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CIMdata News

CIMdata to Host a Free Webinar on How to Measure Digital Transformation

16 July 2019

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, “Anyone Measuring Digital Transformation?” The webinar will take place on Thursday, August 15, 2019, at 11:00 a.m. (EDT) and will last for one hour.

Digital transformation is associated with the deployment of a host of recent and emerging technologies and concepts, such as digitalization, Internet of Things, analytics, machine-learning, artificial intelligence, digital twin, digital thread, virtual reality, augmented reality, mixed reality and blockchain. This list is only likely to grow with the acceleration of cross-disciplinary invention and innovation.

If digital transformation is a journey that a manufacturing business must embark on to remain competitive and profitable, is there a systematic way of approaching it by following a roadmap that produces tangible results over a period of time?

In this webinar, CIMdata will present the definitions and frameworks it has developed that are associated with the digital transformation that manufacturing businesses are undertaking. A discussion on the metrics for measuring digital transformation, as well as the potential dependency of the metrics on different enabling technologies and concepts, will also be shared.

This webinar will help attendees:

- Gain a high-level understanding of the new technologies and concepts that are being deployed for digital transformation.
- Learn about the impact the new technologies are having on product development and the potential interaction between those technologies.
- Understand CIMdata’s vision for measuring digital transformation and the potential paths for the systematic deployment of new technologies for increased effectiveness.
- Gain an overview of the state-of-the-art of digital transformation in manufacturing businesses in

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different industries.

- Understand the potential impact of individual technologies and new concepts on product lifecycle management.
- Measure the impact of planning and deployment to achieve a predictable result in terms of profitability and competitiveness.

According to Dr. Venki Agaram, CIMdata's Director for Quality & Reliability Engineering Consulting, and the host for this webinar, "Digital transformation of manufacturing businesses must evolve beyond the deployment of a number of new and emerging technologies and concepts such as digitalization, IoT, ML/AI, AR/VR, and Blockchain on a use-case-by-use-case basis. Currently, we believe that the deployment of these technologies and concepts will transform businesses, but we don't know by how much and in which direction. We need to have a way to measure how much manufacturing businesses are being transformed and what the impact of each of the new technologies deployed will be on those metrics. Only then can we put strategic thought into planning and tactically following through with the digital transformation."

Dr. Agaram has more than 35 years of experience spanning research and development, virtual engineering, the reliability of simulations, complex materials systems, controlled mechanical systems, design for six sigma, structured innovation, innovation culture enhancement, regulatory compliance, recall mitigation, process modeling, market strategy, business transformation, and business development. At CIMdata, Dr. Agaram leads the effort to transform industry practices resulting in a more effective association between knowledge management and quality and reliability engineering, to improve the robustness of smart connected products and processes.

This webinar will be useful to product development, manufacturing, service, and marketing experts; new technology developers e.g., AR/MR, IoT, Sensors/Actuators; business analysts, data scientists, and systems & data architects; systems engineers and systems engineering managers; IT leadership responsible for product development tools and other enterprise systems; and product managers and consultants from software & service providers, focused on leveraging new technologies in product development.

During the webinar attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-anyone-measuring-digital-transformation>. To register for this webinar please visit: <https://register.gotowebinar.com/register/5814684074068544257>.

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

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worldwide. CIMdata serves clients around the world from offices in North America, Europe, and Asia-Pacific. To learn more about CIMdata's services, visit our website at www.CIMdata.com, follow us on Twitter: <http://twitter.com/CIMdataPLMNews>, or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA, Tel: +1 734.668.9922. Fax: +1 734.668.1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands, Tel: +31 (0) 495.533.666.

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CIMdata Publishes China PLM Market Report

18 July 2019

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the release of the CIMdata 2019 China PLM Market Analysis Report.

This report provides detailed information and in-depth analysis on the People's Republic of China's ("China") rapidly-evolving PLM market for calendar year 2018. The report discusses the major PLM trends and issues, PLM purchase investments in software and services, PLM adoption in various industry sectors, and market growth forecasts that pertain to China; an important and quickly expanding economic region. The report provides insight into PLM market dynamics within the region and the revenue performance of the leading PLM solution providers operating within it, both China-based and international PLM solution providers headquartered elsewhere. It reports on revenues attributable to various PLM solution providers in the Chinese market. This report is a joint collaborative effort of CIMdata and China-based e-works Research (<http://www.eworksglobal.com/> in English and <http://www.e-works.net.cn> in Chinese).

The CIMdata China PLM Market Analysis Report contains two parts:

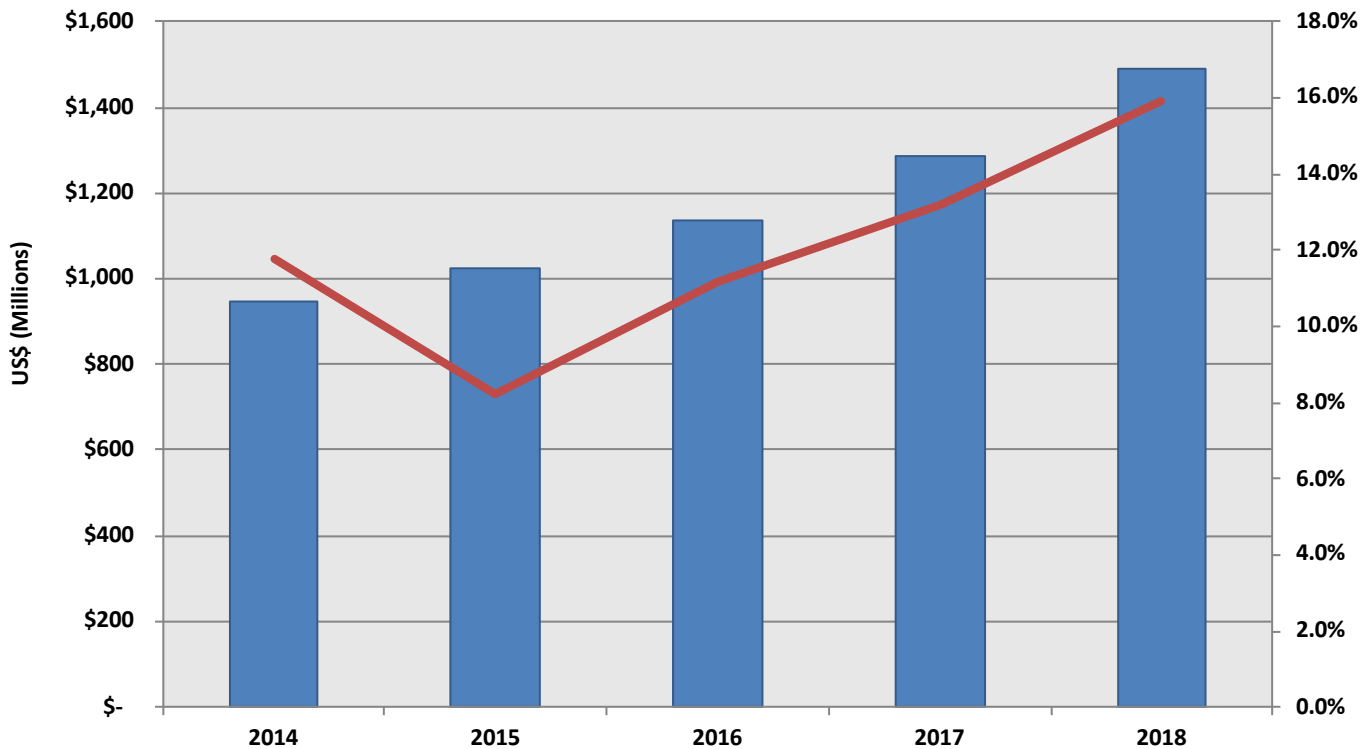
- "Part 1: Non-Restricted PLM Data for China" focuses on the Chinese economy and the overall PLM market, including some qualitative information about leading PLM solution and service providers in China. It is this public report that is being published today.
- "Part 2: Restricted PLM Data for China" focuses on the results of the leading providers in the overall PLM market in China and in selected segments and industries. All information contained in the China PLM Market Analysis Report are CIMdata's estimates.

Stan Przybylinski, CIMdata Vice President said, "In CIMdata's measurement the global PLM market grew 9.4% in 2018, well above our forecast. China saw 15.9% growth, another very strong year." Chinese industries that are heavily investing in PLM include aerospace, automotive, high-tech electronics, and mechanical machinery. The following chart illustrates the growth and size of the China PLM market from 2014 through 2018.

Global PLM solution providers continue to invest in China and are expanding their partner networks and growing their customer bases. The leading international PLM solution providers including Dassault Systèmes, PTC, and Siemens PLM Software are all showing continued growth in China, but local firms are growing as well. "Local Chinese solution providers are starting to gain real market share," stated Peter Bilello, CIMdata's President. "We had strong attendance at our eighth annual China PLM Market & Industry Forum. Chinese companies see the need to develop smart, connected products and are very interested in systems engineering. These Chinese competitors are closer to their local market and are expanding their offerings into new segments, a good sign for the vitality of the Chinese PLM market,"

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he added.



China PLM Market from 2014 through 2018
(CIMdata Estimates)

This report reflects the trend that Chinese manufacturers are paying more and more attention to product innovation and are rapidly improving their own R&D capabilities and processes by deploying PLM, not only in traditional discrete industries, but also in life sciences, food & beverage, and several emerging vertical markets.

CIMdata designed this report to be a valuable source of information to support the business and market planning processes of PLM solution providers that are targeting China, as well as industrial companies within China who would like to understand the PLM competitive landscape. Further details about the report including pricing information is available on CIMdata's website for [publications](#).¹

***Notice of restriction on republication:** The data, PLM solution provider results and rankings, from Part 2 of this report are for the internal use of the purchasing organization only and may not be communicated in any form outside of the purchasing organization.*

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¹ http://www.cimdata.com/publications/reports_purchase.html

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CIMdata Publishes PLM Market and Solution Provider Report

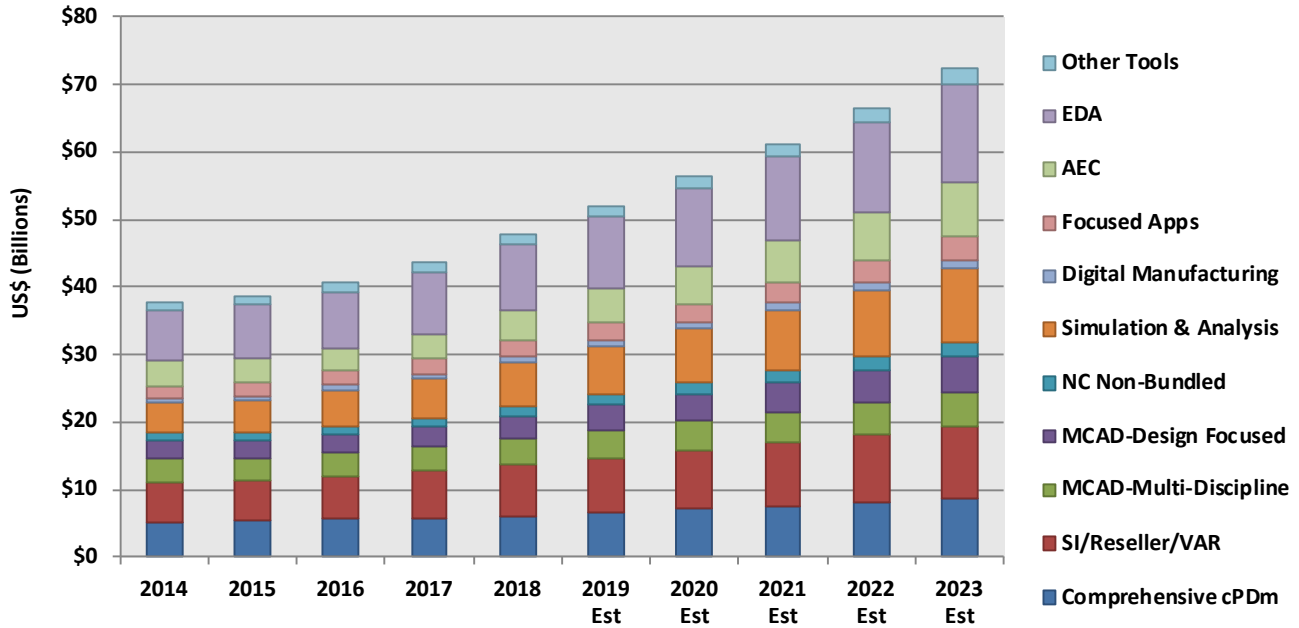
16 July 2019

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the release of the CIMdata PLM Market and Solution Provider Analysis Report, the third of five modules of the CIMdata 2019 Market Analysis Report Series. The MAR Series provides detailed information and in-depth analysis on the worldwide PLM market during 2018. It contains analyses of major trends and issues; revenues of leading PLM solution providers; and revenue analyses for geographical regions, industry sectors, and historical and projected data on market growth.

