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## Acquisitions

### *Accenture to Acquire Orbium, a Business and Technology Consultancy*

9 January 2019

Accenture has agreed to acquire [Orbium](#), a management consultancy and technology services provider to the financial services industry, headquartered in Switzerland. The acquisition will further strengthen Accenture's ability to provide innovative services to clients in the private-banking and wealth-management space globally. Terms of the transaction were not disclosed.

Orbium is the largest services provider for the Avaloq Banking Suite — a leader in digital and core banking software for the banking and wealth management industry, used by more than 150 banks and wealth managers worldwide. Orbium helps private banks and wealth managers improve their performance by aligning their business strategy with their operating model and technology architecture.

Orbium's unparalleled knowledge of the global wealth management industry has made the company a market leader in the delivery of Avaloq-enabled business transformation projects. The firm has triple the number of Avaloq-certified specialists of any other company and is authorized to provide training for Avaloq professional certification. The acquisition will provide Accenture with the expertise of Orbium's global workforce as well as technical assets including project accelerators developed specifically for the Avaloq platform.

"The wealth management industry is moving from high-cost, inflexible in-house and legacy solutions to packaged core platforms, software-as-a-service and business process outsourcing, which provide the modern open architectures required to deliver the new digital services the industry demands," said [Michael Spellacy](#), senior managing director and head of [Accenture's global capital markets practice](#). "As the leader in Avaloq implementation, Orbium has a unique combination of management consultancy, technology and program-management resources and capabilities that will enable us to accelerate and scale our services to the [wealth management](#) industry globally — bringing efficiency and enhanced customer experience to the next generation of wealth managers and their clients."

Founded in 2004, Orbium has more than 500 employees and offices in more than a dozen cities across Europe, Asia-Pacific and the United States. Its clients include global tier-one banks, premium wealth managers and private banks.

[Samir Gherbi](#), a partner at Orbium, said, "We are tremendously excited about the new opportunities that we will be able to bring to our clients and our people by becoming part of Accenture. In leveraging Accenture's leading-edge capabilities, we will be able to significantly expand the reach and scope of our market solutions. Accenture and Orbium share a common focus: our clients' success."

The acquisition is subject to customary closing conditions.



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## ***Clearsight Advises Knowledgent in its Acquisition by Accenture***

8 January 2019

Clearsight Advisors, Inc. (“Clearsight”) is pleased to announce another successful transaction in its Big Data and Data Analytics practice. Clearsight served as the exclusive strategic and financial advisor to [Knowledgent](#) in its acquisition by [Accenture](#). This transaction further demonstrates Clearsight’s position as the leader in advising high-end consulting firms serving the big data, machine learning, and digital transformation landscapes.

Knowledgent is a data intelligence company that enables enterprises to become digital and intelligent by innovating in and through data primarily for the healthcare and financial services industries. The company provides data strategy, architecture & engineering, advanced analytics, and data governance services leveraging proprietary, cutting-edge assets to accelerate client ROI and deliver at scale. Based in New Jersey, Knowledgent employs more than 300 highly skilled “informationists” that provide data strategy and architecture, data engineering, and data management solutions.

The acquisition of Knowledgent enables Accenture to continue driving innovation in data services with investments in machine-led solutions, highly skilled data specialists and leading platform and industry data capabilities, helping clients rotate to data-powered intelligent enterprises.

“Accenture’s acquisition of Knowledgent truly moves the needle for Accenture’s data strategy practice. We are thrilled to have been able to support the exceptional Knowledgent team in realizing their strategic and financial goals,” remarked [Gretchen Frary Seay](#), Co-Founder and Managing Director of Clearsight Advisors.

Knowledgent’s talent, experience, and solutions complement Accenture’s existing capabilities to solve business problems by rapidly turning data into actionable insights that drive smart decisions for clients in North America and beyond.

[Joel Kallett](#), Co-Founder and CEO of Clearsight Advisors, added “Knowledgent is relentless in their pursuit of harnessing data in order to find efficiencies, decrease risk, and, ultimately, help their clients innovate. They are a powerful team with second-to-none talent that is fluent in the second wave of digital transformation and we are delighted to have helped them realize their vision of a significant transaction with a partner that is one of the most influential innovator companies in the world.”



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## ***Deltek Acquires Avitru, Adding More Capabilities to its Architecture, Engineering, Construction, and Owners (AECO) Solutions***

3 January 2019

Deltek announced today that it has acquired [Avitru](#) – the leader in construction specification content and software. Together, Deltek and Avitru will provide unmatched solutions and services to architects, engineers, contractors, owners and building product manufacturers. This acquisition expands Deltek’s offerings for the AECO industry by bringing in more resources, capabilities and expertise.

Avitru, originally known as ARCOM, is headquartered in Atlanta, Georgia. Avitru designs the most

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trusted and comprehensive building specification systems in the industry including MasterSpec® – a product of The American Institute of Architects, SpecText, SpecBuilder Cloud and e-SPECS.

“Avitru’s mission has been to empower architects, engineers, contractors and owners to make better, faster decisions,” said Jim Contardi, CEO at Avitru. “Now, with Deltek, the incredibly powerful combination of our solutions will give architects even more tools to design, build and operate in a better built environment. Avitru couldn’t have found a better home!”

In addition to its unique solutions, Avitru has a strategic partnership with [AIA](#) – a 93,000-member organization committed to representing, advocating, and advancing the profession of architecture in the United States. AIA created MasterSpec® 50 years ago in order to support the development of accurate specification documents for construction projects. Currently, MasterSpec® is the most comprehensive and trusted collection of master guide specifications in the architecture and design profession with more than 900 created. As the exclusive distributor of MasterSpec®, Deltek will continue Avitru’s partnership with AIA to provide the most current specification content for the AECO industry and provide easy access to building product manufacturer information.

“This partnership will provide AIA members with a valuable benefit,” said AIA Executive Vice President and Chief Executive Officer Robert Ivy, FAIA. “By working together, we can deliver exceptional software solutions that position architects with the best possible tools available for specifying building products and materials.”

“For decades, Deltek has been working closely with thousands of architecture, engineering and construction firms to deliver the most comprehensive software solutions. Acquiring Avitru is part of our ongoing commitment to invest in innovation and offer deeper solutions for our customers. Together with Avitru, we will deliver even more capabilities to help AECO firms and building product manufacturers serve their clients more efficiently and effectively,” said Mike Corkery, President and CEO at Deltek. “We also are thrilled to partner with AIA and offer our customers more resources and more expertise. The entire Deltek team looks forward to working with our new partners and new colleagues at Avitru.”

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## ***DXC Technology to Acquire Leading Digital Innovator Luxoft***

7 January 2019

[DXC Technology](#) and [Luxoft](#) Holding, Inc today announced a definitive agreement for DXC to acquire Luxoft, a global-scale digital innovator with differentiated offerings, deep vertical industry expertise and world-class digital talent.

Pursuant to the agreement between DXC and Luxoft, all of the issued and outstanding Luxoft Class A and Class B ordinary shares will receive \$59.00 per share in cash, representing a total equity value of approximately \$2 billion.

Together, DXC and Luxoft will offer a differentiated customer value proposition for end-to-end digital transformation by combining Luxoft’s digital engineering capabilities with DXC’s expertise in IT modernization and integration. The acquisition will accelerate the digital growth and scale-out strategy outlined by DXC at its [Investor Day](#) last fall, and will broaden access to key digital talent.

Luxoft provides digital strategy consulting and engineering services for companies across North

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America, Europe and the Asia Pacific region. Headquartered in Zug, Switzerland, the company achieved \$911 million in revenue over the last four reported quarters, with a strong, double-digit compound annual growth rate (CAGR) over the last three years.

“Luxoft and DXC are highly complementary, and our shared vision of digital transformation makes this strategic combination a great fit for both organizations -- as well as enormously beneficial for our clients,” said Mike [Lawrie](#), chairman, president and CEO, DXC Technology. “Luxoft has a proven track record and expertise in producing measurable business outcomes at-scale for global clients across key industries, including automotive and financial services. The addition of Luxoft accelerates DXC’s growth strategy as we equip the company to meet the digital requirements of our clients today and in the future.”

## A Digital Leader

Luxoft offers differentiated digital capabilities in areas such as analytics, UX/UI, IoT and blockchain, and is a significant player in outsourced engineering services, cloud and devops. Luxoft brings strong vertical expertise in key industries, including automotive (digital cockpit, autonomous drive, connected mobility), financial services (digital consulting, regulatory & compliance, platform implementation) and healthcare/life sciences (digital lab, customer engagement). Luxoft also brings a strong portfolio of other industry offerings for travel, media & communications and energy & utilities.

Together, Luxoft and DXC will have industry expertise that is both broad and deep. The combined company will be able to offer:

- End-to-end digital capabilities for the financial services industry, with a true global footprint;
- New services in insurance, where DXC is a recognized industry leader;
- Unmatched offerings for the automotive industry, combining Luxoft’s knowledge and experience in car systems with DXC’s capabilities in cloud and security for connected auto services; and
- Industry-leading services in healthcare and life sciences, bringing together DXC’s experience in specialized systems with Luxoft’s digital capabilities.

