to the Exhibits.

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## ***Incremental Test Environment Management @DevOpsSummit***

2 April 2018

The Software Development Lifecycle (SDLC) methodology is defined by a series of software development stages. The individual stages will include, requirements analysis, design of the software, implementation or development of the software, testing of the software and continuous evolution of the software.

Testing is a critical stage of the SDLC and can determine the quality of software being released into live environments. Therefore, it is important to ensure that test environments are reliable and closely aligned to production.

### **Here is a list of possible trouble spots environment managers should pay attention to:**

1. Managing test infrastructure such as hardware servers, application servers, networking, firewalls, software components required for testing, build software required for testing releases etc.
2. Managing test environments such as database clusters, UAT, pre-production and the data required for testing.
3. Managing or monitoring Service Level Agreements (SLA).
4. Planning and analysis of test environments.
5. Monitoring servers and infrastructure.
6. Environment maintenance.
7. Effective communication between the test team and stakeholders.
8. Bug or defect lifecycle and triage processes.

### **The importance of the test environment management process**

In an ever-changing IT and software field, requirements shift as technology evolves. There is a complex intersection of three dimensions - cost, quality and time. Ideally, with sufficient budget and time, software teams will be able to build a high-quality product. In practice though, it's rarely the case that projects have ample budget and time. Every day, projects run over budget and into time constraints. As a result, the quality of the product is impacted.

### **Incremental Test Environment Management**

Often, the reason for a bad quality product is that environment management isn't given high priority or the environment management process is not managed efficiently. With regulatory compliance such as [Sarbanes Oxley](#), it's becoming important for IT to ensure that software or service is compliant with industry norms or business requirements.

### **Relevant problems faced by IT:**

1. Test environments differ from production environments in terms of the operating systems,

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configuration, software versions, patches, etc. The greater the distance between test and production, the greater the probability that the delivered product will have bugs/defects. This not only results in poor code quality, but may also lead to product failures in production or live environments.

2. Poorly managed infrastructure assets can result in budget spikes and delayed testing processes.
3. Poorly administered and poorly controlled environments and infrastructure assets can result in unintended consequences, poor configuration and a loss of change control.
4. Root cause analysis of incidents and defects becomes challenging, due to the misalignment of test and production environments.
5. Due to budget or time constraints, it's common for companies to assign the application developers as testers or for testers to directly test the code in production. This can result in a lack of accountability and poses a risk in the software development process. Sarbanes Oxley requires that IT companies maintain strict controls and accountability over their software development processes.
6. Test teams also frequently clone or extract production data and use it for testing. This approach is time-consuming, error prone and may not meet data protection standards. Further, it isn't change-controlled and cannot be audited.
7. Poor communication can result in misunderstanding of testing and business requirements and may result in failure to identify important defects.
8. Bug or defect tracking tools need to be configured properly and a process needs to be in place to manage the lifecycle of bugs. It isn't uncommon for defects to be assigned to the wrong teams or people and for important information to be missing from the defects. This not only results in wasted time and money but may also trigger more defects at later stages.

Fixing bugs or defects in the early stages of the software development process is easier and more efficient than in later stages. It is also more expensive to fix bugs found in production than to fix them in earlier stages, specifically during testing when they should be brought to light. For this reason, organizations need to take test environment management very seriously.

This long list of possible issues can seem quite daunting. However, implementing an efficient test environment management process that fits with a company's culture and stakeholder requirements can mitigate almost all of these roadblocks. For example, An e-commerce company may be building a new webpage to sell clothes online. Once the development team writes the code for the new webpage, the code is packaged and released into the test environments. Multiple test teams may have to test this component(s), across different environments, before it is approved for deployment in production, for usage by end users or customers. In order to ensure that the product is tested efficiently, test teams need to have the testing environments and other testing components pre-configured well in advance of the code release to test teams.

Further, these pre-configured assets will have to align correctly with the production/live environments, with minimal distortions and variations. Many companies lack this process of efficiently managing the test environments, resulting in production bugs or failures, missed SLA's and poor quality of end products.

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## *Mass Innovation Nights and Dassault Systèmes Kick-off National Robotics Week in Boston*

3 April 2018

[Mass Innovation Nights](#), Massachusetts' leading monthly new product showcase, and Dassault Systèmes will kick-off National Robotics Week in Boston with an event at District Hall on Monday, April 9, 2018 from 6:00PM to 8:30PM. [National Robotics Week](#) (RoboWeek) is a series of events and activities during April designed to increase public awareness of the strength and importance of the U.S. robotics industry and of the tremendous social and cultural impact that robotics will have on the future. Dassault Systèmes' North American headquarters is in Waltham, Massachusetts.

Mass Innovation Nights 109 will feature a variety of robotics and artificial intelligence startups, including rehabilitative robotics and prosthetics, short range radars for drone safety, satellite data management, children's learning, and more. [Mass Innovation Nights 109](#) is free and open to the public. [RSVPs](#) are required.

"We are very excited to work with Mass Innovation Nights, on Robotics week," said Greg Smith, Director of SOLIDWORKS for Entrepreneurs, Dassault Systèmes. "Through our 3DEXPERIENCE Lab in Waltham and our Entrepreneur programs we are focused on offering startups a wide variety of funding, guidance, and resources to help them achieve their goals."

"The Boston area is an important cluster for both robotics and artificial intelligence," said Bobbie Carlton, founder of Innovation Nights and [Innovation Women](#). "By working with Dassault, we are helping to educate the public while we support local entrepreneurs."

