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CIMdata News

On Democratizing Technology: How hard can it be to set the clock? (CIMdata Blog)

20 April 2018

CIMdata's Executive Consultant, Dr. Keith Meintjes, recently shared his views on the need to democratize technology so that it is easy for the end-user.

He summed it up as follows:

"I think this is quite an important issue, the need to democratize technology so the interface is easy and intuitive (or even automatic) for the end-user. This goes directly, I think, to the question of the usability of software and technology. It is ridiculous, in my mind, that you have to master an electronic user manual or watch a five-minute video to adjust the clock by 18 minutes."

Dr. Keith Meintjes, CIMdata

Learn more by reading the full blog post at: <https://www.cimdata.com/en/resources/cimdata-blog/item/10014-on-democratizing-technology-how-hard-can-it-be-to-set-the-clock>

Don't forget to share it with your colleagues and let Keith know what you think!

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Acquisitions

Infosys to Acquire Award-Winning Creative and Consumer Insight Agency, WONGDOODY

13 April 2018

[Infosys](#) today announced a definitive agreement to acquire WONGDOODY, a US-based, full-service creative and consumer insights agency. The move strengthens Infosys' creative, branding and customer experience capabilities, and demonstrates its continued commitment to bringing innovative thinking,

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talent and creativity to clients around the world.

WONGDOODY, an award-winning creative agency with studios in Seattle and Los Angeles, brings to Infosys globally recognized creative talent and deep marketing and brand engagement expertise. The agency is known for its fully-integrated campaigns, omni-channel programs, expertise in connecting digital experiences to physical in-store experiences, and capabilities to create multi-platform content that marries data and analytics with creative expertise to drive compelling, sharable content. With services that include strategy, research and insights, brand and marketing positioning, creative design, advertising and production, WONGDOODY elevates global brands across industries from telecommunications and consumer electronics, to healthcare and consumer packaged goods.

“We are focused on partnering with global brands and CMOs to help them on their digital transformation journeys, by developing a digital experience services ecosystem with services ranging from strategy, design and user experience, to creative and digital marketing across the customer experience value chain. WONGDOODY’S expertise in driving innovative creative solutions is already yielding significant results in our initial collaborations with clients, and this acquisition will further enhance Infosys’ capabilities in this space,” said Ravi Kumar S, President & Deputy COO, Infosys.

WONGDOODY Founder and Chairman, Tracy Wong added, “Joining forces with Infosys gives us the power to implement our creativity in ways that weren’t possible before. Brand experiences, powered and backed by Infosys’ digital and technological might, can change the trajectory of our clients’ businesses and revolutionize how customers experience their brands. It’s a great honor for us to complete a true end-to-end Infosys engagement offering.”

“WONGDOODY is a stellar addition to the Infosys Digital family. Their creative excellence and reputation of driving engaging digital customer experiences that operate at the intersection of advertising, retail, technology, and design precedes them. I’m personally excited to work closely with the WONGDOODY team to strengthen our customer experience capabilities and bring new thinking, talent and innovation to our global clients,” said Scott Sorokin, Global Head of Infosys Digital.

Ben Wiener, WONGDOODY CEO, said, “As our clients grapple with the implications of digital disruption for their brands and customers, joining Infosys gives us instant scale and expertise to leverage data and user experience insights to build brand platforms for the future. This is a unique marriage of digital strategy, creative and technology talents to build the agency model that modern CMOs are demanding.”

The acquisition represents Infosys' further commitment to the expansion of a worldwide, connected network of [Digital Studios](#). With Infosys Digital Studios spanning the globe – from Bengaluru and Pune to New York, London, and Melbourne – the addition of WONGDOODY strengthens Infosys’ ability to fulfill the needs of global clients for comprehensive digital transformation solutions required to meet customer demand for next-generation, enhanced customer experiences.

Focused on accelerating its digital experience strategy, Infosys had earlier announced the acquisition of [Brilliant Basics](#), a London-based digital design and customer experience innovator that is creating significant value to clients across Europe & Middle East.

The acquisition of WONGDOODY is expected to close during the first quarter of fiscal 2019, subject to customary closing conditions.

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Company News

Academia and Industry Collaborate to Drive UK Supercomputer Adoption

16 April 2018

Hewlett Packard Enterprise today announced a collaboration with Arm, SUSE, and three leading UK universities to accelerate the adoption of supercomputer applications in the UK. The partners will jointly develop and deploy one of the largest Arm-based high-performance computing (HPC) installations in the world, available to both industry and academia, to build applications that drive economic growth and productivity as outlined in the UK government's Industrial Strategy.

Designed, built and supported by HPE, the deployment will be spread across three sites at Edinburgh Parallel Computing Centre (EPCC) at the University of Edinburgh, the University of Bristol, and the University of Leicester. The installation is due to be completed in summer 2018 and is part of a project known as Catalyst UK which will run for three years.

Supercomputers increasingly play a crucial role in digital transformation due to their capability of simulating the physical world and generating actionable insights from vast amounts of data. The economic benefits that can be realised through applications such as artificial intelligence (AI) – for which HPC is a foundational technology – are significant.¹ According to a Hyperion Research estimate, every dollar invested in HPC technology is associated with an average \$551 in additional revenue and \$52 in added profit for private-sector firms².

Catalyst UK to propel Arm HPC ecosystem and exascale computing in the UK

To further drive supercomputer adoption in the UK in general, and in the commercial sector in particular, the Catalyst UK programme will cooperate with the UK industry to jointly develop critical applications and workflows to best exploit the Arm system capabilities. The programme will also provide training for researchers, equipping them with the knowledge and skills required to successfully and productively work with Arm-based systems in the future – with a specific focus on exascale computing, i.e. computers that can execute a billion billion calculations per second.

“Today's announcement marks a major step forward in boosting collaboration between the government and business to harness the power of innovation in supercomputing and AI,” said Sam Gyimah MP, Science Minister. “Through our modern Industrial Strategy, AI Grand Challenge and upcoming Sector Deal, the UK will lead the AI and data revolution. Doing so has the potential to increase the UK's competitiveness in emerging industries around the world, grow our economy and create the high value jobs we need to build a Britain fit for the future.”

The key focus of the Catalyst UK programme is to investigate and showcase the potential of Arm-based HPC installations. This is one of the current approaches to overcome the limitations of traditional computer architectures and offer a better price-performance ratio for modern workloads and applications. This includes AI, which needs to process large amounts of data and requires extremely high memory bandwidth, and exascale computing, which requires HPC systems to be hundreds of times faster and more efficient than today's fastest supercomputers.

The three supercomputer clusters at EPCC, University of Bristol and University of Leicester will in total run more than 12,000 Arm-based cores, hosted by HPE Apollo 70 HPC systems. The clusters at each university will be largely identical, consisting of 64 HPE Apollo 70 systems, each equipped with two 32 core Cavium ThunderX2 processors, 128GB of memory composed of 16 DDR4 DIMMs with Mellanox

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InfiniBand interconnects. The operating system is SUSE Linux Enterprise Server for HPC. Each cluster is expected to occupy two computer racks and consume a total of approximately 30KW of power.

Mike Vildibill, VP, Advanced Technologies Group at Hewlett Packard Enterprise said:

“We are currently seeing an insatiable demand for compute performance, as companies seek to gain intelligent and actionable insights from their data. As we embark on the global race towards more powerful and eventually exascale systems, new approaches and technologies are needed to tackle some of the key challenges in achieving these levels of performance, such as rising energy consumption.

“HPE is excited to work with Arm, SUSE, and other key partners to offer the HPC community a fresh alternative for high performance computing which we believe will stimulate the industry to develop increasingly performant and efficient supercomputing solutions. By investing in this deployment through the Catalyst UK programme, HPE and our partners will drive both digital transformation and sustainable economic growth through new innovation and scientific discovery.”

Drew Henry, senior vice president and general manager, Infrastructure Business Unit, Arm said:

“Arm has a long history of close collaboration with industry and academia that has resulted in some very innovative new ideas and technologies. We’re particularly excited now to provide UK researchers and many others greater access to Arm high-performance server technology. The unmatched scalability, high performance, and low-energy consumption of these solutions directly addresses the challenges of large-scale computing and will fuel innovation in cloud, HPC, and AI applications.”

Dr. Thomas Di Giacomo, CTO at SUSE said:

“The open, non-proprietary, and highly collaborative approach to the Catalyst UK programme, enabled by the SUSE Linux operating system and SUSE Enterprise Storage, will be a key factor in the project’s success. Increasing the exposure of open source operating systems and tools to student and other real-world users and workloads will significantly improve and enhance the software available on Arm-based architectures. By building a broad ecosystem with HPE, Arm, and Cavium, that caters to the specific needs important to the UK market, we can help deliver the required knowledge, skills and capabilities that will shape the adoption of HPC and AI technologies in the UK.”

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Accenture Appoints Venkata “Murthy” Renduchintala, Executive Officer at Intel, to Board of Directors

12 April 2018

Accenture announced that Venkata “Murthy” Renduchintala has been appointed to the company’s Board of Directors, effective today. Dr. Renduchintala, 52, is chief engineering officer and president of the Client and Internet of Things (IoT) Businesses and Systems Architecture group and the Technology and Manufacturing group at Intel Corporation.

Dr. Renduchintala will be subject to re-appointment at the next Accenture plc annual general meeting of shareholders. He has been appointed to serve on the board’s Audit Committee.

“I am delighted to welcome Murthy to our board of directors,” said Pierre Nanterme, Accenture’s chairman and CEO. “He brings deep expertise in digital technologies of particular relevance to our transformation agenda, together with broad experience in business operations. I am confident that our board will benefit from Murthy’s insights and global perspective as we continue to focus on executing

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our strategy and delivering value for our clients and shareholders.”

With the appointment, Accenture’s board now comprises 12 directors, 11 of whom are external and independent. Mr. Nanterme is the board’s only internal director.

In his role at Intel, Dr. Renduchintala is responsible for aligning technology, engineering, product design and process development to drive execution across all of Intel’s businesses. He also provides business direction to extend Intel’s strategy across its client and connectivity businesses. Before joining Intel in 2015, he was executive vice president of Qualcomm Technologies and co-president of Qualcomm CDMA Technologies, where he led the semiconductor business in the computing and mobile segments. Dr. Renduchintala joined Qualcomm in 2004 from Skyworks Solutions, where he was vice president and general manager of the Cellular Systems division. Prior to Skyworks, he spent a decade with Philips Electronics, progressing to become vice president of engineering for its consumer communications business.

Dr. Renduchintala holds a bachelor’s degree in electrical engineering, a master’s degree in business administration and a Ph.D. in digital communications from the University of Bradford in England.

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Accenture, Leading Financial Institutions Seek Applicants for Asia-Pacific FinTech Innovation Lab 2018

13 April 2018

Applications have opened for Accenture’s annual FinTech Innovation Lab Asia-Pacific, a 12-week program that helps early- and growth-stage fintech companies accelerate product and business development by gaining exposure to top financial institution executives. Applications can be made at <http://www.fintechinnovationlab.com/asia-pacific/> through May 11.

One of Hong Kong’s first fintech accelerators, Accenture’s Lab marks its fifth year of operation as the city firmly establishes its standing among the world’s leading fintech centers, luring millions of dollars in venture capital funding for local startups and serving as a place where companies from other parts of the globe come to develop and offer their technologies and services. Alumni companies from the FinTech Innovation Lab Asia-Pacific have to date raised US\$288 million after participating in the program.

According to Accenture analysis of CB Insights data, investments into Hong Kong-based fintech companies more than doubled last year, from US\$216 million in 2016 to US\$546 million in 2017 – nearly as much as the total invested in all the fintechs in Australia, Singapore and Japan combined (US\$321 million, US\$180 million and US\$105 million, respectively). Since 2010, Hong Kong fintechs have raised US\$940 million, nearly one-third more than the amount raised by Australian fintechs and more than double the amounts raised by fintechs in Singapore and Japan, according to the Accenture analysis.

“The fintech market has evolved significantly since we launched the Lab in Asia-Pacific in 2014, with financial institutions recognizing the real benefits fintech can bring to their business and the value of partnering with startups,” said Adrian Seto, Accenture’s senior director, Innovation & FinTech, Asia-Pacific. “The FinTech Innovation Lab Asia-Pacific had a marked impact in helping bring together the

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ecosystem in Hong Kong, and the progress is there for everyone to see, with a surge in fundraising for startups that has helped solidify the city's position as a major global financial hub.”

The FinTech Innovation Lab Asia-Pacific is for entrepreneurs that are developing cutting-edge and disruptive technologies for the financial services sector, particularly in the areas of big data; analytics and cognitive computing; insurance solutions; security and identity management; risk management and compliance; digital marketing and social media; cloud; payments; blockchain technology; and talent management applications. To be eligible for the Lab, applicants must have a working beta version of their technology/solution.

Chief technology officers and senior business and operations executives from the Lab's participating financial institutions will select up to 10 of the fintech applicants to take part in the Lab through a competitive process and provide them with intensive in-person mentoring in Hong Kong.

The Lab, which begins on July 30, will partner the chosen fintech start-ups with senior-level financial institution executives and leading technology entrepreneurs to help them fine-tune and develop their technologies and business strategies through a series of workshops, panel discussions, user-group sessions, networking opportunities, one-on-one meetings and presentations. Cyberport, which houses the largest fintech community in Hong Kong, will provide work space to participating start-ups. The Lab culminates in October with selected participants presenting at Investor Day in front of an audience of venture capitalists and financial industry executives.