Luxoft has a highly skilled digital workforce of close to 13,000 people, the majority of whom have a master’s degree or PhD, along with a deep industry background. The company built and operates a unique talent acquisition and management platform that consistently delivers on-time digital hiring, with an ability to leverage the platform across DXC to improve hiring efficiency.

Luxoft serves marquee clients in every region, with particular depth in European markets. In the automotive space, the combined company -- Luxoft plus DXC -- will serve more than 20 manufacturers and OEMs across North America, Europe and the Asia Pacific region. The combined company will serve half of the top financial institutions in the Americas and Europe.

Luxoft will maintain its brand and operate as “A DXC Technology Company,” and will continue to be led by Dmitry [Loschinin](#), the company’s current president and CEO, who will report to Lawrie.

“Our success in recent years has been led by our talent and ability to design, develop and deliver truly innovative digital solutions tailored to client business needs,” Loschinin said. “Aligning with DXC presents an exciting opportunity to unlock new value for our people, clients and partners. We will gain the scale, resources and market presence to better serve and compete, and to more rapidly realize our vision. As part of DXC, we will preserve Luxoft’s differentiated capabilities and culture while driving

growth for the combined company.”

## Transaction Benefits

The acquisition of Luxoft will expand DXC’s digital offerings portfolio, broaden its presence in high-growth verticals, enhance access to engineering talent globally and strengthen DXC’s digital value proposition overall. The focus of the transaction will be on accelerating growth for DXC, with a focus on cross-selling digital services, expanding into new markets and scaling digital talent.

The combined company will benefit from Luxoft’s differentiated solutions, platforms, delivery model and IP -- as well as industry-leading partnerships that complement DXC’s own. Revenue synergies are expected to come from cross-selling Luxoft offerings across the DXC portfolio, while bringing DXC’s expertise in IT modernization and digital integration to Luxoft clients.

## About the Transaction

Closing of the transaction is anticipated by June 2019 and is subject to customary conditions and regulatory approvals. Shareholders representing approximately 83 percent of the total voting power of Luxoft have delivered written consents in support of the transaction, as a result of which the requisite Luxoft shareholder approval has been obtained.

DXC expects the combination to be value accretive, driven by complementary capabilities and offerings, differentiated solutions for customers in large end-to-end digital transformations, a consistent pipeline of digital talent, and access to fast-growth verticals. Together, DXC and Luxoft will address the full spectrum of business-driven digital initiatives, from modernizing legacy IT systems to delivering transformational digital solutions at scale.



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## ***Hexagon Strengthens Smart Factory Position With Autonomous Production Technologies From Etalon***

7 January 2019

Hexagon AB today announced the acquisition of Etalon, a provider of equipment calibration solutions. Etalon's solutions continuously monitor and initiate compensation of machine tools, measuring machines, robots and structures to ensure the dimensional accuracy of manufactured parts.

Founded in 2004, Etalon employs around 25 people with domain expertise in production and metrology technology. Its solutions are used by customers in mechanical engineering, industrial instrumentation, automotive and aerospace technology and the research sector. Not only does Etalon's portfolio strengthen Hexagon's calibration solution offering but also nicely complements its on-machine measurement solution range, which now incorporates machine tool probes, software and calibration equipment.


"By joining Hexagon, Etalon gains the scale to strengthen and expand its position in equipment calibration. Moreover, the acquisition is a natural extension of Hexagon's data-driven smart factory strategy. It is reinforcing our commitment to increase customer value through the convergence of production and metrology and greater process autonomy through machine-controlled operations," says Hexagon President and CEO [Ola Rollén](#). "We are very pleased to welcome such an innovative team on board and look forward to working together on new solutions for our customers."



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Headquartered in Braunschweig, Germany with a global network of distribution partners, Etalon will operate within Hexagon's Manufacturing Intelligence division. The acquisition will be consolidated as of today and has no significant impact on Hexagon's earnings.

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## Company News

### ***Adesto Recognized for Industrial Internet of Things Innovation in 2019 IoT Breakthrough Awards Program***

7 January 2019

[Adesto® Technologies](#) announced that it has been selected as the winner of the “M2M Embedded Hardware Company of the Year” award from [IoT Breakthrough](#), an independent organization that recognizes the top companies, technologies and products in the global Internet of Things (IoT) market today.

The IoT Breakthrough Awards program covers a range of IoT categories including Industrial and Enterprise IoT, Smart City technology, Connected Home and Home Automation, Connected Car, and many more. This year’s program attracted more than 3,500 nominations from companies all over the world.

“The Industry 4.0 revolution continues to gain momentum as the efficiency and profitability advantages from the automation and data exchange in manufacturing and other industrial sectors is proven,” said James Johnson, managing director at IoT Breakthrough. “Adesto has a broad range of solutions for IoT including chips, modules, gateways and network management tools. Its unique SmartEdge platform approach to designing Application-Specific Integrated Circuits (ASICs) for Industrial IoT edge applications is a standout Machine-to-Machine development. We are proud to recognize the Company in our 2019 IoT Breakthrough Awards program as one of our marquee industrial IoT designees.”

“As a company solely focused on delivering innovations for IoT applications across several segments, we’re delighted to be named by IoT Breakthrough as the M2M Embedded Hardware Company of the Year,” said Narbeh Derhacobian, CEO of Adesto. “In 2018, Adesto expanded our footprint in industrial IoT and added an array of innovations to our portfolio through the acquisitions of S3 Semiconductors and Echelon Corporation. As we move into 2019 and beyond, we will continue to deliver unique and powerful solutions for the IoT.”

Adesto’s SmartEdge™ platform provides a uniquely cost-effective way to integrate sensing, calibrating, controlling and communication functions into a single ASIC. This level of integration delivers higher overall performance, particularly when moving between the analog and digital domains, while also bringing down the system power budget. For autonomous edge devices expected to operate for many years from a single battery, the SmartEdge solution will yield significant power savings in addition to providing a smaller total solution footprint.

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## ***Altair adds New Sales and Marketing Executives for Strategic Growth***

8 January 2019

[Altair](#) has added Amy Messano as Chief Marketing Officer (CMO), and Ubaldo Rodriguez as Senior Vice President, Global Sales as the company continues building its global sales and marketing organization for strategic growth.

Ms. Messano will lead Altair's corporate, regional, and solutions marketing. She was most recently Vice President, Integrated Marketing & Communications at Aptiv (formerly Delphi) and previously held senior marketing positions at Microsoft.

Mr. Rodriguez will have responsibility for accelerating Altair's worldwide revenue growth, reporting to Nelson Dias, Altair's Chief Revenue Officer. Mr. Rodriguez was most recently VP of Sales, Americas at ANSYS where he had held several sales positions since 2004.

"We are excited to have Amy and Ubaldo come on board. Amy brings an accomplished marketing background in software and emerging technologies, including advanced mobility to our global marketing teams. We believe Ubaldo, with his great track record of revenue growth, can help the individuals in our sales organization succeed," said James Scapa, Altair's Founder, Chairman, and CEO. "Their experience and expertise come to us at a great time as we continue to add more technology solutions to our software platforms."

"I have watched Altair as a competitor for many years, and their formidable progress through R&D investments and technology acquisition has made them the place to be," said Mr. Rodriguez, "The growth and breadth of Altair's software portfolio in combination with their disruptive business model presents an exciting new opportunity to deliver Altair's value through powerful solutions to organizations worldwide."

Altair's global footprint provides sophisticated, highly advanced software solutions to a broad array of industry verticals and business segments. "The diversity of Altair's customers and the company's intense technology focus are a unique combination with a compelling future," said Ms. Messano, "I am happy to be part of a dynamic, smart team."

Former CMO Jeff Brennan has been named Chief Product Officer of [Altair 365](#), the cloud collaboration platform for generative design, engineering analysis, and manufacturability under a single, intuitive user environment. This new position aligns with Altair's growth strategy in an evolving distributed computing landscape.



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## ***Approvo Recognized as SAP Industry Expert***

8 January 2019



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Approyo, a leading enterprise SAP HANA Solutions Provider, closed out 2018 by being recognized by multiple industry and international publications. The Wisconsin based company received six awards and recognitions in December focused on Approyo's growth and expertise in the SAP marketplace throughout the year.

- Approyo named one of the “Best Entrepreneurial Companies in America” by Entrepreneur Magazine's Entrepreneur360 List
- US – SCALE-UP COMPANY OF THE YEAR (IT SERVICES) – ACQ5 Global Awards 2018
- US – SAP SOLUTION PROVIDER OF THE YEAR – ACQ5 Global Awards 2018
- US – GAMECHANGER OF THE YEAR, CHRIS CARTER, APPROYO – ACQ5 Global Awards 2018
- Approyo named a SB100 Winner in the 2018 Best of Small Business Awards
- Approyo named one of the 20 Best Companies to Watch by Insights Success

“It is honor to be recognized by so many different publications for our SAP expertise,” says Chris Carter, CEO of Approyo. “2018 was been a great year of growth for the team at Approyo. Thank you to our team, partners and customers. These awards set the tone for the next year and being recognized as the SAP Solution Provider of the year is an accomplishment that showcases what we bring to the SAP ecosystem and how we can truly help!”