“The PLM market grew to \$47.8 billion overall in 2018, 9.4% growth over 2017, greater than our forecast of 7%” according to Mr. Stan Przybylinski, CIMdata's Vice President. “Architecture, Engineering and Construction (AEC) and design-focused mechanical computer-aided design (MCAD) saw strong double-digit gains, largely driven by Autodesk's huge growth powered by their move from perpetual licensing to subscription. Simulation and Analysis (S&A) grew 13.1%, surpassing the high growth numbers of recent years. Looking toward 2023, CIMdata forecasts the PLM market to grow at a compound annual growth rate (CAGR) of 8.6% to \$72.4 billion.”

Companies make PLM investments in many different areas and with many types of solutions including mechanical CAD, simulation and analysis, visualization and collaboration, building design, and others. This diversity is reflected in the different solution providers to the PLM market and in the fact that no single type of provider dominates the industry. During 2018, a number of providers generated substantial revenues that represent PLM-related investments. Eighteen providers generated PLM revenues in excess of \$500 million from both the tools and the cPDM segments. Three solution providers, Dassault Systèmes, PTC, and Siemens PLM Software, are major providers of both tools (such as MCAD) and cPDM technology while others, such as Autodesk and Cadence, are primarily tool providers that focus on specific segments within the overall market. While Hexagon does not position itself as a PLM company, their revenues from businesses that CIMdata does count in PLM puts them in the top 10. It illustrates the breadth of companies that participate in the overall PLM market, even though they may not all compete directly with each other.

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PLM Market History and 5-Year Forecast

The CIMdata PLM Market Analysis Report Series is packaged as five modules:

1. The *CIMdata 2019 Executive PLM Market Report* provides an overview of CIMdata’s complete global analysis. It includes key charts on PLM market investment statistics through 2018, forecasts of investments for 2019 through 2023, and a summary of PLM solution providers’ performance in 2018.
2. The *CIMdata 2019 PLM Industry Review and Trends Report* is mainly qualitative in nature and focuses on key issues facing the global PLM ecosystem of solution providers and end user organizations. It highlights changes that occurred in 2018, what effects those changes may have in the short and medium term, and what is on the horizon in the years to come.
3. The *CIMdata 2019 PLM Market and Solution Provider Analysis Report* details measures of and forecasts for the overall PLM market and its key segments, including Tools, cPDM, and Digital Manufacturing. The Tools section has additional details on sub-segments, including MCAD, CAM, S&A, EDA, and AEC. It also includes CIMdata’s estimates of PLM solution provider revenues in these segments and sub-segments for 2019 through 2023.
4. The *CIMdata 2019 PLM Market Geographic Analysis Report* provides an additional view of the 2018 market results, by major geography. CIMdata’s 2018 estimates and market forecasts for PLM and the major PLM market segments are provided for the Americas, EMEA, and Asia-Pacific. In addition, the report includes estimates and forecasts for the cPDM segment within specific European and Asia-Pacific countries and regions.
5. The *CIMdata 2019 PLM Market Industry Analysis Report* provides an industry segmentation view of the 2018 market results. CIMdata’s 2018 estimates and market forecasts for PLM and cPDM are provided for eight different industry sectors: aerospace and defense; automotive and other transportation; electronics/telecommunications; fabrication and assembly; process-packaged goods; process—petrochemical; utilities; and construction, infrastructure and shipbuilding.

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The CIMdata PLM Market Analysis Report Series is available as a five-module set or each module can be purchased separately. Parts of the MAR series are available as part of CIMdata's Community Memberships. Further details and pricing information about the report and Community Memberships are available at www.cimdata.com.

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CIMdata Vice-President Stan Przybylinski Featured in Digital Engineering Digital Thread Article – “Stuck in Neutral?”

19 July 2019

To read Stan's comments in Beth Stackpole's article, please visit https://read.nxtbook.com/peerless_media/digital_engineering/july_2019/stuck_in_neutral.html

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Platform Architecture: A Core Digital Transformation Enabler (CIMdata Commentary)

17 July 2019

Key takeaways:

- *Managing the complete lifecycle of a product improves revenue opportunities and is a common digital transformation goal.*
- *Legacy or monolithic architectures require discontinuous innovation to extend and upgrade, which can be disruptive and expensive.*
- *A stable, futureproof product innovation platform architecture is required to efficiently manage*

CIMdata PLM Industry Summary

the lifecycle to capture the complete business opportunity while mitigating risk.

- *The Aras PLM Platform provides a resilient platform for digital transformation initiatives and is currently deployed at leading industrial companies such as General Motors, Airbus, and Microsoft.*

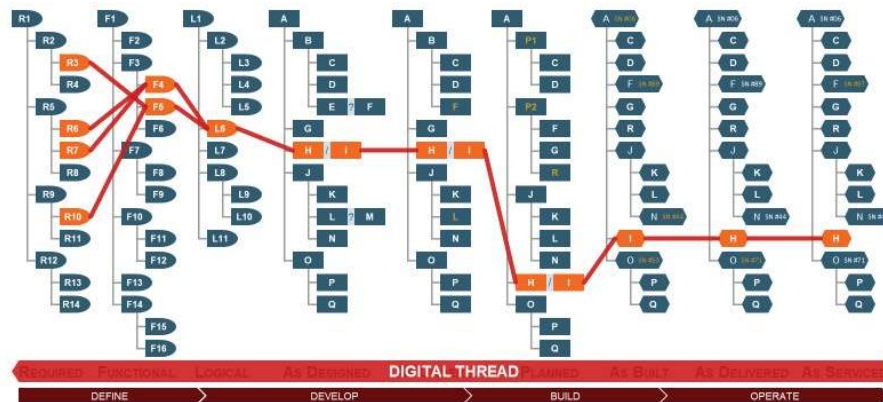
There are many new terms that have made their way into the product lifecycle management (PLM) lexicon recently. Digital transformation, digital twin/thread, and digitalization are all terms that get used to describe the next step in technology supported business evolution. Technology has evolved that it is now affordable to address common end-to-end business initiatives. The ability to manage products from concept through in-service operation and end of life gives product producers the ability to capture more revenue and improve both their and their customers' profitability by better cost control and innovation support.²

PLM solutions have been at the forefront of supporting companies in this transformation from analog, paper-based processes to digital ones. The solutions started in the 1980s as custom coded mainframe applications. During the 1980s and 1990s PLM systems evolved into commercial off-the-shelf solutions (although they were more toolkits than complete solutions) that commonly covered only the product design and engineering phases of the lifecycle. Today's product innovation platform approach leverages platforms within a system of systems architecture that can be adapted to changing business requirements using low-code technologies. Platform-based solutions are also more easily upgraded to take advantage of software, hardware, security, and other relevant technological advances.

Product Innovation Platform Enablement

The goal of a product innovation platform, as it is with all PLM solutions, is to connect all users and their information in a single logical environment to cultivate continuous creativity, yielding improvements in products and processes, plus inspiring new and better ones throughout full lifecycles and across generations of products. CIMdata believes that a product innovation platform more easily supports a broader scope when compared to traditional PLM solution implementations.

Figure 1 shows how the structure of a product evolves over its lifecycle and how objects are linked to enable traceability. Managing this data within a product innovation platform enables platform services to be configured to allow native platform applications to be tailored to business requirements while providing access to the full context and semantics of the data. Non-native, integrated applications also have access to the same services so they can fully participate in product definition management.



² Research for this commentary was partially supported by Aras.

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Figure 1—The Red Line Depicts Digital Traceability from Requirements Through the As-Maintained Condition
(Courtesy of Aras)

The result of clean and unencumbered access to data and processes enables a complete digital twin to be created and managed. The management of the data using platform services including structure management, workflow, and change management enables a configuration management environment that creates a digital thread capturing product evolution with guaranteed data traceability.

A complete configuration-managed digital twin provides many benefits that are derived from impact analysis and traceability. These allow companies to improve products and identify the causes of issues faster and with better confidence, driving top- and bottom-line improvements, as well as increased customer satisfaction.

Legacy & Monolithic Platforms: Why They Make Innovation Hard

PLM is complex because most product lifecycles are complex, even many of the stages within a product's lifecycle are complex. As much as solution providers want to meet ALL their customers' requirements there is no single solution available on the market that will do that and there won't be for the foreseeable future. This reality makes openness a critical platform enabler.

Most large enterprise solution providers in the ERP and PLM marketplace have grown through acquisition and often have to stitch their acquisitions together with integration technology. Each technology has its own architecture, often with differing technology stack elements (Oracle DB vs SQL Server, .NET vs. Java, etc.) It is difficult to re-engineer what wasn't engineered in the first place. Ultimately, grafting a web service interface onto a monolithic architecture does not make a platform.

Once cloud-based PLM solutions mature beyond running in virtual machines, their software services or microservices become tied to the underlying platforms such as AWS, Azure, and Google. Cloud native solutions may already have this issue as CIMdata is unaware of cloud native solutions running on multiple cloud platforms. A well-defined abstraction layer is required to enable a solution to be portable across cloud platforms.

The problems CIMdata hears about most from its industrial clients are lack of flexibility, performance scalability, and costly maintenance and support. These issues often trace back to fundamental architecture decisions made decades ago such as product code that dates back to when client-server architectures and single-threaded processors were state of the art.

This lack of a future-proofing led many companies down a bad path that requires a significant investment with a low return, i.e., the stitched together products don't perform well and are difficult to maintain and improve. For customers to get capabilities they need, they end up customizing, which often creates a technical debt. This debt manifests itself in costly upgrades, performance issues, and ever-growing security vulnerabilities.

Product data has a long lifespan, often outliving the solutions in which it was created and managed. Many products in production today were designed on drafting boards or with CAD systems that haven't existed for decades. Reuse of this intellectual property to understand the decision path and justification for decisions is critical in many industries, especially for profitability and for regulatory reasons.