The principal financial institutions for 2018's Lab are: Bank of America Merrill Lynch; Commonwealth Bank of Australia; Credit Suisse; Goldman Sachs; HSBC; J.P. Morgan; Macquarie Group; Morgan Stanley; Nomura; Société Générale; Standard Chartered; Sun Life Financial; and UBS. In addition, supporting financial institutions include: BlackRock; China CITIC Bank International; China Construction Bank (Asia); Citi Hong Kong; Generali; Maybank; Siam Commercial Bank; ZhongAn International; and Zurich Insurance.

“We're living in extremely exciting times, but all the excitement is driven by the disruption that we see across the industry landscape and the only response to disruption is innovation,” said Piyush Singh, a managing director at Accenture and the company's financial services lead for Asia-Pacific and Africa. “Financial institutions have come a long way in recent years, discovering the value that fintechs can bring to the table and how startups can help more traditional firms innovate. They also understand they need to change their internal culture and adapt their workforce to meet these new requirements and technologies in the digital era.”

The FinTech Innovation Lab Asia-Pacific is modelled on a similar program that Accenture co-founded in 2010 with the Partnership Fund for New York City, the US\$150 million investment arm of the Partnership for New York City. In 2012, Accenture and a dozen major banks in London launched the FinTech Innovation Lab London, with support from the city's mayor and other government bodies. In 2014 Accenture launched the FinTech Innovation Lab Asia-Pacific in Hong Kong. Globally, the Labs' alumni companies have raised more than US\$1.07 billion in venture financing after participating in the program. In 2017, Accenture worked with Dubai International Financial Centre (DIFC) to develop a fintech program in Dubai.

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Agilent Announces Departure of Patrick Kaltenbach

16 April 2018

[Agilent Technologies Inc.](#) today announced that Patrick Kaltenbach, senior vice president, Agilent and president, Life Sciences and Analytical Group (LSAG), will leave the company on April 20, 2018. A replacement process for Kaltenbach's position is underway, drawing on Agilent's deep internal leadership bench.

"Patrick and his team have built on Agilent's innovation foundation to introduce industry-changing products, such as the Intuvo Gas Chromatograph and Ultivo LC-QQQ Mass Spectrometer," said Mike McMullen, president and chief executive officer at Agilent. "I appreciate Patrick's friendship and past leadership. All of us wish him the best in his future ventures."

"We will keep up our momentum during this leadership change and expect to name a new LSAG leader within a short period," McMullen continued.

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BMW Group plans Additive Manufacturing Campus: Technological expertise in industrial-scale 3D printing to be consolidated at new location

16 April 2018

The BMW Group is to invest more than €10 million in a new Additive Manufacturing Campus. Located in Oberschleissheim, just north of Munich, the facility will allow the company to continue developing its expertise in this field of work.

Udo Hänle, Head of Production Integration and Pilot Plant: "Our new Additive Manufacturing Campus will concentrate the full spectrum of the BMW Group's 3D printing expertise at a single location. This will allow us to test new technologies early on and continue developing our pioneering role."

Jens Ertel, Head of the BMW Group's Additive Manufacturing Center and the future campus director, adds: "Our new facility will be a major milestone in additive manufacturing at the BMW Group. The team there will evaluate new and existing technologies in both plastics and metals printing and develop them to series maturity. Our goal is to provide the optimum technology and process chain, be it for individual components, small production runs or even large-scale manufacturing."

Within the BMW Group production network, the new Additive Manufacturing Campus will foster the latest technologies in this field in much the same way as a pilot plant and make them available for use within the network. Much of the work carried out there will focus on parts manufacturing for prototype construction, series production and customised solutions. The Additive Manufacturing Campus will also act as an interdisciplinary training and project area, for instance for development engineers. Located in an existing building with a footprint of over 6,000 square metres, it will accommodate up to 80 associates and over 30 industrial systems for metals and plastics. It is scheduled to go on stream in early 2019.

Major potential in series production for customised vehicle components

Additive manufacturing is an integral part of the BMW Group production system and harbours significant potential for series production. Most recently it has been used to generate parts for the BMW i8 Roadster. Jens Ertel: “With the BMW i8 Roadster, the BMW Group became the first carmaker to 3D-print a production run of several thousand metal parts. The component concerned is a fixture in the tonneau cover for the soft-top.” Made of aluminium alloy, the printed item is lighter than the normal injection-moulded equivalent but significantly more rigid. Its ‘bionic’ geometry, inspired by forms found in nature, was optimised for 3D printing purposes.

Additive manufacturing is also gaining importance for customised components. The new MINI Yours Customised programme, for example, allows customers to design certain components themselves. Indicator inlays and dashboard trim strips, for instance, can be 3D-printed to their precise specifications.

Decentralising manufacturing – production follows the market

The BMW Group expects that, with time, it will become possible to produce components directly where they are ultimately needed – an idea that harbours tremendous potential. Jens Ertel: “The 3D printers that are currently operating across our production network represent a first step towards local part production. We are already using additive manufacturing to make prototype components on location in Spartanburg (US), Shenyang (China) and Rayong (Thailand). Going forward, we could well imagine integrating it more fully into local production structures to allow small production runs, country-specific editions and customisable components – provided it represents a profitable solution.” This would make additive manufacturing a useful addition to existing production technologies.

Investments through BMW i Ventures

For the BMW Group, investments in start-ups have proved promising not only in strategic but also in commercial terms. In addition, they represent a sustainable strategic value add.

In September 2016, for example, the BMW Group’s venture capital arm, BMW i Ventures, invested in the Silicon Valley-based company Carbon, whose DLS (digital light synthesis) printing technology was a breakthrough in the production of parts with high-quality surfaces. The technique allows significantly larger areas to be processed more rapidly than would otherwise be possible with conventional selective 3D printing. Carbon and the BMW Group have been partners since 2015.

A further investment in additive manufacturing came in February 2017, this time in the start-up Desktop Metal. Desktop Metal specialises in the additive manufacturing of metal components and has developed highly productive and innovative methodologies. It now works closely with the Additive Manufacturing Centre at the BMW Group.

In June 2017 the BMW Group invested in a company called Xometry, which works in the supply chain industry. Xometry is a web-based platform that networks suppliers and manufacturers from different sectors with each other. Pilot projects are already underway in a range of areas including spare parts manufacturing.

Cooperations with innovative partners such as these aim to speed up the adoption of additive manufacturing technologies.

Digital production methods for vehicle development and manufacturing

Thanks to its tremendous scope for the rapid manufacture of quality parts of almost any geometry, additive manufacturing has been in use in the construction of concept cars at the BMW Group since 1991. Components are realised purely using digital data, eliminating the need for classic tools such as press tools and injection moulds. At present, the technology is most commonly used for small production runs of customised and often highly complex components.

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BST Global and Newforma Announce Strategic Alliance

16 April 2018

BST Global and Newforma announce their strategic alliance.

BST and Newforma have jointly developed the BST Newforma Connector, enabling AEC firms to place project and information management at the center of their businesses.

The BST Newforma Connector unites two best-in-class solutions, assuring project information is available when and wherever firms need it. BST's robust enterprise resource planning and work management solutions are now connected to Newforma Project Center, a comprehensive project information management solution used to organize project information, connect project teams, and streamline project processes.

“By bringing our solutions together, we are helping address one of the largest challenges AEC firms face today, which is how to gain a complete view of the project with a single source of truth,” said Javier Baldor, Executive Vice President of BST Global. “With the BST Newforma Connector, our clients will have real-time, synchronized access to all business, file, and email information for their projects – giving them a holistic view of the health of their project portfolio.”

The BST Newforma Connector ensures users will have the ability to create and update project, client, vendor, contact, and employee records within BST – and then see corresponding data automatically reflected in Newforma Project Center. Furthermore, this Connector aids AEC businesses in creating workflow efficiencies and saving time through the de-duplication of data entry, which mitigates risk.

“We are pleased to align with a partner who, like Newforma, is solely focused on the AEC market,” said Brock Philp, CEO of Newforma. “BST and Newforma both listen to and respect customers, while also deeply valuing customer relationships,” continued Philp. “We share a mutual global presence and leverage industry best practices to build high-value solutions to meet the needs of AEC firms worldwide.”

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Businesses Struggle to Protect Sensitive Cloud Data According to New Oracle and KPMG Cloud Threat Report

12 April 2018

In a recent survey of 450 global IT professionals conducted by Oracle and KPMG LLP, results show

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that organizations are struggling to protect their data amidst a growing number of security breaches. The [Oracle and KPMG Cloud Threat Report, 2018](#) found that 90 percent of information security professionals classify more than half of their cloud data as sensitive. Furthermore, 97 percent have defined cloud-approval policies, however, the vast majority (82 percent) noted they are concerned about employees following these policies.

For enterprises storing sensitive data in the cloud, an enhanced security strategy is key to monitoring and protecting that data. In fact, 40 percent of respondents indicate that detecting and responding to cloud security incidents is now their top cyber security challenge. As part of apparent efforts to address this challenge, four in 10 companies have hired dedicated cloud security architects, while 84 percent are committed to using more automation to effectively defend against sophisticated attackers.

“As organizations expand their cloud footprint, traditional security measures are unable to keep up with the rapid growth of users, applications, data, and infrastructure,” said Akshay Bhargava, vice president, Cloud Business Group, Oracle. “Autonomous security is critical when adopting more cloud services to easily deploy and manage integrated policies that span hybrid and multi-cloud environments. By using machine learning, artificial intelligence and orchestration, organizations can more quickly detect and respond to security threats, and protect their assets.”

“The pace of innovation and change in business strategies today necessitate flexible, cost-effective, cloud-based solutions,” said Tony Buffomante, U.S. Leader of KPMG LLP’s Cyber Security Services. “As many organizations migrate to cloud services, it is critical that their business and security objectives align, and that they establish rigorous controls of their own, versus solely relying on the cyber security measures provided by the cloud vendor.”

Additional Key Findings

- Changing threat landscape poses challenges: Only 14 percent surveyed are able to effectively analyze and respond to the vast majority (75-100 percent) of their security event data.
- Cyber security spending on the rise: 89 percent surveyed expect their organization to increase cyber security investments in the next fiscal year.
- Inconsistency in cloud policies: 26 percent cited a lack of unified policies across disparate infrastructure as a top challenge.
- Rethinking cloud strategies and providers in the face of changing regulations: General Data Protection Regulation (GDPR) will impact cloud strategies and service provider choices, according to 95 percent of respondents who must comply.
- Mobile users are creating identity and access management (IAM) challenges for organizations: 36 percent said mobile device and application use make IAM controls and monitoring more difficult.
- Automation can help: 29 percent surveyed are using machine learning on a limited basis, 18 percent do so extensively, and another 24 percent are now adding machine learning to existing security tools.

To find out more about the Oracle and KPMG Cloud Threat Report, 2018, visit Oracle at the RSA Conference, April 16–20 in San Francisco.

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ESI and Modelon Sign a Strategic Partnership for Model-Based Simulation

17 April 2018

[ESI Group](#) announces the creation of a partnership between its subsidiary specialized in the field of model-based simulation, ESI ITI, and [Modelon*](#). The companies will join forces to support industrial manufacturers in delivering innovations at a faster pace and reduced cost. Modelon's comprehensive suite of Modelica™-based libraries, a reference in the field of systems engineering, will be progressively integrated into [ESI's SimulationX](#), the software platform for simulating multiphysics systems. As a first step, the upcoming version SimulationX 3.9.3 will feature [Modelon's Fuel System Library](#), dedicated to the aerospace sector. The availability of this new library will contribute to the early prediction of systems behavior for various operating modes and flight conditions.

Swedish company Modelon offers a comprehensive suite of libraries for system modeling that delivers state-of-the-art system models for a wide range of industries, including the automotive, aerospace, industrial machinery, energy and processing sectors. Modelon's libraries are built on the [Modelica**](#) standard, a modeling language allowing engineers to reuse and exchange dynamic and mechatronic system models throughout different software applications.

“We're thrilled to welcome ESI's SimulationX to the growing list of platforms that utilize our proven and feature-rich suite of Modelica-based libraries,” said Magnus Gäfvert, CEO at Modelon. “We're confident that this integration and partnership will enable SimulationX users to streamline their design and simulation processes. Our goal is to provide comprehensive solutions to all industries, and our initial focus on aerospace applications will be key in addressing their customers' priorities.”

“The addition of Modelon's libraries to the vast collection of existing SimulationX libraries offers our users the largest model base available for system simulation,” said Dr. Andreas Uhlig, Managing Director, Systems Engineering, ESI Group. “We are excited that the global community of Modelon customers can now take advantage of the well-established SimulationX platform. This partnership strongly promotes the Modelica standard and encourages smart solutions for systems design, validation, test and operation.”

The [Fuel System Library](#) to be implemented into SimulationX 3.9.3 enables engineers to design aircraft fuel systems with real-time capable models, including gravitational and geometrical effects as well as air-fuel mixtures. The library is intended for the analysis and verification of a system's behavior during various dynamic operating modes and flight conditions. The Fuel System Library is a versatile tool for system and component development and allows the assessments of system performance and transient characteristics. The models have been designed to be efficient and numerically robust and can therefore handle complex large-scale systems. Component models include ejectors, pumps, tanks, valves and pipes.

Furthermore, the Fuel System Library permits the creation of geometric, real-time capable models with any degree of gravity and acceleration for accurate predictions about the entire flight envelope. Engineers benefit from an efficient representation of air-fuel mixture properties for robust and fast simulations of large systems. The library provides a configurable level of detail for faster simulations and an appropriate complexity, for example the option to switch thermal effects on or off.

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*Modelon is a registered trademark of Modelon AB.

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For more information about ESI's SimulationX as simulation environment for Modelica, please visit:

<http://www.simulationx.com/simulation-software/experts/modelica-simulation>

For more information about the Modelon Library Suite, visit:

<http://www.modelon.com/products/modelon-library-suite/fuel-system-library/>

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Hala Zeine Named President of Digital Supply Chain and Manufacturing at SAP

17 April 2018

SAP today announced that Hala Zeine has been appointed as president of Digital Supply Chain and Manufacturing.