Honorees for the “Best Entrepreneurial Companies in America” by Entrepreneur Magazine were identified based on the results from a comprehensive study of independently owned companies, using a proprietary algorithm and other advanced analytics. The algorithm was built on a balanced scorecard designed to measure five metrics reflecting major pillars of entrepreneurship — innovation, growth, leadership, impact and business valuation.

The Best of Small Business Awards <sup>TM</sup> is America's most prestigious honor that recognizes and celebrates the BEST Small to Mid-Sized Business Visionaries. With over twenty-five notable “Best of Small Business” categories to choose from, The Best of Small Business Awards <sup>TM</sup> is the largest Annual Business Recognition Program in the US.

Approyo has been providing solutions powered by [SAP HANA](#)®, such as the latest version of [SAP S/4HANA](#)®, in the cloud for the last three years. Approyo built an entire platform using the best solutions in the market, helping companies move to SAP HANA quickly and benefit immediately.

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## ***Capvidia Launches New Website to Serve the CAD Industries***

10 January 2019

Capvidia recently launched a new website to service new and prospective clients in the manufacturing data industry.

Since 1994, Capvidia has specialized in software solutions for CAD, MBE and interoperability, including CAD plugins, standalone applications, and components for CAD, product lifecycle management, computer-aided engineering, and quality processes.

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Following the update to Capvidia's website, users no longer need to sign in to a login portal to access software downloads. Instead, they can contact Capvidia directly via on-site forms for software support, trial licensing, service quotes, and more. The refreshed site also features a streamlined navigation menu to quickly guide visitors to the products, services, and insights they need. The site's clean interface and redesigned logo now mirror Capvidia's modern manufacturing and metrology solutions, for a seamless experience at every touchpoint.

According to Capvidia's Director of Business Development Daniel Campbell, the new website delivers enhanced access and quality content to users: "Our customers are on the forefront of product design data, and they deserve a website that reflects that. We're excited to offer a site that empowers them to find innovative tools, solutions, and information about the latest in CAD translation and validation techniques."

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## ***Dassault Systèmes and Cognata Announce Strategic Partnership to Accelerate the Launch of Safer Autonomous Vehicles***

8 January 2019

[Dassault Systèmes](#) and [Cognata, Ltd.](#) announced today that they are partnering to embed Cognata's Autonomous Vehicle Simulation Suite into Dassault Systèmes' [3DEXPERIENCE platform](#). The partnership will provide a first-of-its-kind solution for autonomous vehicle makers to define, test and experience autonomous driving throughout the development cycle within the 3DEXPERIENCE platform. This will make a fully integrated autonomous vehicle development process resulting in faster, more accurate and safer autonomous vehicles on the road.

Dassault Systèmes' 3DEXPERIENCE platform provides Industry Solution Experiences such as Smart, Safe and Connected to the transportation and mobility industry that transform the way next generation vehicles are designed, produced, delivered and operated. Cognata's full product simulation solution leverages deep learning to enable autonomous vehicle manufacturers to run thousands of different scenarios based on various geographic locations, traffic patterns, and weather conditions. By incorporating the Cognata simulation suite into the 3DEXPERIENCE platform and leveraging CATIA best in class systems engineering roles and applications, the two companies deliver a one-stop-shop, outstanding environment to engineers for accelerated autonomous vehicle design, engineering, simulation and program management.

"Simulation is key at all stages of cyber systems engineering. Billions of miles must be virtually run before a car can be considered safe. AI-powered experiences that combines vehicle behavior, sensors and traffic models allow alternative designs to be tested in the concept phase to identify the optimal engineering solution," said Philippe Laufer, CATIA CEO. "Integrating Cognata's accurate and comprehensive offering into the 3DEXPERIENCE platform creates a unique solution to help our customers greatly reduce the time to market of safe autonomous vehicles."

"The partnership with Dassault Systèmes will hasten the development of autonomous vehicles, by making simulation an integral, seamless component of the engineering process," says Danny Atsmon, CEO and Founder of Cognata. "The earlier simulation is utilized, the easier it is for engineers to modify each component of the autonomous vehicle and test it through a virtual environment, to see how it works once incorporated in the vehicle and confronted with unexpected edge cases."

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At CES in Las Vegas January 8-11, 2019, Dassault Systèmes will exhibit at booth 4121, LVCC, North Hall, and Cognata at booth 5903, LVCC, North Hall.

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## ***Faraday Unveils ASIC Success in Factory Automation***

10 January 2019

Faraday Technology Corporation today announced that it has won and delivered several factory automation (FA) related ASIC projects, supporting real-time Ethernet, EtherCAT, Profibus, and PLC controllers. In each case, Faraday employs its value-added ASIC and IP customization service for power-performance optimization and product lifecycle management to meet factory automation needs within Industry 4.0 and Industrial Internet of Things (IIoT) scenarios.

Since 2003, Faraday has provided customized hardware interfaces and IP designs to fulfill system bus expendability, low latency, and data accuracy, required by industrial computer peripherals and factory automation systems. For instance, Faraday's customized Ethernet PHY can support high data transmission accuracy in 120-meter long cable, with an accuracy rate superior to the industry standard. In addition, these chips take advantage of Faraday's comprehensive ASIC service from design to manufacturing, along with contractual 20-year project database retention agreements and long product lifecycle support guarantees, tailor-made for industrial quality and stability requirements.

"Faraday's proven factory automation related ASICs meet the highest levels of compliance with industry standards, synchronizing real-time clocks with nanosecond accuracy to support leading industrial control systems," said Flash Lin, Chief Operating Officer of Faraday. "The device-to-device communication accuracy is a key factor in the success of these projects, enabling high-speed inspection, motion position and velocity control in the smart factory arena. Leveraging our innovative ASIC expertise, we continue to work with our customers to support the growing demand for high-performance factory automation solutions, now and in the future."

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## ***Hexagon Announces Production Software Business***

7 January 2019

Hexagon's Manufacturing Intelligence division today announced the formation of its Production Software business, comprising Vero Software, FASys and SPRING Technologies. The move, which sees the three acquisitions adopting Hexagon's corporate identity, reflects Hexagon's broadening expertise in the production technology space.

Hexagon acquired Vero Software, a specialist in CAD CAM software, in 2014 and has continued to expand and diversify its offering. The 2017 acquisition of FASys brought tooling and resource management software and shop-floor automation and integration expertise into the portfolio. SPRING Technologies, acquired in 2018, provides CNC simulation technology for G-code verification and workflow optimisation. Combining components of this rich portfolio of technology, Hexagon has already utilised this expertise to develop solutions for reverse engineering and on-machine

measurement.

“Over the last five years our available technology and solutions have evolved considerably from the CAD CAM heritage of Vero,” explains Steve Sivitter, CEO of the Production Software business.

“We’re increasingly focused on developing product synergies that will help customers improve quality and productivity. Our technology experts from Vero, FASys and SPRING have been working very closely together for some time, so operating together as a single entity is a natural step for us. We’re all excited at the prospect of what’s possible now creating innovative manufacturing intelligence solutions in the production software space.”

Norbert Hanke, President of Hexagon’s Manufacturing Intelligence division, adds: “The formation of the Production Software business complements our design and engineering and metrology businesses, enabling us to build unique solutions for our customers in manufacturing. As we develop this approach further, our experience of leveraging data from all phases of the manufacturing process will help create the Autonomous Connected Ecosystems (ACE) that will enable Smart Factories.”

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## ***Joint Efforts to Support the Foundation of the Edge Computing Consortium Europe (ECCE)***

7 January 2019

Analog Devices, Arm, Bombardier, B&R Automation, Fraunhofer Institute for Open Communication Systems (FOKUS), German Edge Cloud (GEC), German Research Center for Artificial Intelligence (DFKI), HARTING IT, HUAWEI, INNOVO Cloud, Intel, IBM, KUKA, National Instruments, Renesas, Schneider Electric, Software AG, Spirent, TTTech, and further partners announced at the Edge Computing Forum (ECF) 2018 their support of the planned formation of the Edge Computing Consortium Europe (ECCE) and its further refinement of the objectives ahead of a launch in 2019. The ECCE aims at saving research and development efforts by providing technology stacks for Edge Nodes based on existing, matched components to small, medium and large enterprises for the rising Edge Computing market in smart manufacturing and other Industrial IoT domains.

### **EDGE COMPUTING**

The Edge Computing paradigm describes an approach to execute certain services closer to devices and thereby supplements centralized Cloud Computing solutions. Amongst others, such an architecture can enhance data privacy and lower network latency. The global Edge Computing market is estimated to be worth 3 to 18 Billion EUR until 2023 and an international Edge Computing eco system that takes European particularities into account would benefit all industrial application domains.