Assessing Solution Architectures

So far, the benefits of a future-proof architecture and the effects of an obsolete or poorly implemented architecture have been described. CIMdata is often asked how to identify whether a solution is worth

CIMdata PLM Industry Summary

investing in, and when it needs to be ripped and replaced. The following list are some of the key characteristics and techniques we use to evaluate solution architectures during assessments.

- Does the solution's use of new and modern software development approaches mean it has a future-proof architecture? Not necessarily, a good architecture can be poorly implemented, extended, or customized.
- Does the data model support necessary object types across the lifecycle? Do different applications have independent data models and user IDs? Can new object types be defined? How easy is it to create relationships between object types? How easy is it to trace data across the lifecycle?
- Does the solution use a common workflow engine across the lifecycle? Can impact analysis identify ALL items affected by a proposed change from requirements through the as-maintained lifecycle state?
- How easy is it to integrate with competitors' solutions or different authoring applications? Is additional software required? Is custom application code required?
- Is the solution portable to different infrastructure platforms? Has the solution run on other platforms such as different operating systems (e.g., Unix, Windows, and AWS), SQL and graph databases, different web browsers, mobile and desktop environments?
- How much recoding and testing are required to upgrade and is it cost prohibitive?

Ask a developer, they have the best understanding of the solution.

Aras' Industrial Application Platform

CIMdata has written much about Aras and the Aras Innovator solution. We have been impressed with the architecture and have seen it deliver what it promises. It is a modern architecture and supports our definition of a product innovation platform. CIMdata finds Aras' recent strategy of incorporating new technologies to be very interesting. Aras' "incorporation process" refers to how existing services are reused to support common application functions such as workflow, security, and compound documents. Algorithms and functions are then coded as new platform services. This allows the new services to be easily leveraged in ways even Aras did not initially conceive.

CIMdata has seen other solution providers attempt to rewrite acquired technologies onto their native architecture, but most fall back to integration because rewriting software is time consuming, costly, and often difficult. Given their strategy, CIMdata is looking forward to the release of Aras' recently-acquired MRO and simulation related solutions based on incorporated capabilities.

Aras has done an excellent job of defining the services necessary to support the entire product lifecycle. Aras' technical documentation solution is a good example of this. It reuses existing object, workflow, and structure services, but required new services to support structured document data such as table of contents, image rendering, and document composition. The initial release was based on web services, but a fully incorporated application was later released.

According to Aras, the difficult part of defining and implementing new platform services is their validation. Coming up with comprehensive test cases that cover all the ways a service can be used is complex. Yet, when done well, the service can be effectively used to satisfy many seemingly disparate user requirements.

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Aras' industrial application platform has been well received in the market. High profile wins at GM, Airbus, and Microsoft have disrupted the PLM market enough for CIMdata to include Aras in our PLM Mindshare Leaders category. All of these companies publicly described how they are using the Aras solution as a flexible platform both to replace legacy applications and in the case of Microsoft as the core product innovation platform. When CIMdata discusses why Aras was selected with customers, the elegance of the Aras architecture is often the first item the customers bring up.

Conclusion

To effectively execute a digital transformation, a resilient product lifecycle management platform is critical. Product data volume and complexity are growing exponentially, and therefore must be addressed to ensure long-term success. Legacy architectures were not designed to support end-to-end processes, most were designed to support silos, and have had extensions grafted on and will struggle to meet digital transformation requirements. A product innovation platform is a state-of-the-art way to create a resilient foundation that can support end-to-end product lifecycle requirements.

Customers recognize Aras for its architecture, which has been based on web services from its inception. CIMdata has been following Aras for a long time and continues to be impressed with their innovations. Industrial companies planning digital transformation initiatives need to perform an honest assessment of their current technologies and solution architectures before executing a digital transformation initiative. If these are lacking, the Aras PLM platform belongs on their short list.

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Acquisitions

Aspen Technology Acquires Mnuvo and Sabisu to Deliver Scalable AI-Driven Solutions for the Smart Enterprise

12 July 2019

Aspen Technology, Inc. has signed an agreement to acquire [Mnuvo Inc.](#), a Montreal-based provider of purpose-built artificial intelligence (AI) and analytics infrastructure for the internet of things (IoT). Mnuvo enables industrial companies to assemble and deploy AI-driven IoT applications quickly, at

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enterprise scale. The Mnuvo technology will accelerate the realization of AspenTech's vision for the next generation of asset optimization solutions that combine deep process expertise with AI and machine learning. The acquisition is expected to close within the next five business days.

In addition to deploying AI-powered applications, the ability to visualize vast quantities of information and analyzed data is critical to the evolution of the smart enterprise. To further enhance these capabilities AspenTech has acquired [Sabisu Ltd.](#), a UK-based company that provides a flexible enterprise visualization and workflow solution to deliver real-time decision support. AspenTech acquired Sabisu in June 2019.

These acquisitions will enable AspenTech to accelerate the distribution of embedded AI in both its existing and future solutions. By combining first principle engineering models and deep process expertise with AI capabilities, these solutions will enable the automation of knowledge and data-driven decision-making for continuous improvement across the design, operation and maintenance lifecycle of industrial assets.

“With the current pressures on margins, our customers need to yield higher outputs and drive higher efficiencies with existing assets. When expertly applied, AI offers a significant competitive advantage in managing operations to the limits of performance without compromising safety. By bringing the deep domain expertise of AspenTech together with Mnuvo AI-driven IoT expertise and Sabisu visualization, we can deliver innovation that helps our customers drive greater value from their existing data at scale. The actionable insights from AI-powered applications will help AspenTech customers to achieve a truly smart enterprise. I am delighted to welcome the highly talented teams from both Mnuvo and Sabisu to AspenTech,” commented Antonio Pietri, president and CEO of Aspen Technology.

“The global adoption of AI and IoT technologies is powering the next wave of industrial-digital enterprises. The Mnuvo AI and analytics infrastructure was purpose-built to accelerate the digital transformation of traditional industries by democratizing the power of artificial intelligence and machine learning. Our location in Montreal's world-class AI ecosystem enables AspenTech to establish a Centre of Excellence for these cutting-edge technologies, and to attract some of the best talent in this space. We are very excited to continue to develop innovative AI solutions that target the industrial internet of things at enterprise scale, under the AspenTech umbrella,” said Frédéric Bastien, co-founder and CEO of Mnuvo.

“Sabisu can aggregate performance data from multiple sources, from historians to spreadsheets, from across the plant, country or world. When made available to engineering, operations, planning and maintenance teams, the comprehensive analysis can be used to significantly enhance uptime and efficiency. We are excited to join AspenTech and develop our technology to achieve actionable data insights that have been previously unobtainable,” said Tim Sharpe, co-founder and managing director of Sabisu.

The purchase price of the Mnuvo transaction is agreed at CAD102 million. Financial details for the Sabisu acquisition, which includes Argent & Waugh Ltd., are not disclosed.

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Centric PLM: Individualizing the customer experience

10 July 2019

CIMdata PLM Industry Summary

From the Dassault Systemes blog:

In June 2018, Dassault Systèmes acquired a majority stake in software firm Centric PLM. We spoke to Philippe Loeb, Vice-President, Home & Lifestyle, Consumer Packaged Goods & Retail Industries at Dassault Systèmes, about this new addition to the Group.

Why is the acquisition of Centric PLM important for Dassault Systèmes?

Centric PLM is a US firm focusing on providing ready-to-use solutions for companies in the fashion and retail industries. Its software allows information to flow smoothly between fashion companies and their suppliers. That's crucial in this industry; you have very little time to bring large quantities of products to market, so you need to be able to communicate rapidly and effectively.

Centric PLM allows a company to develop collections more quickly and make fewer mistakes. Companies are launching more and more collections each year; this is a fundamental trend in the market. Fast fashion has consigned the traditional model, based on two or four collections per year, to the past the new pace of development means that companies must follow consumer trends, whereas in the past they were the ones suggesting or even setting the trends.

Now, consumers make the decisions and the fashion icons they follow could be anyone on Instagram. To keep up, companies need to speed up their processes, and Centric PLM is the right solution to help them achieve that. That's why Centric PLM joined our group.

How does this fit with Dassault Systèmes' [Home & Lifestyle](#) business?

All consumer-driven industries are seeing a similar shift to the one taking place in fashion. Consumers want personalized experiences, so companies are offering more products with shorter life spans. They need to offer more customer experiences while ensuring consistency, which creates a new type of complexity. We're seeing this in fashion but also in home furnishings and sport, and all B2C markets will be affected, including food and consumer electronics. To manage the wide array of products and experiences on offer, companies need next-generation, easy-to-use solutions, which is what Centric PLM has developed. Its approach fits well with Dassault Systèmes' 3DEXPERIENCE strategy.

Is that why Dassault Systemes changed the name of its Consumer Goods segment to Home & Lifestyle?

We came to the conclusion that since consumers are creating trends, major brands need to adopt a consumer-centric approach to accelerate innovation. We're no longer dealing with a model where the marketing department seeks to understand trends, which designers turn into products that are pushed toward the consumer at the end of the chain. In a consumer-centric model, companies need a new philosophy for developing products and new solutions that allow them to interact continuously with consumers. We can go further with customization, product selection assistance and connected dialogue.

That's why we've relaunched our consumer goods and retail segment under a simpler name. Home & Lifestyle covers the home, lifestyle and fashion space, as well as mass consumer goods and retail, with the aim of helping companies stay in constant touch with consumers.

Have your customers already reached that level of maturity?

I think the vast majority of our B2C customers are already there. They've been using digital technology to maintain a dialogue with consumers for years and understand that consumers are also citizens who

CIMdata PLM Industry Summary

think about the way they consume and the impact caused by the products they buy. Our most advanced customers understand that we can help them, while others are still asking questions. But they all know that it's not just about communicating effectively anymore; they also need to transform their businesses.

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HCL Technologies Announces Close of Acquisition of Select IBM Products

1 July 2019

HCL Technologies (HCL) confirmed the official close at the end of June 2019 the previously announced acquisition of select IBM products for security, marketing, commerce, and digital solutions. As part of the deal's close, HCL takes full ownership of the research and development, sales, marketing, delivery, and support for AppScan, BigFix, Commerce, Connections, Digital Experience (Portal and Content Manager), Notes Domino, and Unica.

HCL is also formally introducing HCL Software, a new division that will operate this enterprise software product business and meet customer demand. A Business Unit of "Products and Platforms" (Mode 3), HCL Software has successfully delivered more than 340 partner releases and more than 90 HCL releases, including such popular products as Informix 14.10, Domino 10, Workload Automation 9.5. The division aspires to reshape the enterprise software business, focused on innovation and cutting-edge delivery for customer success.

"We are excited for the next phase of the HCL Software Business Unit and are confident that these products will see good growth trajectory backed by our commitment to invest in product innovation coupled with our strong client focus and agile product development," said C Vijayakumar, President & CEO, HCL Technologies. "In addition, we see tremendous potential for creating compelling 'as-a-service' offerings by combining these products with our traditional IT and next gen services."

