

## Contents

<b>CIMdata News</b>	<b>2</b>
CIMdata President, Peter Bilello, Featured in Enterprise Security: “PLM: A Key Enabler of the Digital Transformation”	2
CIMdata’s Executive Consultant, Dr. Ken Versprille, to make a presentation at PTC’s LiveWorx 18	2
Dassault Systèmes Acquires Majority Stake in Centric Software (CIMdata Highlight)	3
PTC and Rockwell Automation Announce Strategic Partnership to Drive Industrial Innovation and Accelerate Growth (CIMdata Highlight)	4
Theme Announced for CIMdata’s PLM Road Map™ EMEA 2018	5
<b>Acquisitions</b>	<b>6</b>
Dassault Systèmes and Centric Software Come Together to Accelerate Digital Transformation of Fashion, Retail and Consumer Goods Companies: Dassault Systèmes to Acquire Majority Stake in Centric Software	6
<b>Company News</b>	<b>8</b>
Accenture Opens Liquid Studio and Nano Lab in Bratislava to Help Clients Innovate by Accelerating Application Development	8
ALLPLAN Opens US Office in West Chester, Pennsylvania	9
Aras Opens UK Office to Accelerate Digital Transformation Initiatives for Leading UK Manufacturers	9
HCL Technologies Receives 2018 SAP Pinnacle Award; GSSP SAP Business Transformation Partner of the Year	10
IBM unveils major expansion of cloud capabilities and global availability zones	10
PTC Renew Sponsorship of Formula Student UK Competition	12
PTC and Rockwell Automation Announce Strategic Partnership to Drive Industrial Innovation and Accelerate Growth	13
Sandvik Coromant Named MSC Industrial Supply’s Supplier of the Year	14
SpecPage Partners with Precise to Elevate Food Safety and Regulatory Compliance in China	14
Vast Majority of Aerospace and Defense Companies Plan to Integrate Blockchain by 2021, Accenture Report	15
<b>Events News</b>	<b>17</b>
Dassault Systèmes’ 3DEXPERIENCE Forum North America to Showcase Strategies for The Industry Renaissance	17
Gerber Hosts Expert Panel at PI Apparel New York on 3D Customer Experience and Platform Strategy	18
Kalypso to Showcase Industry-Leading Digital Transformation Practices at LiveWorx 2018	19
Robin Systems to present at DataWorks Summit San Jose 2018, Covering How Big-Data Applications Benefit from Container Tech Through Entire Application Stack	20
<b>Financial News</b>	<b>21</b>
Accenture to Host Conference Call Thursday, June 28, to Discuss Third-Quarter Fiscal Year 2018 Results	21
AVEVA Group PLC Preliminary Results for Year Ended 31 March 2018	21
IGE+XAO: Growth in turnover for the 3rd quarter: 5%	22
<b>Implementation Investments</b>	<b>23</b>
CellIOS Software wins Big Data Analytics Solution Contract with AIS Thailand	23
KEEN, Inc. Steps into Success with Centric Software	23
Mansons International Accelerates Business Expansion with Infor	25
Xometry Finds Scalable Solution for Custom Manufacturing with Infor	26

# CIMdata PLM Industry Summary

---

<b>Product News</b>	<b>27</b>
ANSYS Leverages Modelon Technology for Simulation-Based Digital Twins	27
CONTACT Software sets new benchmarks in classification	27
DATADVANCE announces pSeven 6.13 release	28
Ideate Software Releases Updates to its Productivity Tools for Autodesk Revit 2019	31
Intangles Releases Digital Twinning in Vehicle Life Cycle Management	32
TCS Digital Reimagination Framework, Powered by SAP Leonardo, Launches on Microsoft Azure	33

## CIMdata News

### ***CIMdata President, Peter Bilello, Featured in Enterprise Security: “PLM: A Key Enabler of the Digital Transformation”***

12 June 2018

The content is copyright protected and can be accessed by visiting <https://security-information-and-event-management.enterprisecuritymag.com/cxinsight/plm-a-key-enabler-of-the-digital-transformation-nid-567-cid-9.html>



[Click here to return to Contents](#)

### ***CIMdata’s Executive Consultant, Dr. Ken Versprille, to make a presentation at PTC’s LiveWorx 18***

11 June 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces that its Executive Consultant, Dr. Ken Versprille, will make a presentation at PTC’s LiveWorx 18 Technology Conference and Marketplace entitled, “Topology Optimization: Finding Its Way in the Product Development Process.” PTC’s LiveWorx 18 will take place at the Boston Convention and Exhibition Center, Boston, Massachusetts, on 17-20 June. Dr. Versprille’s presentation will take place during day 2 of the conference, on 19 June.

Generative design is a process wherein the shape and composition of a product is determined by using physics-based simulation and other analysis methods that consider performance requirements and optimize objectives such as minimum cost and weight. Topology Optimization is the most familiar generative design process and its popularity is being driven by improvements in 3D printing. Such design approaches, however, challenge the traditional product development process in that many downstream tools do not understand the output of topology optimization algorithms. In his presentation, Dr. Versprille will look at the issues and the varied solutions being developed across the industry to fit topology optimization into the traditional design process.

Dr. Versprille has more than 40 years of experience in the application of computer-based solutions to engineering and manufacturing enterprises. His in-depth technical research in three-dimensional geometric modeling; computer-aided engineering; and design, manufacturing, and documentation applications have helped both solution supplier and end-user companies plan more effective use of technology to improve their business strategies. He held numerous senior level technical and managerial positions during 15 years at Computervision Corporation.

# CIMdata PLM Industry Summary

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Dr. Versprille earned both his MS and Ph.D. in computer science from Syracuse University, where he studied under Steven A. Coons, a pioneer in the computer graphics field. He is recognized for publishing the first description of NURBS (Non-Uniform Rational B-Splines), the mathematical curve and surface formulation that has become an international standard in CAD and Computer Graphics. In 2005, he was awarded a Lifetime Achievement Award by The CAD Society.

For more information about the presentation, please visit:

<https://www.cimdata.com/en/events/plm-industry-events/event/373-ptc-liveworx-2018>

## About CIMdata

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

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



[Click here to return to Contents](#)

## ***Dassault Systèmes Acquires Majority Stake in Centric Software (CIMdata Highlight)***

14 June 2018

On June 14, 2018, Dassault Systèmes, a leader in the global PLM market, announced they had signed a definitive agreement to acquire a majority stake in Centric Software (Centric), an independent provider of data and process management solutions primarily for the retail, footwear, and apparel (RFA) markets. The announcement provided some interesting details about the notoriously quiet Centric, specifically their 2017 revenues of \$61 million, which they claimed was 60% growth over the previous year. Centric has been rumored to be up for sale for the last three years, a common occurrence at private equity funded companies, so their sale was not a complete surprise.

Dassault Systèmes has competed in the RFA space for a number of years. Despite some high-profile wins, their offering has struggled to gain traction. In contrast, Centric has been very aggressive in growing their impressive global team of RFA subject matter experts (SMEs) and building their business. It seems the old expression "if you can't beat 'em, join 'em" applies here with the DS investment joining Centric's business to their own. The exact terms of this acquisition will depend on continued revenue and profitability growth over the next two years, with an expected multiple of four to six times revenues.

# CIMdata PLM Industry Summary

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CIMdata believes this is a good move for Dassault Systèmes. They include this segment as one of their 12 core industries (the Consumer Goods & Retail segment to be specific), so growth is crucial. Adding Centric to the fold should go a long way in providing that growth. A 4 to 6 times multiple is reasonable for the PLM space, which has seen companies pay 10x revenues or more in the recent past. In addition, Centric has been winning customers outside the RFA space, which only adds to their potential value to Dassault Systèmes.

For Centric Software, this acquisition validates their strategy and results, and could provide capital for their continued expansion. At present, the software solutions are duplicative, but Dassault Systèmes stated they will continue to operate Centric as a stand-alone business, much as they did with SOLIDWORKS and their market leading mechanical CAD solution (which has now expanded to a much broader portfolio under Dassault Systèmes). It will create even more pressure within Centric to expand sales to maximize the final price tag for 100% of the company. As with most acquisitions, there is the risk that key SMEs will leave Centric, but assuredly the mergers and acquisitions savvy team at Dassault Systèmes has built in steps to minimize this during the two-year timeline before they can fully acquire the company. We wish the Centric team luck in maximizing their revenues until then.

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[Click here to return to Contents](#)

## ***PTC and Rockwell Automation Announce Strategic Partnership to Drive Industrial Innovation and Accelerate Growth (CIMdata Highlight)***

14 June 2018

PTC and Rockwell Automation, Inc., announced on 11 June 2018 that they have entered into a definitive agreement for a strategic partnership to develop synergies between their respective offerings to help customers transform their physical operations using digital technology. As part of the partnership, Rockwell Automation will make a \$1 billion equity investment in PTC.

Rockwell Automation, a global leader in industrial automation, had revenues of \$6.3 billion in 2017. PTC, a PLM leader with 2017 revenues of \$1.2 billion, has pursued the Internet of Things (IoT) opportunity more aggressively than their PLM peers. The partnership will leverage both companies' resources, technologies, industry expertise, and market presence, and will include technical collaboration and joint global go-to-market initiatives. In particular, PTC and Rockwell Automation have agreed to align their respective smart factory technologies, combining PTC's ThingWorx IoT, Kepware industrial connectivity, and Vuforia augmented reality (AR) platforms with Rockwell

# CIMdata PLM Industry Summary

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Automation's FactoryTalk MES, FactoryTalk Analytics, and Industrial Automation platforms. The partners believe that the resulting integrated information solution will enable customers to achieve increased productivity, heightened plant efficiency, reduced operational risk, and better system interoperability.

