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## CIMdata News

### *Autodesk's Cloud Strategy*

22 September 2017

CIMdata's Vice President of Research, Stan Przybylinski, recently sat down with down Autodesk's Director for Fusion Lifecycle Product Management, Jared Sund, so that he could learn more about Autodesk's cloud strategy. Among the topics on the table for discussion were:

- How important are cloud-based solutions to the strategy of Autodesk?
- What about the ecosystem of infrastructure, applications, and other partners that are part of your offerings?
- How does your solution and its go-to-market address the issues raised by your customers and prospects?
- How are your offerings going to evolve in the short to medium term?

Learn the answers to these questions and more in the full blog post available at:

<https://www.cimdata.com/en/resources/cimdata-blog/item/8004-autodesk-s-cloud-strategy-an-interview-with-jared-sund>

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### *CIMdata Brings the PLM Industry's Premier Education and Training Program to Southern California*

21 September 2017

CIMdata, Inc., the leading global PLM strategic consulting and research firm, will bring its highly acclaimed Product Lifecycle Management (PLM) Certificate Program to Southern California from December 4-8. The program is recognized as the PLM industry's most comprehensive solution-agnostic education offering.

The program helps prepare PLM professionals to successfully address the challenges commonly faced in PLM strategy development and implementation. The assessment-based certificate program includes a personalized classroom experience, individual and team-based exercises, and individual evaluations of

# CIMdata PLM Industry Summary

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achievement. The program is facilitated by a team of CIMdata experts. Upon successful completion of the program, participants receive a CIMdata PLM Certificate and are invited to join CIMdata's global PLM Leadership community.

The program is built on CIMdata's over 30 years of experience guiding industrial companies in successfully defining and implementing best-in-class PLM strategies and tactics. The program is appropriate for industrial companies that are considering PLM or are already implementing PLM, and to PLM solution providers.

CIMdata's one-day Executive Short Course and two-day PLM Fundamentals for Solution Providers Short Course will also be available at this time.

For more information on CIMdata's PLM Certificate Program visit our website at <http://www.cimdata.com/en/education/plm-certificate-program>.

## About CIMdata

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

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

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## ***Erik Gräns, Director of PLM Development at China-Euro Vehicle Technology AB to Present at CIMdata's PLM Road Map 2017***

19 September 2017

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Erik Gräns, Director of PLM Development at China-Euro Vehicle Technology AB (CEVT) and PLM Solutions Development Lead at the Geely Group (Geely), will make a presentation at PLM Road Map™ 2017. The event will be held in collaboration with PDT Europe 2017 on October 17 at The Clarion Hotel Post in Gothenburg, Sweden. PDT Europe will take place at the same location on October 18-19.

CEVT was founded in 2013 with the assignment of developing a new C-segment platform for Geely. As a greenfield company the team had a new office but with no network, no computers, no PLM system,

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and no engineers. In his presentation, “PLM journey at CEVT: Digitalization in a Greenfield Automotive Development Company,” Mr. Gräns will share how CEVT ended up developing a new platform, a new car based on the platform, a new gearbox, and production in new plants. Attendees will learn about CEVT’s PLM journey; how PLM processes and systems were set up to manage the company’s Digital Twins.

Mr. Gräns joined CEVT in 2013 and has been leading the development of the PLM solution from being a “green field” company to a state where the first vehicle is now in production. The PLM solution covers BOM Management (MBOM/SBOM/SW management), CAD management, and manufacturing engineering (BOP management). In June 2016, he was appointed Geely’s PLM leader. In this role, he leads the development of PLM solutions for Geely. Mr. Gräns has been working in the PLM domain for the last 20 years and has a background in mechanical engineering from the automotive industry. He holds a bachelor’s degree in mechanical engineering from Chalmers University of Technology in Gothenburg, Sweden.

PLM Road Map 2017 in collaboration with PDT Europe 2017, is the must-attend event for industry executives and PLM practitioners globally—providing independent education and a collaborative networking environment where ideas, trends, experiences, and relationships critical to the industry germinate and take root. The theme for this year’s event is “Digitalization: The Next Step in PLM's Evolution.”

For more information visit: <http://www.cimdata.com/en/education/plm-conferences/2017-plmrm-pdt/2017-plmrm-about-plmrm>

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

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# CIMdata PLM Industry Summary

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## ***Introducing HCL's GeometricPLM—Empowering the Digital Ecosystem (Commentary)***

21 September 2017

### *Key takeaways:*

- *The long-awaited merger of Geometric and HCL is complete, and the combined entity has the capabilities to support next generation products and evolving business models using a newly created dedicated service line known as GeometricPLM.*
- *HCL leverages the best of both organizations, the traditional PLM strengths of Geometric, with the IT and product realization expertise of HCL, providing customers and prospects end-to-end services for their product lifecycle needs.*
- *HCL's capabilities include commercial software products to support product development such as CAMWorks, DFMPPro, and GeometricEDGE, and is further strengthened by major investments made by HCL in Industry 4.0, analytics, and MES.*

HCL recently completed its acquisition of Geometric. Geometric has been a very familiar name to PLM oriented people in automotive, aerospace, and other industrial companies. They developed deep experience with multiple tools, technologies, and processes that support the creation of product data. Geometric also developed a strong system integration (SI) practice focused on engineering IT. A measure of Geometric's success is their well-known clients, and the decade long longevity of many of their engagements.