### **ECCE**

The planned Edge Computing Consortium Europe (ECCE) aims at supporting small, medium-sized and large enterprises in Europe and all around the world to adopt related technologies and in particular with a focus on the augmentation of Operational Technologies (OT) with Information and Communication Technologies (ICT). Its mission is to drive adoption of the Edge Computing paradigm within the manufacturing and other industrial markets. It will emphasize on utilizing and contributing to existing solutions, standards and initiatives to ensure that industrial needs and requirements are optimally addressed in member products. Therefore, goals of this initiative include the specification of a Reference Architecture Model for Edge Computing (ECCE RAMEC), the development of reference technology

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stacks (ECCE Edge Nodes), the identification of gaps and recommendation of best practices by evaluating approaches within multiple scenarios (ECCE Pathfinders), and the synchronization with related initiatives/standardization organizations and the promotion of the results. The consortium welcomes collaboration with more partners who are engaged in the action of digitalization verticals. For more information refer to the ECCE homepage at <https://ecconsortium.eu>.

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## ***“PLM is a Game Changer” - Building a Strong Foundation for Growth at Superdry***

3 January 2019

Superdry’s menswear, womenswear, footwear and accessories collections fuse vintage Americana and Japanese-inspired graphics and text with British style. The company now operates through 695 branded stores in 59 countries, and reported £1.6 billion in brand revenue across retail, wholesale and e-commerce in 2018.

Superdry’s search for a PLM solution began when it became clear that the company had outgrown its previous methods and working procedures. With teams depending a combination of email, Excel sheets and other digital documents, crucial information would get lost or develop errors.

Scott Robertson, Head of Central Merchandising at Superdry, explains that the way the fashion retailer used to operate simply didn’t support the brand’s explosive global growth and focused business strategy.

“We were working with Excel and email, using literally thousands of different spreadsheets. There was no single source of the truth and people spent too much time trying to find information rather than doing value-added activities. We had no clarity and couldn’t track how many options we were developing during product development. We knew PLM would give us visibility to streamline that process.”

Since implementing Centric Product Lifecycle Management (PLM), Superdry has undergone a dramatic digital revolution. The company has streamlined the overlap between its wholesale and retail collections to create a unified range and increase on time and in full product completion from 70% to 89%.

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## ***Signalysis and North Central Manufacturing Solutions Partnership Brings Product Quality Solutions to Midwestern Manufacturers***

8 January 2019

Signalysis, Inc. announces a sales representative agreement with Wisconsin-based North Central Manufacturing Solutions. Specifically, North Central Manufacturing Solutions will work to provide manufacturers throughout the states of Iowa, Minnesota, Wisconsin and Northern Illinois with Signalysis product lifecycle quality assurance testing solutions.

Steve Lamer, North Central Manufacturing Solutions Owner, comments: “In more than 25 years of specifying, implementing, and selling manufacturing solutions throughout Europe and North America I’ve learned that product quality remains one of the biggest challenges facing manufacturers of all types

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and sizes. Faulty or under-performing products result in excessive warranty claims, recalls and lost customers. I'm excited for the opportunity to provide manufacturers throughout the area with the proven solutions of Signalysis."

Neil Coleman, Signalysis President, comments: "We are excited to have Steve representing Signalysis. He has a strong and well-rounded foundation of experience as a mechanical engineer working in robotics and manufacturing. Steve brings a wealth of experience to Signalysis. His commitment to customer service and willingness to go the extra mile aligns with our own personal and business values. We welcome Steve and look forward to his contributions for years to come."

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## ***Stibo Systems Celebrates a Year of Customer-Focused Innovation***

9 January 2019

[Stibo Systems](#) concluded one of its most successful years ever, as the company delivered on its ongoing commitment to customer-centric offerings and service.

With a fresh vision for the future, an influx of new customers and multiple releases adding value for our clients, here are the milestones that defined Stibo Systems' 2018:

### **With new leadership comes a new message**

In September, new CEO Niels Stenfeldt joined long-standing Stibo Systems executives, along with some new additions in an [expanded executive team](#). Stenfeldt brings more than 20 years of innovation and entrepreneurship from the supply chain and financial technology sectors. Since joining Stibo Systems, he has focused on maintaining record-setting growth and keeping its efforts aligned with customers' goals. As Stenfeldt transitioned into the role, Stibo Systems also launched a new messaging [platform](#), centered on the concept Your business first. This brand promise combines Stibo Systems' legacy of data-driven innovation and its focus on customer success into one concise message. Going forward, the platform will guide the company's business strategy.

### **Growing customer base turned to Stibo Systems to meet business goals**

Stibo Systems also continued to grow its global customer base, including a 22% increase in the number of new customers over the prior year. For example, [Mason Companies](#), one of the world's largest direct-to-consumer footwear companies, selected Stibo Systems' Customer MDM, paired with their existing Product MDM deployment to maintain consistent customer and product data across multiple brands and websites to enhance the online customer experience. [LIXIL](#), a Japan-based maker of pioneering water and housing products, chose our Product MDM solution for introducing, managing and publishing consistent product information to diverse channels throughout the country. [Loacker](#), an Italy-based producer of wafer and chocolate specialties, selected a Stibo Systems MDM solution to centralize data on thousands of staged products, as well as on its many points of sale. These companies joined a strong and growing list of Stibo Systems customers, including retail leaders like [bol.com](#), [Office Depot](#) and [Marks & Spencer](#).

Many of our customers joined us at our [Connect 2018 Customer Conference](#) in San Diego. More than 300 attendees representing 72 companies and diverse industries across the globe enjoyed fantastic sessions from our customer, partners and other speakers as well as industry roundtables and working



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sessions with key product experts. Additional Connect conferences are planned for spring 2019 in Copenhagen and in the fall in Chicago.

## **Solution upgrades deliver 360-degree management of the multidomain data journey**

Stibo Systems introduced multiple releases of its portfolio in 2018, each focused on improving the user experience and expanding capabilities of its Product MDM, Customer MDM and Product Lifecycle Management solutions, as well as the underlying unified platform – all offered via flexible (i.e., on-premise, cloud or hybrid) deployment options. The latest release delivers key [enhancements](#) that speed customers' time to value with increased performance, a modernized user experience and unmatched scalability across multiple data domains.

Further enhancements planned for 2019 will provide faster time-to-value in enabling digital business. From new content syndication channels within Stibo Systems' cloud-based Product Data Syndication offering, to improved Customer MDM data profiling capabilities and new functionality that expand PLM into the private label food & recipe management space, Stibo Systems' continued innovation will deliver significant added value and flexibility.

## **MDM offerings continue to receive industry recognition**

Industry research analysts and others continued to recognize Stibo Systems for its innovative MDM solutions. In addition, Stibo Systems achieved ISO/IEC 27001:2013 [certification](#), the international standard outlining best practices for information security management, for both its North American and European operations.

“After spending much of the past few months with Stibo Systems' global and growing customer and partner communities, I have never felt stronger about a company's amazing achievements and exciting future as I do today,” Stenfeldt said. “We are perfectly positioned and prepared to help our customers meet a plethora of new challenges as their consumers become more digitally driven and demanding and their data becomes more pervasive and complex. Working with our partners to deliver the most innovative MDM solutions and services available, we will make 2019 the most successful year yet – both for our company, customers and holistic Stibo Systems ecosystem.”

For more information about Stibo Systems' solutions, initiatives and leadership, visit <https://www.stibosystems.com>. And, to see what even greater milestones we have planned for 2019, come see us in booth #2831 at NRF 2019, January 13-15 in New York City. Or, join us at a [Connect](#) event in Copenhagen or Chicago!

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## ***Quartic.ai Joins the Industrial Internet Consortium***

8 January 2019

Quartic.ai places the power of AI directly in the hands of plant subject matter experts (SMEs) with their complete Smart Industry platform for process manufacturing industries implementing digital transformation with AI and IIoT. Built specifically for manufacturing users, the Platform, consisting of a contextual IIOT data pipeline, illuminator™ and the intelligence engine, eXponence™ makes AI deployment easy, to integrate seamlessly with OT systems, and to provide distributed machine learning at the Edge, Fog and in the cloud.

"As end-users look to evaluate new platforms for IIoT, machine learning and analytics, guidelines and

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standards like the Industrial Internet Reference Architecture (IIRA) and RAMI4 provide the necessary structure and foundation to evaluate and implement emerging technologies, modernize their existing infrastructure and build smart manufacturing for the future," said Rajiv Anand, CEO of Quartic.ai

"As a new technology company, we had the benefit of building a modern and futuristic platform from the ground-up so we used the IIC Reference Architecture as the guiding framework. At the same time, we need to help our customers preserve their investments in the legacy OT infrastructure during digital transformation. IIC's specific focus on legacy infrastructure connectivity offers further alignment to our technology philosophy," noted Akshaya Aron, Chief Product Officer at Quartic.ai

"The machine learning and streaming analytics for industrial applications required some very specific considerations. While we have built our machine learning applications using common commercial approaches such as the Apache Foundation, the IIC Analytics Framework provided useful guidance particularly for our distributed learning approach including edge analytics. The recent alignment of IIC with the OpenFog Consortium will bring even more clarity in this area," said Xiaozhou Wang, Chief Data Scientist of Quartic.ai.

Building modern IIoT platforms using IIC guidelines as a reference provides clarity to end-users and is in their long-term interest," said Dr. Richard Soley, Executive Director, Industrial Internet Consortium. "We commend companies like Quartic.ai who are assisting end-users with IIoT adoption while at the same time respecting their legacy infrastructure. We look forward to having Quartic.ai as a member of the IIC and to the contributions they will make."