"Our mission is to help customers achieve success with their IT investments through relentless innovation of our products," said Darren Oberst, Corporate Vice President and Head of HCL Software. "We are intensely customer-focused, in our product roadmaps, client advocacy, transparent development processes, high-velocity releases, and consultative sales teams. Our customers will be the ultimate beneficiaries, and we look forward to collaborating with them. We are also pleased to welcome the IBM employees who are joining HCL Technologies."

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Lectra announces the acquisition of Retviews

15 July 2019

Lectra announces the signing of an agreement with the shareholders of the Belgium company Retviews to acquire 100% of capital and voting rights.

Founded in 2017, Retviews has developed an innovative technological offer that enables fashion brands to analyze real-time market data, in order to increase their sales and margins. Today, more than 30 brands use Retviews in France and Belgium.

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“By uniting with Retviews, we confirm once again our ambition to help our customers to quickly enter the era of Industry 4.0. Thanks to artificial intelligence algorithms, Retviews’ offer enables brands to make the best decisions at every moment throughout the life cycle of a product, in order to optimize their collections,” says Daniel Harari, Chairman and Chief Executive Officer, Lectra. “We are delighted to welcome the talented teams of Retviews. Together, we will create synergies with Lectra’s current offer, develop their technology and market their solution to our fashion customers worldwide, thanks notably to our 32 sales and services subsidiaries covering more than 100 countries.”

“In a few months, Retviews has become the leader of automated benchmarking in fashion in France and Belgium,” states Loïc Winckelmans, Co-founder and Chief Executive Officer, Retviews. “By joining forces with Lectra, we are convinced that we will benefit from its expertise to bring new innovations to fashion brands that will enable them to deliver products to the market that constantly meet consumers’ expectations.”

“Fashion companies are sitting on massive volumes of data that have tremendous value. They will only be able to exploit them by deploying artificial intelligence and big data,” says Lorenzo Pellizzari, Co-founder and R&D Director, Retviews. “With Lectra, we are going to enable brands to make a difference. We are looking forward to working on the development of new offers integrated with those of Lectra.”

The transaction involves the acquisition of 70% of Retviews for €8 million today. The acquisition of the remainder of capital and voting rights will take place in three times in July 2020, July 2021 and July 2022 for amounts of about 0.9 times 2020 revenues, 0.7 times 2021 revenues and 0.5 times 2022 revenues, respectively. These amounts will come from Lectra’s available cash, with no financing from the bank.

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Sandvik acquires stake in leading Additive Manufacturing service provider

12 July 2019

Sandvik has acquired a 30% stake in privately owned Italian company Beam IT, a leading provider of metal Additive Manufacturing (AM) services and advanced end-use components.

“The investment in Beam IT will complement our existing offer in Additive Manufacturing. It is also in line with Sandvik’s strategic ambition to become a leading solution provider for the wider component manufacturing industry,” says Lars Bergström, President of Sandvik Machining Solutions.

Beam IT is a trusted supplier of metal AM end-components to demanding industries, including automotive, energy and aerospace, and holds several relevant quality certifications to serve these industries. The company has more than 20 years of experience within Additive Manufacturing (AM) and has more than 20 Powder Bed Fusion printers installed.

“The AM sector is developing fast and there is a need for AM-specialist-partners with the advanced skills and resources required to help industrial customers develop and launch their AM programs. With this investment we provide our customers with the opportunity to access the complementary and combined power of Sandvik and Beam IT, says Kristian Egeberg, President of the Additive Manufacturing division in Sandvik.

In 2018, Beam IT generated revenues of about 70 million SEK, with its 38 employees. Sandvik has the

right to further increase its stake over time. The parties have agreed not to disclose the purchase price.

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Company News

Accenture Appoints Julie Sweet Chief Executive Officer and Names David Rowland Executive Chairman, Effective Sept. 1, 2019

11 July 2019

Accenture's board of directors announced that Julie Sweet has been appointed chief executive officer. David Rowland, currently interim chief executive officer, has been appointed executive chairman. Marge Magner, currently non-executive chair of the board, will resume her role as lead independent director. These changes are effective Sept. 1, 2019.

Sweet is currently chief executive officer of Accenture's business in North America, the company's largest geographic market with revenues of approximately \$18 billion for fiscal 2018, serving more than 70% of the Fortune 500. Previously, Sweet was Accenture's general counsel, secretary and chief compliance officer. As a member of Accenture's senior leadership team for nearly a decade, she has played an integral role in the company's business and investment strategy. Prior to joining Accenture, Sweet was a partner for 10 years in the law firm of Cravath, Swaine & Moore LLP. Upon assuming the role of chief executive officer, Sweet will join the company's board of directors.

“Julie is the right person to lead Accenture into the future, given her strong command of our business and proven ability to drive results in our largest market,” said Rowland. “We are on a positive growth trajectory at Accenture and are very well-positioned to continue building on our strong momentum. I am so pleased and proud that Julie will lead our company, and I am excited to work with her — along with our entire senior leadership team — to ensure a seamless transition and on Accenture's next phase of growth and market leadership.”

Magner said, “Julie has the leadership track record and breadth of business experience we believe are critical to lead Accenture, including the ability to forge major client relationships, a strong focus on leading with innovation, commitment to our people and core values, and a focus on delivering value to shareholders. Speaking on behalf of the board, we look forward to working closely with Julie as chief executive officer.

“At the same time, we are delighted that we will continue to benefit from David's experience in his active role as executive chair. He has been an exemplary leader as interim chief executive officer during this time of transition, with a steadfast commitment to driving Accenture's business and building on our strong momentum. We are grateful for his leadership and stewardship. With Julie as chief executive officer and David as executive chair, Accenture has a powerful advantage in the marketplace.”

As executive chair, Rowland will continue to play a key role and be actively involved in Accenture's business. He will chair the board of directors, act as an advisor to Sweet and be involved in Accenture's long-term business strategy. He will also continue to represent Accenture with clients around the world

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and with key external groups.

“I am truly honored to lead our extraordinary company as Accenture’s chief executive officer,” said Sweet. “I look forward to continuing to work closely with our exceptional senior leadership team, along with David, as our executive chairman, and our entire board of directors. Accenture has the most talented people and group of leaders in our industry. Together, we will capture the next waves of growth for Accenture by remaining laser-focused on serving our clients, creating significant value for our shareholders and providing the best career experiences for our people.”

Accenture confirmed that there is no change to the business outlook for the fourth quarter and full fiscal year 2019 that the company provided as part of its third-quarter fiscal 2019 earnings announcement on June 27, 2019.

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Accenture Names Jimmy Etheredge Group Chief Executive — North America

18 July 2019

Accenture has appointed James (“Jimmy”) Etheredge group chief executive — North America. He succeeds Julie Sweet, who will become [Accenture’s chief executive officer](#). Martin (“Marty”) Rodgers will succeed Etheredge as senior managing director — US Southeast. These changes are effective Sept. 1, 2019.

Etheredge, based in Atlanta, is currently senior managing director — US Southeast, responsible for the company’s business in 10 states, including the key markets of Atlanta, Charlotte and Washington, D.C. Previously, he was senior managing director of Accenture’s Products operating unit in North America, and he has been a member of the North America Leadership Team for nearly a decade. In his new role, Etheredge will lead the company’s business in North America, its largest geographic market, with revenues of approximately \$18 billion for fiscal 2018, and will join Accenture’s Global Management Committee.

“Jimmy has distinguished himself as a proven leader during his 33 years with Accenture, and I’m delighted that he is stepping up to run our largest market, helping bring our best to clients every day,” said David Rowland, Accenture’s interim chief executive officer. “He is a tireless and passionate advocate for our culture of inclusion and diversity, and has long demonstrated thoughtful engagement as a champion for our people and communities.”

Julie Sweet, Accenture’s chief executive officer designate and chief executive officer — North America, said, “Jimmy’s unwavering commitment to our clients, people and communities — combined with his track record of helping organizations continuously innovate and transform — make him the right choice to continue driving momentum and growth for our clients and Accenture. I look forward to working with him to ensure a seamless transition and our next stage of market leadership.”

Rodgers is currently Accenture’s office managing director for metro D.C. — a role he will retain — and

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leads the company's Health & Public Service practice in the US Southeast region. In his new position, he will lead Accenture's business in the US Southeast region and will join the North America Leadership Team.

"Marty is a highly respected leader, and I am delighted to see him take this new role," said Sweet. "He has more than 20 years of experience serving federal, commercial and nonprofit clients, and is a strong advocate for inclusion and diversity and corporate citizenship. I look forward to that continued commitment across our Southeast region."

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Centric Software Announces Customer Upgrades

17 July 2019

Centric Software is proud to share that a record number of customers have upgraded their Centric PLM software to take advantage of market-leading, industry innovations and best practices for fashion PLM, retail PLM and consumer goods PLM.

"Over 70 percent of our customers have publicly endorsed Centric PLM, which proves our commitment to serving our customers with market-driven innovations and industry best practices. A record number of 47 customers upgraded Centric PLM last year, choosing to continue partnering with us on PLM and digital transformation initiatives," says Ron Watson, VP of Product Development at Centric Software.

"We release a steady stream of new market-driven innovations in Centric 8 PLM each year. There were over 120 significant new features released in the past 12 months in addition to new digital boards in our game-changing Centric Visual Innovation Platform (CVIP)," champions Watson.

"Centric PLM is built to facilitate upgrades and for system longevity," Ravi Rangan, CTO at Centric Software confirms. "It is highly configurable, which eliminates the downtime and headaches of customized solutions. Our Agile DeploymentSM methodology ensures a rapid initial implementation while addressing customer-optimized business processes and scenarios through a wide array of configuration points and also implicitly supports future upgrades to make them quick and painless."

"We've successfully replaced homegrown systems and systems from 19 PLM providers including heavily customized solutions from other major PLM vendors," concludes Rangan.

Centric Software's successful upgrade record is a testament to its longstanding customer relationships. With a customer retention rate of 99% since the company began in 2006, and a customer satisfaction rate of over 95% last year, Centric has a loyal following.

"We were impressed with the speed of the implementation and how the Centric team has taken our feedback to make improvements and develop new features. Since we selected Centric PLM, our business continues to evolve, and Centric 8 has enough flexibility and innovations to remain our platform for future growth," says Tim O'Brien, Director of Soft Armor and Design at Safariland.

"We are proud that the number of customers who upgrade grows every year, keeping pace with the new innovations built into Centric PLM," says Chris Groves, President and CEO of Centric Software. "Our customers' belief in our ability to provide the ultimate in PLM innovations and best practices is supported by our user adoption and customer retention rates, which are the highest in the industry."

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COMSOL News 2019 Success Stories: Simulation Applications Enable Collaboration in Developing New Products

9 July 2019

COMSOL Inc. published its annual compilation of customer success stories featured in the latest edition of COMSOL News. This year's issue features a variety of academic and commercial examples from engineers who push the limits of technology using COMSOL Multiphysics® for innovative modeling, simulation, and application design.

Collaboration is key when designing products that will change our future in unforeseeable ways. In this year's issue of COMSOL News we find that everyone from students to professionals are working together. Both with each other and their customers to uncover the next development in their design work.

"Every year we feature some of our most innovative customers in COMSOL News. This year's edition is no exception," says Bernt Nilsson, Senior VP of Marketing, COMSOL Inc. "What stands out now is the expanding use of simulation, far beyond the R&D departments. Custom simulation applications are taking off. We're thrilled to report on companies such as Viega who is bringing simulation to their sales team to design cooling and heating systems."