Mass Innovation Nights events feature business experts, networking, tabletop demos and presentations from the winners of an online vote. Participating startups this month include:

- [Humantelligence](#)
- [Klarity](#)
- [OPS241-A Short Range Radar Sensor](#)
- [Pipeguard](#)
- [Ras Labs Synthetic Muscle™](#)
- [Upstream](#)
- [Voysis Commerce](#)
- [WINDOWMATE](#)
- [Wooboo](#)
- [Zombait](#)

Experts will be on hand to share their knowledge with attendees. Guests are encouraged to use the hashtag #MIN109 and [@MassInno](#) to share photos and social media commentary. The gatherings typically generate hundreds of social media posts and are key visibility drivers for startups.

Dassault Systèmes, the 3DEXPERIENCE Company, provides business and people with virtual universes to imagine sustainable innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes' collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world. The group brings value to over

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220,000 customers of all sizes, in all industries, in more than 140 countries.

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## ***Simulation-Driven Design Technology to be Showcased at Hannover Messe***

3 April 2018

[Altair](#) will present its cutting-edge, market-leading solutions featuring simulation-driven design for modern manufacturing methods, digital tool chains for the automation of engineering processes, and system simulation for model-based development of connected products at this year's Hannover Messe, from April 23 – 27 in Germany. Altair highlights at the trade show will include a technology demonstrator showing autonomous engineering with a self-balancing scooter, developed by Hochschule Weingarten and University Stuttgart, the 3i-PRINT project, an ABB use case for multi-body dynamics and fatigue analysis of an industry robot, and “Design for Manufacturing” with co-exhibitor reseller COFFEE GmbH presenting a Markforged 3D printer and featuring products of the solidThinking platform.

A conference program titled "Automation of Digital Processes in Product Development" hosted by [Altair University](#) on April 25 at 1:30 pm in hall 6, will be specifically tailored to the needs and challenges of engineers developing increasingly complex products, such as for Industry 4.0. Presenting Simulation-driven Innovation™ solutions and methods, Altair and presenters from Hochschule Weingarten and University Stuttgart will demonstrate the requirements of developing an innovative product such as a self-balancing scooter employing a simulation-driven design process that covers the entire digital tool chain.

“I'm very happy to collaborate with Hochschule Weingarten and University Stuttgart at Hannover Messe to present autonomous engineering concepts by means of a self-balancing scooter,” said Mirko Bromberger, Director Marketing and Additive Manufacturing Strategies at Altair Engineering. “The complexity of products such as the self-balancing scooter makes it necessary to consider the entire mechatronic system, including its structure, sensors, actuators, controllers, and much more. From 1D to 3D, sensors to optimized structures, as well as data analytics, the scooter is a perfect demonstrator of how all required development steps can be conducted and solved with Altair's Simulation-driven Innovation approach.”

Visit Altair at HANNOVER MESSE 2017, hall 6/booth L17 and on Wednesday April 25 at 1.30 pm at the CAE-Forum in hall 6/booth L46.

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## Financial News

***Nemetschek Group: Outstanding 2017 financial year – Strong growth with high profitability in 2018 – 2020 growth target: > EUR 600 million in revenue***

29 March 2018

Following an extremely successful 2017 with new records in revenue and operating result, the Nemetschek Group (ISIN DE0006452907), the world's second largest software provider for the AEC industry, announces a mid-term growth target for the first time: For 2020, a rise in revenue volume of more than EUR 600 million is planned.

The company anticipates revenue growth in the clear, double-digit percentage range for the current year of 2018. Despite future-oriented investments in the amount of EUR 10 million, the EBITDA margin is expected to remain as planned in the already achieved corridor of 25% and 27% in future.

Today the Nemetschek Group is publishing the 2017 annual financial statements, the key data of which was already announced on February 5, 2018.

To read the full release with associated graphics and charts, please visit

<https://www.nemetschek.com/en/presse/press-releases/detail/nemetschek-group-anticipates-further-strong-growth-in-revenue-and-earnings-following-record-year-201-2/>

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***Successful 2017 business year for CENIT: sales increase of 23%, EBIT increases by around 8%, dividend proposal of the Management Board EUR 1.00 per share***

3 April 2018

CENIT AG successfully closes the 2017 business year. The software company achieved EBIT growth of approx. 8 percent. Group sales rose by around 23 percent. Sales of third-party software increased significantly by more than 40 percent compared to the previous year. This is due in particular to the acquisition of the KEONYS Group. Based on the annual financial statement of CENIT

Aktiengesellschaft, Stuttgart, the Management and Supervisory Board will propose to the Annual Meeting of Shareholders on May 18, 2018 that a dividend of EUR 1.00 per share be distributed.

During the 2017 business year, CENIT Group achieved total sales revenues of EUR 151,701 k (2016: EUR 123,774 TEUR/22.6%). Sales of CENIT's proprietary software remained almost unchanged at EUR 17,559 k, compared to EUR 17,572 k in the previous year. Sales revenues from CENIT Consulting and Services totaled EUR 51,618 k and thus rose by 6.6% on-year (2016: EUR 48,420 k). Due to the acquisition of the KEONYS Group, sales of third-party software increased by 43.0% to EUR 82,362 k (2016: EUR 57.588 k).

CENIT achieved EBITDA in the amount of EUR 15,269 k (2016: EUR 14,064 k/8.6%) and EBIT of EUR 12,836 k (2016: EUR 11,849 k/8.3%). Earnings per share were EUR 1.07 EUR (2016: EUR 0.97/+11.5%).

Order Intake

During the 2017 business year, orders received by CENIT Group totaled EUR 161,955 k (2016: 124,815

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EUR k). Orders in hand on December 31, 2017 amounted to EUR 45,477 k (2016: EUR 35.223 k).