As a seasoned leader in IT, technology and supply chain management, Zeine will help drive innovation across digital supply chain and manufacturing solutions from SAP, in addition to overseeing an ecosystem of partners, start-up programs, co-innovation, product design and go-to-market strategy.

Zeine most recently served as SAP's chief business development officer, responsible for defining portfolio investment strategy, commercialization direction and digital transformation. In this role, she led SAP's portfolio, pricing and commercialization, market introduction and the SAP Digital organization. She has also held previous senior leadership roles in development, solution management, marketing and consulting since joining SAP in 2001.

Digital supply chain and manufacturing solutions from SAP help the world's leading businesses of all sizes optimize performance, gain new insights and maximize responsiveness and efficiency. Zeine will play a vital role in solving customers' business problems and helping them adopt digital solutions to enhance and support mission-critical business processes. She reports to Bernd Leukert, SAP Executive Board Member, Products & Innovation, and will continue to be based in Walldorf, Germany.

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Huawei Breaks Ground for a Fully Connected, Intelligent World

17 April 2018

Huawei held its 15th annual Global Analyst Summit today in Shenzhen, China. At the summit, Huawei shared its vision for an intelligent world of the future, as well as the trillions of dollars of new opportunities that will come along with it. Huawei was joined by more than 500 analysts, key opinion leaders, and media representatives across a range of industries, including telecoms, Internet, and finance.

Huawei shared its new vision and mission during the morning session: "Bring digital to every person, home and organization for a fully connected, intelligent world". Company executives elaborated on Huawei's role as a pioneer of this intelligent world, giving insight into company strategy and current initiatives. As a glimpse of what the intelligent world will entail, Huawei released the Global Industry

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Vision 2025 report, which outlines business practices, solutions, and technological innovations in artificial intelligence (AI), 5G, cloud services, the Internet of Things (IoT), and other domains.

Huawei Rotating Chairman, Eric Xu, opened the summit, explaining Huawei's new vision in detail. He talked about the benefits of digital and AI technology for every person, home, and organization, as well as the challenges the industry faces.

"In an age defined by greatness, Huawei aspires to become a great company. We want to help mankind take its next step forward," he said. "This is the basis of our new vision and mission: Bring digital to every person, home and organization for a fully connected, intelligent world."

Guided by its new vision, Huawei will trailblaze a path forward to this intelligent world, focusing on ICT infrastructure and smart devices. Huawei aims to increase the competitiveness of its entire product and solution portfolio – including cloud, networks, and devices – and deliver a superior user experience through across-the-board adoption of AI technology.

Eric Xu concluded his keynote with a teaser about the full-stack, all-scenario AI solutions Huawei will release at the upcoming HUAWEI CONNECT conference to be held in Shanghai later this year.

William Xu, Director of the Board and Chief Strategy Marketing Officer of Huawei, followed with a release of Huawei's Global Industry Vision (GIV) 2025. The GIV is a new report in which Huawei offers insight into global ICT trends and lays out the blueprint for the ICT industry. They predict that, by 2025, the total number of connections around the world will reach 100 billion, video will account for 89% of total data traffic, and 86% of global companies will adopt AI, creating a digital economy worth US\$23 trillion.

William Xu noted, "Through nonstop innovation, Huawei will unfold the blueprint for industry development, and enable all sectors to take part in a fully connected, intelligent world. We will team up with our global partners to make this world a reality."

David Wang, Huawei Executive Director of the Board, President of Products & Solutions, spoke on innovation. "Innovation is key to the intelligent world," he said. "Huawei's product and solution strategy centers around three concepts: All Connected, All Cloud, and All Intelligent. Based on these, we will continue to push forward with business and technology innovation across a range of enabling sectors like AI, 5G, cloud services, and IoT. We will build more open technological architecture and adopt a more open business model, working with customers and partners along the entire value chain to grow the industry and drive the development of digital economy. Together, we aim to build a fully connected, intelligent world."

The first Huawei Global Analyst Summit was held in 2004, and has continued annually for 15 years. This year's summit runs from April 17 to 19, with multiple parallel sessions. Attendees include industry experts from around the world, all of whom provide their unique insight into a variety of topics and trends.

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Huawei: Infusing Intelligence into Enterprise "Neurons" Through Digital Platforms

17 April 2018

At Huawei Global Analyst Summit 2018, Huawei Enterprise Business Group (EBG) shared its

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understanding, approach, and practices of infusing artificial intelligence (AI) to each organization and functional module of an enterprise to improve the overall enterprise intelligence and accelerate digital transformation.

Recent data from Citi Research show that from 2016 to 2019, the major industries that Huawei EBG serves (including government and public utilities, banking, manufacturing, and transportation) will increase their AI investment by two to five times. However, great challenges persist in industry-oriented AI application in enterprises. According to Huawei's observation, despite the fact that tremendous AI technical breakthroughs have been made to support a full range of AI applications, AI applications of most enterprises are still siloed, mono-functional, fragmented, and general, and cannot support the intelligentization of enterprise organizational and functional modules. We have witnessed a shortage of proven Industry-oriented AI applications.

Heng Qiu, Chief Marketing Officer of Enterprise Business Group, Huawei, pointed out in his keynote speech titled Infusing Intelligence into Enterprise "Neurons" Through Digital Platforms that to systematically support the intelligence of enterprise organizations and develop Industry-oriented AI applications, the following conditions must be met:

1. platforms that can support the systematic growth of Industry-oriented AI applications;
2. combination of deep industry understanding and AI technologies;
3. continuous optimization and improvement based on business practices.

Each organization or functional module is a digital neuron of an enterprise. Based on the deep industry understanding gained from enterprise businesses and experience of applying AI in Huawei's business operations, we aim to build a digital platform with device-cloud synergy to inject AI into each enterprise digital neuron, systematically fuel the intelligentization of each enterprise and organization, and build a fully connected, intelligent world.

First, Huawei provides AI products and solutions at various layers, including the device, cloud, and AI enablement layer, to form a complete platform base for AI applications. At the same time, Huawei and its partners work closely together and leverage each other's strengths. Partners provide AI applications and algorithms while Huawei provides a complete digital platform that supports AI through AI chips, enhanced ICT infrastructure, and AI enablement modules. Third, based on the principle that "we should first apply AI in our own company, just like those who produce parachutes try them out first", we adopt AI to improve our operations efficiency through the Digital Huawei project. On top of this, we work with leading industry customers to accumulate experience in AI application in industries. Huawei and its partners have by far achieved several success stories.

Unique Advantage of Huawei AI Solution — ICT Digital Platform with Device-Cloud Synergy.

Based on core capabilities such as chips, algorithms, and architecture design, Huawei has built a digital platform to provide AI chips/terminals, AI-enhanced cloud infrastructure that supports computing/storage/communications, and AI enablement platform including the Big Data platform, video cloud PaaS, and enterprise intelligence (EI). The digital platform with device-cloud synergy can systematically inject the AI applications developed by partners into the digital neurons of enterprises, such as the supply chain, delivery, R&D, market, finance, and governance domains, to promote enterprises' digital transformation in an overall manner. With an industry-leading ICT digital platform, Huawei aims to provide the best AI application performance and experience, simplify application

development, and enable quick application release.

“Practice What One Preaches” — Building Digital Huawei with AI

Huawei applies AI to business domains such as supply chain management, delivery, finance, and internal audit to improve internal operations efficiency and quality. Take the AI application in the supply chain as an example. Huawei applies AI to logistics and digital warehousing, feeds machine learning models with the historical shipment data, overall system configuration, and basic tally and packaging rules, and enables systems to generate warning information based on new codes. In this way, the estimation accuracy has been increased from 30% to 80%. In addition, AI can optimize picking routes, improving the efficiency by more than 30%. AI can also optimize loading and unloading operations of trucks, increasing the number of mixed orders processed per vehicle by more than five times. AI also shortens the container detection and identification service time, improving the efficiency by over 10 times. These practices accelerate the digital transformation of traditional logistics enterprises.

Combining Industry Understanding with AI Technologies to Create Value Through Industry-oriented AI applications

Take the AI application in Smart City construction as an example. Huawei AI-enabled video cloud solution has the first all-cloud architecture in the industry. It leverages hundreds of AI algorithms on hybrid clouds to provide global video sharing, remote browsing, and remote retrieval, making multiple breakthroughs in the public safety field. This solution has improved the case resolution rate by 50% and reduced the public traffic accident rate by 18%. Huawei has applied AI to traffic management systems for assisting law enforcement and Big Data-based decision-making, thereby improving law enforcement efficiency by 34%, decreasing the manual review workload of traffic police by 47%, and reducing the average vehicle waiting time by 24%.

Huawei expects to work with partners to drive digital transformation of each enterprise and build a fully connected, intelligent world.

Huawei Global Analyst Summit 2018 will be held in Shenzhen from April 17 to April 19. For more information, please visit www.huawei.com/minisite/has2018/en/.

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L&T Technology Services Honours India’s Brightest Engineering Students at TECHgium®

16 April 2018

L&T Technology Services Limited today announced the winners of the second edition of its unique industry academia initiative TECHgium®. Covering hundreds of engineering colleges across the country, including several top tier engineering institutes, TECHgium® is a first of its kind initiative in India to scout for and recognize the best of engineering talent among the fresher community.

TECHgium® ushers in a new generation of engineers with skills and capabilities that the industry covets. The initiative is aimed at imparting engineering students with relevant exposure to the challenges and practical insights for Industry 4.0. TECHgium® will also help create an ecosystem that bridges the industry-academia schism by facilitating the participants with an opportunity to work on technologies of tomorrow and enhance their career prospects and simultaneously augment the solution development team of LTTS.

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LTTS invested over 100 working hours to mentor students shortlisted for the PoC round, with subject matter experts from respective industry domains mentoring the students. As a result, the winning teams came up with remarkable solutions around IoT, Machine Learning, Advanced Image Processing and Smart Tools.

The team from Sri Ramakrishna Engineering College, Coimbatore were declared as winners for developing a mechanism for wide angle viewing for diagnostic hysteroscopy products. The students of National Institute of Engineering, Mysore won the second prize for creating a variable valve timing mechanism for internal combustion engine. The winner of the third prize went to the team from Sri Manakula Vinayagar Engineering College, Pondicherry for their work on Smart tools and integration with IoT platforms. A special prize was awarded to the students of Zakir Hussain College of Engineering and Technology, Aligarh for devising a Multi-camera Multi Target Visual Tracking System.

Some of the other noteworthy POCs demonstrated at TECHgium® include active noise cancellation for automobile mufflers submitted by the students of IIT Madras that caters to the Transportation & Commercial Vehicles domain and Artificial Intelligence framework for Microgrids for Industrial Products submitted by the students of VIT University.

The winners of TECHgium® were selected by a distinguished jury of industry experts including Mr. K.S. Viswanathan, Vice President NASSCOM, Dr. Ranganath Navalgund, Honorary Professor, ISRO and Mr. Ganapathiraman, Country Manager, ARC India.

Dr. Keshab Panda, CEO & Managing Director, L&T Technology Services Limited said, “India has always been the nation of innovators and pioneers and the kind of engineering talent that can be brought to light here is unparalleled. TECHgium® is our ode to the great Indian engineering potential and we are confident that this initiative will be instrumental in providing the right stimulus to the enormous academic potential of the country. The success of TECHgium® would be immensely helpful in LTTS’ endeavor to propel innovation, bridge industry-academia gap as well as solve myriad engineering challenges and help in building digital skillsets among today’s youth.”

K.S. Viswanathan, Vice President – Industry Initiatives, NASSCOM commented, “Across the whole spectrum of the industry, skill profiles are undergoing rapid changes witnessing a rising demand for enhanced digital capabilities. India has enormous pool of fresh talents propelled by innovative thinking and attitude to build solutions in key sectors where technology can play a revolutionary role. We are extremely hopeful that initiatives brought out by TECHgium® will play an instrumental role in mentoring academic talents in the country, propel innovation in bringing technological empowerment to solve complex industrial problems in the country.”

The second edition of TECHgium® received a record-breaking participation from over 17,000 students across 220 engineering colleges signing up for the event. The platform gave aspiring engineering students an opportunity to create concepts, submit abstracts, present technical presentation and showcase Proof of Concept (PoC) on real life technical challenges. Some of the challenges included Machine Learning Platform for Video Analytics for elevators, Augmented/Assisted Reality applications for industrial customers, Video analytics tool for detecting human intentions and Reduction of Emission

from Automobiles among others.

To know more about TECHgium® visit: <https://techgium.lnttechservices.info/>

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Mary C. Boyce, Dean of Engineering at Columbia University, Joins Altair Board

3 April 2018

Dean Mary C. Boyce has accepted an appointment to the [Altair](#) Board of Directors. She is Dean of The Fu Foundation School of Engineering and Applied Science at Columbia University in the City of New York, where she is also the Morris A. and Alma Schapiro Professor of Engineering. Prior to joining Columbia, Dean Boyce served on the faculty of the Massachusetts Institute of Technology (MIT) for over 25 years, leading the Mechanical Engineering Department from 2008 to 2013. She holds a BS degree in engineering science and mechanics from Virginia Tech, and MS and Ph.D. degrees in mechanical engineering from MIT.

“Mary Boyce’s deep technical prowess and successful track record of leadership are clearly aligned with Altair’s culture and goals,” said James Scapa, Founder, Chairman, and CEO at Altair. “Having her join our Board of Directors is an exciting complement to our initiatives to support our customers in developing smart connected products, machine learning, specialized material design, and digital twin technology.”