COMSOL News 2019 features more than a dozen articles discussing a wide variety of projects using multiphysics modeling and simulation applications. Featured topics include: radiant heating and cooling, simulation applications, digital twins, hyperloop pod design, optical antenna design, battery design, and smart cities among others.

Availability

COMSOL News 2019 is available as an online magazine and can be viewed or downloaded in PDF format at: www.comsol.com/offers/comsol-news-2019.

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DXC Technology Expands Strategic Partnership with Launch of a Microsoft Azure Digital Transformation Practice

11 July 2019

[DXC Technology](#) (DXC) announced the expansion of its strategic partnership with Microsoft through the formation of a global Microsoft Azure Digital Transformation Practice to accelerate client migration to the Microsoft Azure public cloud with greater efficiency and agility.

Organizations are increasingly seeking ways to accelerate their migration to cloud and efficiently scale their digital strategies.

The DXC and Microsoft Azure Digital Transformation Practice will focus on helping organizations manage the pace of technology change by bringing greater agility to the creation and execution of public cloud strategies. For example, DXC is teaming with Alstom, a world leader in sustainable mobility that

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is migrating its systems to the Azure public cloud.

“The public cloud is naturally the key component of our transformation,” said Stéphane Detruiseux, chief information security officer and technology vice president, Alstom, which offers systems, equipment and services for the transport sector.

About the Practice

DXC and Microsoft will co-invest in the development of products and services built for Azure, and go to market jointly with sales, consulting and solution delivery teams composed of DXC’s Azure professionals and Microsoft architects and technical strategists.

“The DXC and Microsoft Azure Digital Transformation Practice enhances our deep and long-standing relationship with Microsoft,” said Dan Hushon, DXC senior vice president and chief technology officer. “Through this initiative, we will provide clients with a highly integrated team approach to modernizing their IT systems on Azure. The result will be a reduced time-to-digital and a more rapid movement of client workloads from legacy IT to a modern cloud architecture on Azure.”

Gavriella Schuster, corporate vice president, One Commercial Partner, Microsoft said, “The expanded partnership deepens the long-standing DXC Technology and Microsoft relationship to help organizations more swiftly benefit from digital solutions through Microsoft Azure. I am inspired by the digital transformation stories from our clients who leverage the power of the Azure cloud. Together, DXC and Microsoft will bring even greater innovation and value to enterprises from Azure.”

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Gerber Technology Releases New eBook: How Digitalization and On-Demand Production is Reinventing the Fashion Industry

15 July 2019

Thanks to the Internet, the fashion industry is moving faster than ever before. Trends change quicker than the seasons which is why fashion retailers and manufacturers need to reinvent their entire process. Download the eBook to gain insight into the current challenges the fashion industry is facing and what you can do to meet consumer demands.

To download the eBook, please visit <https://go.gerbertechnology.com/1/74472/2019-07-11/8jcsx6>

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Hewlett Packard Enterprise announces George Kurtz, CEO of CrowdStrike to join Board of Directors

1 July 2019

Hewlett Packard Enterprise (HPE) announced that George Kurtz, CEO and co-founder of cloud cybersecurity company CrowdStrike, has been appointed as a member of Hewlett Packard Enterprise's Board of Directors.

“We are thrilled to have George join our Board at HPE,” said Pat Russo, chair of the Board of Directors, HPE. “As an accomplished entrepreneur and CEO, George’s deep roots in important technology

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segments including cloud and cybersecurity will bring even stronger market insights to the Board and Company as we continue to further invest in market innovation.”

Kurtz has more than 26 years of deep technology and business leadership experience, including extensive experience driving revenue growth and scaling organizations across the globe. He is currently president, CEO and co-founder of CrowdStrike, a leader in the endpoint protection market, best known for pioneering the first cloud-native platform for endpoint security. Kurtz is an internationally recognized security expert, author, entrepreneur, and speaker.

Prior to founding CrowdStrike in 2011, Kurtz was a senior leader at global security company McAfee, serving in key roles ranging from executive vice president and general manager to worldwide chief technology officer. Prior to joining McAfee, Kurtz founded information security company Foundstone, which was acquired by McAfee in 2004. He is the co-author of the best-selling security book “Hacking Exposed: Network Security Secrets & Solutions.”

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HPE appoints new Chief Sales Officer

18 July 2019

Announced on the HPE blog by Phil Davis, President of Hybrid IT:

Since the implementation of our sales geography model almost two years ago, we’ve made strong progress delivering on our strategy and helping our customers accelerate their digital transformation journeys. As we consider ways to further optimize the business with greater efficiency and scale, I am excited and proud to announce the promotion of Heiko Meyer to Chief Sales Officer, reporting to me. Effective November 1, 2019, this change will help drive value to our customers, partners and selling teams.

With more than 32 years at the company, Heiko has proven himself a tremendously effective leader, most recently as the Managing Director of Germany and Senior Vice President of the geography spanning Germany, Austria, Switzerland and Russia. Given his excellent performance, strong operational expertise and extensive knowledge of sales, I am confident he will bring fresh perspective and a new level of focus to the role.

We are also making adjustments to rebalance the alignment of our sales geographies for increased focus and execution. This rebalance is driven in some cases for proximity and cultural similarities and in others based on similar business and go-to-market models.

To learn more, please visit <https://www.hpe.com/us/en/newsroom/blog-post/2019/07/hpe-appoints-new-chief-sales-officer.html>

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IBM And AT&T Announce Multi-Year Strategic Alliance

16 July 2019

[IBM](#) and AT&T today announced a multi-year strategic alliance. Under the agreement AT&T

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Communications will use IBM's expertise to modernize AT&T Business Solutions' internal software applications, enabling migrations to the IBM Cloud. In addition, IBM will provide infrastructure to support AT&T Business's applications. AT&T Business will utilize Red Hat's open source platform to manage workloads and applications. The improvements will allow AT&T Business to better serve enterprise customers.

IBM will also make AT&T Business its primary provider of software defined networking. AT&T Business will help transform IBM's networking solutions with their latest technologies including 5G, Edge Compute, and IOT as well as multi-cloud capabilities using Red Hat. This builds on the existing relationship where AT&T Business is IBM's strategic global networking provider.

"In AT&T Business, we're constantly evolving to better serve business customers around the globe by securely connecting them to the digital capabilities they need," said Thaddeus Arroyo, CEO of AT&T Business. "This includes optimizing our core operations and modernizing our internal business applications to accelerate innovation. Through our collaboration with IBM, we're adopting open, flexible, cloud technologies, that will ultimately help accelerate our business leadership."

IBM will be the primary developer and cloud provider for AT&T Business's operational applications and will help manage the AT&T Communications IT infrastructure, on and off-premises and across different clouds –private and public. This approach will enable AT&T Business to build and deploy internal application workloads, and deliver new, innovative services.

The two companies will also collaborate on edge computing platforms, which will help enterprise clients capitalize on the power of 5G network speeds and the internet-connected devices and sensors at the edge of the network. Using 5G, enterprises will one day be able to rapidly transmit data to and from multiple clouds and billions of edge devices with increased reliability and security, reduced latency and dramatic improvements in bandwidth. This will eventually help businesses transform the user experience for their customers and optimize processes across industries from retail to financial services, transportation to manufacturing, to healthcare and beyond.

AT&T Business has a strong commitment to utilizing open source technologies. As part of the relationship, AT&T Business will continue to use Red Hat's open source platform to manage the workloads associated with AT&T Business's internal applications. On the heels of IBM's recent Red Hat acquisition, AT&T Business will have even greater access to Red Hat Enterprise Linux and OpenShift platforms as the foundation for workload portability and interoperability across any vendor's cloud, on or off premises.

"Building on IBM's 20-year relationship with AT&T, today's agreement is another major step forward in delivering flexibility to AT&T Business so it can provide IBM and its customers with innovative services at a faster pace than ever before," said Arvind Krishna, Senior Vice President, Cloud and Cognitive Software, IBM. "We are proud to collaborate with AT&T Business, provide the scale and performance of our global footprint of cloud data centers, and deliver a common environment on which they can build once and deploy in any one of the appropriate footprints to be faster and more agile."

The agreement between IBM and AT&T was signed in IBM's Q2, 2019.

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Innovyze Recognized as 20-Year Cornerstone Partner by Esri

12 July 2019

Innovyze is proud to have received the Cornerstone Partner Award from Esri – the world’s leading provider of Geographic Information Systems (GIS) software - at the 2019 Esri Business Partner Conference in Palm Springs.

As the partnership between Esri and Innovyze extends passed the 20-year mark, Erick Heath, VP Global Strategic Partners at Innovyze shared his appreciation in receiving this status.

“Innovyze is greatly honored to receive the Cornerstone Award. Our relationship with Esri has helped us to provide global solutions as the leading hydraulic modeling software provider in the world,” he said.

The connection between the two software combines Esri’s cutting-edge geospatial data visualization with Innovyze’s advanced water and wastewater analytics software – providing the industry’s leading software solutions for hydraulic modeling, asset renewal prioritization, and operational analytics.

As the two organizations look towards continued partnership, Heath expressed enthusiasm in future alignment between the Esri and Innovyze product lines.

“We are excited about the next 20 years as partners. We have already moved to the impressive ArcGIS Pro environment with InfoWater Pro and plan to migrate InfoAsset Manager to the ArcGIS Pro line as well,” he said.

As Esri continues to lead to global GIS industry with dedication to excellence in “The Science of Where”, Innovyze will continue to deliver innovation in tandem.

“Innovation is ingrained in both the Esri approach to mapping and our culture here at Innovyze. We thank Esri for this recognition and are looking forward to our shared success in the future,” Heath concluded.

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Nexign partners with Giza systems to accelerate African digital transformation

17 July 2019

Nexign, a business support systems and Internet of Things platform provider, has signed a value-added reseller (VAR) agreement with Giza Systems, a Cairo-based systems integrator. The partnership is designed to bolster the abilities of both companies to deliver scalable, agile network solutions, to communications service providers (CSPs) across the Africa region.

Covering East and North Africa, Giza Systems will resell Nexign products and provide professional services – such as implementation and support – as well as core systems-integration services.

“Partnering with Nexign will allow us to help our customers replace their legacy BSS solutions to decrease operational costs, reduce time-to-market and improve customer experience,” said Waleed Darwish, General Manager of the Enterprise Business Solutions Line of Business at Giza Systems. “Our own capabilities, fused with that of our partners in the areas of automated systems, communication solutions and metering infrastructure, enable us to develop integrated solutions that can work with, and build on, evolving technologies, as well as adapt to the changing needs of our customers looking to achieve digital transformation.”

CIMdata PLM Industry Summary

“Systems integrators are integral to the transition stories we are witnessing daily across the region, where telecom providers are making the change from CSPs to DSPs,” said Ahmad Sayed, Regional Head and VP of Sales, Middle East and Africa at Nexign. “The flexibility to cater to fluctuating consumer demands is appreciable, once an organisation has made the transition. We are extremely delighted to have Giza Systems as our partners; the company has been well-established in the MEA region for more than 45 years and has accrued a wealth of experience, in BSS, as a systems integrator. This coupled with the work they are already doing with several regional Tier 1 and Tier 2 telecom operators, makes them an important partner for us as we continue to expand in the key Africa markets.”