CIMdata believes this relationship should provide both companies' customers new expertise to improve their manufacturing capabilities and efficiencies. Integrating Rockwell Automation's industrial control and software technology and domain proficiencies with PTC's ThingWorx and other technology solutions will provide industrial enterprises a better ability to capitalize on the capabilities of the Industrial IoT. It will also allow each company to spend more time focusing on their strengths, which should help both companies bring more technology and expertise to the combined offering over time. But, as with any partnership, time will tell if the two companies will succeed. However, unlike many partnership announcements, this one includes a \$1 billion price tag, which raises the stakes for both parties and the visibility of the partnership around the world. CIMdata looks forward to learning more at PTC's upcoming LiveWorx event and from our joint clients.

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 [Click here to return to Contents](#)

## ***Theme Announced for CIMdata's PLM Road Map™ EMEA 2018***

12 June 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, has announced that the theme for PLM Road Map™ EMEA 2018 will be, "Digitalizing Reality—PLM's role in enabling the digital revolution." This one-day, event will be held in collaboration with PDT Europe at the Le Méridien Hotel, Stuttgart, Germany on October 24-25.

The digital enablement of key business processes is growing rapidly. At times, these developments seem to be moving at warp speed, are difficult to follow and understand, and are even more difficult to integrate into one's business. New business concepts such as Industrie 4.0, Digital Twins, Additive Manufacturing, and the Internet of Things hold the promise for measurable business value and the companies that embrace them understand that it is possible to digitalize the real world.

In a format that will offer a series of plenary and keynote sessions designed to facilitate conversations between presenters and conference participants, CIMdata's PLM Road Map EMEA 2018 will use real-

# CIMdata PLM Industry Summary

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life examples of these concepts at work and will demonstrate that PLM is a core enabler of this product-centric digital world.

“CIMdata is committed to delivering high client value with our PLM Road Map conferences and we are excited to once again offer this program in conjunction with PDT Europe,” stated Ms. Cheryl Peck, CIMdata’s Director of Marketing and PLM Road Map Conference Director. “This year’s conference theme is reflective of what we are seeing out in the market,” added Ms. Peck.

PLM Road Map EMEA 2018, in collaboration with PDT Europe 2018, is the must-attend event for PLM industry leaders and PLM practitioners globally—providing independent education and a collaborative networking environment where ideas, trends, experiences, and relationships critical to the industry germinate and take root.

For information about the events see our website at: <https://www.cimdata.com/en/education/plm-conferences/2018-plmrmeurope-pdt/2018-plmrmna-about-plmrm>.

## About CIMdata

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

 [Click here to return to Contents](#)

## Acquisitions

***Dassault Systèmes and Centric Software Come Together to Accelerate Digital Transformation of Fashion, Retail and Consumer Goods Companies: Dassault Systèmes to Acquire Majority Stake in Centric Software***

14 June 2018

[Dassault Systèmes](#) today announced that it has entered into a definitive agreement to acquire a majority stake in [Centric Software](#), a privately-owned industry market leader driving digital transformation with software innovation in the fashion, apparel, luxury and retail sectors. With this investment, Dassault Systèmes aims to accelerate the digital transformation of companies seeking solutions for the



## CIMdata PLM Industry Summary

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increasingly complex development of collections that respond to today's on-trend and on-demand consumers, representing a multi-billion dollar total addressable market.

Headquartered in California's Silicon Valley and with offices in 13 countries, Centric Software provides product lifecycle management software solutions to more than 600 globally-recognized brands including ASICS, Bass Pro, Belle China, Bestseller, Etam, Kate Spade, Loblaws, Louis Vuitton, Michael Kors, Samsonite, Ted Baker, Tommy Hilfiger and others. In 2017, Centric Software grew over 60 percent for a revenue of \$61 million and generated positive net income. Centric's industry-specific collaborative PLM platform is used for merchandise planning, product specifications, materials management, product sourcing, cost scenarios, collection management, calendar management and quality management, on desktop and also optimized for mobile devices, to increase efficiency, accelerate time to market, and improve sales and product margins.

"As we are connecting the dots of the value network for customers in 12 industries and 70 segments, we understand the specific needs of the sectors that launch their products by collection," said Bernard Charlès, Vice Chairman and CEO, Dassault Systèmes. "Centric Software is joining us with a market-leading, well-tailored, configurable PLM solution and a great team of experts fully dedicated to making these particular customers successful. Together, we are going to accelerate their transformation with PLM and create even more business value with our 3DEXPERIENCE industry processes. As we did for SOLIDWORKS 20 years ago, we will keep Centric Software independently operated."

Today's consumers are more knowledgeable about products than ever before, quickly defining and following trends in a world where the digital and physical converge. Competitive apparel and fashion brands are scrambling to meet their expectations for on-trend and on-demand products by increasing the number of collections they produce each year and accelerating their launch. For thousands of companies, this challenge requires last-minute decision-making and the need to reconfigure business processes for product creation through market launch quickly without eroding margins or product quality.

"By partnering with Dassault Systèmes, Centric Software will have the backing of a world-leading innovation company," said Chris Groves, President and CEO, Centric Software. "Our combined expertise in digital transformation, PLM and the 3DEXPERIENCE platform will allow us to accelerate the development of market-driven innovations to help our customers develop a competitive advantage and fuel growth."

"I look forward to Centric Software partnering with Dassault Systèmes to leverage two, world-class, innovative companies as they enable, accelerate and deliver the most fundamentally disruptive, purpose-built solutions for a vast yet radically underserved industry yielding compelling economic efficiencies of end-to-end digital transformation," said Bandel Carano, Managing Director, Oak Investment Partners, an investor in Centric Software.

Under the terms of the agreement, Dassault Systèmes will acquire for cash a majority ownership of Centric Software, which will be comprised between 58 and 69 percent depending on the Centric Software shareholders' election, and an advance payment on the acquisition of the remainder of the shares, which will take place in 2020 and 2021. The total consideration for the acquisition of 100 percent of Centric Software's equity will depend on Centric Software's revenue growth and profitability in the two years to come, and will be comprised between four and six times 2019 and 2020 revenues.

Shearman & Sterling LLP acted as legal counsel to Dassault Systèmes and Union Square Advisors LLC acted as exclusive financial advisor and DLA Piper as legal counsel to Centric Software in connection

with the transaction.

Comments on this acquisition will be made during Dassault Systèmes' [Capital Markets Day](#), which will be held on June 15, 2018. A webcast of the Capital Markets Day including Centric Software acquisition comments and a Q&A will be available that afternoon by accessing <http://www.3ds.com/investors/>.



[Click here to return to Contents](#)

## Company News

### ***Accenture Opens Liquid Studio and Nano Lab in Bratislava to Help Clients Innovate by Accelerating Application Development***

13 June 2018

Accenture has opened a [Liquid Studio](#) in Bratislava to help clients speed up innovation and software deployment cycles, as well as a Nano Lab, which offers a window into the extensive research and development conducted by [Accenture Labs](#) worldwide.

At the Accenture Liquid Studio in Bratislava, clients work side-by-side with highly skilled Accenture professionals, building innovative solutions with speed and agility. To accomplish this, Liquid Studio teams are grouped in highly interconnected pods, working with contemporary development approaches such as Agile methodologies powered by DevOps, and disruptive technologies including artificial intelligence, augmented reality, blockchain and cloud.

The Nano Lab complements the Liquid Studio in Bratislava by bringing the latest breakthroughs in applied research from Accenture Labs around the world, and demonstrating the potential of emerging technologies through compelling case studies and demos.

“With these new offerings, we are able to bring the latest technology innovations to our clients, fostering a startup-like environment in which we can co-create and prototype new solutions,” said Carlo Trimarchi, Europe Advanced Technology Centers lead at Accenture. “We are now able to develop and implement solutions more quickly and efficiently, ultimately benefiting our clients’ businesses.”

Tomas Volek, country managing director for Slovakia and Hungary at Accenture, added, “Opening these facilities in Bratislava demonstrates our commitment to investing in this region. Moreover, the expansion enables us to offer new, interesting technology career opportunities to existing and future employees.”

The Accenture Liquid Studio and Nano Lab in Bratislava further expand the application development capabilities of the Accenture Advanced Technology Center, which has operated in the city since 2003.

Accenture Liquid Studios and Nano Labs are an integral part of the [Accenture Innovation Architecture](#), which brings together capabilities – from research, ventures and labs to studios, innovation centers and delivery centers – to develop and deliver disruptive innovations for clients, and to scale them faster.



 [Click here to return to Contents](#)

## ***ALLPLAN Opens US Office in West Chester, Pennsylvania***

7 June 2018

ALLPLAN announces the addition of a US office in West Chester, Pennsylvania. The new office location continues a larger trend of international growth to provide BIM solutions for structural and civil engineers globally.

“After a very successful launch of the UK office last year and the great feedback and results we have seen, the new US office is the next logical part of our international growth strategy. We believe we will continue the success we have been having in our approach of BIM for infrastructure and in developing these markets”, comments Richard Brotherton, CEO at ALLPLAN. “The US market has a strong potential and the market investigation showed that ALLPLAN brings great benefits to meet the challenges of moving to digital infrastructure construction and BIM”, he adds.

To develop this new regional operation, the company has appointed an experienced team of senior management in Dan Istvan SVP for Technical, Simone Stoker SVP for Operations and Simon Slater SVP for Sales and Marketing. The new office will cover North America, including Canada, and also regions of South America.

Simon Slater states: “The opening of the US office is an amazing opportunity and I’m glad to be part of such an innovative company at the forefront of digitizing the AEC market. Having spent many years in software for the construction industry it is great to deliver a comprehensive solution portfolio that provides powerful tools for all stages in the life cycle of a building to a market with such a potential.”

 [Click here to return to Contents](#)

## ***Aras Opens UK Office to Accelerate Digital Transformation Initiatives for Leading UK Manufacturers***

13 June 2018

[Aras](#) today announced it has opened a UK office to directly support UK manufacturers in automotive and aerospace and defense pursuing digital transformation initiatives. The new UK office joins existing European operations in France, Germany, and Switzerland as well as the company’s strong network of integration and technology partners.