Dean Boyce’s research focuses on materials and mechanics, particularly in the areas of multi-scale and nonlinear mechanics of polymers and soft composites, and her work has been documented in over 170 archival journal articles spanning materials, mechanics, and physics. She has mentored over 40 MS thesis students and over 25 Ph.D. students and has been widely recognized for her scholarly contributions, including election as a fellow of the American Society of Mechanical Engineers, the American Academy of Arts and Sciences, and the National Academy of Engineering. Boyce leads the education and research mission of Columbia Engineering with more than 200 faculty, 1500 undergraduate students, 2500 graduate students, and 100 postdoctoral fellows.

“I am pleased to be part of the Altair team and very optimistic about the role engineering and simulation technology will play in creating a better future for all people,” said Dean Boyce.

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Ontracks Consulting Achieves IBM Platinum Business Partner Level

16 April 2018

Ontracks Consulting, a leading IBM Maximo consulting firm, is pleased to announce that it has achieved the distinguished IBM Platinum Business Partner status. Earning the highest tier within the PartnerWorld program, Platinum Business Partners consistently demonstrate proven capabilities and expertise in IBM technologies to help their clients succeed in their digital transformation.

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Ontracks is the only Maximo focused IBM Partner globally to reach the Platinum level. This achievement comes as a direct result of demonstrating ongoing sales success, attaining expert solution competencies and maintaining the highest levels of customer satisfaction.

“We are honoured to be a part of a select group of IBM Platinum Business Partners and proud to be the only Maximo implementer awarded this top-tier status. This achievement celebrates our close partnership with IBM and recognizes our commitment to delivering tangible business benefits to our clients,” said Craig Mackenzie, Principal Consultant at Ontracks Consulting. “The Platinum Partner distinction is a testament to not only our sales success and expertise in the solutions we provide, but also high satisfaction from our clients, which is most important to us,” he added.

Matt Simmons, Business Partner Manager at IBM commented, "Our Business Partner programs are structured to recognize companies in their respective markets and brands. As our partner ecosystem continues to grow and innovate, we augment the way we distinguish those companies raising the bar. Our 2018 Partner World Platinum accreditation includes a very exclusive group. Ontracks is a part of it."

This achievement comes only weeks after Ontracks was awarded the IBM Excellence Award for Outstanding Performance in Watson IoT. Earlier this year, Ontracks was also named IBM's Top Maximo Reseller for 2017 for the third time in four years.

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Ping An Technology and Huawei Sign Intent-Driven Network Joint Innovation Agreement to Promote Finance Industry Digital Transformation

18 April 2018

Today, at the Huawei Global Analyst Summit 2018, Huawei signed a joint innovation agreement with Ping An Technology, an industry-leading technology company. Through this cooperation, the two companies will leverage their advantages and work together to establish Intent-Driven Network joint innovation and promote the digital transformation of the finance industry. Huawei's Intent-Driven Network solution introduces Big Data and AI technologies into All-Cloud Networks. The solution is driven by business logic and service strategies of users, helping enterprises construct user experience-centric digital networks. It covers five main scenarios: enterprise campus, data centers, branch interconnection, WAN, and network security. Intent-Driven Network uses a more intelligent, simplified, ultra-broadband, secure, and open approach to bring the digital world to every person, every home, and every organization, building a fully connected, intelligent world.

William Fang, CTO of Ping An Technology, expressed his eagerness for more in-depth cooperation between the two parties. He said, "Joint innovation is the key to overcoming future challenges. We hope to seize the opportunities presented by Internet Plus to improve the experience of Ping An's customers and promote the concepts of 'Technology Drives Finance' and 'finance serves lives'. With the signing of this agreement, we have strengthened our cooperation with Huawei. In addition, we will leverage more diversified Intent-Driven Network joint innovation practices to accelerate the digital transformation of the finance industry and lay a solid foundation for implementing the business strategies for Ping An Cloud and our smart city services."

Zhong Kaisheng, President of Huawei Switch & Enterprise Gateway Product Line, said: "Ping An

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Technology is a leader and practitioner of technology in China. As such, we are delighted by this joint innovation between both parties in Intent-Driven Network. In combination with the extensive experience and advantages of Ping An Technology in ‘Technology + Internet’, our products and solutions will help them to build a more intelligent, simplified, ultra-broadband, secure, and open Intent-Driven Network.”

At the press conference, the two parties also introduced the latest SD-WAN commercial use cases. Ping An has leveraged the Huawei SD-WAN intent-driven interconnection leased line solution to launch the first AI customer service in the industry. By matching information from biometric authentication technologies, such as face recognition and voiceprint, with Big Data, they can remotely verify customer identity information and achieve online all-in-one service processing. The introduction of the AI customer service thoroughly solves the pain points of traditional insurance services, such as slow authentication and claim settlement, greatly improving the insurance service experience for users.

Huawei enterprise network products and solutions have been widely used in more than 100 countries and regions, accelerating enterprises' digital transformation based on Smart Connection of Everything. To date, 197 of the Fortune Global 500 companies and 45 of the top 100 enterprises have partnered with Huawei in digital transformation.

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Razorleaf Corporation Opens First International Division

17 April 2018

In a move that reflects manufacturers’ growing demands for PLM tools that help them better manage the increasingly digitized industrial landscape, one of the leading American providers of PLM implementation services has established its first division outside the U.S.

Razorleaf Corporation (“Razorleaf”) has opened Razorleaf Europe Ltd. in Northampton, U.K. to provide customers on both sides of the Atlantic with a single U.S./Europe PLM delivery and support service. An office in Germany is being considered for later in the year, along with other locations in Europe going forward.

“We’ve already done projects in Europe, and have customers with both U.S. and European presence, but as we get into larger projects with more global companies we wanted to extend our footprint to make it easier to support our customers and partners from closer time zones,” said Eric Doubell, CEO of Razorleaf. His company provides PLM implementation services for Aras, Autodesk, and Dassault Systèmes software.

Heading up the European division for Razorleaf is Michael Welti, who brings to the position more than 18 years’ working with Dassault Systèmes PLM platforms. His team includes highly experienced PLM industry veterans and a network of experts within Europe. The capabilities of the new operation will include a PLM Software Development Centre-of-Excellence as well as established offshore consulting and development resources.

“In my time working in PLM I’ve seen how the technology has developed in scope and complexity,” Welti says. “While at the same time our customers look for more intuitive open platforms with greater accessibility. By developing flexible, configurable toolkits for these platforms we will be able to implement even the most complex PLM system faster with very little additional customization.”

PLM tools level the playing field for companies of all sizes

Razorleaf CEO Doubell says that the company's expansion overseas is a response to the rapid evolution of digitalization across every industry and the business imperatives of adapting to this shift. "We are making a major push to educate both SMB and larger customers about the necessity of moving towards a model-based enterprise system (MBE) to remain competitive," he says.

Advances in high-performance computing and software platforms have made such digital tools more accessible to all, Doubell notes. "The maturity, practicality and also affordability of today's PLM software has reached a point where companies of all sizes can take advantage of these resources to create their own digital thread/digital twin strategy for product design and development," he says.

While Doubell is seeing more widespread understanding of the importance of PLM these days, he finds that Europe has adopted the use of PLM a bit more readily than the U.S. "The collaborative spirit of Europe has led to great creativity in deployment and solutions," he says. "Many companies, regardless of size and location, can now compete globally thanks to the open toolsets that are available."

"Time-to-market's the big thing for everyone now. PLM lends itself to better communication across multiple parties and partners."

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SAP Study Reveals Key Traits of Machine Learning Leaders

18 April 2018

Nearly half (48 percent) of the companies who say they have already benefited from machine learning cite increased profitability as the top benefit they have realized, according to a [new study](#) from [SAP SE](#).

A similar share of companies who are already benefiting from machine learning also expect revenue growth of more than 6 percent for the two-year period of 2018-2019, the study showed. The study was conducted by the Economist Intelligence Unit (EIU) and written in discussion with SAP.

"[Making the Most of Machine Learning: 5 Lessons from Fast Learners](#)" is based on survey results from 360 senior executives across four geographic regions: North America, Europe, Asia Pacific and Latin America. The study identifies the opportunities, value and implications for companies that look at machine learning in a holistic way. The results also reveal leading companies — called Fast Learners — that are already seeing substantial benefits from machine learning. These benefits span the entire organization and include increased profitability and revenues, greater competitive differentiation, and faster, more accurate and more cost-efficient processes.

Traits of Machine Learning Leaders

Fast Learners hold five key traits. They:

- **Make machine learning a C-level strategic priority:** Fast Learners have senior management who understand the strategic value of machine learning and are more open to embracing change. Seventy-five percent of Fast Learners plan to retrain employees displaced by machine learning to perform more interesting and higher-value tasks that keep them within their organization.
- **Drive competitive differentiation and innovation:** Fast Learners see machine learning as a way to stand apart from the competition. Thirty-one percent say machine learning has already

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resulted in business model or business process innovation. For example, UK-based Ocado, an online grocery retailer, created its own machine learning-based logistics platform for automated warehouses that it plans to license to other retailers.

- **Recognize potential for new revenues and profitability:** Fast Learners have realized that machine learning can increase profitability and impact new revenue streams, due in part to faster, more accurate and more cost-efficient processes — including the ability to identify revenue opportunities more accurately.
- **Keep key processes close to home:** Fast Learners are spending more today on business functions — such as finance and HR — sourced locally (58 percent) than they are in low-cost regions (22 percent) — and they expect that trend to continue. Business relevance and customer value will increasingly take precedence over cost in important decisions on sourcing priorities.
- **Implement an enterprise-wide strategy:** Fast Learners are implementing machine learning enterprise-wide, rather than within individual business units or functions. They have also done more to integrate machine learning into key customer-facing and product development functions. Forty-one percent say machine learning is translating into higher customer satisfaction.

“Machine learning is creating results for businesses — both on their income statement and with their customers,” said Mike Flannagan, senior vice president, SAP Leonardo and Analytics. “Executives need to view machine learning not as a quick fix but as an integral part of a larger strategy to give their business a competitive edge. This requires looking past the initial investment and focusing on the potential for long-term business value.”

About the Study

The survey underlying “Making the Most of Machine Learning: 5 Lessons from Fast Learners” was conducted by the Economist Intelligence Unit from September to October 2017. The survey included 360 senior executives from four geographic regions: North America, Europe, Asia Pacific and Latin America. Half of the respondents came from organizations with \$500 million or more in annual revenue. Read the full study [here](#).

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Siemens and Hendrick Motorsports extend championship-winning technical partnership

17 April 2018

Announced today, Siemens PLM Software and 12-time NASCAR Cup Series champions Hendrick Motorsports have extended their longstanding technical partnership through the 2024 racing season. One of NASCAR’s most successful teams with a record 15 national series owner’s titles, Hendrick Motorsports began using software in its engine engineering department in the early 1990s and has partnered with Siemens PLM Software since 1997. Using Siemens PLM Software’s [NX™](#) software, [Simcenter™](#) software and [Teamcenter®](#) software for its product development needs, Hendrick Motorsports leverages the digital twin to gain a competitive edge every week, long before the drivers are even on the track.

“If we can take advantage of a change more quickly or develop and implement new ideas faster than our competition, it can result in winning races,” said Tad Merriman, engine engineering manager, Hendrick

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Motorsports. “Using Siemens’ PLM Software provides a competitive advantage for our entire organization.”

Hendrick Motorsports leverages NX software, Siemens PLM Software’s comprehensive digital product development solution, to design and optimize performance of its race cars. The design and analysis tools in NX allow team engineers to virtually build and test parts that will help maximize horsepower and performance on the track each weekend.

Teamcenter, the world’s most widely used digital lifecycle management solution, creates a digital backbone to help Hendrick Motorsports manage the entire product lifecycle for its racing operations, helping to make sure that designs meet requirements and providing the engineers and other personnel with “anywhere, anytime” access to information. In addition to CAD, CAM and CAE information, a wide variety of data, including track performance data and build sheets, are organized and linked in a way that makes sense to everyone in the organization. Using this digital twin, data is quickly and easily accessible, helping to provide consistency and efficiency across the entire team.

“The Hendrick Motorsports team is a longstanding example of just how effective the digital twin can be, particularly in a fast-paced environment such as racing,” said Del Costy, senior vice president and managing director, Americas, Siemens PLM Software. “This extension of our partnership is a testament to how well our organizations have worked together over the years, as is the great success the Hendrick team has achieved. We look forward to what can be accomplished over the next seven years.”

Hendrick Motorsports also leverages the Simcenter portfolio to optimize performance for everything from individual parts to the behavior of the entire car. This includes evaluating new components and systems, optimizing designs before release, performing forensic failure analysis and decoding the mechanics of a failure that has occurred, as well as understanding generally accepted performance rules.

“What we do is like having a new product introduction every week for 38 weeks,” said Jim Wall, engine program director, Hendrick Motorsports. “You have to reinvent yourself every single week, understanding the advantage is getting your ideas to the racetrack before someone else does. In the last decade, we have moved forward with a more optimal design from the concept stage. We are using finite element analysis as an upfront tool for the design so we don’t have to break the part before we improve it. We want to engineer components that allow our teams to showcase their talents to the best of their abilities.”

Since the Hendrick Motorsports partnership with Siemens PLM Software started in 1997, Hendrick Motorsports has won over 250 NASCAR national series races and 14 championships, including 11 in the elite NASCAR Cup Series with drivers Jeff Gordon, Terry Labonte and Jimmie Johnson.

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Statement from FDA Commissioner Scott Gottlieb, M.D., on new efforts to enhance and modernize the FDA’s approach to medical device safety and innovation

17 April 2018

Advances in material science, digital technology and advanced manufacturing are contributing to an unparalleled period of invention in medical devices. New devices offer more opportunities to improve health than at any time. Last year, the FDA approved a record number of novel devices. This reflects an advancing pace of innovation that’s resulting in many more potentially lifesaving new medical products.