## Asset and Financial Situation

On the balance-sheet date, the company's equity capital was EUR 40,855 TEUR (2016: EUR 40,578 k), representing an equity ratio of 46.8% (2016: 56.2%). On the balance-sheet date, bank deposits and liquid assets totaled EUR 23.692 k (2016: EUR 33.606 k). On the other hand, there are current financial liabilities in amount of EUR 3,152 k (2016: EUR 0 k). Operative cash flow amounted to EUR 3,917 k (2016: EUR 9,055 k). In 2017, cash flow was influenced by a dividend payment to shareholders in the total amount of EUR 8,368 k and investments in the amount of EUR 7,744 k.

## Employees

On December 31, 2017 CENIT Group employed 764 staff worldwide (2016: 615). Consolidated personnel expenditures during the reporting period were EUR 53,060 k (2016: EUR 48,880 k). CENIT currently provides training for 42 young professionals in a variety of occupations. Trainees include informatics and economics students from the Dual University of Baden-Württemberg (DHBW) and vocational trainees in the field of information technology.

## Dividend

The Management and Supervisory Boards will propose to the General Meeting of Shareholders on May 18, 2018 that a dividend of EUR 1.00 per share, be distributed from CENIT AG's unappropriated profit in the amount of EUR 8,393 k.

## Outlook

An equity ratio of almost 50% places CENIT on very secure footing. This lets CENIT act as a strong and reliable partner to its customers.

For the 2018 business year, CENIT Group anticipates sales growth of 25% with EBIT remaining unchanged.

The complete 2017 Annual Report is available in German and English on the CENIT homepage.

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## Implementation Investments

### ***Boohoo Online Retailer Selects Visual Next PLM & End2End Fashion Software Suite***

2 April 2018

[Visual Next](#) is delighted to announce that it has been selected by the UK-based online fashion retailer, Boohoo, to provide an End2End suite of tools to the Third Party arm of the business.

Boohoo has chosen to implement the Visual Next End2End suite to harmonise the Third Party arm of the business. They will utilize Visual Next's PLM, ERP, SFA and BI tools, to give the wider business access and visibility, as well as control of their processes. In turn, Boohoo's business processes will be completely streamlined, and all current manual processes will be eliminated thanks to the implementation of the Visual Next End2End Omnichannel Solution.

Visual PLM will grant their business total control of the product development process, while Visual ERP and Visual BI will provide real-time reporting and statistics. Additionally, Visual SFA will allow their sales team to view and create real-time orders via web browser, enabling them to react to demand

far more robustly and confidently.

Dudley George, Boohoo's Director of Wholesale, explains, "Visual Next will offer the business a standardized model and a way of operating to protect the bottom line as well as introduce a system that will foster greater productivity, giving the wider team the correct set of tools to deliver on the overall direction the business is taking." George continued to explain that, "Boohoo selected Visual Next because they bring a long history of industry knowledge to bear and this would leverage a more controlled and quicker deployment. Their clear understanding of the needs of our business means we can hit the road running with a dedicated team and resources from the UK."

Dave Hampson, Visual Next's European Business Development Director, exclaimed, "We are very excited to be working with the Boohoo team. Visual Next is proud to be able to begin implementation of our world-class Product Lifecycle Management (PLM) solution, Enterprise Resource Planning (ERP), Sales Force Automation (SFA), and business Intelligence tools, which will lead to a greater level of visibility across Boohoo's departments, ensuring early adoption and increased productivity, even at the early stage of deployment."

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### ***Centric Software PLM and Justin Alexander Tie the Knot***

3 April 2018

Centric Software announces that Justin Alexander, the award-winning designer and maker of wedding dresses and accessories, has selected Centric Software to provide its Product Lifecycle Management (PLM) solution.

Justin Warshaw, President at Justin Alexander, explains that putting a PLM foundation into place became a priority in recent years as the company needs to keep creativity in the forefront while also leveraging manufacturing knowledge following their transformation from strict manufacturer to a full-fledged brand.

"We have become more of a design house than a bridal manufacturer, with a large team of designers," says Warshaw. "We need a tool to avoid design duplication and communicate efficiently as sketches are being produced. Consolidating this data manually is very laborious. As a technology-focused company that works almost completely digitally in other departments, we're ready to move our design and product processes online to improve efficiency."

"One challenge is that our designers and license partners are in different locations around the world," Warshaw continues. "Organizing all the data, tech packs and communications in one place has become too difficult. We know that using a PLM will help us take the next step in communication and ensure the designers' wishes are followed throughout the process."

The company researched several PLM solutions, and eventually reached out to Centric Software for a demo. As Warshaw says, Centric's PLM solution had the features and support they were looking for.

"We talked to a few other companies, but from the beginning we felt Centric was a perfect fit for us," says Warshaw. "The technology is new, fresh and up to date. The Centric interface is similar to Excel, which will make it an easy transition for our team. You can put equations in, build out pricing and use matrix functionality that allows you to merchandise the collection. We deal with many different

# CIMdata PLM Industry Summary

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countries and currencies and Centric SMB has the flexibility to handle it all. There are so many different possible configurations and the user experience is outstanding.”

Justin Alexander will use Centric SMB, Centric’s cloud-based SaaS PLM solution for small and medium sized brands.

“Centric SMB PLM will also help us to interact more efficiently with our private label and wholesale customers,” concludes Warshaw. “We’ll be able to keep them in the loop as first sketches and prototypes are created, enabling them to give feedback at every stage of design and development. Ultimately Centric SMB will create a hub for development that will allow us to communicate and collaborate effectively across the world.”