Agile Implementation for Transformation and Fast Time to Value with Aras

Aras’ open, flexible, scalable, and [upgradable PLM platform](#) enables organizations to drive product innovation and new business models by transforming their product processes and connecting teams to information. Manufacturers worldwide are turning to Aras to overcome the limitations of legacy PLM, master the complexity of today’s system-level product development, and solve their toughest product development challenges. Aras’ agile deployment methodology dramatically shortens the time it takes for businesses to define their processes, connect disparate IT systems, and evolve their processes as their business changes.

# CIMdata PLM Industry Summary

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Andreas Mueller, SVP of European Operations at Aras said, “One of the most important differentiators that we hear from customers is how our teams listen to their requirements, engage everyone from the users to the stakeholders, and work side-by-side with them to develop and iterate technology solutions quickly. This collaborative approach, along with our open and modern platform, is reshaping industry expectations of PLM and enabling companies to lay a new foundation for growth. The addition of our UK office will strengthen our capability on the ground in Europe and help us to continue the types of successes we’ve achieved at companies like Audi, Airbus, BMW, Schaeffler, and others.”

 [Click here to return to Contents](#)

## ***HCL Technologies Receives 2018 SAP Pinnacle Award; GSSP SAP Business Transformation Partner of the Year***

4 June 2018

HCL Technologies announced that it has been awarded the 2018 SAP® Pinnacle Award: GSSP SAP Business Transformation Partner of The Year, which recognizes its outstanding contributions to its customers, as a SAP partner. SAP presents these awards annually to the top partners who have excelled in developing and growing their partnership with SAP, helping customers run better. Winners and finalists in 29 categories were chosen based on recommendations from the SAP field, customer feedback, and performance indicators, including two Customers’ Choice awards, which recognize customer-nominated SAP partners.

“We are excited and honored to be recognized by SAP as the GSSP SAP Business Transformation Partner of the Year and to receive the 2018 SAP® Pinnacle Award,” said Michael Romero, Senior Vice President, HCL SAP Practice. “Our investments in creating innovative SAP solutions, as well as building the right talent has helped to enable business transformation for our clients. Having a strong partner like SAP is one of the factors in this success.”

This award is a testament to the strong relationship between HCL Technologies and SAP. HCL Technologies was also recently named a leader by Gartner in its 2018 SAP Application Services Magic Quadrant Worldwide.

SAP Pinnacle Awards shine a spotlight on SAP’s partners’ remarkable contributions, acknowledging their dedication to teamwork, innovative approach and capacity to challenge what is possible to help customers achieve their goals. The SAP Global Partner Summit is held in conjunction with SAPPHIRE NOW® and ASUG Annual Conference, the largest global business technology event.

 [Click here to return to Contents](#)

## ***IBM unveils major expansion of cloud capabilities and global availability zones***

10 June 2018

What does it take to be the cloud for enterprise? How can IBM Cloud better empower clients to digitally transform their businesses? These are the questions we set out to answer at IBM every day.

Knowing what it means to be the cloud for enterprise doesn’t require an army of market researchers and focus groups. Our methodology is far simpler and time-tested: When our clients speak, we listen.

# CIMdata PLM Industry Summary

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Customers like [ExxonMobil](#), [Bausch + Lomb](#), [Crédit Mutuel](#) and [Westpac](#) are migrating critical workloads to the IBM Cloud. More importantly, they are discovering new revenue streams, digital solutions and value propositions through insights derived from their own data, illuminated on the cloud.

In every client meeting, industry event, or in the hundreds of casual conversations that take place all over the world, we hear about the recurring issues our clients face, as well as new challenges presented by an ever-changing business and technology landscape, and we adapt to meet those needs. Not once a year, or twice a quarter, but continuously.

There was a time when one or two major feature releases were all that clients required — or wanted — to remain competitive. Today, we know that in order to help our clients truly compete, transformation must be a constant.

Working alongside our clients, we also know that each journey is unique. There is no such thing as a one-size-fits-all path to cloud. And going from zero to cloud? That's rarely the primary goal of the enterprise.

Being the cloud for enterprise means being able to meet our clients where they need us, both geographically and in terms of where they are in their own transformation journeys.

At [CEBIT](#), we are announcing a major expansion of capabilities on IBM Cloud, as well our strategy to expand our cloud's global reach, unlocking the cloud for more parts of the globe than ever before.

Today's announcements are designed to significantly increase resiliency, networking, scaling and data privacy controls across our global footprint. This is especially critical as clients look to gain greater control of their data in the face of tightening data regulations, such as the EU's General Data Protection Regulation (GDPR).

Our announcements include:

- 18 new availability zones in North America, Europe and Asia-Pacific: IBM Cloud continues to build out its cloud footprint with 18 new [availability zones](#) in high demand centers in Europe (Germany and UK), Asia-Pacific (Tokyo and Sydney), and North America (Washington, DC and Dallas, Texas). An availability zone is an isolated instance of cloud inside a data center region, with independent power, cooling and networking to strengthen fault tolerance. While IBM Cloud already operates in nearly 60 locations, it now has even more capacity and capability in these key centers.
- Global availability of multi-zone clusters: [Now within the same IBM Cloud region, clients can deploy a Kubernetes cluster with worker nodes distributed across different zones](#) (for example in different physical data centers), ensuring apps and clusters remain highly available. Additionally, Kubernetes clusters now feature worker pools, which are a collection of worker nodes with the same flavor, define the number of app instances and then let Kubernetes ensure the app is distributed across zones.
- Preview of Virtual Private Cloud to significantly advance network protection: IBM is previewing its Virtual Private Cloud (VPC) service in the US South region, providing isolation for workloads and data on the IBM Cloud, available in June for selected clients. VPC gives companies control over the virtual networking environment, including the option for clients to Bring Your Own IP (BYOIP) addresses. With VPC, clients can secure workloads from network intrusion, isolate workloads from other accounts and distribute their application workloads across availability zones for greater resiliency. When the service becomes generally available later this

# CIMdata PLM Industry Summary

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year, VPC will be designed to allow clients to create an isolated cloud environment spanning multiple regions and connected to their on-premises environments. VPC is the next wave in IBM network-based isolation, enabling private endpoint connectivity for our virtual servers.

- Global availability of IBM Cloud Internet Services: To extend security from the cloud to applications and workloads at the edge, [IBM Cloud Internet Services](#) is now generally available to help clients protect internet-facing applications from Distributed Denial of Service (DDoS) attacks, data theft and bot attacks. IBM Cloud Internet Services is available globally and is a vital tool for GDPR-ready companies that need to adhere to EU regulatory compliance requirements.
- IBM Cloud Infrastructure-as-a-Service obtains Germany's BSI C5 attestation for design of controls: In response to security requirements of customers, [IBM Cloud Infrastructure-as-a-Service](#) (IaaS) has obtained the C5 (Cloud Computing Compliance Controls Catalogue) attestation as defined by the German Federal Office for Information Security (BSI) for the design of controls of its public cloud infrastructure.

This is just a part of our continued investments into the IBM cloud strategy. There is much more to come as we deliver new offerings and enhancements to intelligently and securely guide our customers through their journey to the cloud.

 [Click here to return to Contents](#)

## ***PTC Renew Sponsorship of Formula Student UK Competition***

11 June 2018

PTC and partner, [Concurrent Engineering](#), today announced renewed sponsorship of Formula Student UK, the popular program where engineering students compete to design, build, test and race small-scale formula-style cars. Large crowds are expected to cheer on the over 130 teams from more than 30 countries that will compete for the coveted title in Silverstone from 11-15th July.

Run by the UK Institution of Mechanical Engineering, Formula Student UK (FS) is Europe's most established educational engineering competition. Backed by industry and high-profile engineers such as patron, Ross Brawn OBE, the competition is designed to nurture enterprising and innovative students and spotlight engineering as an appealing career for young people to pursue.

PTC thoroughly enjoys supporting aspiring engineers through its Academic Program. The PTC Academic Program is designed and exclusively driven to support the next generation of engineers by providing its Industry-winning solutions to academic institutions. PTC offers Formula Student participants free use of its award-winning suite of product development tools such as:

- PTC Creo 4.0 Educational Premium: a suite of computer-aided parametric and FEA design apps that support product design and allow for the launch of AR experiences
- PTC Mathcad Prime 4.0: engineering software for carrying out, analysing and sharing vital mathematical calculations and directly integrating them in Creo
- PTC's Product Lifecycle Management solution Windchill:, a tool for easy and effective project management
- PTC's award-winning Industrial IoT platform ThingWorx for monitoring connected products
- Access to IoT University, PTC's online training platform, for self-paced dynamic learning

exercise

Bernhard Eberl, director of the Global Academic Program at PTC: “Formula Student is a great opportunity for endeavoring engineers to gain professional, hands-on experience in their field of study. This year a driverless car will be among the entries, proving that when given industry-leading software and access to leading-edge IoT and AR platforms, there are no limits to what can be achieved. The excitement around this event is tangible and we are proud to offer our solutions and our support to the engineers of tomorrow.”

During the event at Silverstone, PTC and UK partner [Concurrent Engineering](#) will display and demonstrate their product development software solutions. Visitors are encouraged to stop by and investigate the software used to build the impressive FS cars. Informational brochures will be also available for graduates interested in beginning their career path with PTC.

 [Click here to return to Contents](#)

## ***PTC and Rockwell Automation Announce Strategic Partnership to Drive Industrial Innovation and Accelerate Growth***

11 June 2018

PTC and Rockwell Automation, Inc. today announced that they have entered into a definitive agreement for a strategic partnership that is expected to accelerate growth for both companies and enable them to be the partner of choice for customers around the world who want to transform their physical operations with digital technology. As part of the partnership, Rockwell Automation will make a \$1 billion equity investment in PTC, and Rockwell Automation’s Chairman and CEO, Blake Moret, will join PTC’s board of directors effective with the closing of the equity transaction.