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This includes the first artificial pancreas and the first blood test to evaluate traumatic brain injury.

The FDA plays a crucial role in the efficient development of these technologies. My colleagues in the FDA's Center for Devices and Radiological Health (CDRH), led by Dr. Jeffrey Shuren, have been advancing new policies to drive innovation in medical product development by taking novel approaches to regulation, including the use of real world evidence to support iterative improvements in device performance and establishing a balanced framework for digital health devices that improves the lives of patients.

Although medical devices provide great benefits to patients, they also present risks. And we are focusing equal attention on advancing new frameworks for identifying risks and protecting consumers.

Under Dr. Shuren's leadership, the FDA has undertaken several important initiatives to prioritize and enhance our approach to medical device safety. We're considering what more we can do inside the FDA to better protect patients, while at the same time working closely with patients, providers, and device developers to better understand and address device risk and make sure that we're appropriately balancing risk and benefit. I believe that the work in this area has made dramatic differences to the millions of Americans whose lives have been saved or vastly improved by these technologies.

Building on these substantial efforts, today the FDA is releasing the [Medical Device Safety Action Plan: Protecting Patients, Promoting Public Health](#). This new Action Plan outlines our vision for how the FDA can continue to enhance our programs and processes to assure the safety of medical devices. Our aim is to make sure that the new advances in technology that are enabling better capabilities and benefits are also harnessed to bring added assurances of safety, so that more patients can benefit from new devices and address unmet needs.

Specifically, this plan focuses on five key areas:

1. Establish a robust medical device patient safety net in the U.S.;
2. Explore regulatory options to streamline and modernize timely implementation of postmarket mitigations;
3. Spur innovation towards safer medical devices;
4. Advance medical device cybersecurity; and
5. Integrate CDRH's premarket and postmarket offices and activities to advance the use of a Total Product Life Cycle (TPLC) approach to device safety.

I'd like to highlight some of the particularly novel areas of this plan – some of which use our existing tools in new ways and some of which identify areas in which we may need additional authority.

To start, CDRH is implementing a more integrated approach to device safety throughout the TPLC by pursuing a reorganization that integrates CDRH's premarket and postmarket offices across functions, and allows our experts to leverage their knowledge of pre- and postmarket information to optimize decision-making. All medical devices have benefits and risks. And some of these risks are better understood once the device is more widely distributed and used under real-world conditions, in broader patient populations, and by a broader range of clinicians. Our aim is to ensure not only that devices meet the gold standard for getting to market, but also that they continue to meet this standard as we get more data about devices and learn more about their benefit-risk profile in real world clinical settings.

As we move to the TPLC structure, we are exploring various new regulatory options to streamline timely implementation of postmarket mitigations as part of the Action Plan. For instance, we know that

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safe use of a device may require more than information in the labeling provided to physicians. To deliver reasonable assurance of safety and effectiveness for certain highly complex technologies, we may need to require additional training or user education. To do this efficiently under our existing authorities, we'll consider issuing an umbrella regulation to identify these devices and mandate these requirements.

Furthermore, on a case-by-case basis, we may consider invoking restricted device authority to increase patient protection for our highest risk devices when such measures are needed. When the benefit-risk profile of a specific device requires us to increase our regulatory oversight, we'll consider whether issuing an order specific to that device is the best way to impose requirements to protect patients from harm, while still permitting access to the device for those patients who may benefit from it.

As part of the Action Plan, we also are exploring what further actions we can take to spur innovation towards technologies that can make devices and their use safer. For instance, our Breakthrough Device Program that helps address unmet medical needs can be used to facilitate patient access to innovative new devices that have important improvements to patient safety. We're considering developing a similar program to support the development of safer devices that do not otherwise meet the Breakthrough Program criteria, but are clearly intended to be safer than currently available technologies.

In the coming months, we'll also look at how we can focus more of our regulatory science activities on safety innovation, with the aim towards developing scientific toolkits to be used premarket, so that developers can better assure that their devices are meeting our standards for safety. To help support developers who are pursuing safer devices, we're exploring ways to permit more streamlined pathways for comparative safety claims as a way to spur competition on improving features related to a device's safety profile. Along these lines, we issued a new [draft guidance](#) last week on a voluntary, more modern 510(k) pathway for moderate risk devices to more efficiently demonstrate safety and effectiveness and the opportunity for device makers to demonstrate their products are safer than other technologies on the market.

Another important element of the Action Plan recognizes that safety and innovation should go hand in hand. The best technological advances should lead to more lives saved and fewer adverse events. We want to take new steps to encourage manufacturers to make even modest iterative changes to their devices, if these new advances and adaptations will lead to a reduction in risk to patients.

These new steps will be all the more effective because of the extensive work we've done over the past years to modernize our data gathering infrastructure around device safety – such as our Unique Device Identification System (UDI) and use of real world evidence (RWE). To continue to advance our data gathering, we are continuing our work to establish the National Evaluation System for health Technology (NEST), an active surveillance and evaluation system we have been championing through a public-private partnership.

NEST complements the passive surveillance approaches currently in use. It will facilitate timely detection of potential safety risks that wouldn't otherwise be identified as quickly, or at all. The Action Plan lays out how the FDA will continue to support the successful development of NEST. As part of our fiscal year 2019 budget, we're seeking additional funding to advance this program into a more active surveillance tool.

We also recognize that there are some areas where we have real data gaps that we must address. For instance, we need to improve the quality and efficiency of RWE generation for technologies used to address women's health. As part of the Action Plan we've begun building out important registries and

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establishing the Women's Health Technologies Strategically Coordinated Registry Network (CRN) to provide more complete evidence in clinical areas that are unique to women, such as uterine fibroids, pelvic floor disorders, and female long-acting, reversible contraception and sterilization.

Finally, I want to highlight another important issue we're staying on top of related to device safety: cybersecurity. Like computers and the networks they operate in, medical devices can be vulnerable to security breaches. Exploitation of device vulnerabilities could threaten the health and safety of patients.

We've already taken several steps to promote a multi-stakeholder, multi-faceted approach of vigilance, responsiveness, recovery, and resilience that applies throughout the life cycle of relevant devices. As part of the Action Plan, we're seeking additional authorities and funding for Congress to consider, which would build on our work to date and further minimize medical device cybersecurity vulnerabilities and exploits. We also intend to seek the authority and funding to develop a CyberMed Safety (Expert) Analysis Board, a public-private partnership that would complement existing device vulnerability coordination and response mechanisms and serve as a resource for device makers and the agency.

Medical device safety is a key priority for the FDA. We're committed to protecting American patients by minimizing avoidable risks and advancing device technologies that are delivering growing benefits.

The FDA, an agency within the U.S. Department of Health and Human Services, protects the public health by assuring the safety, effectiveness, and security of human and veterinary drugs, vaccines and other biological products for human use, and medical devices. The agency also is responsible for the safety and security of our nation's food supply, cosmetics, dietary supplements, products that give off electronic radiation, and for regulating tobacco products.

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UTSA Open Cloud Institute supports cloud research & launches certificate program

16 April 2018

The University of Texas at San Antonio (UTSA) Open Cloud Institute (OCI) is awarding nearly \$200,000 in funding through its Cloud Computing Endowment Grant program to kick start UTSA research projects in cloud computing and to provide scholarships to 40 UTSA graduate students in Computer Science, Computer Engineering, and Information Systems and Cyber Security (ISCS) departments, working toward cloud computing-related degrees.

"As we shape UTSA into an exemplary urban serving discovery enterprise, it's vital that we support the development of new technologies," said UTSA President Taylor Eighmy. "The UTSA Open Cloud Institute is supporting collaborative R&D partnerships around innovative, cutting-edge research. It is also creating educational opportunities that will make a meaningful and lasting impact in a world that is increasing reliant on cloud computing."

This year, the Open Cloud Institute awarded \$121,900 to support five projects led by UTSA business, science and engineering faculty. Cloud computing allows computer processing resources and data to be shared on-demand on Internet-ready devices using privately-owned cloud or public cloud providers. By investing in a diverse set of interdisciplinary research projects, the OCI is aiming to facilitate impactful applications in several different realms of technology.

"The institute is using the endowment funds to expand faculty research in cloud computing and support

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our students financially to be engaged and work on these research projects," explained Bernard Arulanandam, Jane and Roland Blumberg Professor in Biosciences and UTSA interim vice president for research, economic development and knowledge enterprise. "This practical investment will not only advance scholarly discovery but also workforce development."

Harry Millwater, professor of mechanical engineering, will bring analytics and high-performance computing to the cloud. Millwater will work with digital twin (DT) modeling, which involves creating a living digital copy of a high-value asset such as an aircraft or a satellite that can then be updated in real time. The DT can then be used to predict reliability, remaining useful life, maintenance and repairs of the real asset. DT modeling is also used in simulations for surgeries, medical devices, ship-building and power plant construction. The overall goal of the project will be implementing this technique with high performance cloud computing and providing a more thorough understanding of DT modeling, which could lead to a new generation of cutting edge, effective technology in countless industries.

Hatim Sharif, professor of civil and environmental engineering, will conduct smart transportation research using cloud computing. By utilizing computational algorithms in the cloud to estimate crash probabilities based on a set of humans, environmental and roadway factors, Sharif will develop a predictor of crash severity to help Texas improve its infrastructure and more precisely prevent crashes.

Jeff Prevost, co-founder and co-director of the Open Cloud Institute and assistant professor of electrical and computer engineering, will create a comprehensive cloud framework to test the cooperation of robots that are working together to accomplish one common mission. The work is a precursor to increased coordination of Internet-of-Things devices that operate on the cloud. Prevost and his students are using swarms of robots to stand in for what could one day be smart devices in the home or at an office.

Paul Rad, co-founder and co-director of the Open Cloud Institute and associate professor of information systems and cybersecurity, will use cloud computing as a tool in cyber autonomy and threat analytics. Rad will utilize the cloud to collect data from social media and Internet-of-Things (IoT) devices to employ machine learning algorithms that detects the possibility of malicious behavior. His goal is to stop cyber-physical threats before they happen.

Krystal Castillo, GreenStar Endowed Associate Professor in Energy and director of the UTSA Texas Sustainable Energy Research Institute, will incorporate cloud computing into efforts to create a science as a service resource for the clean energy community. Castillo will utilize a cloud-based decision system to help the emerging clean energy industry optimize system performance and market potential while considering the environmental, social and economic implications of that system. As a result, this resource will provide clean energy research and practitioners the opportunity to use optimization model to devise robust designs in a techno-economic sustainable way.

Through the Open Cloud Institute, UTSA also offers a graduate-level certificate program in cloud computing so that students in engineering, computer science, and cybersecurity can incorporate cloud expertise into their degrees. Additionally, the Open Cloud Institute awarded \$75,000 in scholarship funds to UTSA graduate students studying cloud computing.

"The work that The Open Cloud Institute is doing to support innovative research and the cloud computing professionals of tomorrow is very inspiring. The institute continues to be a hub for exciting, creative research in a world that is increasingly dominated by cloud technology," said Lorenzo Gomez III, executive director of the 80/20 Foundation.

The graduate certificate program, available to UTSA students in the College of Sciences, the College of

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Business and the College of Engineering, has three tracks. The applications track teaches students how to deploy data and big data analytics within the cloud. The infrastructure track focuses on how to build cloud software. The security track teaches students to create a secure, encrypted cloud protected from hacking or cyber terror. UTSA's cloud computing certificate program currently serves 22 graduate students.

In 2015, UTSA founded the Open Cloud Institute to support cloud computing and big data research and development. The 80/20 Foundation supported the launch of the institute with \$4.8 million to support endowed professorships, faculty research positions, graduate student endowments and research funding. The institute's researchers are helping the international business community improve its computing platforms through open-source cloud and big data technologies such as OpenStack, Software Defined Networks, and OpenAI. It currently includes 15 faculty members and supports 150 students across three colleges: Business, Sciences and Engineering.

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Visual Next joins hands with Southeast Asia's ValueAura

20 April 2018

Visual Next has announced its strategic partnership with ValueAura, extending Visual Next's offering to the region of Southeast Asia. ValueAura is an international technology company specialising in aiding businesses with their digital transformations and business process improvements.

The strategic partnership will enable companies located in Sri Lanka, Bangladesh, Pakistan, Myanmar, India, and Vietnam to benefit from Visual Next's fashion-specific software suite, with the expertise of the local ValueAura team. With offices and partners in the key fashion capitals of the world, including recent partnerships in Mexico, Visual Next is dedicated to empowering businesses of all geographic markets with tailored software solutions to effectively and cost efficiently reach their next business milestone.

Ramesh De Silva, co-founder and senior consultant for ValueAura said, "We have witnessed first-hand the frustrations endured by [textile](#) and apparel business owners to succeed amidst hyper-consumerism, complex supply chains, compliance, growing competition, and shrinking margins. Trust placed in costly alternate ERP solutions has resulted in systems too rigid to support the precise needs of a fashion business. Businesses are managing these shortfalls through manual spreadsheets or internally built, non-standard, peripheral systems that result in duplication of effort, causing more interference."

De Silva said, "This is why we strongly believe that the Visual Next End2End suite is the perfect solution for the fashion industry. Visual Next's world-class solutions coupled with ValueAura's deep concerted roots in apparel, possessing over 100 success stories in process excellence, is a partnership that will empower fashion businesses to overcome challenges and manage the progressive fashion needs of tomorrow."

Charles Benoualid, VP of research and development at Visual Next said, "For the past 20 years, Visual Next been focused on streamlining the operations of fashion, footwear, accessories, and soft goods companies. We are excited to extend our offering to the apparel manufacturing capitols of the world,

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with the technology experts of ValueAura. Our latest real time shop floor monitoring system will have a strong focus in this region, providing manufacturers with a web-based platform to streamline their operations, and track every detail from product to worker output.”