“We are very excited to welcome our first partner in bridal wear, Justin Alexander, to the Centric family,” says Chris Groves, President and CEO of Centric Software. “Justin Alexander will be using Centric’s innovative cloud-based PLM for small to medium enterprises, Centric SMB. We are happy to be part of the continuing success of Justin Alexander.”

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## ***PTC’s ThingWorx Studio Gains Competitive Momentum for Augmented Reality in India***

5 April 2018

PTC announced that forerunners like ARizon Systems and Grind Master have invested in ThingWorx® Studio from PTC. The two companies will use the ThingWorx platform as part of their Digital transformation initiative for 2020 with a focus on applications of Augmented Reality in manufacturing and subsidiary industries.

ThingWorx was purpose-built from the ground up for the Internet of Things. It contains the complete set of integrated IoT-specific development tools and capabilities available, offering the industry’s deepest functional capabilities. ThingWorx makes it easy to develop and deliver powerful Enterprise IoT solutions that deliver transformative business value.

ThingWorx Studio is the AR platform under the ThingWorx portfolio. With ThingWorx Studio, users can leverage the richness of 3D and the insights from IoT to deliver compelling augmented reality experiences that help improve efficiencies, build better products and enable safer, more productive workers. In India, this has been adopted by the following companies

- ARizon Systems, a startup focusing on applications of Augmented Reality in manufacturing. It is an initiative to help the production industry to optimize their performance using the cutting edge technologies in the space of Augmented Reality (AR) and Artificial Intelligence (AI).
- Grind Master Machines is an emerging global player in superfinishing machines manufacturing. They are a pioneer in manufacturing customized metal finishing, deburring & robotic automation machines.

Kalyan Sridhar, Country Manager, PTC India said, “Augmented Reality & Artificial Intelligence are interesting areas for the Tech entrepreneurs in India to focus on. We are glad that entrepreneurs along with their team recognize the potential of these new technologies & its applications in manufacturing. With the enthusiastic adoption that we have seen so far, we feel more enterprises will be inspired to

# CIMdata PLM Industry Summary

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include augmented reality in their respective Digital Transformation initiatives. We eagerly look forward to some of their applications powered by our best in class platform ThingWorx Studio.”

With ThingWorx Studio some of the below objectives can be met:

- Author and publish compelling experiences in minutes without the need to write code
- Develop production-ready AR experiences for Microsoft Hololens
- Easily create highly-immersive, marker less interactions with support for Apple ARKit and Google
- Simplify enterprise sharing of experiences using a single, universal viewer application
- Quickly import visual step-by-step instructions created in Creo Illustrate
- Enhance experiences with IoT and business system data via the ThingWorx platform

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## ***Rabobank Desensitizes Client Data for GDPR and DevOps with IBM***

5 April 2018

Rabobank, the Dutch multi-national bank and financial services company, is working with IBM to use cryptographic pseudonyms on its client's personal data to innovate and comply with new financial regulations in the EU.

Starting on 25 May, the [General Data Protection Regulation](#) (GDPR) seeks to create a harmonized data protection law framework across the EU and it aims to give citizens and residents back control of their personal data, whilst imposing strict rules on those hosting, moving and processing this data, anywhere in the world.

Rabobank is addressing GDPR compliance across a number of activities. In one project with IBM Services and IBM Research, the bank has cryptographically transformed terabytes of its most sensitive client data, including names, birthdates and account numbers, into a desensitized representation – meaning, it looks and behaves like the real data, but it's not.

Pseudonymization enhances privacy by replacing most identifying fields within a data record by one or more artificial identifiers, or pseudonyms, i.e. replacing a real name with a fictitious one. In addition, for GDPR the data is also processed in such a way that it can no longer be attributed to a specific data subject without the use of additional information. For example, without pseudonymization knowing the date of birth, and the home address can reveal the person's identity.

"IBM analytics software combined with our cryptographic desensitization engine achieves pseudonymization by converting the data into individual hash-based token keys which are completely impermeable today and in the future, even from a fault-tolerant quantum computer many years from now," said Michael Osborne, cryptographer, IBM Research. "This research is now a commercial technology available to address multiple compliance legislations, cross industry, around the world."

Besides helping towards GDPR compliance having the data desensitized also makes it easier for Rabobank's Radical Automation DevOps team to use the data for performance testing for the development of new innovative technologies and services, such as mobile apps and payment

solutions.

"It's critical for our DevOps team to use data which is as close as possible to production during the testing phase, so when we go live, we are confident that our services will perform," said Peter Claassen, Delivery Manager Radical Automation, Rabobank. "Being able to test and iterate using pseudonymized data is going to unleash new innovations from our DevOps team bringing even more security, innovation and convenience to our clients."

Rabobank and IBM Services have been running the project for the past year. Multiple key applications and platforms have been pseudonymized, including the current bank account and savings systems on mainframe, Linux, Tandem and Windows platforms.

Ultimately, the project will pseudonymize all payments applications and expand into other functional areas within the bank.

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## ***Sealed Air Selects PTC's ThingWorx for Operational Efficiency, Support of Global Sustainability Strategy***

3 April 2018

PTC today announced that Sealed Air Corporation has selected PTC's [ThingWorx](#)® Industrial Innovation Platform to improve operational efficiency across its entire value chain.

With production facilities around the world, Sealed Air serves an array of end markets, including food and beverage processing, food service, retail, healthcare and industrial, and commercial and consumer applications. It offers food servicing and food processing industries extended shelf life and enhanced productivity by reducing down-time and conserving energy and other resources. Additionally, Sealed Air provides product safety to help customers reduce costs associated with damage, restocking, and reshipment. This helps reduce the environmental impacts of additional wasted energy and emissions.