The partnership leverages both companies’ resources, technologies, industry expertise, and market presence, and will include technical collaboration across the organizations as well as joint global go-to-market initiatives. In particular, PTC and Rockwell Automation have agreed to align their respective smart factory technologies and combine PTC’s award-winning ThingWorx® IoT, Kepware® industrial connectivity, and Vuforia® augmented reality (AR) platforms with Rockwell Automation’s best-in-class FactoryTalk® MES, FactoryTalk Analytics, and Industrial Automation platforms. The result will be an unmatched integrated information solution that will enable customers to achieve increased productivity, heightened plant efficiency, reduced operational risk, and better system interoperability.

“This strategic alliance will provide the industry with the broadest integrated suite of best-in-class technology, backed by PTC, the leader in IoT and augmented reality, and Rockwell Automation, the leader in industrial automation and information. Our combined customer base will benefit from two world-class organizations that understand their business and deliver comprehensive, innovative, and integrated solutions,” said Jim Heppelmann, President and CEO, PTC. “Leveraging Rockwell Automation’s industry-leading industrial control and software technology, strong brand, and domain expertise with PTC’s award-winning technology enables industrial enterprises to capitalize on the promise of the Industrial IoT. I am incredibly excited about this partnership and the opportunity it provides to fuel our future success.”

Blake Moret, Chairman and CEO, Rockwell Automation, said, “We believe this strategic partnership will enable us to accelerate growth by building on both companies’ records of innovation to extend the

## CIMdata PLM Industry Summary

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value of the Connected Enterprise and deepen our customer relationships. As IT and OT converge, there is a natural alignment between our companies. Together, we will offer the most comprehensive and flexible IoT offering in the industrial space. Our equity investment in PTC reflects our confidence in the partnership and the significant upside we expect it to create for both companies as we work together to profitably grow subscription revenue.”

Rockwell Automation’s solutions business will be a preferred delivery and implementation provider, supported by a robust ecosystem of partners that both companies have established. The strength of both companies across geographies, end markets, and applications is complementary.

 [Click here to return to Contents](#)

### ***Sandvik Coromant Named MSC Industrial Supply’s Supplier of the Year***

7 June 2018

[Sandvik Coromant](#) was selected out of more than 3000 top companies to receive the annual Supplier of the Year award from [MSC Industrial Supply Co.](#)

Introduced in 2017, MSC’s Supplier of the Year awards program is based on a rigorous set of criteria, including a strategic approach to customer service, technology innovation, new product introductions, breadth and quality of brand portfolios, operational excellence, sales training and engagement, and marketing and sales materials.

Sandvik Coromant’s Sean Holt and Derek Stiles accept the Supplier of the Year award from MSC’s Devon Anderson and John Gallo.

This year, MSC also recognized Sandvik Coromant as a Breakthrough Supplier, which identifies suppliers for outstanding effort, partnership, and above-market performance within the metalworking category.

“We’re honored to be recognized as Supplier of the Year by MSC,” said Sandvik Coromant President Sean Holt. “Successful partnerships such as the one between Sandvik Coromant and MSC give customers access to the combined strength of industry-leading brands that can truly add value to their business. We look forward to continued development of this partnership.”

Greg Polli, senior vice president of category management for MSC, added: “Although we consider all MSC suppliers among the best of the best, Sandvik Coromant is one of three suppliers this year who exemplify the drive, commitment, and technical expertise and world-class brands, products, and solutions that help us fulfill our commitment to making our customers’ businesses better. We greatly appreciate the considerable investment of resources these suppliers make with MSC to support our many mutual customers.”

 [Click here to return to Contents](#)

### ***SpecPage Partners with Precise to Elevate Food Safety and Regulatory Compliance in China***

11 June 2018

[SpecPage](#) will partner with Precise, an industry leading IT service company specializing in food and



beverage compliance consultation.

The partnership between SpecPage and Precise will expand the global presence of SpecPage to Greater China, Taipei, Hangzhou and Shanghai.

Through this strategic partnership, SpecPage and Precise will provide a platform that is unique to the food engineering and recipe-based manufacturing markets in China. Key market benefits include the assessment of specific processes and solutions for achieving data quality and regulatory compliance in the food and beverage industry.

With this partnership, manufacturers across the region will be able to leverage SpecPage solutions to manage an accurate and accessible flow of data between internal and external stakeholders to boost key compliance metrics and satisfy growing consumer demands for transparency and traceability in food preparation and nutritional labeling information.

“We are very excited to partner with Precise,” said Severin Weiss, CEO, SpecPage. “The rapid growth of the Taipei, Shanghai and Hangzhou markets shows their emergence as developing leaders. The leadership at Precise understands that compliance and speed to market are key for sustained growth and that in order to thrive, businesses must employ efficient and effective systems from end-to-end to provide traceability. That is how we help improve the efficiency of product development and lifecycle management.”

Sally Smidt, Managing Director, Precise, said that the partnership will further provide food enterprises with comprehensive and reliable product lifecycle management and guarantee quality management. “The value for Precise to partner with SpecPage is to provide our clients with an intuitive, straight forward solution to manage their R&D.

Precise has focused on food safety and quality IT consulting for more than 10 years – this partnership can bring comprehensive services to our clients.”

 [Click here to return to Contents](#)

### ***Vast Majority of Aerospace and Defense Companies Plan to Integrate Blockchain by 2021, Accenture Report***

12 June May 2018

Approximately six in seven aerospace/defense companies (86 percent) expect to integrate blockchain into their corporate systems within three years, according to a new research report from Accenture.

One of the world’s newest and most promising technologies, blockchain is a type of distributed ledger that maintains and records data in a way that allows multiple stakeholders to confidently and securely share access to the same information. According to the report – titled “[Launchpad to Relevance: Aerospace & Defense Technology Vision 2018](#)” – blockchain’s secure, immutable and decentralized features can help aerospace companies reduce maintenance costs, increase aircraft availability, and minimize errors in tracking aircraft parts.

The 86 percent of respondents from aerospace and defense companies who said they plan to integrate blockchain in their corporate systems by 2021 was higher than the percentage for all but two of the 18 industries surveyed as part of Accenture’s broader Technology Vision research.

# CIMdata PLM Industry Summary

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“Blockchain is well-suited to improve the performance of one of the world’s most complex, globally interconnected and security-dependent supply chains,” said John Schmidt, who leads Accenture’s Aerospace & Defense practice globally. “This elegant and paradigm-shifting technology has the potential to deliver profound benefits for the hundreds of suppliers typically involved in the manufacturing of a single aircraft.”

The survey findings point to numerous data challenges that blockchain technology can help address. For instance, Accenture’s research found that more than two-thirds (70 percent) of the aerospace and defense executives surveyed believe that companies will be grappling with growing waves of corrupted insights as more falsified data infiltrates their data-driven information systems. In addition, nearly three-quarters (73 percent) of them believe that organizations are basing their most critical systems and strategies on data – yet many have not invested in the capabilities to verify the accuracy of that data. And the same number (73 percent) also believe that automated systems create new risks, including fake data, data manipulation and inherent bias.

Blockchain can help ferret out falsified data and verify its veracity because it provides a secure and unchangeable data chain. The technology can also help track and provide consistent aircraft configuration data throughout the supply chain, as aircraft manufacturers, maintenance providers and airlines currently keep track of configuration data in their own systems yet rarely if ever integrate that information with other companies’ data.

“Knowing the actual configuration of an in-service aircraft at any point time is important,” Schmidt said. “Blockchain enables aerospace and defense companies to securely share, capture and authenticate data from a single source.”

In another Accenture report, titled [Extending the Digital Thread With Blockchain](#), Accenture found that blockchain can be used in tandem with digital twins – which are digital representations of physical objects – and can be a supporting technology within a powerful tool known as a digital thread. A large and diverse collection of interwoven data flows, a digital thread can provide more-efficient methods of sharing data throughout the product design, manufacturing and maintenance lifecycles, translating to faster and less expensive production, superior maintenance, and on-time upgrades.

“Blockchain, digital twins and digital threads are coalescing into a powerful combination of technologies that will launch the industry to higher levels of performance, data veracity, security and efficiency,” said Craig Gottlieb, a principal director in Accenture’s Aerospace & Defense practice and co-author of the blockchain / digital thread report.

[Launchpad to Relevance: Aerospace & Defense Technology Vision 2018](#) is derived from Accenture Technology Vision 2018, the company’s most-recent annual technology report that predicts key technology trends likely to disrupt business over the next three years, including artificial intelligence (AI) and virtual/augmented reality. Among key findings from the aerospace and defense executives surveyed about these technologies:

- Two-thirds (67 percent) said their companies will invest in AI in the next year, with many focusing initially on production, security, and research and development.

# CIMdata PLM Industry Summary

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- Four in five (80 percent) said they expect that every human in their workforce will be directly affected daily by an AI-based decision by 2021.
- More than half (57 percent) will invest in augmented reality and virtual reality in the next year, and nearly all (96 percent) believe extended reality will help close the physical distance gap when engaging employees or customers.

## Methodology

The [Accenture Technology Vision 2018](#) is developed annually by the Accenture Labs and Accenture Research. For the 2018 report, the research process included gathering input from the Technology Vision External Advisory Board; interviews with technology luminaries, industry experts, and Accenture business leaders; and a global online survey of more than 65,300 business and IT executives across 25 countries and 18 industries. Respondents were mostly C-level executives and directors at companies with annual revenues of at least US\$500 million, with most having annual revenues greater than US\$6 billion. The Technology Vision for Aerospace and Defense 2018 report is based on responses from 30 aerospace and defense executives.