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## ***Wipro Joins Linux Foundation Networking As Gold Member***

8 January 2019

[The LF Networking Fund](#) (LFN), which facilitates collaboration and operational excellence across open networking projects, continues its membership growth and deepens its global presence with the addition of new Gold member [Wipro Limited](#), a leading global information technology, consulting and business process services company. Wipro Limited joins LFN to support the development of next-generation Open Networking Automation Platform (ONAP) technologies and use cases for current and future networks.

Wipro Limited joins six other LFN Gold members, including [Accenture](#), [Aptira](#), [Inocybe Technologies](#), [Lumina Networks](#), [Microsoft](#) and [Telstra](#). A full list of LFN members by category is available at <https://www.lfnetworking.org/members/>.

K.R. Sanjiv, Chief Technology Officer, Wipro Limited, said, "Today, open source has become the preferred computing model for communications, artificial intelligence and analytics-driven technology solutions to facilitate innovation, cost efficiency and greater industry collaboration. Given Wipro's focus on and investments in 5G, analytics and the Wipro HOLMES™ artificial intelligence platform, we believe ONAP is the right platform for us to leverage, for network management, automation and orchestration. We are committed to bringing best-of-breed open source-based solutions to the market and are excited to be a part of ONAP and LF Networking."

Wipro is committed to collaborating with partners across the ecosystem to enable technologies that help organizations transform their digital networks. This collaboration will allow Wipro to leverage open

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source-based solutions, frameworks and accelerators to help enterprises develop open source strategies and enable their application modernization, cloud and digital transformation journeys.

LFN supports the momentum of open source networking, integrating governance of participating projects in order to enhance operational excellence, simplify member engagement, and increase collaboration.

"Wipro caps off a great first year for LFN and the propagation of open source networking technologies," said Arpit Joshipura, general manager of Networking and Orchestration, The Linux Foundation. "The company's global expertise will be a great asset as LFN enters its second year and continues to build a strong international community to accelerate continued deployment and global adoption of open source networking technologies by end users and commercial ecosystems."

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## ***World Economic Forum recognizes Sandvik Coromant plant as advanced Industry 4.0 site***

10 January 2019

The World Economic Forum has officially recognized the Sandvik Coromant production unit in Gimo, Sweden as an advanced Industry 4.0 facility. The plant has been selected as a “lighthouse” site, namely one that comprehensively deploys a wide range of Industry 4.0 technologies and use cases at scale, while keeping humans and sustainability at the heart of innovation.

Through its announcement, the World Economic Forum is acknowledging the strides that the world’s best manufacturers are making towards leveraging the technologies of Industry 4.0 into modern production. Each lighthouse is selected from a survey of over 1,000 manufacturing sites based on their success in adopting Industry 4.0 technologies and demonstrating tangible benefits.

According to the World Economic Forum’s announcement, the Gimo facility of Sandvik Coromant “has created a digital thread through its production processes that has significantly raised labour productivity. One example is its ‘touchless changeover’ which allows design patterns to be changed automatically, even during unmanned shifts.”

Nadine Crauwels, President of Sandvik Coromant, says: “Having our Gimo production unit listed as a lighthouse not only demonstrates true performance and increased competitiveness, but just as important, it shows sustainability at the heart of innovation.”

Magnus Jarlegren, Vice President Supply, adds: “Productivity improvement and technology development are two pillars for production that we have supported aggressively over the years. Being selected as a lighthouse for Industry 4.0 by the World Economic Forum is a recognition of which we are very proud, and proves that although we are at the beginning of this journey, we are heading in the right direction. This strengthens our ability to shape the future together.”

V R Vijay Anand, Head of Digital Machining, says: “Digital machining is a key Sandvik Coromant offer for our customers. Our recognition as an advanced adopter of Industry 4.0 endorses our understanding and maturity in this complex area. It also endorses the fact that we build digital offers which deliver tangible business value to our customers.”

The World Economic Forum’s aim is to build a network of manufacturing lighthouses that address the problems confronting industries in both advanced and emerging economies when it comes to investing

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in advanced technologies. Earlier work by the World Economic Forum identified that over 70% of businesses investing in technologies such as big data analytics, artificial intelligence or 3D printing are not able to take the projects beyond pilot phase. To aid the learning and adoption of technologies by other companies, Sandvik Coromant and the rest of the lighthouses in the network have agreed to open their doors and share knowledge with other manufacturing businesses.

To read the World Economic Forum press release on the announcement of its latest lighthouse sites, please click the following link

[www.weforum.org/press/2019/01/from-steel-to-smartphones-meet-the-forum-s-new-factories-of-the-future](http://www.weforum.org/press/2019/01/from-steel-to-smartphones-meet-the-forum-s-new-factories-of-the-future)

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## Events News

### ***Altair to Present at Needham Growth Conference***

8 January 2019

[Altair](#) Chief Financial Officer Howard Morof will present at the 21st Annual Needham Growth Conference to be held in New York, NY.

The Altair presentation is scheduled for Tuesday, January 15, 2019 at 8:40 a.m. ET (5:40 a.m. PT). A live webcast, as well as a replay, of the presentation will be available on the Company's investor relations website at <http://investor.altair.com>.

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### ***Minerva Announces Sponsorship of the PI PLMx London 2019 conference***

11 January 2019

Minerva, Aras Certified Gold implementation partner and developer of Aras Innovator-solutions for the medical device and electronic high-tech industries, is pleased to announce that the company is official sponsor of the PI PLMx London 2019 conference held in London, United Kingdom on February 4th to 5th.

PI is a CIO-led learning community for manufacturers across Automotive, Aerospace & Defense, High Tech Electronics, Industrial and Medical Device Manufacturing to shape the future of PLM.

Leaders from Airbus, Rolls-Royce, Carestream as well as 200 other manufacturers from around the world are to meet, connect and collaborate on strategies to address the growing complexity in global product development, systems engineering, manufacturing, quality and the supply chain.

To read more about the event and for booking inquiries, please visit [https://minerva-plm.com/pi\\_plmx\\_2019/](https://minerva-plm.com/pi_plmx_2019/)

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## ***Texprocess: Full range of technologies for textile processing***

9 January 2019

Trade visitors from the fashion and clothing industry, upholstered-furniture manufacturers and all processors of textiles will find at Texprocess, from 14 to 17 May 2019, an even broader range of machinery and methods for processing textile and flexible materials. Once again in its level of bookings Texprocess is exceeding the results of the previous event.

"The coming Texprocess will be taking off even further. While on all sides people are talking of Industry 4.0, at Texprocess we are now talking of Impact 4.0. Trade visitors will find an impressive range of technologies which in every respect are having formative effects on the way we manufacture and process textiles, effects which will continue in future", says Olaf Schmidt, Vice President Textiles and Textile Technologies at Messe Frankfurt.

With exhibitors currently from some 29 countries, Texprocess will be showing the whole range of textile-processing technologies – from design, to layout, to cutting, making, trimming, digital textile printing, conditioning, finishing, textile logistics and textile recycling. Among the exhibitors registered will be all international market leaders, including Amann, Brother, Dürkopp Adler, Human Solutions, Juki Central Europe, Morgan Tecnica, Pfaff, Tajima, Veit and Vetron. Following a temporary absence, Sunstar will be one of those represented at Texprocess again. Among those which have registered for the first time are Browzwear Solutions, Lasembor, INL International Technology, Siruba Latin America and Summa NV. China, Japan and Taiwan have registered for national pavilions.

## **Micro-factories show integrated production processes**

Micro-factories – an approach to textile processing which is fully networked and allows individualised products, while working rapidly, flexibly and locally – will be the focal subject at the coming Texprocess. Texprocess currently features four micro-factories:

The Digital Textile Micro-Factory at Texprocess and Techtextil, in collaboration with the Denkendorf Institutes for Textile and Fibre Research (DITF) and partners from industry, will be presenting three production lines in Hall 4.1 alone – one each for the manufacture of clothing, a 3D knitted shoe and for processing technical textiles, e.g. for the automotive or furniture industry.

RWTH Aachen University, jointly with various partners from industry and research, will be producing a smart cushion in its Smart Textiles Micro-Factory in the passage between Halls 4.1 and 5.1, thus demonstrating the industrially compatible production of a smart textile, from design to finished product, to serve as an example of the process. The prototype of the cushion will have been showcased previously at Heimtextil 2019.

Six firms working in several fields – visualisation, CAD cutting systems, automated body-mass calculation, layout and process automation – have also come together under the umbrella concept "World of Digital Fashion." In Hall 4.0 they will be jointly showing the ways in which their products can be integrated and combined in various different workflows within the value-added chain, making the digital process chain into a live experience. The focus will be on the customisation of clothing and

fashion.

Additionally, Efka, a manufacturer of industrial sewing-machine drive systems, and CAD specialist Gemini will be showing how to produce individually designed football shirts. The micro-factory presents an easy solution that most companies can implement using existing resources and structures.