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WuXi AppTec Expands Site in the U.S. for Drug Development Testing Services

18 April 2018

WuXi AppTec today announced the opening of its expanded Laboratory Testing Division (LTD) facility in New Jersey. The grand opening event was honored by the presence of state and local officials including State Senator Linda Greenstein. The new facility will enhance WuXi's integrated testing service portfolio enabling drug developers to accelerate their projects from labs to patients.

WuXi AppTec's Laboratory Testing Division is a comprehensive and integrated testing platform for drug and medical device development. Fully integrated within WuXi AppTec, a world-class CRO with operations in China and the US, the Laboratory Testing Division provides in vivo and in vitro assays from early screening through clinical sample analysis, and medical device testing from development through product lifecycle management. Please visit <http://labtesting.wuxiapptec.com/>.

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Events News

802 Secure to present IoT data loss risks at RSA Conference

16 April 2018

802 Secure, Inc. CSO Mike Raggio will present on IoT data loss risks at the [RSA Conference](#) in San Francisco, April 16-20. Mike will also be signing copies of his books, "[Data Hiding, Exposing Concealed Data in Multimedia, Operating Systems, Mobile Devices and Network Protocols](#)" and "[Mobile Data Loss: Threats and Countermeasures](#)" at the RSA show.

About the RSA Talk: IoT offers a plethora of new protocols and frequencies over which communication travels. Protocols and services such as SSDP, P25, Zigbee, Z-Wave, WiFi and more provide countless ways to exfiltrate data or infiltrate the network. Through real-world examples, sample code and demos, we will bring to light these IoT threats and new methods for detecting aberrant behavior emanating to/from these devices.

Thursday April 19 – Friday April 20

RSA Conference, San Francisco, CA, USA

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Curetis: Novel Products and Study Data to be Presented at ECCMID 2018

18 April 2018

Curetis N.V today announced that the Company and its subsidiary Ares Genetics GmbH will present novel products, data, and services during this year's European Congress of Clinical Microbiology and Infectious Diseases (ECCMID) in Madrid, Spain, from April 21 - 24, 2018. Curetis and Ares Genetics can be found at booth #79, hall 10, during the conference.

The Company will provide an update on its Unyvero A30 RQ Analyzer and its first A30 RQ Application Cartridge, which are in development for expected CE-IVD marking in 2019. The A30 RQ Analyzer for low- to mid-plex testing will complement the current Unyvero A50 Analyzer for high-plex syndromic testing and expand the Unyvero Platform to a modular and flexible 'any-plex' solution for rapid diagnostics in molecular microbiology.

Additionally, Curetis and Ares Genetics will present their offerings for pharmaceutical companies in the area of antibiotic drug research and development. By combining the ARES AMR Database, ARESdb, the ARES Technology Platform with advanced bioinformatics and artificial intelligence solutions, and the Unyvero Platform for rapid diagnosis, the Company is well positioned to offer a comprehensive portfolio of services and products for the discovery, clinical development, and product lifecycle management of antimicrobial drugs.

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Hanover Fair: Experience CONTACT Elements for IoT live

18 April 2018

The physical product, its digital twin, its virtual master in PLM and modern analysis methods are the "actors" at CONTACT's trade fair appearance this year. The software provider uses them to show how companies can exploit the potential of smart products and new service models for their customers.

"The Internet of Things has an impact on the entire product life cycle," emphasizes Roland Drewinski, Marketing Manager at CONTACT Software." This not only concerns the use phase, but is already starting in the development phase." CONTACT illustrates the interaction between product development processes and smart services using an example from its customer Weidmüller, a leader in the field of industrial connectivity.

The focus of the live demo in Hanover is the control of photovoltaic systems. Since electronics and software are increasingly contributing to the added value of products, interdisciplinary development is indispensable today. Using the 3D model of Weidmüller's control unit, CONTACT visualizes how the components of its open elements platform together support IoT business processes.

In other scenarios, the digital twin is at the heart of the CONTACT Elements for IoT platform, which was awarded as best factory software 2018 in the "Internet of Things" category. The digital twin connects the photovoltaic system in the field with its virtual master in the PLM system and helps companies to use data from ongoing operations quickly and effectively for new business models or product improvements.

CONTACT uses condition monitoring to illustrate how the wear of components is determined from part of this data and mapped in the digital twin. This allows users to trigger maintenance operations before a

system is down (predictive maintenance), or to initiate an engineering change process if individual components are too error-prone. Among other things, a real solar panel, which is controlled and monitored from a tablet via the cloud, serves as illustrative material.

CONTACT Software can be found at the IAMMD – Integrated Automation, Motion & Drives in hall 16, booth A04.

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Texprocess Americas – Human Solutions shows the powerful potential of 3D and sizing & fitting

19 April 2018

At Texprocess Americas, Human Solutions shows the possibilities that digital working is offering for the apparel industry: At Human Solutions' booth, trade fair visitors can put together an individual dress, after which the 3D simulation software Vidya is used to view the garment from all sides. Anyone who wants can take part in a prize draw with their design. Five clothes designed at the fair are produced daily by OnPoint Manufacturing and delivered comfortably to the winner's home. "With this we show the seamless connection from the booth right to production. The customer himself becomes the designer for whom an individual garment is made," says André Luebke, General Manager of Human Solutions of North America. "The possibility of connecting Vidya with a production facility creates completely new business models."

3D is the key

This impressively demonstrates how far the technical possibilities for the fashion industry are now – and that 3D is the key to digital work that opens the door to many other options. With its Digital Fashionboard, Human Solutions has created a solution to use 3D throughout the entire fashion creation and sales process. At the Texprocess Americas, visitors will see how 3D in combination with PLM can open up new paths in the planning of collections and stores – but the Digital Fashionboard can also be used in the store as a virtual extension of the counter and as a tool for virtual fitting.

Virtual fitting combines 3D with sizing & fitting

“We combine the best features of our 3D simulation software Vidya with our unique expertise in sizing & fitting,” says André Luebke. “Customers can view different variations of a garment on a screen in the store and create a virtual avatar of their own body to try on the clothing for them.”

Size NorthAmerica – A serial measurement program with 3D body scanners

The better a company knows its target group, the more successful it can be in the market. Human Solutions has the world's largest database of human body scans – and the company also uses it to develop solutions for the apparel industry, enabling customers to get involved in digital product development as early as possible. New data is constantly being added to the database. Human Solutions will also present its largest serial measurement project to date at the Texprocess Americas – Size NorthAmerica, during which around 18,000 people in the USA and Canada will be measured with 3D body scanners. The aim of the project is to develop new data for precise size recommendations for the American market – and Human Solutions will soon be presenting fashion manikins based on this measurement data at the Texprocess Americas.

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Financial News

ESI Group: 2017 full-year results

18 April 2018

Commenting on the full-year results, Alain de Rouvray, Chairman and Chief Executive Officer of ESI Group, said: “The operational performances over the year are significantly impacted by the transformative actions implemented to successfully deploy the new value proposition of the Group that addresses the emerging needs of our clients. This proposition is tied to the Outcome Economy and the Industry of the Future, drivers of unprecedented and accelerated changes in the economic and competitive context for manufacturing industries. It positions the Group as a catalyst and integrator of our customers’ digital transformation as they apply our multi-domain Virtual Prototyping solutions.

To consolidate our solutions, adapt our sales strategy and build methodological support teams for customers, we have implemented an active investment policy and a deep operational reorganization. Our disruptive solutions enable our customers to reduce time-to-market for innovative and more performant products in operation, targeting a “zero physical tests” methodology.

The major evolutions achieved in 2017, and pursued in 2018, pave the way for a new growth momentum. The shift towards Integral Virtual Prototyping in the pre certification phase and the Hybrid Twin™ to anticipate the “as-used” product performance in-Service have accelerated this trend. In this new and particularly aggressive and promising market, ESI has a unique positioning.”

Solid sales momentum

As announced, full-year sales totaled €135.3 million, down 3.8% and 2.0%, respectively, at current and constant exchange rates. There was a negative forex impact over the year of €2.5 million, mainly reflecting the depreciations of the Japanese yen and to a lesser extent the US dollar.

There was a favorable shift in the product mix towards Licenses, which contributed 78% of total sales, compared with 77% last year.

Revenue from Licenses declined by 2.4% year-on-year to €105.7 million but remained stable at constant exchange rates. A lower share of revenue from Paid-Up licenses (“PUL”) in 2017 represents a stronger base in future contract renewals. The performance of New Business was stable at constant exchange rates at €17.8 million, compared to €17.9 million for 2016 (€17.6 million at constant exchange rates).

Services revenues declined by 8.4% to €29.5 million for the year in the wake of the exceptional performance in Japan in 2016.

ESI’s geographic sales mix reflects the slight drop in business in Asia which now contributes 38% of total revenues against 39% last year. The contribution of the Americas and Europe remained stable over the year at 16% and 46% of sales, respectively.

Gross margin

Gross margin came in at 72.3%, compared to 73.3% in 2016, showing a decrease attributable to a change in the services delivered. In 2016 there were several one-off projects in Japan that had a positive impact on margin. Also, the volume of Special Projects increased in 2017. These projects are at the core of the innovation using new technologies developed by the Group and have the objectives of cocreation with customers and intellectual property development. Gross margin for Licenses remained stable year on year at 85%.

Impact of transformation plan actions

Within the scope of the strategic transformation plan, investments in R&D were maintained at a high level and grew 6.7% on the year to €34.9 million (€32.7 million in 2016). These considerable investments reflect the efforts undertaken to develop the Group's new disruptive technology offering underpinned by the Hybrid Twin™ approach. These investments represented 33.0% of Licensing revenue, compared to 30.2% in 2016. Once the research tax credit and capitalized R&D expenditure are taken into account, total R&D costs recorded in the P&L amounted to €28.7 million, an increase of 6.5%.

The adaptation of sales and marketing strategy helped to enhance the sales force and the visibility of ESI Group. The process of bringing the sales force into line with our value proposition and the operational support requirements of customer account managers and technical sales engineers led to changes at local level and this impacted sales performance for the year. S&M costs, which totaled €41.4 million (vs €41.8 million in 2016), i.e., 30.6% of revenues, do not properly reflect these investments as they include the reversal of provisions for doubtful receivables, particularly in China.

G&A costs amounted to €18.5 million (compared to €18.9 million in 2016) and represented 13.7% of revenues. Expenditure was contained while ensuring that the Group has a solid distribution network and larger offices for local support teams specialized in new technologies to develop and grow.

Repercussions on profitability indicators

EBITDA fell from €18.3 million to €12.1 million, giving an EBITDA margin of 9.0% for the year, compared with 13.0% in 2016. This drop is a result of the transformation plan which weighed on growth, and increased investments in R&D.

Current operating profit was €9.2 million, representing a current operating margin of 6.8%, or €6.2 million less than last year.

EBIT dropped €5.6 million to €8.1 million, giving an EBIT margin of 6.0%, compared to 9.8% in 2016.

The Financial Result was a net financial expense of €2.7 million, compared to a financial expense of €2.1 million in 2016, due to forex losses following the depreciation of the Japanese yen against the euro.

Attributable Net Profit came out at €2.4 million in 2017, giving a net margin of 1.8%.

A stronger financial structure

The Group had a positive cash balance of €15.7 million at the reporting date. Net debt stood at €31.9 million at January 31, 2018 versus €37.3 million at January 31, 2017. The gearing (debt-to-equity) ratio was 31.4%, compared to 37.6% in 2016.

At January 31, 2018, ESI Group held 6.8% of its capital in treasury stock.

An ongoing and controlled transformation

2017 was a year of transformation that featured major strategic investments and a reorganization around three pillars. It represented an essential milestone, before a better growth momentum as early as 2018. The impact of this transformation is based on the value creation and the credibility of our solutions, clearly confirmed by our relations with our innovative customers and partners.

Structuring ESI's offer development around the three pillars of our core activities will enable it to leverage all of the strength of its two historic core businesses – Engineering and Manufacturing – in order to provide industrial clients with Virtual Prototyping solutions for developing and manufacturing

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industrial products. The French vehicle manufacturer startup Gazelle Tech is a pioneering high potential example. It succeeded in developing its concept of “sustainable mobility for all” with ESI’s Integral Virtual Prototyping solutions, by designing, certifying and producing, in less than 3 years, a vehicle which is intended for the emerging countries market.

Throughout the year 2017, ESI also strengthened its collaboration with AP&T, the hot forming systems builder. Initially a supplier of individual tooling software for virtual testing, ESI has progressively emerged as a strategic partner for AP&T, enabling the company to meet Industry 4.0. challenges for the manufacturing of its smart assembly lines with an Integral Virtual Prototyping solution; chaining the virtual tests that now replicate each individual step in the manufacturing process.

The third core activity – In-Service – couples Big Data and Artificial Intelligence to complement the Virtual Prototype with collected data in operation (IoT) and enriched by Machine Learning. This pillar is the catalyst for the new value proposition. This sets ESI well apart based on its ability to partner with clients throughout a product’s entire lifecycle, including in its “as used” state after it has been put on the market. ESI Group aims to harness this transformation to target a much broader customer base that includes engineering consultants, manufacturing plants, product operators that are concerned by maintenance cost, and insurance companies.

At this stage of its development, thanks to the high growth potential of its market, ESI Group has the essential assets it needs to successfully realize its vision and the adoption of its new value proposition.

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Infosys: Results for the Fourth Quarter and Year ended March 31, 2018

13 April 2018

Infosys announces results for the Quarter and Year ended March 31, 2018.

Revenues from Digital offerings at \$ 2.79 billion (25.5% of total revenues) for FY 18 which grew at 3.6% sequentially in Q4 in constant currency terms.