 [Click here to return to Contents](#)

## Events News

### *Dassault Systèmes' 3DEXPERIENCE Forum North America to Showcase Strategies for The Industry Renaissance*

12 June 2018

[Dassault Systèmes](#) will focus on the economy of the future and the Industry Renaissance based on new ways of living, working, interacting, innovating and creating new business at its annual [3DEXPERIENCE Forum North America](#), held June 19-21 at the Marriott Copley Place in Boston. Attending senior executives will hear from market leaders who are transforming their businesses into social enterprises through digitalization and integrating business platforms throughout their organizations. John Rossman, a former Amazon executive who launched the company's Marketplace, will keynote the event with a discussion about digital disruption, Making the Digital Leap – Lessons from Amazon.

“Successful companies that aim to disrupt their markets and industries need to be laser focused on the customer experience and innovation,” said John Rossman. “I look forward to sharing the principles for leadership that I learned and used at Amazon with the attendees of the 3DEXPERIENCE Forum.”

John Rossman is the author of bestselling books *The Amazon Way: 14 Leadership Principles Behind the World's Most Disruptive Company* and *10 Principles for Every Leader from the World's Leading Internet of Things Strategies*. Rossman is an expert at crafting and implementing innovative and digital business models and capabilities. He is currently a Managing Partner at Rossman Partners, a consulting firm helping clients compete in the digital era.

“Industries across North America are going through a digitalization renaissance being driven by platforms and the merging of the real and virtual worlds. Businesses of all sizes are jumping at the chance to seize this advantage. New companies like Tesla and Joby Aviation, are disrupting the automotive and aerospace industries. During the Forum speakers from companies in a variety of

## CIMdata PLM Industry Summary

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industries, [GE](#), [MG McGrath](#), [Arrivo](#) and [Bell](#), will discuss how they are using the 3DEXPERIENCE platform to meet their business goals,” said Dean Marsh, Managing Director North America, Dassault Systèmes.

During the two day event, attendees will hear from Dassault Systèmes executives and customers including:

- Bernard Charlès, Vice-Chairman of the Board of Directors, Chief Executive Officer, Dassault Systèmes
- Bruno Latchague, Senior Executive Vice President, Americas, Dassault Systèmes
- Florence Verzellen, Executive Vice President, Industry Solutions, Marketing, Global Affairs and Communications, Dassault Systèmes
- Olivier Ribet, Vice President, Industries, Dassault Systèmes
- Dean Marsh, Managing Director North America, Dassault Systèmes
- Al Bunshaft, Senior Vice President, Americas Global Affairs and Academia, Dassault Systèmes
- Craig Platt, VP Technical Product Management, Digital Technology, GE Digital
- Mike McGrath, President, MG McGrath
- Dr. Knut Sauer, Co-founder, Arrivo
- Charles Marsh, Chief of Design Tools and Standards, Bell

The 3DEXPERIENCE Forum will feature cross-industry breakout tracks with a lineup of industry trailblazers, technology leaders and customer presentations that will empower attendees with ideas on how to transform their businesses. Additionally, attendees will have hands on experiences with the latest technologies and industry solution experiences from Dassault Systèmes in the 3DEXPERIENCE Playground.



[Click here to return to Contents](#)

### ***Gerber Hosts Expert Panel at PI Apparel New York on 3D Customer Experience and Platform Strategy***

13 June 2018

3D has been the topic of conversation in the industry for many years. The promise of time savings and value generation are substantial, but to date the challenge has been ease of use and how to address the needs of different users in an integrated way. "At [PI Apparel New York](#), Gerber will present an end-to-end 3D platform strategy and host a panel discussion covering the needs of users from creative design through pattern making, product, e-commerce and merchandising platforms as well as educators who support the fashion value chain," stated Bill Grindle, chief marketing officer at [Gerber Technology](#).

Integration is the key to truly realizing the promise of 3D. "Today, there are a variety of great solutions to support different stages of the supply chain, but they are all just point solutions, addressing individual user needs but not delivering on the full opportunity 3D can bring to our industry," said Mary McFadden, executive director [CAD product](#)management at Gerber. "For 50 years, customer feedback has been a central part of our product development and our 3D platform strategy is directly driven by the needs of our customers."

At PI Apparel New York, Gerber will host a [panel of experts](#) to discuss 3D – from educating the future fashion leaders through the entire product development and supply chain. Panelists will include:

# CIMdata PLM Industry Summary

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- Steve Frumkin – Dean, Fashion Institute of Technology
- Amnon Shalev – CEO & Founder, Virtuality.Fashion
- David Macy – VP of Product, Avametric
- Pep Torres – Innovation Manager, Happy Punt
- Christian Harris – 3D Product Owner, Gerber Technology
- Karsten Newbury – SVP & GM, Gerber Technology

 [Click here to return to Contents](#)

## ***Kalypso to Showcase Industry-Leading Digital Transformation Practices at LiveWorx 2018***

14 June 2018

Global consulting firm [Kalypso](#) will reveal its biggest presence ever at digital transformation conference LiveWorx18™ in Boston June 17-20. The firm will showcase industry-leading product development and digital transformation practices in its exhibition booth, and in collaboration with key clients. [Visit the Kalypso LiveWorx microsite here.](#)

As a Global Systems Integrator and Platinum PTC partner, Kalypso is strategically positioned to help companies innovate from idea to make in a digital world. Together, Kalypso and PTC combine leading strategy, process improvement, change leadership and technology to help companies capitalize on investments in product lifecycle management (PLM), IoT, analytics, smart connected operations and augmented reality.

In booth 1115, Kalypso will highlight industry-focused solutions that focus on providing business value for the industrial manufacturing, medical device and retail industries leveraging PTC technologies including Windchill®, FlexPLM, ThingWorx Navigate™, Vuforia AR, and ThingWorx Analytics.

Use cases for manufacturers in the [medical device](#), [industrial](#), and [retail, footwear and apparel](#) industries will demonstrate the application of advanced analytics to structured PLM data featuring Kalypso's Product Lifecycle Intelligence (PLI). Enabled by advanced machine learning techniques, PLI can turn data into valuable insights and help organizations predict the impact of product development decisions on key business performance metrics such as demand, cycle time, cost, quality, regulatory compliance, manufacturability and supply chain efficiency.

With an additional focus on demonstrating security, Kalypso partnered with Device Authority for its [medical device use case](#) to show how their KeyScaler security platform provides a strong root of trust, securing the medical device's identity and offering an automated approach for registering and authenticating devices for ThingWorx. KeyScaler also offers policy-based encryption for data security and solves compliance requirements.

In conference sessions, Kalypso will jointly present with client leaders from Medtronic, Johnson & Johnson, Stryker, Stanley Black & Decker, Praxair, CNH Industrial and others.

Join Kalypso at LiveWorx 2018 to network with industry leaders and learn how to leverage PLM, PLI and digital technologies to differentiate, build business value and make your digital vision a reality. Visit [kalypso.com/liveworx2018](http://kalypso.com/liveworx2018) for complete details.

 [Click here to return to Contents](#)

## ***Robin Systems to present at DataWorks Summit San Jose 2018, Covering How Big-Data Applications Benefit from Container Tech Through Entire Application Stack***

13 June 2018

Gold Sponsor [Robin Systems](#) will be at the [DataWorks Summit San Jose](#), the premier big data community event for everything data, June 17 – 21 at the [San Jose McEnery Convention Center](#), exhibiting its [Robin Cloud Platform](#) for self-service, 1-click deployment and management of big data applications and databases. Visit Robin Systems at the exhibit hall, booth #G3, and talk to experts about achieving an app-store experience and agility in Application Lifecycle Management, as well as lowering administration costs and reducing time-to-market. Visitors to the booth can also engage with the Robin team and sign-up for a free demo of Robin Cloud Platform to get an Amazon Fire Tablet.

[Partha Seetala, CTO of Robin Systems](#), will present the breakout session, “Containerized Hadoop Beyond Kubernetes for Supporting Data Heavy Applications Holistically Across Containers, Networking and Storage Stacks” at DataWorks Summit. This technical session will explain how to run and manage the lifecycle of containerized Hadoop and other applications in the data analytics pipeline efficiently and effectively, far and beyond simple container orchestration. A production-scale Hadoop deployment inside containers needs to honor anti/affinity, fault-domain and data-locality policies. Kubernetes alone, with primitives such as StatefulSets and PersistentVolumeClaims, is not sufficient to support a complex data-heavy application such as Hadoop.

### Event Details:

What: Breakout session - Containerized Hadoop Beyond Kubernetes @ DataWorks Summit 2018, San Jose

Who: [Partha Seetala](#), CTO, Robin Systems

When: Wednesday, June 20, 2018, 2:50 – 3:30 pm

Where: Grand Ballroom, 220 B, San Jose McEnery Convention Center

What: 20 min Theater Talk: Containerizing HDP: 6 Best Practices

Who: [Ankur Desai](#), Director of Products, Robin Systems

When: Wednesday, June 20, 2018, 10:35 – 10:55 am

Where: Expo Floor Theater

Reporters and analysts interested in speaking with Robin Systems executives are encouraged to contact [Robin Systems public relations](#).

 [Click here to return to Contents](#)



## Financial News

### ***Accenture to Host Conference Call Thursday, June 28, to Discuss Third-Quarter Fiscal Year 2018 Results***

12 June 2018

Accenture will host a conference call at 8:00 a.m. EDT on Thursday, June 28, to discuss its third-quarter fiscal year 2018 financial results. A news release containing these results will be issued before the call.

To participate, please dial +1 (800) 230-1059 [+1 (612) 234-9959 outside the United States, Puerto Rico and Canada] approximately 15 minutes before the scheduled start of the call. The conference call will also be accessible live on the Investor Relations section of the Accenture Web site at [www.accenture.com](http://www.accenture.com).