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Procore Announces Executive Management Appointments

10 July 2019

[Procore Technologies, Inc.](#) today announced the appointments of Paul Lyandres as Chief Financial Officer and Rusty Reed as Chief Strategy Officer, effective immediately.

Both Lyandres and Reed joined Procore in 2014. Together they have helped scale the company from under \$10 million in annual recurring revenue (ARR) to over \$250 million today. Over their five year tenure they have partnered to help raise over \$200 million in funding, most recently at a \$3.0 billion valuation, and have both been closely involved in all board of director and investor relations activities.

"Very few people have the depth of knowledge of the construction tech market and SaaS business acumen that Paul has from his time as an investor in Procore and then throughout his years helping scale the business to what it is today. I look forward to seeing him continue to excel at Procore in his new role as CFO," said Tooley Courtemanche, founder and CEO of Procore. "Additionally, the rate of growth and pace of change at Procore has necessitated the creation of our new role of CSO, and with his previous experience as a former CEO and corporate development leader, no one is more capable of fulfilling the responsibilities of this role than Rusty."

"It's clear that Paul has a deep understanding not just of Procore's finances but of the broader overall business and industry as a whole. I look forward to working with him in his new capacity as CFO. And as Procore continues to explore adjacent markets and new opportunities, I am grateful to have a veteran such as Rusty leading our corporate strategy," commented Will Griffith, board member of Procore and Partner of ICONIQ Capital.

As CFO, Lyandres will be responsible for global financial reporting and compliance, financial planning and analysis, investor relations and driving continuous process and system improvements to support the company's growing global operations.

Prior to joining the Procore team, Lyandres was as an investor at Bessemer Venture Partners where he focused on vertical SaaS investments and helped lead Bessemer Venture Partners' investment in Procore. During his tenure in the role of EVP, Strategy & Corporate Development, Paul was instrumental in fundraising, developing the company's revenue model, leading Procore's international expansion, driving the annual planning process, and the launch of Procore.org and the Procore App Marketplace.

"Having worked closely with Paul for the last five years, I am excited to continue to partner with him in

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his new role. I have always had a strong desire to focus on strategy and corporate development and coming off our best quarter ever the timing could not be better for this planned transition," said Rusty Reed, CSO of Procore.

Reed, a proven leader who has helped to shape Procore's strategy since his 2006 investment in the firm, will continue to report directly to the CEO in his capacity as Chief Strategy Officer, where he will lead the company's strategic planning process and M&A activities as the business continues to scale to meet the needs of its global customer base.

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SME's North American Manufacturing Research Institution Announces Manufacturing Vision Award Winner

11 July 2019

SME's North American Manufacturing Research Institution has announced that Sudhanshu Nahata, PhD, a mechanical design engineer for ASML US, was selected as the 2019 Dave Dornfeld Manufacturing Vision Award recipient. Nahata's associated Blue Sky Competition submission, "[Computer Games as a Future of Manufacturing Education](#)," was used as the basis for his award selection.

NAMRI's Blue Sky Competition, now in its third year, is supported and funded by the National Science Foundation. The competition looks beyond traditional methods in U.S. manufacturing research and education, asking participants for innovative, revolutionary ideas to move the industry forward. For 2019, there were seven finalists with one chosen as the overall winner.

"The Dornfeld Award was designed for individuals like Dr. Nahata who are not afraid to ask, 'What if?'," said Mark L. Michalski, 2019 SME president. "For U.S. manufacturing to continue at its extraordinary pace, we need these visionaries to share their transformative ideas with the manufacturing community."

Nahata's award-winning concept uses gamification, specifically computer games, as a potential method to attract and retain college-age students and transition them into well-paid, rewarding manufacturing careers. His submission focuses on the predicted 2.4 million positions that may be left unfilled within the next 10 years due to a skills shortage; addressing this shortage is integral to the mission of SME. "As the Blue Sky Competition continues to evolve and grow, the entries we receive become even more thought provoking and important," said ZJ Pei, PhD, FSME, 2019 chair of SME's Blue Sky Competition and an associate professor at Texas A&M University. "I'm excited to see what next year's competition brings to the forefront."

SME will present Nahata with his award in November during its annual Installation & Awards Gala in Chicago. Award information, previous winners and abstracts are available at sme.org/david-dornfeld-manufacturing-vision-award.

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Suuchi Inc. Named a Top Innovator for 2019 by Apparel Magazine

17 July 2019

Founded in late-2015 with a vision of bringing both technology and transparency to the forefront of manufacturing, Suuchi Inc., provides a complete end-to-end solution for its clients.

In April, the company closed a round of Series A funding resulting in \$8 million raised. Also new is the company innovation dubbed the Suuchi Grid, a digital cloud-based shop-floor and product lifecycle management (PLM) technology. The Grid is a one-stop hub for communication, holding one version of product data and eliminating the troubles that come when data is dispersed in multiple locations. Users - employees and clients - can tap into the platform at any time, from anywhere, to receive real-time updates on the status of their orders.

Suuchi manufactures for three “tiers” of customers: startups, established brands and enterprise brands, offering the services each most needs. Its customers range from large brands such as Cintas to mid-sized brands such as Little Giraffe. Suuchi employs a mix of automation and manual processes.

One of the company’s next big initiatives is to make its internal Suuchi Grid available to other apparel companies as an independent supply chain solution, says founder and CEO Suuchi Ramesh, adding: “I’m proud of how much we’ve accomplished in the past three years and am looking forward to the next three, and beyond.”

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UL and AVAIL Partner to Improve Delivery of Sustainability Information to the AEC Industry

15 July 2019

[UL](#), the developer of [SPOT®](#), today announced a partnership with AVAIL, an enterprise content management solution for design teams. AVAIL improves productivity of industry professionals by providing access to the vast amounts of digital content across an architecture engineering and construction (AEC) design firm’s network. This integrated approach for product sustainability data will enable users to access and manage product- and manufacturer- specific digital content, such as sustainability certifications, directly from UL’s SPOT integration with the AVAIL Marketplace.

This partnership enables users to streamline access to SPOT’s comprehensive sustainability data by leveraging AVAIL’s search and filtering functionality, increasing the quality of digital content delivered and saving users valuable time.

“We’re excited to work with our customers and UL to enable the next generation of information management,” said Randall Stevens, CEO of AVAIL. “Improved access and management of this information is critical to delivering an experience that is digital from end-to-end.”

UL’s SPOT, one of the largest sustainable product databases with more than 100,000 product families, found a natural fit with AVAIL, an innovative platform for AEC design firms seeking to manage and organize their different databases of content and file formats. Once implemented, this partnership will help meet the accelerating demand for effective and relevant delivery of specific information about products’ sustainability performance. Together, AVAIL and SPOT will provide the AEC community with a dependable, accurate source of data for products that have received third-party verification of

their sustainability claims.

“Historically, sustainability content has been accessed from disparate sources and managed with inefficient manual processes. Thanks to the UL SPOT and AVAIL partnership, AEC professionals will be able to efficiently manage and use important sustainability data in their digital project workflows, saving time and resources,” said Alberto Uggetti, vice president and general manager for UL’s Environment and Sustainability division.

AVAIL will be exhibiting and presenting at the annual Digital Built Environment Institute (DBEI) Conference <https://www.dbeinstitute.org/events/> July 18th-20th, 2019, in Seattle, Washington.

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Wipro Launches Pivotal Software Center of Excellence in Texas

18 July 2019

Wipro Limited and Pivotal Software, Inc. announced the official opening of the Pivotal Center of Excellence at Wipro’s Dallas office, to accelerate the innovation and digital transformation capabilities offered to joint customers. Wipro will expand its Dallas footprint and hire locally to help deliver these capabilities and other innovations.

In addition, Wipro will expand the design services it offers clients by opening a new Designit studio in Dallas. Designit, which is part of Wipro, provides strategic design, service design and design thinking services from its other US locations in New York City and San Francisco and 16 studios around the world.

A Strategic Partnership for Digital Transformation

The Pivotal Center of Excellence in Dallas will serve as a co-creation lab for both Wipro and Pivotal to build new solutions with their joint customers as well as demonstrate examples of digital transformation outcomes they have achieved with clients. Wipro’s Pivotal relationship is operated through its digital transformation arm Wipro Digital and includes an existing Center of Excellence in Bangalore, India. Wipro Digital team members are building and transforming cloud-native applications for clients as well as transforming the way that clients build software with the Pivotal platform.

Wipro joined Pivotal’s partner program in 2017, and in 2018 the two companies built a strategic partnership together. By March 2020, Wipro Digital will have over 2,000 knowledge workers trained to build and support Pivotal solutions. Additional Centers of Excellence are planned around the world as well.

“Pivotal is thrilled to work with Wipro to leverage its world-class and industry-leading technology expertise and vast service offerings,” said Bill Cook, President and COO, Pivotal. “Wipro Digital has a similar digitally-born culture which is a great fit for Pivotal and our joint customers. Our initial projects have been very successful, and we look forward to many more ahead.”

“We’re proud of what our partnership with Pivotal has accomplished for our joint clients and are excited to see what new innovations our teams will create in the near future. We also look forward to new team members joining us, as the Dallas area has proven to have access to talented people, capable of building next-generation solutions,” said Rajan Kohli, President, Digital, Wipro Limited.

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Rahul Shah, Vice President, Global Head—Solution Design and Partnerships, Digital, Wipro Limited added, “Pivotal and Wipro Digital are ideal and natural partners due to Wipro Digital’s deep commitment to and investment in new ways of working.”

Expanding Innovation in Dallas

Dallas is a major market for Wipro in the US, given the presence of many large companies as well as being home to some of Wipro’s most established enterprise customers. Wipro first began expansion in Dallas in 2017 and has grown dramatically since. The company continues to hire locally to build solutions in cybersecurity, data analytics, and full-stack development.

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Events News

35th International CAE Conference and Exhibition: The Engineering Simulation Path to Digital Transformation

18 July 2019

The 2019 CAE Conference will illustrate how and where engineering simulation, already pervasive in design and production processes and in the use of products themselves, is inextricably linked to the other Industry 4.0 technologies.

Digital transformation is rapidly becoming essential for any company, regardless of its sector, activity or size, although the implementations may differ depending on the context and the expansive choices. Uncertainties – and sometimes misinformation – abound in relation to approach, strategy, timing and methods of implementation: delays can be costly in terms of loss of market share, but on the other hand, selecting an inadequate solution can equally lead to waste, negatively impacting processes, and resulting in missed objectives and creating mistrust.

Industry 4.0 can be considered the project of digital transformation. It is constituted by nine enabling technologies: advanced manufacturing solutions (autonomous robots), additive manufacturing, augmented reality (AR), horizontal and vertical system integration, (engineering) simulation, the Industrial Internet of Things (IIoT), cybersecurity, the cloud, big data and analytics, any or all of which may form part of a company’s digital transformation. While these technologies are normally presented as the satellites of Industry 4.0, there are fundamental inter-relationships between them which are the key to any effective and balanced digital transformation suits its context and that can improve as technology, knowledge and capability improves.

In manufacturing, the Smart Factory is the ultimate expression of digital transformation: created using new production technologies that enable collaboration between suppliers, customers, operators, machines and tools, it has adequate IT infrastructures and uses sustainable energy. Effective, balanced digital transformation allows a company to improve as technology, knowledge and capability improves and suits its context.