## **Focus on sustainability**

Sustainability is one of the central themes of the upcoming Techtextil and Texprocess. For the first time, the two fairs will be showcasing their exhibitors' efforts towards sustainability. The Techtextil and Texprocess Innovation Awards give prizes for sustainable textile innovations and processing approaches. In addition, the Texprocess Forum will offer a thematic block exclusively around the theme of sustainability in the textile and fashion industry, with an offshoot of Fashionsustain, Messe Frankfurt's conference about sustainable textile innovations.

## **Techtextil and Texprocess sharing a hall for the first time**

For the first time Techtextil and concurrent Texprocess will be sharing an exhibition hall in 2019. In Hall 4.1 Texprocess will be showing its Digital Textile Micro-Factory, with one production line each for clothing, shoes and the processing of technical textiles. In addition exhibitors will be featuring product preparation, finishing, textile logistics, internal materials flow and textile conditioning, plus suppliers of sewing solutions. The Texprocess Special Treatment Area will also be located there, with exhibitors from the effect-finishing segment.

Also in Hall 4.1, Techtextil will be showcasing some of the suppliers of woven, laid web, braided and knitted fabrics, coated textiles, and nonwovens, as well as selected suppliers of textile machines. Suppliers of functional apparel textiles mark the transition to Texprocess. In the shared hall, visitors will get an insight into the entire production process, from raw material to finished product.

## **Complementary programme with talks and awards**

The Texprocess Forum in Hall 4.1 on every day of the fair will be featuring talks by experts on current topics in the industry. Once again the Forum will be organised in collaboration with the Textile-Clothing Dialogue (Dialog Textil-Bekleidung (DTB)), the International Apparel Federation (IAF) and the World Textile Information Network (WTiN). For the first time Messe Frankfurt will also be bringing a section from its conference at Berlin Fashion Week to Texprocess in Frankfurt, in the shape of Fashionsustain Berlin, thus providing a bridge to the sustainable end product.

For the fifth time Messe Frankfurt will be honouring the best new technological developments through its Texprocess Innovation Award. Entries for the prize are possible up to 18 February 2019 at [www.texprocess-award.com](http://www.texprocess-award.com). Entry is open to both exhibitors at Texprocess 2019 and also to all firms, institutes, universities, polytechnics, and individuals not exhibiting. The prizes in the various categories will be awarded during the joint opening event of Texprocess and Techtextil on 14 May 2019. At the same time a special exhibition area will be showcasing all prize-winning Texprocess products.

Visitors will also find new IT solutions for the clothing industry at IT@Texprocess. Among the presentations to be shown by exhibitors will be software for customer relationship management (CRM), enterprise resource planning (ERP), product life-cycle management (PLM) and supply chain management.



## **Sewing and clothing technology with a further sales plus**

According to information from VDMA Textile Care, Fabric and Leather Technologies, a partner in the Texprocess concept, in 2017 German manufacturers of sewing and clothing technology earned 7 percent more in real terms compared with the previous year, making this the highest export result since 2003.

"With export sales of € 603 million, Germany comes in third place among exporting countries, after China and Japan", says Elgar Straub, general manager of VDMA Textile Care, Fabric and Leather Technologies. "Our member firms' technologies are in international demand. Our firms are constantly building up their competitive position. That is because they are continually developing and innovating."

At the last Texprocess, in May 2017, 312 exhibitors from 35 countries showed 13,718 visitors from 109 countries the latest developments in the processing of textile and flexible materials. Moreover 11,399 visitors to Techtextil found information about the range at Texprocess. The two fairs in all welcomed 1,789 exhibitors from 66 countries and over 47,500 visitors from 114 countries.



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## Financial News

### ***PROS Holdings, Inc. Announces Date of Fourth Quarter and Full Year 2018 Financial Results Release, Conference Call and Webcast***

10 January 2019

[PROS](#)® will release its financial results for the fourth quarter and full year 2018 after the U.S. financial markets close on Thursday, February 7, 2019.

PROS Holdings, Inc. will host a conference call on Thursday, February 7, 2019 at 4:45 p.m. EST to discuss the Company's financial results and business outlook.

To access this call, dial 1-877-407-9039 (toll-free) or 1-201-689-8470. The live webcast of the conference call can be accessed under the "Investor Relations" section of the Company's web site at [www.pros.com](http://www.pros.com).



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## Implementation Investments

### ***Heuresis Chooses Onshape for Portable X-Ray Instrument Design***

7 January 2019

Heuresis has chosen Onshape as its primary CAD and data management platform. [Onshape](#) is an all-in-one cloud design platform that combines CAD, release management, workflow and real-time collaboration tools to speed up product development.

[Heuresis](#) makes portable x-ray imaging devices that allow law enforcement to more easily find illegal

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drugs, weapons and contraband in hidden compartments inside buildings, furniture, appliances, vehicles, luggage and other objects. The equipment allows police to detect and search hidden compartments without having to destroy property.

“Onshape gives me the ability to instantly check on the status of a design,” says Howard Kellogg, lead mechanical engineer at Heuresis. “It’s helpful for me to stay up to date on a project in real time and provide feedback to the team. We don’t even need to have informal design reviews. We can just see each other’s progress anytime.”

With Onshape’s real-time data management, whenever an engineer makes a change or edit to their 3D CAD model, everyone on the design team instantly sees it. A comprehensive Edit History also records who made what changes and when, allowing the team to return to any prior state of the design at any time.

“Heuresis x-ray technology is giving law enforcement new capabilities to combat illegal drug trafficking,” says Onshape CEO Jon Hirschtick. “We’re proud of Onshape’s role in helping Heuresis make our communities safer.”

Kellogg adds that he especially appreciates Onshape’s reliability and resistance to CAD crashes.

“Onshape is just so much more stable,” he says. “We no longer have to worry about references getting lost or individual files getting corrupted. When we were using SOLIDWORKS, it would sometimes crash and we’d have to deal with recreating lost work.”

“Whenever I’d lose work because of a crash, I’d tell myself the silver lining was that I could do it faster and better the second time around,” Kellogg adds. “But that’s still time you’re not spending moving forward. Onshape has put crashes behind us and lets us focus more on our product development.”



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### ***Konecranes adopts Internet of Things technology to bridge virtual and real worlds using Siemens' digital innovation platform***

10 January 2019

Konecranes has implemented Siemens' digital innovation platform to accelerate its product development process and connect product and performance data together. The company is using MindSphere, the open, cloud-based Internet of Things (IoT) operating system, and the Teamcenter® portfolio, the world's most widely used digital lifecycle management software, to leverage the digital twin and reduce the number of physical prototypes, which helps to increase efficiency and decrease product validation time. The Konecranes proof of value is one of the first implementations of IoT to develop a framework that connects and synchronizes the virtual (engineering design, analysis and simulation) and physical (testing and operational reliability) worlds.

Konecranes is using Siemens' MindSphere and Teamcenter software to leverage the digital twin and reduce the number of physical prototypes required for the product development process.

"The product design process is currently based more on an engineer's experience and generally shared assumptions than measured facts from existing products," said Juha Pankakoski, Executive VP, Technology at Konecranes. "These assumptions often lead to non-optimized designs that are over engineered. With an integrated digital twin platform, we see major potential in speeding up the product

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development process, reducing prototypes, increasing traceability and thus improving quality and reduce development cost."

Today design, simulation and prototype testing organizations operate in their own silos, often using out of date processes for their work. At Konecranes, a digital twin was utilized as the communication approach between all three organizations to review data and provide feedback around engineering, simulation and testing intent. Using the Siemens platform for digital innovation, Konecranes has been able to connect the data from all of these organizations to create one 360 degree view of how prototypes are running and performing, and correlating requirements to, real world performance data. A closed-loop digital twin framework using IoT and product lifecycle management (PLM) technologies can lead to faster design issue resolution and shorter prototyping phases by leveraging virtual sensor data in product simulations to provide accurate results. It can also improve overall quality and support downstream product lifecycle processes.

"Bringing together assets from both the physical and virtual domains provides a seamless framework of business data which can help eliminate rework, leverage factual data surrounding prototypes, and provide closed-loop feedback regarding physical and virtual assets," said Tony Hemmelgarn, President and CEO at Siemens PLM Software. "The proof of value of the digital twin achieved at Konecranes confirms the business value of integrated IoT and PLM technology. The power of the Digital Twin connecting MindSphere IoT real time data to the virtual engineering assets in a seamless user experience turns generated data into actionable information to create a closed-loop decision environment for continuous optimization."



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### ***ShareAspace Operational for Technical Information Management of HMS Queen Elizabeth***

11 January 2019

Eurostep is proud to announce that ShareAspace is now operational with the UK Ministry of Defence for the management of the technical information of HMS QUEEN ELIZABETH, the first of the Queen Elizabeth Class Aircraft Carriers. Information required to manage the material and operational state of the platform is made accessible through ShareAspace, Eurostep's collaborative information management tool.

Eurostep and BAE Systems have been working collaboratively to ensure that an accurate, timely and comprehensive information set concerning the vessel is available at the point of need to inform tactical and operational requirements as it enters service into the Royal Navy's fleet.

"We are proud that ShareAspace is selected and used for this nationally important purpose," says Nigel Shaw, Managing Director, Eurostep Limited. "The approach we have taken, together with BAE Systems, of using a standards based collaboration tool, deals with the volume of information and its complexity whilst remaining accessible to users. ShareAspace provides the control over access and change needed for such a long lasting project," ends Mr Shaw.