Sealed Air prides itself on delivering innovative products with a key focus on sustainability principles and looks to technology to continually improve how it develops and brings those products to market. This philosophy led Sealed Air to choose ThingWorx to serve as the information hub across its enterprise, connecting plant assets with ThingWorx Industrial Connectivity and monitoring key performance indicators, such as machine efficiency and capacity potential across individual lines and entire plants.

The ThingWorx platform is a suite of components that enable the deployment of applications that monitor, manage, and control connected devices; remote data collection from connected devices; independent and secure connectivity between devices; and device/sensor management and integration with third party systems.

Supporting 150 protocols, ThingWorx Industrial Connectivity connects disparate automation devices and software applications, enabling companies to derive the benefits of the Industrial Internet of Things. The platform design enables users to connect, manage, monitor, and control diverse automation devices and software applications through one intuitive user interface. Sophisticated dashboards will provide Sealed Air insight into business processes and technical functions, as well as downstream improvement opportunities.

“Sealed Air is a knowledge-based, market-driven company centered on offering innovative solutions that enable our customers to increase growth, while conserving the planet’s natural resources,” said Marc Hamer, Corporate Vice President, Customer Experience, Global CIO and Chief Digital Officer, Sealed Air. “Internally, we also strive to continually improve the efficiency of our operations to become best-in-class, as well as lower our environmental footprint. PTC’s ThingWorx will be essential in support of such initiatives.”

“Around the world, in dozens of use cases, ThingWorx is helping companies improve efficiency, while reducing resource consumption. We’re delighted now to be helping Sealed Air fulfill its growth plans and conservation ideals,” said Jim Heppelmann, President and CEO, PTC.

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## Product News

### *C3D Labs Releases New 3D Model Viewer*

3 April 2018

C3D Labs announced today that it has released C3D Viewer Enterprise 2018, its 3D model viewer designed to be embedded into third-party software systems. The new product generates lightweight representations of CAD data within corporate information systems, such as PDM, PLM, ECM, and EAM.

Lightweight representations significantly reduce file sizes, reduce network bandwidth consumption, mitigate the requirements for disk space, and increase the speed in uploading and displaying 3D models.

Many users of the company’s C3D geometric kernel create not only development systems, but also the control systems that need fast, high-quality visualization of heterogeneous CAD data. C3D Viewer Enterprise reads, writes, views, and annotates CAD models from the most common data exchange formats. The easy-to-use API (application programming interface) allows developers to embed the application into their products quickly.

“We decided to release an OEM version of the C3D Viewer following demand from our customers,” said Alexey Kozyrev, lead C3D Viewer developer. “In just one year, we developed an API for C3D Viewer, implemented annotation tools for 3D models, and adapted our product to run on virtual machines.”

“We decided to release an OEM version of the C3D Viewer following demand from our customers,” said Alexey Kozyrev, lead C3D Viewer developer. “In just one year, we developed an API for C3D Viewer, implemented annotation tools for 3D models, and adapted our product to run on virtual machines.”

### **C3D VIEWER IN LOODSMAN:PLM**

The first customer of C3D Viewer Enterprise is ASCON, who integrated it into its LOODSMAN:PLM product lifecycle management system.

“Each new version of LOODSMAN:PLM improves functionality, performance, and reliability. With LOODSMAN:PLM 2018 we replaced the old viewer with C3D Viewer Enterprise,” said Pavel Grigoryev, LOODSMAN:PLM Team Lead at ASCON. “We made this decision after careful research

and by comparing the C3D Labs application with other similar products.”

C3D Viewer Enterprise enabled ASCON to accelerate considerably the generation of lightweight representations of 3D models. The change helped ASCON increase efficiency and ease of use when viewing and annotating lightweight representations. It allows LOODSMAN:PLM to generate and display lightweight visualizations of heavyweight 3D assembly models, working with which was previously almost impossible. ASCON significantly expedited the development process thanks to the close cooperation with the C3D Labs team and consultation with developers.

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## ***The End-to-End Retail Supply Chain gets a Mobile Upgrade***

3 April 2018

CBX Software announced today the launch of their extended mobile suite of new and enhanced retail sourcing, quality and supply chain applications.

The retail industry in today’s world is on the move and they’re increasingly using mobile application platforms to get there. Whether they use mobile phones, tablets, or other mobile devices they need real-time supply chain information at their fingertips.

The CBX mobile strategy involves the entire end-to-end retail supply chain from the global supplier network to quality service provider partners, all the way through product management - comparative shopping and product development inspiration.

“Today’s retailers need to move at the speed of light and it’s imperative to constantly evolve technology to meet those needs,” says Michael Hung, CEO, CBX Software. “Enhancing and adding to our existing mobile suite will give our current and future customers the ability to connect all mobile field unit data to our existing CBX Cloud platform featuring, extended Retail Product Lifecycle Management (Retail PLM), Supply Chain Management (SCM) and Total Quality Management (TQM) solutions, including our newest Extended Quality and Sourcing Solution (EQSS) platform.”

CBX mobile apps offer common interface gateways for factory audits and results, quality checked inspections and field inspiration captures for potential product ideas, to interface with the CBX Cloud platform. The mobile suite also allows suppliers and internal retail sourcing teams to publish mobile data to the CBX showroom catalogs which are easily accessed by retail buying teams.