After 35 years as a value-added vehicle reserved for the participants in the International CAE Conference, 2019 sees the CAE Exhibition launch as an independent industry and technology trade

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show, hosted within Vicenza Convention Centre's extensive exhibition facilities, to accommodate the requests of the wider engineering and industrial community.

Vicenza, Italy | 2019, 28 - 29 OCTOBER

For more information, please visit <https://www.caeconference.com/>

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BILT Europe 2019: October, Scotland

17 July 2019

BILT is an annual event, designed to cater to the needs of those who design, build, operate and maintain our built environment. As a community of professionals, it is dedicated to improving the way industry works together.

As a 'by users, for users' event, BILT is where to get unvarnished advice from the people who really know their stuff, yet continue to learn themselves. Business leaders, thought leaders, innovators and implementers; they are all part of the community and ready to share to aid in the quest for a better, smarter industry, and a stronger, more sustainable built environment.

10 - 12 OCTOBER, 2019, EDINBURGH, SCOTLAND

To learn more, please visit <https://www.dbeinstitute.org/event/bilt-europe-2019/>

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Financial News

Ansys to Release Second Quarter 2019 Earnings Results after Market Close on August 5, 2019

10 July 2019

ANSYS, Inc. announced that the Company expects to release its second quarter 2019 earnings on Monday, August 5, 2019, after market close. The Company will hold a conference call conducted by Ajei Gopal, President and Chief Executive Officer, and Maria T. Shields, Chief Financial Officer, at 8:30 a.m. Eastern Time on August 6, 2019, to discuss second quarter 2019 results and future outlook.

CONFERENCE CALL INFORMATION:

What: ANSYS Second Quarter 2019 Earnings Conference Call

When: August 6, 2019 at 8:30 a.m. Eastern Time

To pre-register, go to:

<http://dpre register.com/10133395>

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IFS Reports 48% Increase in License Revenue and 85% Adjusted EBITDA Growth in First Half of 2019

18 July 2019

[IFS](#) announced its financial results for the second quarter and first half of 2019 that ended June 30, 2019.

“When I look back at Q2 2018, which was my first full quarter with IFS, I am proud of the results we achieved. Reflecting on Q2 of this year, I’m simply blown away by what we accomplished together as we focused on delivering sensible solutions to our customers,” commented IFS Chief Executive Officer, Darren Roos. He continued: “IFS is the only vendor of scale in our sector that stands on a principle of choice, providing an experience free from ultimatums. Now that we see what this IFS is truly capable of, expectations for the second half of the year remain high and I am pleased to have increased our guidance for the remainder of the year to deliver 2019 revenues of \$711 million, or 6.35 billion SEK, an increase that represents a 21% increase year-on-year.”

IFS Chief Financial Officer, Constance Minc added, “We are not only hitting but exceeding our targets in all of our focused geographies, and key market segments. For example, Field Service Management (FSM) license revenue has increased by 119% in H1 year-on-year, which far outpaces industry-standard growth. As our product revenue continues to soar, IFS is asserting itself as a trusted, fast-moving and profitable challenger of the status quo in a market with staid competition. On top of that, the growth in adjusted EBITDA increased by 69% in Q1 versus Q1 2018 and grew by an even more impressive 97% in Q2 versus Q2 2018. This demonstrates that our growth is not at the expense of profitability and we are continuing to architect a sustainable, strong business.”

Financial and Operational Highlights for H1 2019:

- Net revenue was 2,996 million SEK (US \$322 million), an increase of 24% versus H1 2018. In Q2 alone, net revenue comprised 1,586 million SEK (US \$168 million)
- License revenue increased 48% versus H1 2018
- Excluding WorkWave, IFS cloud revenue increased 58% versus H1 2018
- Adjusted EBITDA grew 85% versus H1 2018

The first half of 2019 saw an influx of new customers, which included IFS securing the largest deals in the company’s history. The figures offer clear evidence of a focused and profitably growing organization that is committed to its singular focus on deriving value for IFS customers. Having assembled a senior management team of the industry’s best talent with a motivated and ambitious workforce, the company continues to go from strength to strength.

The outlook for the third quarter remains positive, with guidance for the full 2019 financial year being increased to 6.35 billion SEK (US \$711 million).

Note: revenue growth figures based on Swedish Krona Q2 2019 versus Q2 2018 and are reported in actual currency.

Learn more at www.ifsworld.com/corp/company/financial-results/.

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SAP Announces Second Quarter and Half-Year 2019 Results

18 July 2019

SAP today announced its financial results for the second quarter ended June 30, 2019.

Double-Digit Growth Across the Board:

Cloud Revenue Growth Soars

Double-Digit Cloud & Software Revenue Growth

Double-Digit Total Revenue Growth

Cloud Gross Margin Up Sharply

SAP Reiterates Outlook

- Cloud Revenue Up 40%
- Cloud Gross Margin Up 4 Percentage Points
- Cloud & Software Revenue and Total Revenue Up 11%
- Qualtrics Experience Management Solutions Drive Fast Growth in Customer Experience and Employee Experience
- SAP S/4HANA Momentum Continues, Growing to More Than 11,500 Customers
- Operating Profit (IFRS) Down 21% Due to Ongoing Restructuring and Significant Share Price Increase
- Operating Profit (Non-IFRS) Up 11% Benefitting from Operational Discipline and Increased Cloud Efficiency

“SAP delivered double digit growth in total revenue, cloud revenue and non-IFRS operating income. Qualtrics is growing fast as the global standard in the Experience Management category. As shown by our rising cloud gross margins, we are progressing nicely on our ambition to be the Best-Run SAP. With XM driving the CEO digital transformation agenda, we resolutely reaffirm our full year guidance.”- Bill McDermott, CEO

“I am pleased that our operational excellence measures are already showing effect. Our non-IFRS operating profit and margin performance is remarkable considering the margin headwinds from our latest acquisition and the recent short-term trade-related uncertainty in Asia that impacted our software revenue performance in the region. With continued strong customer demand and our tight focus on profitability we remain as confident in our 2019 outlook as we are in our mid-term ambition.” – Luka Mucic, CFO

To read the Q2 Quarterly Statement and Half-Year Report, please visit

<https://news.sap.com/2019/07/sap-announces-second-quarter-and-half-year-2019-results/>

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Wipro: Results for the Quarter ended June 30, 2019 under IFRS EPS grew by 12.5% YoY; Digital grew by 34.6% YoY

17 July 2019

Wipro Limited announced financial results under International Financial Reporting Standards (IFRS) for its quarter ended June 30, 2019.

Highlights of the Results

Results for the Quarter ended June 30, 2019:

- Gross Revenue was ₹147.2 billion (\$2.1 billion¹), an increase of 5.3% YoY
- IT Services Segment Revenue was \$2,038.8 million, an adjusted² increase of 4.3% YoY
- Non-GAAP³ constant currency IT Services Segment Revenue declined by 0.7% QoQ. Adjusted² Non-GAAP³ constant currency IT Services Segment Revenue grew 5.9% YoY
- IT Services Operating Margin⁴ for the quarter was at 18.4%, an increase of 0.8% YoY
- Net Income for the quarter was ₹23.9 billion (\$346 million¹), an increase of 12.6% YoY
- EPS for the quarter was ₹3.97 per share, an increase of 12.5% YoY

Performance for the quarter ended June 30, 2019

Abidali Z. Neemuchwala, CEO and Executive Director said, “Our efforts on client mining have resulted in an addition of three customers in more than \$100 Mn bucket. We will continue to build differentiated capabilities to drive business transformation for our customers by investing in our big bets.”

Jatin Dalal, Chief Financial Officer said, “We delivered IT Services margins of 18.4% and Free Cash Flows of 98.8% of our Net Income. We had a slower start to the year, we however remain focused on our operations and continue to invest in talent and capabilities for the future.” Outlook for the Quarter ending September 30, 2019 We expect Revenue from our IT Services business to be in the range of \$2,039 million to \$2,080 million*. This translates to a sequential growth of 0.0% to 2.0%.

To view the full results, please visit <https://www.wipro.com/content/dam/nexus/en/newsroom/press-releases/2020/pdf/press-release-wipro-q1-20.pdf>

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Implementation Investments

APP Group, Mackage and SOIA & KYIO Select Infor for its Digital Supply Chain Transformation

15 July 2019

[Infor](#) announced that [APP Group](#) has selected Infor Retail CloudSuite to support their exponential growth and global expansion. APP Group manages two global leading brands, [Mackage](#) and [SOIA &](#)

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[KYO](#), and is dedicated to the design, production and wholesale and retail commercialization of luxury outerwear and accessories.

APP Group will implement a suite of solutions including [Infor CloudSuite Fashion](#), [Infor Demand Planner](#), [Infor Nexus](#), and [Birst](#) analytics to accelerate its direct-to-consumer expansion. Infor's platform is expected to enable APP Group to standardize processes across the enterprise while maximizing the availability of inventory across all fulfilment channels. APP Group will modernize and consolidate their multiple ERPs with CloudSuite Fashion and leverage the modern, connected platform via Infor Nexus to support growth across their various direct to consumer channels, wholesale, store growth and eCommerce.

“As our business rapidly expands, APP Group needs to have a modernized IT foundation to grow and scale effectively. Our investment in Infor's ERP and supply chain solutions will help provide the transformation our organization needs to drive agility, improve our time to market for new products and expand globally,” said Donna Lisk, Chief Financial Officer, APP Group.

Given the seasonal nature of the outerwear business and the unpredictability from weather, managing inventory availability with seasonal demand and coordinating products across a global supply chain is a key challenge that the company will be able to better manage. Infor Nexus offers APP Group supply chain visibility and collaboration from the factory floor to the store, providing APP Group with the ability to best manage product complexity and the agility to respond to changing demand. Finally, APP Group will leverage Infor's deep fashion industry functionality to standardize on best practices and growth of their global wholesale and omni-channel retail businesses.

“Infor's Retail solutions help organizations better manage inventory on the world's largest commerce network. We are excited to partner with APP Group to help the organization through its transformation of their digital supply chain,” said Corey Tollefson, senior vice president and general manager, Infor Retail. “Infor's retail-specific solutions will provide APP Group with the agility and best practice capabilities needed to thrive in a competitive luxury fashion industry. With Infor, APP Group has the tools to streamline day-to-day business, and our innovative tools provide them with the visibility and capability to manage their supply chain globally.”

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Product News

BehrTech Introduces MYTHINGSTM Brand and Product Family for Industrial IoT Wireless Connectivity

16 July 2019

[BehrTech](#) announced the launch of MYTHINGSTM, a wireless IIoT connectivity brand and product family that will simplify and accelerate the deployment of robust, scalable and integrable Low Power Wide Area Networks (LPWAN). [MYTHINGS](#) is the first software platform to implement [MIOTY](#) (TS UNB), the only LPWAN software to comply with the [ETSI standard TS 103-357](#).

MYTHINGS was created to facilitate full-scale LPWAN deployments in demanding industrial and commercial environments. The MIOTY protocol is at the core of MYTHINGS, allowing LPWAN

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networks to be implemented for long range communication and with the longest battery life and highest interference immunity of any wireless connectivity solution on the market today.

In 2019, BehrTech will release a lineup of products under the MYTHINGS brand. The first product is the [MYTHINGS Module](#), a pre-configured rapid prototyping module running the [MYTHINGS Library](#) – a small footprint and power-optimized source code for IoT end nodes featuring MIOTY software. Addressing the need for reliable and cost-effective sensor connectivity, the MYTHINGS Module will enable systems integrators, VARs, technology vendors and companies in a wide array of industries to build their own sensor prototypes for IIoT networks, enabling fast, simple and flexible testing and deployment.