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## ***Spendrups Raises the Bar for Digital Transformation with Infor***

10 January 2019

[Infor](#) today announced that Swedish Brewery [Spendrups](#) has selected [Infor Optiva](#) and [Infor Advanced Scheduling](#). As part of its digital transformation plans, Spendrups will deploy the applications to help get new products to market quickly and expand market share.

In order to tackle market complexity and successfully launch new products, Spendrups requires the agility and foresight to be able to track and respond to market trends faster than its competitors. Infor's Product Lifecycle Management (PLM) solution, Optiva, can support this through helping to streamline product development, foster innovation to better meet changing consumer tastes, and reduce time to market. The application will also calculate nutritional values to expedite labelling processes and support communication with customers and suppliers.

Infor Advanced Scheduling will allow all production planning information to reside in one location, providing greater visibility of the entire process. Through simulating the outcome of various production options, the application overcomes the scheduling complexity of the brewing industry including multiple tanks and filling lines. It provides insight into the impact of decisions, allowing Spendrups' changeover times to be reduced and capacity increased.

"The beverage industry is facing increased complexity with time to market and adaptation crucial differentiators in fast paced sectors. At the same time an increased number of products, categories and packaging variants adds further pressure on production planning and creates a need to maintain a high capacity utilisation and service ratio," comments Anna Darnhede, IT Specialist, Spendrups.

"Digitalisation is absolutely fundamental in navigating these challenges and through our deployment of Infor Optiva and Infor Advanced Scheduling, we are confident that we have the best tools to drive innovation and build market share in our chosen categories."

"FMCG companies are really up against it, as pressure to deliver an inordinate amount of products, categories and packaging variants mounts," comments Johan Made, Managing Director, EMEA North Region, Infor. "Digitalisation is crucial as organisations step up to ever-challenging markets and inevitably, the winners will be those who select applications focused on increasing agility, fostering innovation and increasing speed to market."



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## ***The Worden Group Unifies Business Systems with Infor CloudSuite Industrial (SyteLine) ERP, CPQ, and CRM in One Environment***

2 January 2019

Godlan, an Infor Gold Channel Partner, announced today that The Worden Group has successfully unified business systems with Infor software. With the successful deployment of Infor CloudSuite Industrial ERP, CPQ, and CRM, The Worden Group has a fully integrated enterprise software environment that will enable speed and growth.

"CloudSuite Industrial has allowed us to grow substantially this year without significant increase in

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resources, and managing customers through the Opportunities module (Infor CRM) is allowing us to see a clear picture of our Sales funnel and help us understand areas where we can grow. Godlan has been a delight to work with, their staff is very professional and very responsive, and they were patient as we strove to develop our people internally to successfully launch CloudSuite," said Kyle Meyers, Master Scheduler/ERP Administrator, The Worden Group.

A focus for The Worden Group was to deploy business systems capable of supporting an environment with unlimited product designs and customizations, and to enhance a world-class buying experience for customers. The need to integrate critical applications and business systems was also a priority in order to compete better in today's fiercely competitive commercial furniture landscape. The unified Infor ecosystem will easily handle complex product configurations and customizations, provide a complete view of all customers to maximize the impact of every interaction, and implement smoothly within the corporate structure.

"CPQ has cut down on engineering time and allows us to easily accommodate customer requested modifications. APS has proven powerful in keeping our shop floor working on the right product at the right time while helping us be aggressive with our commitments to our customers," commented Meyers, Master Scheduler/ERP Administrator, The Worden Group.

With an expertise in manufacturing, Godlan offers business consulting, technical consulting and programming, infrastructure, implementation, CPQ Services, and Industrial [IoT platforms](#). Godlan specializes in 3 Infor accredited Micro Verticals and is fully certified in each. Godlan also maintains "Gold" partner status with Infor year after year, the highest level achievable in the partner community.

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## Product News

### ***BlackBerry Empowers the Electronics Industry to Build IoT Devices Consumers Can Trust***

7 January 2019

BlackBerry Limited announced it is scaling its BlackBerry Secure technology and licensing strategy to empower the electronics industry to rapidly bring-to-market safe and secure IoT devices.

According to a recent survey commissioned by the company, approximately 80% of consumers in the U.S., U.K. and Canada do not trust their current Internet-connected devices to secure their data and privacy. Additionally, when asked about future purchases, respondents said they were more likely to choose a product or do business with a company that had a strong reputation for data security and privacy.

The company's new BlackBerry Secure feature packs address this concern and buying preference by giving IoT device manufacturers the trusted software and proven framework to securely build smart products – from health trackers to Alexa-enabled speakers – without having to develop the technology and deep cybersecurity expertise internally.

To ensure the products have been developed to the company's standards, BlackBerry's team of cybersecurity experts review the device. Following this process, the product will be deemed BlackBerry Secure, a recognized symbol of data security and trust.

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"2019 will be the year consumers will begin to vote with their wallets and seek out products that promise a higher level of security and data privacy," said Alex Thurber, SVP and General Manager of Mobility Solutions at BlackBerry. "IoT device manufacturers can address security and privacy concerns head-on and stand out in the cluttered IoT space by bringing to market ultra-secure products that consumers, retailers, and enterprises want to buy and use. This new service is a pivotal point in the company's software licensing strategy and underscores BlackBerry's evolution from providing the most secure smartphones to delivering the trusted security for all smart 'things'."

Available today, OEMs will have the choice of the following feature packs which build upon each other and provide various levels of management and control:

- **BlackBerry Secure Enablement Feature Pack:** The enablement pack offers secure manufacturing and product lifecycle management features. Specifically, BlackBerry will provide a manufacturing station that provides a hardware Root of Trust and is connected to the company's Network Operation Center that is monitored 24/7 for uptime and reliability. During manufacturing, a BlackBerry Secure Identity Service Key is injected into the hardware and recorded on a secure server. Both at launch and periodically throughout the product's lifecycle, checks are performed to verify that the two keys match. If they do not, the device no longer boots.
- **BlackBerry Secure Foundations Feature Pack:** In addition to hardening the operating system kernel, the Foundations Pack locks down software being executed with Secure Boot and ARM Trustzone technology to securely generate, use and store encryption keys used for various software operations. It also includes the BlackBerry Integrity Detection (BID) service which various components (kernel, Pathtrust, SELinux, etc) across the software stack, and generates real-time 'health' reports that can be accessed by users and trusted third-party applications.
- **BlackBerry Secure Enterprise Feature Pack:** The Enterprise Pack is ideal for devices that will be used in regulated or restricted environments as it enables deeper management and control beyond what is standard in [Android Enterprise](#). Through extended device management policies deployed on the device, enterprises can protect their data by controlling what can be accessed via device debug interfaces, communication protocols (Bluetooth, NFC), and radios (cellular, WIFI, GPS). It is also able to set policies which add baseline security for certifications such as FIPS.

BlackBerry will be available to discuss the new solution at CES Unveiled on January 6, 2019 at the Mandalay Bay, and its booth, #7523 in the LVCC North Hall from January 8 - 11, 2019.

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## ***Centric Software Reveals New Collaborative Digital Touch-Screen Boards***

8 January 2019

Building on its strategy to develop innovations that drive retail transformation for brands, retailers and manufacturers, Product Lifecycle Management (PLM) leader Centric Software has announced new additions to the Centric Visual Innovation Platform (Centric VIP). Developed in partnership with world-leading brands and retailers, Digital Concept Boards and Digital Buying Boards re-define design ideation and buying by fully transforming the ways teams collaborate, share ideas and make decisions.



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Centric VIP is a visual, fully digital collection of collaborative boards for touch-based devices such as iPad, iPhone and touch-screen televisions and are fully connected with Centric PLM. Centric VIP boards transform the product strategy, ideation and go-to-market process, resulting in highly accelerated creative iteration and execution for individuals and teams, including C-levels. Centric VIP's highly visual and beautiful interface, brings together live information from multiple sources across the entire organization. These boards align teams and leverage internal knowledge for quick execution as well as dramatically accelerated time to market and product innovation.

Centric VIP's new Digital Concept Board combines creative, technical and business expertise to accelerate product development. Teams across all departments including design, merchandising and production/sourcing are able to use the Digital Concept Board as a digital sandbox for creative-play and what-iffing within a business context. Today this work typically takes place offline or with ad-hoc tools.

Used collaboratively on touch-based devices or via a web browser, teams can freely drag and drop inspiration images from sources like mood boards, websites and existing PLM product libraries to digitally capture creative concepts, elaborate design intent and create product briefs. Merchandising and production/sourcing teams contribute additional knowledge and, as concepts mature, they are quickly pushed to PLM for further development, samples, sourcing and market launch.

All information is digital resulting in full visibility into collection status, zero data loss/re-entry or error and a massive boost in execution speed. Analog tools such as foam core boards, paper printouts and sticky notes are eliminated thus driving efficiencies at many levels while creativity and product innovation are elevated.