No matter what your business is, a mobile app can help the flow of data move faster and in the case of global retailers, be able to move data from what’s happening in the field, to the head office for real-time business decisions. At a glance buyers, merchandisers, sourcing, quality and supplier compliance teams will be able to quickly see issues in the product lifecycle workflow as soon as they are captured in the field.

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## ***Frustum Inc. Announces Commercial Availability of TrueSOLID™, Industry's First 3D Volumetric Kernel for Generative Design***

5 April 2018

Today, Frustum announced the commercial availability and latest release of its patent-pending core technology, TrueSOLID™. Built to help designers and engineers deliver better products faster with fewer errors and lower costs, the technology works alongside traditional CAD to drive 3D manufacturing that operates at pace with the emerging on-demand economy.

A first in the industry, Frustum's TrueSOLID volumetric geometry kernel allows for the blending of indeterminate generative geometry to traditional surface-based CAD with engineering precision, enabling additive and other manufacturing techniques to realize their full potential. In addition to creating high quality designs that deliver weight and material savings, this one-of-a-kind technology allows for manual and procedural modeling of highly complex mechanical parts that have manufacturability built in.

Included in the new version of TrueSOLID are the following enhancements:

- Multi-part assembly optimization
- New optimization modes
- Kernel-integrated mesostructures (lattices)

“The TrueSOLID volumetric geometry kernel was designed to be a fundamental component of next generation 3D design software and to enable design for additive manufacturing. The intention is to bring about the transformation of CAD design from deterministic to generative,” says Jesse Coors-Blankenship, CEO and Founder, Frustum. “Moving towards a single-click solution for product design, our technology grants engineers and designers the freedom to reimagine how parts can be designed for a new generation of complex products made with 3D manufacturing.”

TrueSOLID is the underlying technology powering Generate®, Frustum's flagship product that provides control over complex geometry, handling intricate and rugged designs and workflows that support additive manufacturing, milling and casting. The technology is currently being commercially licensed to Siemens PLM software, serving Siemens NX and Siemens SolidEdge customers.

As a leading player in the additive manufacturing industry, Frustum is attending and exhibiting at Rapid + TCT 2018 in Fort Worth, Texas from April 23-26th. At the conference, members of the team will be available for conversations and demonstrations of its core technology and product at Booth #2523.

To learn more about Frustum's TrueSOLID geometry kernel, request a demo today: <https://www.frustum.com/request-demo>

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## ***Industry's First Solver-as-a-Service, OnScale Cloud, Now Generally Available***

2 April 2018

[OnScale](#) today announces the general availability of its flagship Solver-as-a-Service Platform, OnScale Cloud™. This announcement follows the company's [exit from stealth and \\$3M Seed raise](#) in March and

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successful beta trials with Fortune 100 engineering firms and innovative startups.

OnScale Cloud™ directly addresses skyrocketing demand for advanced computer-aided engineering (CAE) and Cloud High Performance Computing (HPC) resources to solve next-generation engineering challenges in 5G RF, Internet of Things (IoT)/Industrial Internet of Things (IIoT) sensors, biomedical and smart car industries.

## **The OnScale Solver-as-a-Service Platform - Now Generally Available**

OnScale's [Solver-as-a-Service platform](#) is now generally available and combines advanced CAE multi-physics solvers with a scalable Cloud HPC platform. OnScale gives individual engineers, boutique engineering design teams and multinational engineering firms cost effective computational power, agility and scalability through a novel Software-as-a-Service (SaaS) pay-as-you-go subscription model. OnScale enables engineers to solve the complex engineering problems inherent in the design and development of next-generation products.

## **Pricing**

Engineers using OnScale Cloud no longer have to worry about buying expensive new CAE software licenses, paying for maintenance and support, procuring expensive HPC hardware, or waiting for IT to deploy and maintain CAE systems. OnScale only charges engineers for actual solver time, measured in core-hours. For example, a solve that requires a 16-core HPC and 30 minutes to solve would consume eight core hours. Engineers can use as many HPC instances as they like to solve massive optimization studies in parallel.

OnScale Cloud is offered in three monthly subscriptions, all with a bundle of core-hours included, for discounted, on-demand pricing:

- **Free:** Any engineer can begin using OnScale for free and receive ten core-hours, per month without commitment. Ten core-hours is sufficient to perform many simulations of simple devices. Additional on-demand core-hours can be purchased with a credit card for \$10 per core-hour.
- **Professional:** The Professional OnScale Cloud subscription is \$300 per month and includes 50 core-hours, which opens up simulation of more complicated designs and parametric design studies. Additional on-demand core-hours can be purchased for \$9 per core-hour at the Professional subscription level.
- **Team:** The Team OnScale Cloud subscription is \$1,000 per month and includes 200 core-hours, enough for a small engineering team to optimize next-generation devices. Additional on-demand core-hours can be purchased for \$7 per core-hour at the Team subscription level.

In addition to these subscription levels, OnScale also provides attractive discounts for annual subscriptions and flexible subscription programs for small, medium, and large enterprises.

Contact [sales@onscale.com](mailto:sales@onscale.com) for more information.

“OnScale was built for engineers, by engineers,” said Ian Campbell, CEO of OnScale. “We’ve experienced the restrictive nature of legacy CAE tools ourselves, so we designed OnScale tools to help engineers at Fortune 100 companies and startups alike remove cost and compute constraints. Our early beta customer success confirms the pent-up demand within the engineering community for a better way to design the future of 5G, IoT and IIoT, biomedical and driverless car products.”