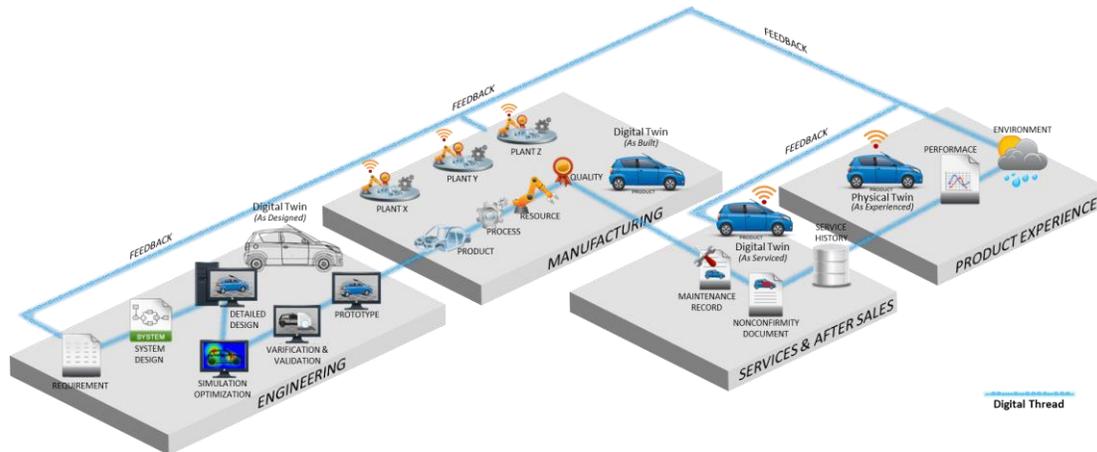
HCL, a much larger company than Geometric, focuses on product development and realization. They provide a broad range of technology and services solutions including infrastructure management, application development, business process optimization (BPO), engineering, and R&D services. Their 2016 revenue was about US\$7 billion. Their Engineering and R&D Services (ERS) division, which produces over 1.5 billion dollars in revenue, supports multiple industry segments including A&D, automotive, industrial equipment, high-tech, and health care. Technical domains supported include mechanical engineering, hardware design (FPGA and VLSI design, prototyping and low volume manufacturing), embedded application software, product engineering and testing, and PLM Services to support engineering and manufacturing. CIMdata views these domains that HCL is focused on as critical to the needs of industry as smart, connected products become more prevalent.

CIMdata sees the combination of HCL and Geometric as synergistic. There was very minimal overlap in their businesses, the skillsets each company provides is complimentary, and the merger should bring benefits to all of HCL's and Geometric's customers.

### **Introducing GeometricPLM**

The acquisition of Geometric comes with over two decades of PLM services experience and a track record of successful large PLM implementations. HCL is using Geometric's capabilities to further strengthen its position in the end-to-end engineering services space. HCL has created a separate service line focused on PLM which cuts across industry verticals. Geometric's acquisition is a strategic move by HCL to support changing business needs of its customers. Now, with GeometricPLM, HCL is better positioned to support digitalization, digital thread, and digital twin initiatives of global manufacturers, adding PLM to their strong capabilities in MES, MoM, and aftermarket services. As shown in Figure 1, HCL now has the capability to connect traditional silos and align enterprise value elements, i.e., People, Process, Technology, Data, and Things.

# CIMdata PLM Industry Summary



**Figure 1–GeometricPLM Enabling Digital Enterprises**  
(Courtesy of HCL)

CIMdata agrees with HCL that successful companies need to establish these connections and enable bidirectional traceability. Product Innovation Platforms are the foundation needed to support this kind of end-to-end connectivity across the extended enterprise and HCL is working to satisfy that need.

CIMdata has previously commented on [CAMWorks](#),<sup>1</sup> [DFMPro](#),<sup>2</sup> and [GeometricEDGE](#),<sup>3</sup> key Geometric products, and felt that the commercial software products and software development organization was a differentiator when compared to their SI competition. In addition, Geometric has strong business and technical relationships with Dassault Systèmes, PTC, Siemens PLM Software and is building a relationship with Aras. All these strengths from Geometric are going to help HCL support their “21st Century PLM” strategy.

HCL has invested heavily in product development over the last four decades within their supported industry segments, and more recently has been investing heavily in Industry 4.0 and the Internet of Things (IoT). Beyond design, HCL provides product engineering services including prototyping and testing. CIMdata believes HCL’s physical product testing is a critical capability to support verification of virtual models used in product engineering, and validation of smart, connected products, especially in regulated industries such as A&D and medical devices. In addition, we hope to see HCL develop solutions that make testing results more useable in the early stages of product development to support a more closed loop process.