Buyers choose products from global, core or special collections and build assortments by channel (retailer and/or e-commerce), store type or even by individual store, with roll-ups of buy commitments for multiple channels and other analytics calculated automatically. Roll-ups are used to forecast aggregate quantities for production planning and minimum order quantity (MOQ) checks; analytics validate buying choices by giving insights such as quantities by color, material, style, price point, delivery date, region, channel, etc.

Linking product, merchandising, buying and sales teams for real-time collaboration when holding buying sessions and creating regional assortments dramatically streamlines communications, empowers regional decision-makers with up-to-date, transparent information and gives product teams visibility into what is being brought to market. Execution time is vastly accelerated.

“Digital Concept Boards and Digital Buying Boards are market-driven innovations developed in partnership with our customers,” says Chris Groves, President and CEO of Centric Software. “Both boards drive digital transformation by allowing designers, merchandisers and buyers to truly collaborate, fundamentally changing the way decisions are made. The end result is a massive boost in the speed of innovation to market.”

Centric Software will unveil its game-changing Digital Concept and Digital Buying Boards at the [National Retail Federation's annual conference, NRF 2019: Retail's Big Show](#), which takes place on [January 13-15 in the Javits Center, NYC](#).



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## ***Ideate Software Updates its Productivity Software for Autodesk Revit***

7 January 2019

Ideate Software, a veteran Autodesk Developer Network member, announced enhancements to its Revit software add-ons.

“While making all of our products compliant with the EU General Data Protection Regulation (GDPR), we took the opportunity to implement some improvements and fixes,” said Glynnis Patterson, director of software development. “These November 2018 updates demonstrate our commitment to anticipating and quickly responding to customer needs and industry trends.”

Below are highlights of the updates:

### [Ideate BIMLink](#)

- Ability to edit data in the program; no longer need to export it to Excel first
- Ability to export metric units with the expected Excel formatting for German customers
- Ability to edit the revision sequence of a revision cloud

### [Ideate Explorer](#)

- Option to pre-define the importance of all 915 Revit warning types
- Ability to search for specific warnings and edit multiple warnings at once
- Option to gather warnings data only when the Warnings tab is active
- Ability to see when a project has exceeded a specified number of warnings

### [IdeateApps](#)

- Ideate ReNumber now supports multi-category rules
- Ideate ViewCreator better handles visibility and graphic override conditions when duplicating plans by level

### [Ideate Sticky](#)

- Ability to move or rename project folders in Windows Explorer and maintain Ideate Sticky pathing
- Ability to access Excel files that are part of an Autodesk BIM360 project
- Some previously incompatible Excel files are now compatible

“I appreciate the time our customers spend discussing Revit workflow challenges with us,” said Bob Palioca, president, Ideate Software. “By staying in touch with the architecture, engineering, construction, and building owner community, we know about their needs. And by hiring and retaining top software developers who understand the market, we’re able to enhance our products to address those needs.”

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## ***Thinking circular, Borealis launches EverMinds™: a new communication platform dedicated to circular economy solutions***

9 January 2019

Borealis announces the launch of its new communication platform, EverMinds™. This dedicated umbrella brand has been created to heighten the visibility of plastics circularity and promote a more circular mind-set within the polyolefins industry. EverMinds serves to streamline all Borealis circular economy-related activities in order to boost their impact and engender familiarity with the topic. It aims to spark interaction and exchange between Borealis and its stakeholders. As a catalyst, it shall ultimately inspire new, high-quality and innovative polyolefins solutions based on the circular model of recycling, reuse and design for circularity.

- Borealis launches EverMinds™, a new communication platform, serving to streamline all Borealis circular economy-related activities.
- The name “EverMinds” stands for being always (“ever”) mindful, and is the polar opposite of a dismissive, “never-mind” type of attitude.
- It represents the mind-set and idea of staying smart, thoughtful and progressive.

### **EverMinds: a concerted effort to make circularity top-of-mind**

The unique properties of plastics have been a key factor in their global success. Their malleability and versatility allow for the production of products which make daily life safer, more efficient, sustainable and convenient. Yet when insufficient effort is made to recover and reuse plastics, and to minimise waste, the very same properties that have made them ubiquitous may have adverse effects on the environment. There is increased public awareness of the need to discard the conventional model of “take-make-dispose” in favour of a more circular one. A strictly linear way of thinking must give way to a more circular approach.

The launch of EverMinds is the most recent step in the pioneering Borealis journey to promote plastics circularity in the industry. Customers and value chain partners will now have a dynamic platform – the first of its kind in the industry – for innovation and knowledge exchange in the circular economy space. While EverMinds will be implemented across Borealis global operations, initial focus is on the European market. The platform invites Borealis partners to join together to reassess and even redefine the very nature of polyolefins applications and products.

Communication focus is on four main thematic areas:

- Action is required to make the change to a circular mind-set: As a first mover among virgin polyolefins producers, Borealis acquired two leading mechanical plastics recyclers, mtm plastics in 2016, and Ecoplast in 2018, in line with the company commitment to become the industry’s recycling technology leader. Borealis has also joined up with like-minded value chain stakeholders in organisations dedicated to circularity, including the Polyolefins Circular Economy Platform (or PCEP, which works to remove bottlenecks and barriers to establishing more circularity in plastics, with focus on packaging); and the Ellen MacArthur Foundation (whose “Line in the Sand” initiative aims to eliminate plastic pollution at its source).

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- Collaboration is key to making plastics more circular: Borealis believes that the only way to ensure a better and more sustainable tomorrow is by working together today. A touchstone project to this end is the recently expanded [Project STOP](#), a Borealis and SYSTEMIQ initiative to prevent marine plastic pollution in South-East Asia. And industry gatherings sponsored by Borealis, such as the EREMA Discovery Days held in June 2018, bring partners together to promote joint action and develop effective strategies.
- Customer centricity drives circularity in plastics: Quality and performance can go hand-in-hand with greater circularity, but close collaboration with valued partners is essential to produce innovative circular solutions. Recent proof points include a robust new glue packaging solution based entirely on post-consumer-recycled (PCR) material developed in collaboration with value-chain partner Henkel; and the Daplen™ portfolio of polypropylene grades composed of PCR and virgin content launched to fulfil automotive industry demand for safe, readily available, and high-quality reclaimed materials with a lower environmental impact. In 2016, Borealis introduced the Full PE Laminate concept, a novel monomaterial that offers a second life to polyethylene-based flexible packaging. This step-change solution was the result of cooperation across the entire value chain.
- Innovation makes break-through solutions possible: the Borealis dedication to Value Creation through Innovation is what differentiates the company from all others. As a matter of course this mission applies equally to the circular economy space. Borealis will continue to expand its pioneering portfolio, solidify its leadership as a recycling technology leader, and maintain its high level of investment in R&D.

“It’s the dawn of a new era for the industry,” claims Borealis CEO Alfred Stern. “The sooner we adapt a genuinely circular economy mind-set, the better: for our own business growth, for the benefit of our customers, and for greater society. It’s not good enough to just think about new solutions in the circular economy. We have to actually implement them in practice – because this is what truly circular thinking is about.”

“EverMinds is a smart approach to inspire people to be more mindful of the circular economy by considering the entire lifecycle of polyolefin-based products,” says Günter Stephan, Head of Borealis Circular Economy Solutions. “Just as important, the platform will enable us to take concrete action together with our value chain partners to implement the principles of the circular economy on a wider scale in our industry.”

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### ***Wharfedale Technologies Announces Technical Analysis Service for SAP S/4HANA® to Help Enterprise Customers Prepare for Migration***

8 January 2019

Wharfedale Technologies Inc. announces its Technical Analysis Service for SAP S/4HANA® to help enterprise customers successfully prepare their migration to SAP S/4HANA. Enterprise customers know a move to SAP S/4HANA is inevitable. Wharfedale's [Technical Analysis Service for SAP S/4HANA](#) is designed to help remove any uncertainty customers may face when planning a migration.

Key questions during planning efforts center around roadmap, timeline, TCO (total cost of ownership),

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impact of SAP S/4HANA on [business](#) functions, and the resources needed for the migration. Many customers also want clarity regarding the best approach for the migration. Is it better to do a one-step move or is the two-step approach a better option?

Wharfedale's Technical Analysis Service for SAP S/4HANA answers these questions by providing:

- Full transparency on options for an SAP S/4HANA migration, such as [SAP HANA database](#), SAP S/4HANA Finance, and SAP S/4HANA conversions
- A total cost of ownership assessment
- A customized Impact Stimulation Report that includes all the impact possibilities for the customer
- A code optimization analysis to ensure code will run fast on the new HANA database
- Preliminary SAP S/4HANA migration budgetary costs

As a certified cloud partner, Wharfedale also offers its expertise to customers looking to adopt a cloud-first strategy for SAP S/4HANA. As part of the Technical Analysis Service, Wharfedale will show its customers how the cloud impacts their SAP infrastructure for SAP S/4HANA.

"One of the challenges facing SAP HANA and SAP S/4HANA initiatives of the future is the infrastructure they demand," said Ganesh Radhakrishnan, CEO of Wharfedale Technologies Inc.

"Wharfedale's Technical Analysis Service for SAP S/4HANA will help customers develop a roadmap to [alleviate infrastructure challenges with the cloud](#)."



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