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## ***Kubotek3D Announces Latest Release of Kubotek CAD/CAM Products***

29 March 2018

Kubotek3D today announced the V15.5 release of the Kubotek line of CAD/CAM products including KeyCreator 3D CAD software and leading CAD comparison and translation validation utilities. This release provides updates to six CAD file translators and a new internet-based login license authentication option. KeyCreator drafting features see view creation performance advances and dimension editing enhancements. Additionally, a new free viewer program named KeyCreator Viewer has been spun off from the Spectrum Multi-CAD Viewer product.

### **Updated CAD Translators**

Interoperability with other CAD/CAM software across all V15.5 Kubotek software has been updated with the latest versions of six major CAD file formats:

- ACIS SAT 2018 1.0
- Autodesk Inventor 2018
- Parasolid X\_T v30
- PTC Creo 4.0
- Siemens NX 12
- SolidWorks 2018

### **Login Authentication**

Starting with the V15.5 release customers with stand-alone licenses on active maintenance now have the option to use a program login for license authentication. Login authentication is an alternative to the standard method of temporary activation of a license onto a specific PC through a check-in/check-out process. With login authentication the process of making the license available for another PC is simply exiting the program and can also be handled remotely from the customer's support account on Kubotek3D.com.

Chris Boivin, Kubotek3D Technical Support Manager, said "Login authentication will provide additional licensing flexibility for customers working on PCs with internet connections. The remote logout feature also allows customers to more quickly recover from situations when a PC running the software is lost or disabled."

### **Detailing Productivity**

KeyCreator 2017 V15.5 includes three improvements aimed at improving productivity in drawings. Multi-processor support has been expanded in the Advanced Precise Hidden Line Rendering system allowing views containing large numbers of solids to draw faster. The Move function has been enhanced to allow quick repositioning of dimension extension or leader lines. Last, a new function has been added for quickly changing arrowhead type on selected ends of dimensions.

### **KeyCreator Viewer**

The V15.5 release separates the Kubotek Spectrum product line into two products; KeyCreator Viewer and Spectrum Multi-CAD Viewer. KeyCreator Viewer is a free program that provides read-only

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viewing access to all KeyCreator CKD files and also CADKEY PRT files. KeyCreator Viewer replaces past products known as Spectrum Lite, Spectrum KeyCreator, and Spectrum CADKEY.

Free trials of Kubotek software are available. For more information, visit [kubotek3d.com](http://kubotek3d.com).

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## ***Verimatrix Enhances Verspective Analytics with Powerful New Business Intelligence Functionality for Deeper Insights***

6 April 2018

[Verimatrix](#), a specialist in securing and enhancing revenue for network-connected devices and services, is now serving the business intelligence (BI) market segment with the latest developments to its Verspective™ Analytics solution suite. [Verspective™ Intelligence](#) marks significant enhancements for video service providers to maximize their network performance and optimize subscriber experience in order to further monetize their services. Leveraging robust and secure data aggregation methods, Verspective Intelligence enables service providers to make informed decisions about their audiences, content, consumption, and overall service performance, by providing a data environment for collaboration.

Today's video service providers are currently using problem-specific analytics tools that create disparate data silos. For example, they might be using website analytics to get an aggregate view of their traffic, a quality of experience (QoE) tool to measure the subscriber's perception of the service, a quality of service (QoS) tool to measure performance of the delivery platform, and a BI tool as a way to connect these multiple sources. Furthermore, there is no clear connection on how to develop insights into specific data-driven actions that improve the business.

Verspective Intelligence normalizes the feed from subscriber devices leveraging the [Verspective™ RT](#) data collection solution, along with additional data sources, to provide a 360-degree view across different network and device types. This allows for a more precise method of segmenting the subscriber audience based on how they engage with the service. Service providers are able to more effectively address potential problems and uncover upsell opportunities in order to reduce churn and increase ARPU with powerful off-the-shelf and customizable reporting tools. The solution also accurately collates content usage and consumption analytics data from downstream operator sites, which offers a level of unprecedented visibility for content owners.

"Our fundamental approach to our entire Verspective Analytics suite is to create an environment that helps an organization better collaborate to make data-driven decisions about their business," said Tom Pollard, VP, Product Management at of Verimatrix. "With our Verspective Analytics production deployments approaching 1 billion video streams processed per month, our customers are excited about the enhanced functionality and visualization tools in Verspective Intelligence that will open up a whole new set of insights."

Verspective Intelligence is available as a software-as-a-service (SaaS) offering via the [Verimatrix Secure Cloud™](#), which reduces CAPEX and OPEX while allowing the operator to retain full control of its service offering and subscriber relationships. The intelligence and dashboard portal provides an enhanced visualization engine with expanded customizable reporting tools. Verimatrix continues its best-in-breed partner ecosystem approach by enabling secure data export to third-party or proprietary

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tools, along with pre-integrated industry-leading analytics partner options.

Verimatrix protects customer privacy and associated data as part of its comprehensive approach to end-to-end data security. Verspective Analytics solutions help customers to prepare for and manage ongoing requirements under the EU's General Data Protection Regulation (GDPR), which takes effect on May 25, 2018. The GDPR is a significant update to EU data protection laws that is affecting the practices and policies of companies worldwide.

"Understanding both subscriber engagement and network performance in a meaningful way can be challenging, especially when complying with privacy regulations," said Peter White, principal analyst and founder of Rethink Technology Research Ltd. "Verimatrix brings an advantage in its ability to securely collect, store and analyze data from network and device sources due its position within the video delivery workflow. Plus its position as a security leader addresses privacy considerations and ensures the integrity of the data itself."