A replay of the conference call will be available online at [www.accenture.com](http://www.accenture.com) beginning at 10:30 a.m. EDT on Thursday, June 28, 2018, and continuing until Thursday, Sept. 27, 2018. A podcast of the conference call will be available online at [www.accenture.com](http://www.accenture.com), beginning approximately 24 hours after the call and continuing until Thursday, Sept. 27, 2018. The replay will also be available via telephone by dialing +1 (800) 475-6701 [+1 (320) 365-3844 outside the United States, Puerto Rico and Canada] and entering access code 449817 from 10:30 a.m. EDT Thursday, June 28, 2018 through Thursday, Sept. 27, 2018.

 [Click here to return to Contents](#)

### ***AVEVA Group PLC Preliminary Results for Year Ended 31 March 2018***

14 June 2018

On 1 March 2018, the Group announced the completion of the combination with the Schneider Electric Industrial Software Business ('the Combination'), creating a global leader in engineering and industrial software. The statutory results<sup>1</sup> are prepared on a reverse acquisition basis and reflect 12 months of trading for the Schneider Electric Industrial Software Business and one month of trading for the heritage AVEVA Group. To provide a better understanding of the combined trading performance and to improve transparency, nonstatutory results are also shown for the combined Group on a pro forma 12 month basis<sup>2</sup>; and summary results are shown for the heritage AVEVA and Schneider Electric Industrial Software Business ('SES') on a 12 month standalone basis. We believe that the pro forma results for the combined Group give the most insight both into the historic performance of the Group as it is structured today and also give the most appropriate basis from which to consider the outlook for the combined Group.

#### **Highlights**

- Pro forma revenue for the combined Group grew 8.6% to £704.6m (2017 – £648.7m) adjusted EBIT grew 8.9% to £165.6m (2017 – £152.0m) and adjusted profit before tax grew 6.8% to £162.8m (2017 – £152.4m)
- Strong performance from the heritage AVEVA business with revenue up 15.0% to £248.2m (2017 – £215.8m), helped by FX tailwinds (+1.5%) and a large contract (+3%) to give underlying growth of

# CIMdata PLM Industry Summary

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c.10%. Adjusted profit before tax up 23.3% to £67.8m (2017 – £55.0m) representing a margin of 27.3% (2017 – 25.5%)

- Robust performance from the heritage Schneider Electric industrial software business ('SES') with revenue up 5.4% to £456.4m (2017 – £432.8m) adjusted EBIT up 0.7% to £98.0m (2017 – £97.3m)
- On a statutory basis, revenue grew 15.3% to £499.1m (2017 – £432.8m) and profit before tax fell 8.8% to £46.9m (2017 – £51.4m)
- Proposed final dividend maintained at 27.0 pence per share following the return of value of £10.15 per share in March 2018
- Today AVEVA announces that it is targeting annualised cost synergies of £25m which we expect to be fully implemented by the end of the 2020 financial year with the Combination also expected to generate material revenue synergies over the medium term.

Chief Executive Officer, Craig Hayman said:

“The last 12 months have been transformational for AVEVA, and the years ahead will be even more exciting as a global leader in industrial software. There is an accelerating, secular trend toward the digitalisation of industry and the combined Group is uniquely placed to capture this opportunity.

Our suite of proven solutions, deep sector expertise and global partner ecosystem, will help to drive innovation across the whole lifecycle of our customers' assets: from design, through to operations and maintenance, maximising returns on investment to the capital intensive industries we serve.

I am pleased with the results that we have announced today, which are a credit to the hard work of our people in what has been a very busy year. The integration of the business has begun in earnest to drive top-line synergies. I am excited about the opportunities that lie ahead of us and will be focused on driving profitable growth.”

Please visit [https://www.aveva.com/-/media/RedesignV2/English/Pages-Template/Investors/Financial-Resources/AVEVA\\_FY18\\_Results\\_14,-d-,06,-d-,18,-d-,\\_RNS.pdf?la=en](https://www.aveva.com/-/media/RedesignV2/English/Pages-Template/Investors/Financial-Resources/AVEVA_FY18_Results_14,-d-,06,-d-,18,-d-,_RNS.pdf?la=en) to view the full results, including graphs and tables.

 [Click here to return to Contents](#)

## ***IGE+XAO: Growth in turnover for the 3rd quarter: 5%***

14 June 2018

Over the 3rd quarter of 2017/2018, consolidated turnover for the Group is 7,888,543 euros, up 5% compared to the previous financial period. Over the first nine months and in light of the high level of activity in the 1st half of the year, turnover is up 7.7%, standing at 23,007,083 euros. This good growth can be explained by the momentum with the French activities and the major accounts, both nationally and internationally.

From a Research and Development standpoint, IGE+XAO focused its efforts on the one hand on the future versions of its flagship products SEE Electrical Expert V5, SEE Electrical V8R2 and SEE Electrical PLM, which are scheduled for release for the end of 2018, and on the other hand on the Group's 3D and web software.

## CIMdata PLM Industry Summary

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Finally, backed with the quality of its half-year results, the Group is solidly structured with, at 31 January 2018, equity of 30 million euros, almost no bank debt and a cash flow of over 30 million euros. This solid financial situation will allow IGE+XAO, in accordance with its action plan, to continue the acceleration in its development internationally and maintain strong R&D investment while still preserving a high degree of profitability.

To see the full release with associated tables, please visit <https://globenewswire.com/news-release/2018/06/14/1524799/0/en/IGE-XAO-Growth-in-turnover-for-the-3rd-quarter-5.html>

 [Click here to return to Contents](#)

## Implementation Investments

### ***CellOS Software wins Big Data Analytics Solution Contract with AIS Thailand***

8 June 2018

CellOS Software Limited, a leading provider of real-time Big Data analytics to help operators understand their data, has been awarded a contract by AIS Thailand.

AIS generates huge volumes of data every day which contains business critical information. The delivery of services and solutions from CellOS Software will combine CellOS Software's expertise in business solutions for big data analytics and deep understanding of Value Added Services within AIS's network environment to deliver solutions for today's increasingly data rich world. AIS's relevant data will be retrieved, analyzed and correlated using CellOS Software's advanced Big Data Analytics to uncover and unlock insights. It will also be possible to create new revenue streams from the intelligence gained by AIS through the provision of the services and solutions from CellOS Software thus enabling AIS to monetize existing services and subscribers.

"The contract will deliver insights to AIS into granular data points to enrich AIS's knowledge of their network allowing AIS to take strategic steps in the areas of Revenue Assurance, Revenue Management and Fraud Management," said Suraj Prasad, CEO of CellOS Software.

 [Click here to return to Contents](#)

### ***KEEN, Inc. Steps into Success with Centric Software***

12 June 2018

KEEN, Inc. has successfully gone live with Centric Software's Product Lifecycle Management (PLM) solution.

KEEN's success was kick-started by the hybrid Newport sandal, which hit footwear markets in 2003. Since then, KEEN has skyrocketed its growth and now produces a large range of outdoor, work, kids and adventure wear, from bags to clothing and socks to work boots to children's shoes. KEEN products are sold in stores across the USA, Canada, Europe and Asia, as well as online. With a strong commitment to environmental causes, KEEN is a value-driven organization that is proud to promote

# CIMdata PLM Industry Summary

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quality, integrity, health, caring and a pioneering spirit.

KEEN selected Centric PLM in the summer of 2017, following a democratic selection process that involved input from every team in the company. Focusing on core operations such as merchandise planning, calendar management and materials libraries in the initial phase, KEEN kicked off their implementation of Centric 8 in June 2017. The project was completed in just seven months, going live according to schedule in January 2018.

“We decided to invest in Centric PLM because we had reached a point in our growth cycle where we needed a foundation system to scale up the business,” says Hari Perumal, KEEN’s Vice President, Global Technical Operations. “We had been working with spreadsheets, emails, Word documents and line drawings, but that made it very difficult for people in different parts of the world to communicate and manage their workflows. We wanted people to be able to log-in to the system and immediately see their priorities for the day. We have global manufacturing, sourcing and distribution operations that need proper support.”

Perumal continues, “From a business intelligence point of view, we needed a PLM solution that would allow us to identify and solve problems early on. For instance, we wanted to be able to examine the ‘long tail’ of SKUs. As many businesses experience, 20 percent of the SKUs generate about 80 percent of the revenue. We knew Centric PLM could help us figure out how to maximize profit from well-performing SKUs and cut short the development process of ones that weren’t doing well, so we could save time and money by minimizing extra stock.”

KEEN selected Centric PLM because of its user-friendliness and the depth of Centric Software’s knowledge about PLM for apparel and footwear. As Perumal points out, these aspects of Centric have been apparent throughout the implementation.

“Centric is very intuitive to use, which has made it easy for our teams to get to grips with the new system,” says Perumal. “Centric has been through similar implementations with several other footwear companies, so they have tons of lessons and best practices to pass on to us. We knew when we selected Centric PLM that we would be getting out of the box features that are informed by their deep knowledge of PLM for footwear, and the Centric team has helped us to leverage those features for the best possible results.”

Perumal goes on to say Centric PLM has already had a positive impact on the quality of data by centralizing disparate data sources.

“Preparing to implement Centric Software specifically into our global product development arena has forced us to consolidate and standardize many foundational data depositories along the way,” adds Perumal. “For KEEN, that has meant pulling together thousands of otherwise disparate data points into our first ever digital material library. This in and of itself has been a massive accomplishment for our business and most importantly for our developers. If we hadn’t had Centric to force our hand in this process, it may never have happened. This library is a gift for our developers sprinkled all over the globe to be able to utilize with ease and confidence as they build their spec sheets.”

“We’re delighted that KEEN is already reporting positive results following the successful implementation of Centric PLM,” says Chris Groves, President and CEO of Centric Software. “KEEN is at an exciting stage of growth and we are very pleased to be part of their strategy. We are confident that Centric will continue to effectively support KEEN’s operations as they evolve, and we are looking forward to working with KEEN on the next stage of their PLM project.”

 [Click here to return to Contents](#)

## ***Mansons International Accelerates Business Expansion with Infor***

13 June 2018

Infor today announced that Mansons, a global components manufacturer, and supplier for Original Equipment Manufacturer (OEM) in the automotive industry, has selected Infor solutions to transform their business operations to drive organizational collaboration and enhance productivity.