Entered into a definitive agreement to acquire WongDoody Holding Company, Inc., a US-based digital creative and consumer insights agency.

FY 18 revenues grew by 7.2% in USD terms, 5.8% in constant currency terms, with operating margins at 24.3%.

Highlights of financial results for the quarter and year ended March 31, 2018

- Q4 revenues grew year-on-year by 9.2% in USD terms; 6.4% in constant currency terms
- Q4 revenues grew sequentially by 1.8% in USD terms; 0.6 % in constant currency terms
- Q4 operating margin improved to 24.7% from 24.3% in Q3 18
- Q4 Basic EPS at \$0.26; year-on-year growth of 10.8%
- FY 18 Basic EPS at \$1.10; year-on-year growth of 17.8%
- FY 18 Basic EPS of \$1.10 includes positive impact of \$0.09 from Advance Pricing Agreement (APA) with the US IRS concluded earlier in the year

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- Board recommended a final dividend of `20.50 per share (\$0.31 per ADS*) and a special dividend of `10 per share (\$0.15 per ADS*)
- FY 19 revenue guidance in constant currency at 6%-8%; FY 19 operating margin range at 22%-24%

To view the rest of the announcement with associated tables, please visit

<https://www.infosys.com/investors/reports-filings/quarterly-results/2017-2018/q4/Documents/IFRS-USD-press-release.pdf>.

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PTC Announces Second Quarter Fiscal Year 2018 Results

18 April 2018

PTC today reported financial results for its fiscal second quarter ended March 31, 2018.

- Second quarter total revenue was \$308 million
- Second quarter GAAP net income was \$8 million or \$0.07 per diluted share; non-GAAP net income was \$40 million or \$0.34 per diluted share
- Second quarter license and subscription bookings were \$99 million and subscription mix was 78%
- Total deferred revenue, billed and unbilled, was \$1.26 billion, an increase of 43% from the same period last year
- Second quarter subscription Annualized Recurring Revenue (ARR) was \$453 million, an increase of \$188 million or 71% from the same period last year

“Our second quarter results were a continuation of the strong performance we have been driving across our product portfolio,” said James Heppelmann, President and CEO, PTC. “Total revenue, operating margin and EPS all exceeded the high end of our guidance, and new bookings were at the midpoint of our guidance range.”

Heppelmann added, “We are pleased with our second quarter performance and are raising fiscal 2018 revenue, EPS and free cash flow guidance. For the first half of the fiscal year, CAD bookings grew double-digits, far outpacing market growth, PLM bookings grew at market, ThingWorx continued to set the standard for Industrial Innovation Platforms, and interest in our augmented reality (AR) solutions accelerated.”

Additional second quarter operating and financial highlights are set forth below. Information about our bookings and other reporting measures is provided beginning on page four. For additional details, please refer to the prepared remarks and financial data tables that have been posted to the Investor Relations section of our website at investor.ptc.com.

- Q2’18 license and subscription bookings were \$99 million, up 4% year over year, despite one large Q2 forecasted deal that did not close until the beginning of Q3. On a year-to-date basis, bookings were \$203 million, up 10% year over year, and the subscription mix was 72%.

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- Q2'18 GAAP software revenue was \$262 million and non-GAAP software revenue was \$263 million, an increase of 12% year over year in each case, despite a 700 basis point increase in the subscription mix compared to the same period last year.
- Approximately 91% of second quarter software revenue came from recurring revenue streams, up from 88% in the same period last year.
- Annualized Recurring Revenue (ARR) was \$961 million, an increase of 15% year over year and the fifth consecutive quarter of double-digit growth.
- Total deferred revenue – billed and unbilled - increased \$382 million or 43% year-over-year and increased \$94 million or 8% sequentially to \$1.26 billion. Billed deferred revenue increased 1% year-over year and 15% sequentially, to \$498 million. Billed deferred revenue can fluctuate quarterly based upon the contractual billings dates in our recurring revenue contracts, as well as the timing of our fiscal reporting periods. Q2'18 ended on March 31st this year, as opposed to April 1st for Q2'17. Recurring revenue billings on April 1, 2018 were approximately \$79 million, so had Q2'18 ended on April 1, billed deferred revenue would have grown approximately 17% year over year.
- GAAP professional services gross margin in the second quarter was 17% compared to 14% in the same period last year; non-GAAP professional services gross margin was 21% compared to 18% in the same period last year.
- GAAP operating margin in the second quarter was 7%, compared to 3% in the same period last year; non-GAAP operating margin was 18%, compared to 16% in the same period last year.
- Operating cash flows in the second quarter were \$111 million compared to \$76 million in the same period last year and free cash flow was \$106 million compared to \$69 million in the same period last year, an increase of 54%; second quarter operating cash flows and free cash flow include cash payments of approximately \$1 million related to our October 2015 restructuring plan, compared to \$13 million in the same period last year.
- Total cash, cash equivalents, and marketable securities as of the end of the second quarter were \$355 million and total debt, net of deferred issuance costs, was \$643 million. During the quarter, we repaid approximately \$100 million of debt.
- As part of our previously announced share repurchase program, we plan to enter into a \$100 million accelerated stock repurchase agreement on April 20, 2018, and expect that the repurchase will be completed by the end of our fiscal Q3 2018.

To read the rest of the results with charts, please visit <https://www.ptc.com/en/news/2018/ptc-announces-q2-fy18-results>

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SAP to Announce Results for First Quarter of 2018 on April 24

16 April 2018

[SAP SE](#) will release its results for the first quarter of 2018 on Tuesday, April 24.

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CEO Bill McDermott and CFO Luka Mucic will host an analyst conference call to present first quarter financial figures.

Media representatives may also listen in on the call via Webcast at 2:00 p.m. CET / 8:00 a.m. ET, accessible at <https://broadcast.co.sap.com/go/QReport>.

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Implementation Investments

Credential Engine to Map Data, Integrate ERP and PLM for Naval Surface Warfare Center

16 April 2018

Naval Surface Warfare Center, Port Hueneme Division (NSWC PHD) has reached a Cooperative Research and Development Agreement (CRADA) with Credential Engine, a non-profit entity that will map data and integrate competencies within the Enterprise Product Lifecycle Management Integrated Decision Environment (ePLM IDE) to improve product support.

The purpose of the CRADA is to research, develop, identify and close the gap between system and human performance requirements through the effective linkage of ratings, competencies, curriculum, assessments and credentials. Further analysis of the potential to use Credential Engine's Credential Transparency Description Language (CTDL) to publish Navy credentials to the web-based Credential Registry will also be conducted.

The CRADA is part of the Acquisition Requirements for Training Transformation (ARTT) project, which is funded through Office of the Chief of Naval Operations Logistics Programs and Business Operations (OPNAV N41), and executed through Naval Sea Systems Command's (NAVSEA) Directorate for Acquisition, Commonality and Expeditionary Warfare (SEA 06).

NSWC PHD Product Support Office (PSO) Enterprise Product Data and Learning Management Strategist Wayne Gafford serves as the principle investigator for the CRADA.

"I've been working on integrating technical training data artifacts and processes into product lifecycle management systems," said Gafford. "What we are looking to do is open the aperture of PLM to include the human aspect, such as the maintainer, the operator, and the troubleshooter. We're looking to improve the lifecycle data management of things that are related to training."

"What the Navy does not do right now is to configure and link credentials, ratings, competencies, learning objectives, curriculum or courseware in systems assessments," continued Gafford. "By not having those things linked there is a built-in latency behind the deployed system. Bringing all of these training data artifacts and mapping them into PLM you get an immediate sense of concurrency. So if you have an engineering design change, we will know exactly all of those training-based things that need to be reviewed in real time, according to that change. It will ensure the person working on this system has the most accurate courseware. There's no learning decay."

"We want to manage training-based information with the same rigor as the way we manage technical manuals, maintenance tasks and parts lists," he said. "These types of things could impact the way a

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maintenance planner goes about and does his job. If you think about it, the birthplace of technical training is really when you do the maintenance task analysis. It's really when you start doing the operational, the troubleshooting, or the task analysis; because once you understand the activities that need to be performed on that system that is where you can determine what the competencies are and the learning objectives based on the unique activities that are required to maintain that system. When curriculum developers are integrated into the PLM they are going to be seeing and utilizing their content development tool interfaces just as they always have, the difference is rather than having their technical courseware stored in some island location completely disconnected, their courseware that is technical in nature will be stored in the same common-source database as the technical manuals, as the maintenance task analysis, as the parts list, as the engineering drawing so all of your product support information including all of your training will be in the same place."

NSWC PHD has continuously served a crucial role in data and information exchange agreements under major programs for the Department of Defense. SEA 06 promotes collaboration across the NAVSEA Enterprise in the advancement of integrated product support and to enable programs to deliver more cost effective and reliable mission-supporting ships and weapons systems, which aligns with Deputy Assistant Secretary of the Navy for Acquisition and Procurement's mission criteria, "To facilitate and improve the acquisition system by developing innovative processes and tools... assuring our Sailors and Marines are mission capable and have a technological edge over our adversaries." c

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Sparda Banks Strengthen Digitization with T-Systems

16 April 2018

The trend towards [IT outsourcing](#) in the financial sector is continuing. More and more banks are relying on external IT service providers and are focusing on their core business. The Sparda banks are among the financial service providers that are giving up their own data centers and are now outsourcing their entire [IT infrastructure](#): to T-Systems – with a seven-year contract in the mid three-digit million euro range and an extension option for another three years. Only the management of the software, for example the core banking system, remains in the hands of the IT experts of "Sparda-Datenverarbeitung eG" (SDV-IT).

IT outsourcing increases efficiency

"The current market situation in the banking world with low interest margins, increasing regulatory requirements and the necessary striving for [digitization](#) requires sustainable measures by a professional IT service provider. We must therefore constantly increase our efficiency, reduce costs and at the same time drive innovations in order to strengthen our currently good competitive situation. The IT outsourcing contract with T-Systems offers potential cost savings in the triple-digit million euro range and we are thus taking the next consistent step in our on-going digitization strategy," says Burkhard Kintscher, CEO of SDV-IT. "We made a conscious decision in favor of T-Systems because we value the partnership-based cooperation and because the company also enjoys an excellent reputation in the market with regard to compliance and [IT security](#). Together with T-Systems as a strong and experienced partner, we are able to cost-effectively meet the high requirements of the banking supervisory authority BaFin."

Central solutions for more IT security

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More digitization also means having to arm oneself against the increasing attacks of hackers and data thieves. The Sparda banks are therefore also transferring important IT security measures to T-Systems. T-Systems manages the central firewall services that protect the corporate network against attacks from the Web. T-Systems also provides Security Information & Event Management (SIEM), which enables real-time analyses of attacks on IT systems to detect and avert cybercrime before harm is done. SIEM collects security-relevant log and event data, correlates them and identifies trends and patterns in real time. The security package booked by the Sparda banks is supplemented by Identity & Access Management (IAM) and PKI Services (Public Key Infrastructure).

Managed WAN and Managed LANS

The overall package commissioned by the Sparda banks also includes network infrastructure services. T-Systems will connect the approximately 400 branches and locations of the banking group to the data center via a network based on Multiprotocol Label Switching (MPLS). MPLS accelerates the data flow in networks and enables quality of service in the network. The management of the local networks (LAN) and the workstation systems of the approximately 6,000 employees of the Sparda Bank Group are also part of the new contract.

Journey to digitization

“The Sparda Group's win demonstrates that clients continue to need help in managing their complex IT infrastructures. As a digitization partner, we help our clients drive more productivity and efficiency in their IT infrastructures, as we help them get on the journey of digitization,” says Telekom board member and T-Systems CEO Adel Al-Saleh. “We are laying the foundation for Sparda banks’ transition to cloud services and further digital transformation.”

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Sri Lankan Exporter Brandix Adopts Centric PLM

17 April 2018

Brandix, Sri Lanka’s largest Apparel exporter, has selected Centric Software to provide its Product Lifecycle Management (PLM) solution.

As Surendra Karunakaran, Chief Information Officer at Brandix explains, the company sought a PLM solution to help manage data flows and communication.

“We decided to invest in a PLM solution to capture data at the source,” says Kaushala Prematilake, Senior General Manager – Enterprise Applications. “We knew the right PLM could provide a collaborative platform for product development teams.”

As Karunakaran says, “Centric Software is one hundred percent apparel-focused, with an impressive list of over 240 customers in the industry and dedicated research and development in fashion and apparel. This expertise helps Centric align with our business processes. Centric PLM being a highly configurable out-of-the-box solution, with an intuitive user interface and easy navigation, and its ability to develop mobile apps for PLM, as well as provide innovative updates were influential factors in our decision.”

“The Centric team gave us a high level of customer service during the pre-sales process, and we are confident that this will continue,” says Prematilake “We look forward to having a great partnership with Centric in the future that will be mutually beneficial for both companies.”

“We are delighted that Brandix, the largest Apparel exporter in Sri Lanka, has decided to select Centric PLM,” says Chris Groves, President and CEO of Centric Software. “We look forward to partnering with them every step of the way today and on their journey into the future.”

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Product News

Artec 3D Announces Integration of Handheld Scanners with 3D Systems' Geomagic Freeform

18 April 2018

[Artec 3D](#) today announces the integration of its portable, hand-held 3D scanners with Geomagic Freeform®. Geomagic Freeform is an organic design software which features a rich set of hybrid modeling tools to rapidly create organic models with fine, intricate details and prepare the models for manufacturing. Integration of the two technologies creates a streamlined workflow from reverse engineering an existing object to the creation of a manufacturing-ready design. With Artec 3D scanners, organic objects can easily be captured directly into Freeform, where users can access a variety of advanced design capabilities including touch-based 3D sculpting, surfacing, design-intent modeling, 3D scan processing, mold making and CAD interoperability. This new combination of solutions unleashes unlimited creativity and design options.