Verimatrix will be showcasing its Verspective Analytics suite at the [NAB Show 2018 at booth #SU7102](#), where visitors can get a copy of the recent white paper, [The Data Imperative: Maximizing Analytics to Gain an Edge](#). It explains that analytics represents a journey for operators and content owners and recommends that a sustainable analytics solution is one that acts as a unified framework for multiple technology domains and multiple functional systems. Or visit [www.verimatrix.com/verspectiveintelligence](http://www.verimatrix.com/verspectiveintelligence) to schedule a demo.

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## ***WSO2 Delivers Platform-Wide Support for GDPR with New Product Developments***

5 April 2018

Time is running out to comply with the General Data Protection Regulation (GDPR) that goes into effect May 2018. Mandated by the European Parliament and European Union (EU) Council, the regulation is aimed at harmonizing data privacy laws across Europe to protect all data belonging to citizens and residents. As a result, it affects any enterprise that conducts business in or with EU markets.

Significantly, in addressing GDPR's requirements, organizations have an opportunity to set the stage for new digital business models that drive revenues and growth. To support these enterprises, WSO2 today announced its Spring 2018 Release update, featuring product developments designed to offer platform-wide support for GDPR.

WSO2's Spring 2018 Release includes new features and updates across all products, solutions, and services, which together empower organizations to rapidly comply with GDPR. Among these are additions to WSO2's identity access management (IAM), API management, enterprise integration, and analytics offerings designed to ensure the security and privacy of personal data throughout the processes of collection, processing, storage, and destruction.

By delivering its functionality on a cloud-native, open source platform, WSO2 facilitates the agility and innovation required to thrive in rapidly evolving markets driven by disruptive technologies and digital business models. Now with WSO2's platform-wide support for GDPR, enterprises can accelerate their digital transformation efforts by capitalizing on data, insights and services generated through compliance with the regulation.

"In today's global economy, avoiding the GDPR data privacy mandate isn't an option. It will impact

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every organization worldwide that wants to engage with European residents online,” said WSO2 CEO Tyler Jewell. “With our Spring 2018 Release, we are delivering the integrated products and services that will empower enterprises to comply with GDPR in as little as 60 days while laying the groundwork to deliver new digital products based on secure GDPR-compliant data.”

In addition to the new product capabilities, WSO2 is offering a series of seven webinars to help organizations accelerate their GDPR compliance. To learn more about the GDPR implementation best practices covered in the webinars, as well as how to participate, visit <https://wso2.com/solutions/regulatory-compliance/gdpr/#Events>.

## **Facilitating GDPR Compliance**

WSO2’s Spring 2018 Release offers several technology developments designed not only to help organizations meet the regulatory requirements of GDPR, but also enhance their long-term growth potential through new services and greater efficiency.

***Consent management and privacy toolkit in WSO2 Identity Server*** enable enterprise data controllers to accelerate their organization’s GDPR compliance. In addition to the new consent management functionality and the privacy toolkit, the Spring 2018 Release of WSO2 Identity Server also introduces personal information export capabilities and support for encrypting OpenID Connect identity tokens. Together, these new features address the different aspects of individual rights defined in GDPR, such as the “right to be forgotten” and the “right to personal data portability” among others, in order to ensure the protection of personal information.

***Collaborative API and application lifecycle management with WSO2 API Manager*** allows APIs and applications to be shared within and across organizations. The Spring 2018 product version also features the ability to anonymize user identities, in line with GDPR requirements to provide users with the right to be forgotten. If a user requests that personal data be removed from the system, organizations can anonymize that specific user’s unique universal identification from multiple locations.

The API and application lifecycle management capabilities also can be deployed via a GDPR-compliant [hybrid cloud solution](#) that provides organizations a local gateway rather than a cloud API gateway. This lets users take advantage of the cloud’s scalability and agility while ensuring that all API calls occur locally, thus increasing security and minimizing latency. Moreover, it is easy to maintain, since users simply supply their cloud credentials, and the gateway pulls the configuration and changes from the cloud.

***Open source and GDPR-ready integration capabilities with WSO2 Enterprise Integrator*** enable connections and data transformations across legacy systems, SaaS applications, services, and APIs. The Spring 2018 Release incorporates significant enhancements to scripting, caching, and analytics functionality that allow organizations to efficiently automate task execution and store data in a GDPR-compliant manner and gain insights into performance.

***Streaming analytics capabilities with WSO2 Stream Processor*** (formerly named WSO2 Data Analytics Server) empower organizations to derive meaningful insights with available data. The Spring 2018 version of the product includes functionality to support GDPR compliance, such as the ability to anonymize both login user information and any data stored in databases.

***WSO2 Open Banking for financial firms***, which launched in August 2017, complements today’s new product releases by providing the functionality to comply with both GDPR and the European Union’s second Payment Services Directive (PSD2). Security features that support full GDPR compliance include user consent, user profile management, and cookie handling, among others.

## **Enhanced Subscription Benefits**

WSO2's Spring 2018 Release product developments are complemented by enhancements to [WSO2 Subscription](#), WSO2's commercial offering, which features access to WSO2 Update for continuous delivery of bug fixes, security updates, and performance enhancements, along with WSO2 Support for 24x7 support. Among the enhanced WSO2 Subscription benefits are the increase of support lifetime for WSO2 product versions to 10 years; new installation options, including Docker images, Docker Compose, and Vagrant; and a new release of WSO2 Update Manager. In addition to the included solutions and services, WSO2 Subscription offers options for training, consulting, and WSO2 Managed Cloud services.

Enterprises also can take advantage of a free [15-day trial of WSO2 Subscription](#) to assist users evaluating WSO2 products and services. A Free Trial Subscription provides access to an account management and solution architecture team, along with access to all Subscription benefits, including five hours of query support.

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