Established in 1956, Mansons is headquartered in Mumbai with a distribution network of over 7000 commercial vehicle components spread across 104 countries. Over the next two years, the company has aggressive plans to increase the export base to 200 countries with over 2200 New Product Developments (NPD) for the independent after market. Additionally, the ability to regulate complex pricing across geographies, manage fluctuating schedules and have efficient asset lifecycle management are of paramount importance to an auto component manufacturer. Mansons current legacy ERP system could no longer support the growing complexities of a fast-evolving business.

Mansons chose Infor LN, coupled with Infor PLM Accelerate, Infor Xi, and Infor Factory Track to deliver a unified collaborative platform to drive seamless product lifecycle management, and increase synergies across stakeholders and business intelligence for informed decisions.

Following an extensive study of the market, its requirements, and available solutions, Infor was chosen for its extensive market insight and expertise in a comprehensive automotive solution suite that will ensure strategic growth and streamline Mansons' expansion plans.

“Continuous innovation for new product development and aggressive business expansion are the immediate focus areas for Mansons. Such ambitious plans can only be implemented with robust technology solutions in place. A scalable IT infrastructure is the need of the hour and will deliver consistent and unified operations to build business for growth. With Infor as a strong partner, we can modernize business operations with industry-specific solutions and meet our goals,” said Gautam Khanduja, Managing Director, Mansons.

“The inherent ERP systems at Mansons created complexities in their business processes, preventing them from competing in the evolving global market. Mansons required a modern IT infrastructure to address the complexities of their business processes and also support their aggressive expansion plans. Our suite for the auto component industry perfectly meets these needs. At Infor, we specifically understand the demands of distinctive manufacturing to deliver an efficient, integrated and future-ready platform to meet their fast-growing business requirements,” said Ashish Dass, Vice President and Managing Director, South Asian Subcontinent, Infor.

 [Click here to return to Contents](#)

# CIMdata PLM Industry Summary

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## *Xometry Finds Scalable Solution for Custom Manufacturing with Infor*

11 June 2018

[Infor](#) today announced that Xometry, an on-demand manufacturing platform, has decided to implement [Infor CloudSuite Industrial](#). Built on highly flexible, scalable architecture, the software is designed to help customers increase agility and alignment with the fast-changing industry. The solution can also be used to help provide a foundation for more advanced operations, strategic analytics, and growth.

Founded in 2014, [Xometry](#) developed a software platform to enable product designers and engineers to upload 3D files and receive instant prices, expected lead times and manufacturability feedback across a wide range of manufacturing technologies. Xometry then utilizes a network of 1,100 small and medium manufacturers to produce and deliver the needed parts. The manufacturers receive notifications about jobs that fit their capabilities, and they are able to accept the work. It's like a match service for product designers and custom manufacturers.

Over the last year, Xometry has experienced rapid growth, as the new concept has proven useful to the manufacturers using the service. The network of 100 manufactures has grown to over 1,100 - serving over 10,000 customers seeking suppliers, including BMW and General Electric. As the company attempted to cope with the rapid growth, Xometry realized it needed to invest in a third-party solution that could help them more efficiently scale and manage a large amount of small orders.

"We needed a solution that worked with our proprietary software to help keep up with orders and customer requests, taking the needs of small job shop requirements and scaling through technology," says Peter Goguen, Executive Vice President of Xometry. "The Infor solution should allow us to build upon our business and is the best-suited to meet the current requirements of our internal operations. With Cloudsuite Industrial we expect to be better able to focus on growth, which can allow us to add significant transactional volume in existing manufacturing technologies and more easily support the addition of future Xometry technology offerings."

The Infor Cloudsuite Industrial Solution offers Xometry an end-to-end solution for greater network visibility. It also provides more modern functionality, like contextual analytics and collaboration tools designed to help with customer service.

"We are very pleased to help Xometry manage their internal operations so they can focus on their growth and customers," says Nick Castellina, Industry and Solution Strategy Director at Infor. "Cloudsuite Industrial's capabilities can be used to help Xometry shorten cycle times and more easily manage product configurations for advanced functionality. Backed by decades of practical applications, CloudSuite Industrial is designed to help bring more modern technology to use, which can help Xometry streamline their processes and improve efficiency, giving the workforce more time to engage with customers and innovation. Xometry is dedicated to keeping more manufacturing in America by providing an innovative way for customers to more easily work with facilities across the country, and we are excited for the opportunity to work with them."

Decision Resources, Inc (DRI), an Infor Gold Channel Partner, helped managed the close and implementation of the Xometry partnership.

 [Click here to return to Contents](#)



## Product News

### ***ANSYS Leverages Modelon Technology for Simulation-Based Digital Twins***

14 June 2018

Modelon is pleased to announce new Modelon-powered capabilities in ANSYS® Twin Builder™, part of the recently released ANSYS 19.1 software. Modelon's industry-leading heating and cooling libraries are now available for purchase directly through the ANSYS App Store, providing users with a one-stop-shop to easily purchase and install these features, making it faster and easier to build digital twins. This announcement is consistent with Modelon's Multi-Platform strategy, intended to provide broad access to Modelon's Modelica and FMI compliant technologies to system simulation engineers worldwide. Today, Modelon's open-standards based technology is available on several industry recognized platforms, including Twin Builder.

"We are excited about our expanded partnership with ANSYS to provide Modelon's class leading libraries in ANSYS Twin Builder," said David Higbie, Modelon Chief Commercial Officer. "Twin Builder enables engineers to build, validate and deploy simulation models of physical products - a perfect fit to leverage Modelon's technology leadership in modeling and simulation."

The Modelon libraries available in Twin Builder are part of the Modelon Library Suite, a comprehensive set of modeling libraries built on the Modelica standard. The Modelon Library Suite is used by engineers worldwide to model complex technical systems across a range of industries including automotive, aerospace, industrial equipment, and energy and process. Modelon libraries are developed and updated in close cooperation with industry partners to reflect evolving industry needs.

"By combining the power of ANSYS Twin Builder and the best-in-class libraries from Modelica, we are delivering our customers unparalleled design capabilities," said Sameer Kher, Director, Product Development, Systems Business Unit. "This combination provides our customers with support for creating and simulating a rich collection of Modelica models that span numerous engineering disciplines and applications."

ANSYS Twin Builder is the only product that offers a packaged approach for digital twins — enabling engineers to quickly build, validate and deploy these digital representations of physical products. The open solution integrates with any IIoT platform and contains runtime deployment capabilities for constant monitoring of every individualized asset used during operation. The combination of industrial asset connectivity with holistic system simulation, powered by ANSYS Twin Builder, empowers customers to perform diagnostics and troubleshooting, determine the ideal maintenance programs, optimize the performance of each asset and generate insightful data to improve the next generation of the products.



[Click here to return to Contents](#)

### ***CONTACT Software sets new benchmarks in classification***

11 June 2018

Universal Classification by CONTACT Software is a milestone for enterprise-wide master data management. The new core service of the open Elements platform supports feature-driven product

development and addresses innovative application areas such as product information management and the Internet of Things.

CONTACT Software extends its open Elements platform with a powerful cross application for master data management. Universal Classification combines areas such as sales, development, production and service through comprehensive characteristic and classification schemes that are also very easy to use.

## **Classify, group, describe, search**

The new, universal component of the CONTACT Elements Platform offers companies tailor-made options for grouping any product and project data into freely definable classes and describing them with specific properties. Powerful mechanisms such as the inheritance of characteristics along class hierarchies and multiple classification are used for this.

A particular strength of Universal Classification are the various search options. In addition to the usual basic characteristics, users can now also search for complex characteristic types such as block, multi-language or reference characteristics that represent the object dependencies between the data objects.

## **Feature-driven product development**

As a core service of the Elements Platform, Universal Classification can be used in all specialist applications and for all specialist objects, from projects, requirements and documents to systems and fleets in service. The open CONTACT Elements ecosystem also provides a high-performance REST and Python API for read and write access to object classification data. Preconfigured, Universal Classification is used, for example, in parts management for applications according to DIN 4000 or eClass.

Such system-wide feature catalogs help companies to significantly reduce their costs. They accelerate the precise classification and simplify access to existing solutions. "The increasing number of variants and structural complexity of systems and products demands ever better data organization," emphasizes Patrick Müller, Product Manager PLM at CONTACT Software. "Universal Classification is our answer - the most powerful classification system on the market."

## **Department-specific views**

Multiple classification enables the different enterprise departments to define the same objects independently of one another. Universal Classification provides a flexible lifecycle and rights system to design roles and rights as well as the entry, processing and release points for each view individually and as needed. A requirement that is essential, for example, to release data for online sales and marketing catalogs quickly and securely.

## **Ready for big data**

CONTACT Software has optimized its new classification system for large data volumes down to the GIGA range and prepared it for big data applications such as the Internet of Things.



[Click here to return to Contents](#)

## ***DATADVANCE announces pSeven 6.13 release***

8 June 2018

# CIMdata PLM Industry Summary

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Announced on the DATADVANCE blog:

DATADVANCE development team announces the availability of pSeven 6.13, a new version of our flagship platform for data analysis and optimization.

In this release, our efforts were mainly focused on addressing the most reported customer 'wish-lists' and demands. We are proud to say that we have largely accomplished that goal. A new version of the product will enable our users to leverage the resources of multi-core systems more efficiently. Apart from refreshing the overall look and feel of the platform, we've come up with many enhancements in Edit and Analyze screen, introduced new block features that extend the existing functionality and deployed updates for usability and performance.