“The new integrated bundle of our professional, handheld 3D scanners and the Geomagic Freeform platform delivers an extremely efficient workflow,” said Artyom Yukhin, president, and CEO of Artec 3D. “Whether you want to capture and replicate an existing object as-is or use it as the basis for an entirely new design, our scanners can provide a high-quality detailed 3D model to use as a starting point. This eliminates the time, cost and possibility of error associated with digitally recreating the geometry of organic objects from scratch.”

Artec’s 3D scanners can quickly capture the texture, size, and geometry of an object with high accuracy. The easy-to-use devices are also engineered with advanced tracking systems to eliminate the need for an object to be covered with targets when scanning. These features make Artec’s scanners a popular solution for various professional industries, including healthcare, manufacturing, science and education, historical preservation, automotive and aerospace, art and entertainment, and more. The ability to easily edit these scans using Freeform® creates a new level of design flexibility and freedom.

“We are continually looking for ways to streamline our customers’ workflows and provide them with advanced design to manufacturing tools that they can use in the most intuitive way,” said Carol Zampell, VP Software Solutions, 3D Systems. “Freeform software together with Touch X™ or Touch™ haptic devices creates a hands-on design experience. By combining our offering with Artec’s 3D scanners, designers can take a physical object and, within minutes, be able to feel and manipulate it as if it was made of clay.”

Never has it been so easy and quick to go from physical object to a design optimized for manufacturing. Built-in features detect and correct potential manufacturing issues early in the design process, saving the time, cost and headache of dealing with avoidable design flaws. The Geomagic Freeform software also includes robust interoperability tools to handle the import and export of 3D file formats like STL, OBJ, PLY, IGES, STEP, other neutral formats, and additional CAD formats through Geomagic Freeform

Plus.

To learn more about Artec 3D, visit www.artec3d.com.

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Camelot Hypertrust X-Chain provides data security via blockchain

9 April 2018

With Hypertrust X-Chain, the CAMELOT Consulting Group offers a blockchain-based solution that ensures the highest level of security for the storage and sharing of patient data for autologous extracorporeal cell treatment. This solution will be presented for the first time at the LogiPharma conference from April 10-12 in Montreux to a wide audience of experts.

How Hypertrust X-Chain works

In the application developed by CAMELOT, the focus is on the patient. A closed-loop supply chain approach ensures that there are no mistakes throughout the process: from collecting the cells, processing them, transporting them between the stakeholders, and returning the ‘right cells’ to the ‘right patients’. In accordance with legal data protection guidelines, the relevant patient data is made available to the stakeholders authorized for the therapy process on the basis of the blockchain technology by means of a decentralized data storage. All data transactions take place exclusively between verified participants and are immutably and consistently stored by means of encryption in the blockchain. In addition, Hypertrust X-Chain enables the flexible integration of partner systems, real-time temperature, location and quality controls as well as secure guarantees of origin. Combined with the appropriate hardware (Camelot Trusted Computing Appliances), it also ensures that decentrally stored private data actually remain private.

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CONTACT Software shows the potential of machine learning for PLM and IoT

16 April 2018

CONTACT Software extends Elements, “the world's most powerful open platform for PLM and the Internet of Things,” with functions for speech recognition and data analytics. Users simplify their operating procedures by voice input and systematically evaluate simulation and field data. CIM Database is thus the first PLM system that supports users in tasks such as formulating search conditions in Enterprise Search or technical texts in Requirements Management by voice input.

Outstanding progress in the field of machine learning is increasingly opening up use cases in the industrial environment and in enterprise IT. This includes new procedures and algorithms that evaluate big data stocks in a controlled manner by experts for data analysis and thus make new findings and services possible.

The new functions of the CONTACT Elements platform will be presented for the first time at this year's prostep ivip Symposium, which will take place under the motto "Boosting Digital Realities in Engineering and Manufacturing" in Munich on April 18 and 19, 2018.

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CONTACT Software is the leading provider of open standard software for the product development process and digital transformation. Our products help to organize projects, reliably execute processes and work together worldwide using virtual product models and the digital twin. Our open technology and the CONTACT Elements platform are ideal for connecting IT systems and the Internet of Things for end-to-end business processes.

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getPlus®: The Electronic Software Delivery Ecosystem Supports Factories' Transition To industry 4.0

17 April 2018

London-based company NOS Microsystems is making the transition to industry 4.0 seamless for industrial automation customers around the world with its electronic software delivery (ESD) solution, getPlus®.

The software delivery manager is lightweight at just 200kB (<1MB) on the client side, so small that it does not even require installation, but it packs an incredible punch. It is not only a software manager, but an intelligent ecosystem that fully and easily integrates into clients' existing databases — SAP, Oracle and all others — to establish ESD or enhance the ratio of existing ESD with easy, self-service access to software updates.

getPlus links clients with their customer by perfectly connecting to suppliers' current web interfaces. There, it provides an easy to use platform that automates the updating process for customers. Upon software delivery, it generates a unique targeted sales point based on user data collected by the tiny titan. The end result ensures convenience, reduced support costs, superior life cycle maintenance of products, and revenue recognition right across the supply chain.

“System integration gets complicated when you have hundreds or thousands of different systems of various ages cooperating with each other,” said NOS Microsystems' CEO and engineer Oliver Wessling. “But the getPlus ecosystem makes it simple. It knows all user dependencies and entitlements, runs prechecks before download, and bit-by-bit identical ESD is guaranteed even in areas of limited bandwidth. It bypasses tax and customs regulations and the automation provider has a direct platform to inform customers of new devices or updates they may want or need. getPlus automizes the automation process. It is the missing link between automation provider and client.”

getPlus is a sophisticated tool that performs like no other technology on the market, having been developed by experts in data security and solutions for delivery and transfer management. It already services over one billion downloads annually for clients around the world across several industries, including for Rockwell Automation and Nokia.

“It is the smallest, fastest and most user-friendly transfer manager available and it allows providers to securely distribute any kind of digital content to clients. No maintenance, upgrades or retention are required and getPlus works across all proxies and firewalls,” added Wessling.

Features and benefits of getPlus ecosystem:

- Fully integrated: getPlus does all the work on both client and customer side. Can build entirely new system or upgrade existing environment including advanced customer dependencies and entitlements detection.

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- No extra staffing needed: No manpower required from automation provider. Low implementation and maintenance costs with full front-end and back-end support by NOS Microsystems.
- Cuts costs: Eliminate cost of physical delivery of software. Greener and more cost effective. Reduce support costs thanks to increased user convenience and automatic handling of proxies and firewalls.
- SAP, Oracle and cloud compatible: getPlus works seamlessly with all database systems, existing delivery system or cloud service.
- Secured communication: Developed by cyber security and electronic download experts. Establishes a TLS-connection. Proof of delivery following download.
- Guaranteed download: Thanks to the smallest and smartest data transfer tool within getPlus', users can install and launch software sooner. Even in areas of low bandwidth.
- Increases revenue: Tracks downloads and maintenance expirations to promote additional solutions and increase sales.

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Huawei's 'One Cloud, One Lake, One Platform' Architecture Accelerates Intelligent Transformation for Customers

18 April 2018

At the 15th Huawei Global Analyst Summit (HAS2018), Huawei IT Product Line explores the business and technology values of IT infrastructure during digital transformation with the concept of "Intelligent IT Inspires Digital Future". Huawei utilizes the 'One Cloud, One Lake, One Platform' architecture to help customers innovate services and create business value based on application scenarios of customers in the government and public utilities, carrier, finance, transportation, and manufacturing fields.

"Inspired by new IT technologies including cloud, Big Data, and AI, IT infrastructure is not only a pillar of business, but also a driving force for creating business value," said Hou Jinlong, President of Huawei's IT Product Line. "The focus of enterprises has been shifting from effective utilization of resources to sustainable business development, and from cost effectiveness to value creation. We are dedicated to tailoring innovative IT solutions to meet industry-specific requirements, to help enterprises solve problems and generate business value."

The 'One Cloud, One Lake, One Platform' architecture based on Huawei IT infrastructure aims to help customers accelerate information system integration and sharing. One Cloud refers to a converged cloud infrastructure. The converged infrastructure features unified delivery, management, and service provisioning. One Lake refers to a data lake. By aggregating data from all parties, a lake provides full-lifecycle data processing capabilities, including data collection, storage, computing, management, and utilization. The data lake allows enterprises to transform their data resources into data assets. One Platform is an application enablement platform that integrates basic data services, general-purpose middleware, and industry-specific middleware to enable customers and ISVs to achieve service innovation.

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Huawei has helped to implement digital change in a number of industries. In the carrier industry, Telecom Italia replaced legacy storage systems with Huawei all-flash arrays. Delivering the same capacity, the number of required cabinets was reduced from 55 to 9, the electricity fee was cut by 82%, the space usage was reduced by 82%, and the number of maintenance personnel was reduced by 50%. The storage performance was also improved by 55%, and the overall OPEX reduced by 73%.

Meanwhile in the financial industry, China Everbright Bank chose Huawei's hyper-converged infrastructure to implement digital transformation in its 38 branches. The implementation took two days to put in a branch on average. The number of servers and cabinets required was reduced by 86% and the number of maintenance engineers decreased by 45%.

Finally, in the government and public utilities sector, Huawei helped the Zhejiang Jiaxing government build a government data lake, which not only simplified government work but also facilitated citizens' daily activities. For example, registering a new company used to take two months, and people used to visit six government departments for primary school enrollment. Things are different now. The registration process takes only five days, and the enrollment can be completed through an online application.

Huawei IT Product Line is committed to accelerating digital and intelligent transformation for enterprises by using chips, architecture, and AI technologies. Huawei has also been working in the cloud computing, Big Data, computing, and storage domains for many years. According to reports from IDC and Gartner, Huawei's Big Data and e-Government Cloud solutions are in the leader's position in China, and Huawei's storage has been reaffirmed as a world leader. Huawei's hyper-convergence infrastructure have also been seen as a challenger.

In addition to accumulating practical experience, Huawei has set up R&D innovation centers around the globe for IT innovation. Huawei integrates intelligent technologies into IT infrastructure and uses cloud services based on software and hardware integration to deliver superior performance and build an intelligent cloud platform. Huawei also builds data lakes to mine, aggregate, and analyze various types of data, which lays a solid foundation for Intelligent Big Data solutions. In addition, Huawei leverages intelligent computing chips and all-flash technologies to implement intelligent computing and storage.

Huawei teams up with customers and partners to create a vibrant ecosystem, meeting customers' requirements in increasingly complex application scenarios, creating value for customers, and achieving a win-win situation for continuous growth. Huawei's vision is to build a smart world where everything is interconnected. As such, Huawei plays an active role in the open source community and promotes the standardization of cloud platforms. Huawei is the first and only platinum member and director of the OpenStack Foundation in Asia, with the contribution ranking No. 1 in China and No.2 in the world. Huawei is also ranked No. 3 and No. 4 among global vendors in terms of contribution to the Hadoop community and the Spark community, respectively.

The first Huawei Global Analyst Summit was held in 2004, and has continued annually for 15 years. This year's summit runs from April 17 to 19, with multiple parallel sessions. Attendees include industry experts from around the world, all of whom provide their unique insight into a variety of topics and trends. For more information, please visit www.huawei.com/minisite/has2018/en/

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Talend Updates Data Fabric to Unlock Analytics Potential of SAP Data

16 April 2018

[Talend](#) today unveiled significant updates to [Talend Data Fabric](#) that allow customers to unlock data stored in SAP systems for analytical insights, maximizing their SAP investments. Expanding upon Talend's current support for SAP, the new capabilities help customers easily and quickly combine existing SAP data with other enterprise applications and external big data sources, then offload it to data lakes or data warehouses—either on-premises or in the cloud—to run big data scenarios.

“As organizations amass a greater volume and variety of data, they need a simple, cost-effective way to gain insights across all enterprise information – wherever it resides – for long-term success in the digital economy,” said Ashley Stirrup, CMO, Talend. “SAP is a highly functional software platform currently used by 87% of the FORTUNE Global 2000. However, typically special expertise is needed to create a connection between SAP and third-party systems. Now, Talend Data Fabric can help companies sidestep this skill gap by delivering a fast and easy way to harness the power of SAP data for analysis, improving business insight and operations.”

The need for solutions that integrate disparate data is significant. In fact, a recent [HBR study](#) found that 55 percent of a company's data is not accessible. SAP systems are designed for transactional processing, but getting the right data into SAP to perform such transactions can often be a challenge. Additional barriers can arise when companies try to extract information from SAP systems to support reporting, dashboards, or analytics. For example, when:

- Synchronizing customer data from SAP ERP with other CRMs such as Salesforce
- Integrating SAP data with third-party suppliers or partner systems
- Migrating SAP data to a data warehouse or data lake for analytics or to run big data scenarios

To help customers overcome these hurdles, Talend Data Fabric now includes more sophisticated SAP connectors and components to support more enterprise-grade use cases. Talend's new SAP support capabilities include:

- SAP Bulk Extraction allows customers to pull large amounts of batch big data out of SAP Business Suite and SAP S/4HANA and migrate it to other systems or applications for use in big data scenarios.
- A native ELT push down feature enables customers to benefit from the in-memory processing power of SAP HANA, significantly speeding up application performance without the need to be an ABAP expert.
- A Business Content Extractor (in tech preview) delivers semantic views on top of SAP data sources, making that information more readily accessible. It also allows customers to integrate with SAP Business Warehouses without needing external logic.
- Access to SAP HANA Calculation Views enables customers to work with composite snapshots and perform complex calculations, dramatically simplifying the data modeling process.

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