“Our goal with the MYTHINGS platform is to deliver a highly integrable and interoperable suite of software-driven IIoT connectivity products, something that does not exist on the market today,” says Wolfgang Thieme, Chief Product Officer at BehrTech. “We’re putting control in the hands of our customers and partners. Your devices, your network, your data. Between deployment flexibility, incomparable Total Cost Ownership, and its unique communication robustness, MYTHINGS is the connectivity solution needed to bring the Industrial Internet of Things online, ensuring that real business value can be derived from sensor data.”

The MYTHINGS Module complies with the mikroBUSTM add-on board open standard design. By specifying the physical layout of microcontrollers or microprocessors (mainboards) and compatible integrated circuits and modules (add-on boards), the mikroBUS standard enables easy, flexible hardware design and development with a growing ecosystem of standardized development and add-on boards. Leveraging a portfolio of more than 600 available mikroBUS click boards, businesses can mix and match the MYTHINGS Module with relevant sensors, interfaces, displays, amplifiers and more to rapidly and cost-effectively build a customized end-node for a variety of use cases and deployments.

Additional information on the MYTHINGS is available at www.behrtech.com/mythings

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Congatec Presents 10 New High-End Modules for Embedded Edge Computing

17 July 2019

congatec today announced 10 new COM Express Type 6 modules featuring the best and latest Intel® embedded processor technology. The four Intel® Xeon®, three Intel® Core™, two Intel® Celeron® and one Intel® Pentium® processors are all based on the same Intel microarchitecture (codenamed Coffee Lake H). This enables congatec to provide all 10 new processors on one COM Express module design – the conga-TS370. A total of 14 processor module variants are now available on this single microarchitecture, offering extremely wide scalability. The spearhead in terms of computing power is the 45 watt 6-core module with 2.8 GHz Intel® Xeon® E-2276ME processor. It provides the highest embedded computing performance with integrated high-performance processor graphics currently available worldwide, while the 2.4 GHz Intel® Celeron™ G4930E processor module with 35 watts sets the new price-performance benchmark.

Particularly noteworthy are the two 6-core congatec modules with a TDP of 25 watts offered on Intel® Xeon® E-2276ML and Intel® Core™ i7-9850HL processors. They enable developers to create completely passively cooled embedded edge computing systems that can run up to 12 standalone virtual

CIMdata PLM Industry Summary

machines in parallel thanks to hyperthreading. This allows operation even in fully sealed systems, under the harshest environmental conditions and with the highest IP protection. The same applies to the two quad-core modules with Intel® Xeon® E-2254ML or Intel® Core™ i3-9100HL processor as well as the Intel® Celeron® G4932E processor-based module, all featuring a – partly configurable – TDP of 25 watts.

“In the embedded edge computing segment, our OEM customers are now using such multicore platforms to consolidate several formerly separate systems on a single embedded edge computer. Hypervisor technology allows them to operate up to 12 virtual machines in parallel on one system,” explains Andreas Bergbauer, Product Line Manager for COM Express Modules at congatec. “These include real-time controllers (soft PLCs), Industry 4.0 gateways for tactile Internet via Time Synchronized Networking, IoT gateways for sending big data towards the cloud and central management systems, as well as vision systems, artificial intelligence (AI) and deep learning applications. In addition, there are software-defined networking functions such as intrusion prevention and detection systems that analyze data traffic parallel to the applications, thereby avoiding latencies that would arise with serial operation of analytics and applications.”

Other applications besides embedded edge computing include, of course, classic high-end medical imaging systems and HMIs as well as high-end gaming, infotainment and digital signage systems that require best-in-class computing power and throughput on a single die in tandem with the Intel® graphics technology.

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Entercoms' SpareX Raises the Bar in Product Lifecycle-Based Spare Parts Planning

16 July 2019

Entercoms Inc. announced the debut of SpareX today. [SpareX](#) is a cloud-based digital spare parts planning technology product that completely overhauls and simplifies spare parts planning.

SpareX enables companies to have all the warranty support and revenue generating spare parts available at the right place, at the right time while optimizing the total cost to serve in positioning the spare part. SpareX provides the functionality to create a best-fit forecast, identify and automatically correct one-time demand outliers, generate new buy and repair purchase orders, set target stock levels across a multi-echelon network and generate replenishment and redistribution orders. The underlying principle is exception identification to automate spare parts planning and to prioritize alerts for planner review on an exception basis. Inventory investments are optimized by considering numerous factors like the lifecycle of the part (new product, sustaining or end of life), part chaining, part attributes (such as part criticality), location attributes (such as proximity to the customer), demand variation and supplier lead time variability.

SpareX's sophisticated forecasting algorithms incorporate machine learning, artificial intelligence and have the ability to interpret multiple signals from connected devices to optimize the target stock levels across a multi-echelon, global network. It accounts for network rebalancing, zone replenishment, regional repair, new buy, and part substitutes. Its automated closed loop, root cause analytics engine coupled with key process performance monitors help establish a continuous self-learning inventory planning process. SpareX uses lifecycle-based forecasting algorithms which go above and beyond traditional demand-based forecasting algorithms. These are critical when planning spare parts in the new

product and the end of life phase.

The announcement comes on the heels of the issuance of the company's recently received U.S. Patent Number 10,262,297, Part Chain Management in an Aftermarket Services Industry, from the United States Patent and Trademark Office on April 16, 2019. SpareX will leverage Entercoms' part chaining patent to optimize inventory investment and maximize part availability

With the service economy exploding and with it the increased need for replacement parts, [SpareX](#) will be able to help companies solve their most complex challenges in spare parts planning and take their business to the next level.

"As the world moves towards a service-based economy, SpareX provides the functionality and algorithms that will help maximize spare parts availability and minimize the cash invested in meeting the customer promise. Leveraging our planning process expertise, coupled with our part chaining patent and lifecycle-based forecasting techniques, SpareX provides organizations with a scalable end to end planning solution that will help improve the planning outcomes" said Dr. Rahul Singh, CEO and co-founder of Entercoms.

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MagiCAD UK Officially Launches Cubicost

16 July 2019

Announced on the MagiCAD blog:

“On 10th July 2019 MagiCAD Construction Solutions launched a brand new version of Cubicost Takeoff for Architecture & Structure.

The RICS HQ provided an apt location for the final stage of a series of worldwide events spanning Singapore, Malaysia, Indonesia & Hong Kong that have attracted some 1000 professionals.

The afternoon featured informative talks on surveying & digital construction from a host of guests including Operations Director at RICS, James Fiske. Digital Transformation was the key theme of the afternoon with a call to arms for all surveyors to adopt BIM technology into their main processes as other sections of the industry have.

BIM quantity and cost has received a muted response from surveyors in recent times due to the lack of flexibility when drawing data from models. Cubicost TAS C aims to revolutionise the industry by providing a greater level of intelligence to BIM Quantity & Costing by running models through measurement in the context of materials, using localised measurement rules while providing means to add & control model data.

Cubicost TAS C is available through MagiCAD Construction Solutions in the UK, part of the Glodon Group.”

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ODA Releases Drawings SDK 2020

16 July 2019

CIMdata PLM Industry Summary

Open Design Alliance (ODA), leading provider of CAD interoperability and component technology, announced today the release of Drawings SDK 2020. Drawings is a development platform for desktop, mobile and web applications that work with .dwg and .dgn data.

“Drawings 2020 marks a significant milestone for several of our longer-term .dwg technology initiatives,” commented Neil Peterson, ODA President. “The first of these is Common Data Access (CDA). CDA is a platform-neutral framework for accessing model structure and property information in a common manner for all ODA-supported formats. For example, CDA will allow applications to access data from .dwg, .dgn, Autodesk® Revit® files, and other formats using a common interface, greatly simplifying the development of multi-format viewers, markup editors, and other applications. Drawings 2020 contains the initial CDA framework, and we are expecting CDA to be completed by the end of this year.”

Sergey Vishnevetsky, ODA Development Director, said, “Drawings 2020 also implements the first phase of our upcoming support for model documentation views for .dwg. This feature will allow sophisticated detailing of 3D models using associative views. Full support for model doc views will be available by December.

“A third area of strategic focus for ODA is basic, economical 3D solid modeling. Many ODA members are developing applications that require a limited set of 3D modeling operations, and they don’t want to license an expensive third-party modeler. ODA Solid Modeler 2020 can now create sweeps and extrusions along a path, and save these to .dwg as ACIS®-compatible 3D solids. Importantly, ODA Solid Modeler is offered as a standard part of an ODA membership, at no additional cost to members.”

Drawings 2020 contains a number of additional features including enhancements for .dgn support and improvements to the ODA geometry sub-system, as well as fixes for several hundred member-reported issues. The SDK and full release notes are available for download at www.opendesign.com.

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SAP Expands Its Open Source Engagement and Contributions for the Broader Web Builder Community

17 July 2019

SAP announced it has further deepened its commitment to the developer and open source community with the contribution of [UI5 Web Components](#), a comprehensive library for Web developers.

This library enables them to create enterprise-grade Web applications more easily. The announcement was made at the OSCON conference, taking place July 15–18 in Portland, Oregon.

The new [UI5 Web Components](#) from SAP allow developers to take advantage of the features offered by OpenUI5 while using other frameworks such as React, Angular or Vue.js. Web Components are a set of easy-to-use, lightweight but enterprise-grade user interface elements that provide functions that are not easily possible with standard HTML. Web Components are framework-agnostic and work in modern browsers, so they can be used to add advanced functionality to static Web pages or dynamic Web applications.

“Open source is a key part of SAP’s technology strategy, and we have been active in the community for over 15 years by contributing to and supporting various projects,” said Thomas Grassl, SAP VP and

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global head of developer and community relations. “Our ongoing collaboration with the open source community around CLA assistant and OpenUI5 is an important source of input and driving new features.”

[CLA assistant](#) is a project that allows contributors to sign a contributor license agreement (CLA) for any open source project with just one click, fully integrated with the GitHub pull request workflow. Initially it was an internal tool to manage CLAs for SAP projects. Now it is available to help the wider open source community to manage contributions for their projects. It has been used for over 60,000 CLAs and over 4,500 repositories and is the de facto tool for open source projects that use CLAs to ensure any contributions are properly licensed. Microsoft has adopted CLA assistant [for handling its corporate CLAs](#), and has also [contributed](#) to the project. CLA assistant has also been used by other well-known organizations to manage contributions to their projects.

To learn more about SAP’s open source projects, visit <https://opensource.sap.com>

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ZWCAD 2020 ready - Spatial Manager 5.3

18 July 2019

‘Spatial Manager for ZWCAD’ has been updated to version 5.3, adding compatibility with ZWCAD 2020, which has recently been released. This version of one of the most popular ZWCAD plug-ins has been completely reworked to take full advantage of the new ZWCAD 2020 features, such as its extraordinary speed increase in the most usual tasks

Import/export [spatial or GIS data](#) into/from ZWCAD (2017, 2018, 2019 and 2020) (*), and experience the advanced tools to manage spatial data, such as **dynamic background maps, quick drawing **publishing in Google Earth**, data structures and **data grid, queries**, layer thematics, automatic labeling, etc.**

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