## Appearance and Usability

This version brings a fresh take on the visual style user experience of pSeven. Namely, we:

- Increased font size on GUI elements for better readability.
- Boosted GUI responsiveness, for example: now the block information panel refreshes the data in no time even for blocks with a multitude of ports.
- Added the ability to switch pSeven to the fullscreen mode by selecting File -> Toggle fullscreen from the menu or pressing F11.
- Added a white background view mode, which can be toggled with the dedicated button on the view toolbar. This mode can be also used to make workflow screenshots for external use.

## Workflow Enhancements

In this update, we rolled out various convenience features in Edit screen so that our users can do routine tasks faster and easier. The topical issues here include:

- Redesigned the Block library pane, added block icons and keyboard navigation support. Changed block grouping and added new tags indicating block development status.
- Added the ability to set colors for Composite blocks in a workflow using the respective button on the edit toolbar. This helps to differentiate the functionality of the blocks and navigate through the workflow easier.
- Added the ability to open block configuration from Run screen by double-clicking a block (pSeven will automatically switch to the Edit screen and open the block's configuration dialog).
- Improved the workflow tree pane to make it more functional: it can be toggled on and off, resized and used for workflow navigation.

## Block Updates

In this version, we also tackled some issues to ensure higher performance and stability of the Design of experiments block. We introduced a new option to include the initial input sample into the final generated DoE and implemented other handy features.

pSeven 6.13 delivers enhanced integration capabilities. We focused on refining and extending the existing functionality of some CAD/CAE integration blocks to take customer experience with the platform a step further. Some of the noteworthy changes involving integration blocks are outlined

below.

- Excel block can now read values of variables from disjoint selections and write data from a single variable to such a selection. For example, it allows filling a single vector variable using two or more cell ranges as data sources. We also added the ability to run document macros from the block's configuration dialog for testing purposes.
- ANSYS Workbench block is capable of processing batches of input parameters which means it supports parallel calculations. Another handy improvement is that two or more ANSYS Workbench blocks in a workflow can now run simultaneously if they load different projects, and the HPC Parametric Pack license allows running several application instances.
- pSeven 6.13 brings the support of the Formula and Table dependency types for initial data and boundary conditions in the FloEFD block. The block can now be configured to rebuild the project and run batch results processing without running calculations.
- CAD blocks: We simplified configuring and testing the simulation models represented by the Composite block with nested CAD integration blocks.
- SolidWorks, Kompas3D, Creo, NX, CATIA, FloEFD, ANSYS Workbench: we added the Copy value command to the Document tree pane menu so that values of parameters can be quickly copied from the loaded document to the clipboard.

## Analyze Enhancements

pSeven 6.13 comes with some notable improvements to various tools in the Analyze screen. We have added:

- Support for multiple datasets in the Parallel coordinates plot. New functionality will enable the users to simultaneously visualize the optimization history and optimal points on the same plot.
- Command to extract a training sample data from an approximation model to a report database so this data can be used with other analysis tools.
- Improved support for high-dimensional models in the Model Explorer.
- Support of categorical variables in the Model Explorer.

## Performance Improvements

In this version, we continue to move toward better usability and performance of the platform. Some steps in this direction are as follows:

- Enabled support for high-degree parallelization on systems with more than 64 logical processors and several processor groups (see Processor Groups [here](#)) for core algorithmic blocks in pSeven for Windows (Optimizer, ApproxBuilder, Design of experiments, DFBuilder, DRBuilder) and the Model Builder tool. In general, it means that pSeven 6.13 shows significant performance increase when using high degree parallelization on Windows systems with 64+ logical processors.
- Improved compatibility with systems that lack the OpenGL support. In other words, pSeven now uses a bare minimum of OpenGL features by default. A separate (optional) OpenGL mode is added, which requires OpenGL 2.1 for the Windows version and OpenGL 2.0 for the Linux version. Running pSeven in the OpenGL mode on systems that satisfy these requirements can

# CIMdata PLM Industry Summary

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improve performance and GUI responsiveness.

- Restored support for X11 forwarding in pSeven for Linux, which stopped since pSeven 6.8 due to OpenGL problems. You can now run pSeven for Linux on a remote host using `ssh -X`.

## New Documentation Sections and Refreshed Examples

This release brings many updates to examples and user manual. We replaced the ApproxPlayer block with Approximation model, fixed outdated settings in Optimizer and other blocks, refreshed projects in the pSeven examples package to reflect the latest changes. We enhanced the manual with chapters on the Creo block and finalized the Program block description by explaining how to run jobs on clusters.

In this version, we also resolved a number of issues and bugs to improve overall customer experience with the product. For a detailed list of updates, please see the [release changelog](#).



[Click here to return to Contents](#)

## *Ideate Software Releases Updates to its Productivity Tools for Autodesk Revit 2019*

8 June 2018

Ideate Software announced today the launch of its applications for Autodesk Revit 2019.

“Throughout the year, we listened as our customers explained their design, BIM, and workflow challenges,” said Glynnis Patterson, director of software development. “In direct response, our software developers created enhancements to our popular and effective tools for Revit.”

The updates are also for Autodesk Revit versions 2016, 2017, and 2018, and they streamline Revit BIM data management:

Ideate BIMLink enables precise Revit data control. This [Ideate BIMLink video](#) highlights the updates, which include:

- Access to more data for items such as conduit runs, cross-section rotation, reference planes, and primary design options
- Data about who created and updated elements and types
- Streamlined installation and activation

Ideate Explorer enables fast Revit data discovery. This [Ideate Explorer video](#) highlights the updates, which include:

- Revit warnings review interface tab
- Access to more Revit data and information about who created what elements
- Streamlined installation and activation

IdeateApps offers efficient Revit data production. This [IdeateApps video](#) highlights the updates, which include:

- The ability to renumber elements from within a schedule view
- The ability to renumber conduit runs

# CIMdata PLM Industry Summary

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- The ability to use ViewCreator to duplicate sections and elevations
- QuickSelect support for <direct shapes> and <ifc> elements,
- Streamlined installation and activation

Ideate Sticky provides accurate data display. This [Ideate Sticky video](#) highlights the updates, which include:

- Streamlined installation and activation

“Our customers know the value of saving time and improving their design deliverables. I am both proud of the accomplishments of the Ideate Software team and our customers who continue to push us to develop better products to solve their design and business challenges,” stated Bob Palioca, president.

 [Click here to return to Contents](#)

## ***Intangles Releases Digital Twinning in Vehicle Life Cycle Management***

12 June 2018

Intangles, after releasing Connected Vehicle and Advanced Telemetry technology, has now released Digital Twinning (DT) solution using Hybrid Analytics in Vehicle Life Cycle Management. Through digital twinning, Intangles creates virtual sensors for automobile components, thus predicting performance and failures, which are generally too late to detect or lead to vehicle breakdown.

"We believe that Digital Twinning foreshadows the Connected Vehicle and Advanced Telemetry space significantly. As against automating the operational needs Digital Twinning opens up a whole new paradigm of analyzing data using virtual sensors," said Anup Patil, CEO, Intangles Lab.

Intangles has deployed its Digital Twinning solution, Ingenious, to help manage the Life Cycle of Vehicles by predicting and interrogating data from vehicles. The company has established its own set of algorithms that allow fleet operators to keep track of performance of the vehicle in real time.

"Intangles developed a brilliant voltage vs. time curve. Its built-in virtual sensor was able to trigger alerts well in advance about future deterioration of alternator and battery systems. In the last few months we have reduced our alternator related breakdowns to zero," said Abhijit Konduskar, owner of Konduskar Travels, a large fleet of Volvo vehicles across Western India.

Combining Deep Learning with Physics-based modeling, Ingenious predicts component-level failures by analyzing sensor data. The data gathered through their proprietary hardware feeds into the Physics + Deep Learning-based model, which transforms the data into a much higher realm where certain target features allow the algorithms to predict the health of the vehicle under study.

"One of the critical elements to build an effective time series data and physics-based analytics model is the capability of the warehouse to aggregate large amounts of data acquired from the vehicle and analyze data from a wide variety of installed base over a statistically significant period," said Aman Singh, Head of Analytics at Intangles.

 [Click here to return to Contents](#)



# CIMdata PLM Industry Summary

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## ***TCS Digital Reimagination Framework, Powered by SAP Leonardo, Launches on Microsoft Azure***

8 June 2018

Tata Consultancy Services (TCS) today announced the launch of the TCS Digital Reimagination Framework on Microsoft Azure and powered by SAP Leonardo.

The TCS SAP framework combines readily deployable, pre-built industry specific solutions with a robust structure for easy customization to suit customer's specific needs. Furthermore, it leverages cutting edge technologies including blockchain, Internet of Things, machine learning, artificial intelligence, advanced analytics, big data, and mobility components of SAP Leonardo to help customers digitally transform their businesses to become Business 4.0 enterprises.

The rapid pace of growth in digital technologies is reshaping industries and enterprise platforms must be intelligent, agile, automated, and on the Cloud in order to drive transformation to improve business results. TCS' SAP framework and pre-built industry solutions are designed with the above core principles and delivered on the Microsoft Azure platform. Microsoft Azure ensures agility, global reach and flexibility in the deployment and operations, while SAP Leonardo platform enables continuous innovation and seamless integration with SAP. Thus, the combination of modular solutions, contextual knowledge, and the latest technology stack helps deliver better value for the customer and faster deployments.

"The TCS SAP Digital Reimagination Framework will help customers to accelerate their Business 4.0 digital transformation journeys," said Prashant Shirgur, Global Head, TCS SAP practice. "The framework combines our industry and technology expertise, along with our strategic relationship with Microsoft to deliver Cloud based solutions, enabling our customers to innovate rapidly and ensure business agility."

Victor Morales, Vice President, One Commercial Partner at Microsoft Corp. added, "Microsoft is excited with the launch of TCS SAP digital re-imagination framework. TCS' framework is an excellent example of developing and delivering extensible solutions on Azure. Azure is a secure, robust, scalable, and globally accessible cloud and will enable our joint customers to quickly evaluate, adopt and extend the solutions."



[Click here to return to Contents](#)