## End-to-End Lifecycle Support

CIMdata believes that companies need to operate holistically to maximize success and understand how decisions impact the complete lifecycles of their products. HCL’s ERS division has over 26,500 engineers to support their customers. Analytics is another area of investment that HCL has made so they can help companies collect data generated by production facilities and products, and process it to expand business opportunities. We hope to see Geometric’s knowledge of the virtual product combined with

<sup>1</sup> <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/1273-geometric-brings-knowledge-based-cam-software-to-solid-edge-commentary>

<sup>2</sup> <http://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/3345-design-with-confidence-commentary>

<sup>3</sup> <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/6366-geometricedge-enabling-secure-data-exchange-for-global-collaboration-commentary>

# CIMdata PLM Industry Summary

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HCL's knowledge of the physical product to create richer end-to-end solutions that improve their clients' competitiveness.

## **Customer Benefits**

Geometric's clients benefit from the additional skillset and stability that HCL brings and can leverage HCL's product realization capabilities. HCL's customers can now receive one stop shopping for both product realization and their supporting PLM environment.

CIMdata's leading industrial clients are focused on optimizing the end-to-end lifecycle of their products from requirements, through design, production, and after sales support. Accomplishing this requires a partner that understands the product, the product realization process, and the underlying solutions necessary to support the complete end-to-end process. HCL provides solutions for each of these capabilities.

## **Conclusion**

Industrial companies looking for integrated systems and services, especially those with smart, connected product needs should check out HCL. Solution providers and technology developers within the PLM market may want to consider partnering with HCL. They have the scale, as well as technical breadth and depth to represent PLM-enabling products.

The combination of HCL and Geometric places their revenue among the world's largest independent PLM service providers. They are focused on where products are going—smart and connected. As a service provider, HCL's commercial products are a significant differentiator. The Geometric acquisition is good for HCL customers as they have access to a deeper and broader set of PLM support capabilities, and good for Geometric customers who can now receive help with product development and product realization from HCL capabilities. If you are a current HCL client, you should consider HCL for your PLM service needs. Furthermore, CIMdata sees this as good for industry as it is getting another capable solution provider which can support evolving product requirements and business models in today's rapidly changing environment.

CIMdata is looking forward to seeing how the synergies work out in the market. Based on our discussions with HCL, the two organizations seem to be a good cultural fit so we have high expectations for what they will deliver to the market.

## **About CIMdata**

CIMdata, an independent worldwide firm, provides strategic management consulting to maximize an enterprise's ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM). CIMdata provides world-class knowledge, expertise, and best-practice methods on PLM. CIMdata also offers research, subscription services, publications, and education through international conferences. To learn more about CIMdata's services, visit our website at <http://www.CIMdata.com> or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA. Tel: +1 734.668.9922. Fax: +1 734.668.1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands. Tel: +31 (0) 495.533.666.

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*Optimizing the Additive Manufacturing Workflow with PLM: James White, CIMdata's Director of*

## *AM Practice, Featured in Blog*

16 September 2017

Christina Fuges writes:

“When asked what type of assistance best fits their additive manufacturing (AM) needs, half of the attendees polled during a recent webinar answered that they need help with product lifecycle management (PLM). What does this have to do with AM? Plenty, especially as the focus on designing for AM and bringing AM into the production environment continues.

When AM was primarily used for producing models, prototypes and one-off parts made of nonproduction-ready materials, governance of enterprise solutions like PLM was not necessary. But with advances in materials, machines and software for AM, along with demand for parts in lower volumes, AM is becoming a production process. To fully implement an AM part and process, information must be integrated with the digital thread, and that means managing data.

The digital thread can be understood as a high-level description of what PLM does, connecting all the digital information (files, meta data, documents, etc.) throughout the product’s lifecycle, from ideation, simulation, optimization and validation, all the way through to printing, cooling and postprocessing.

James White, CIMdata’s Director of AM Practice, says that “unfortunately, many companies involved in AM do not consider this. Instead, they see an AM machine as just a piece of production equipment, like a molding machine, meaning they see it as an isolated silo.”

This approach is risky. Few companies are even considering PLM to manage AM data and its workflows. While some respondents to a live poll said they use Windows folders, most reported using nothing to manage their AM part data today—not PLM, not product data management (PDM) and not enterprise resource planning (ERP).

“Remember, PLM is a business strategy, not a software tool, and design for additive manufacturing (DFAM) falls under PLM.”

A Department of Homeland Security assessment shows that manufacturing made up a sizeable portion of the cyber incidents that the Industrial Control Systems Cyber Emergency Response Team responded to in 2016.

“AM digital information is at risk,” White says. “You must have secure enterprise governance and IT support, and PLM can help with this. Remember, PLM is a business strategy, not a software tool, and design for additive manufacturing (DFAM) falls under PLM.”

Currently, the workflow for DFAM is flawed, as the mix of human, generative, simulation and optimization stages is not seamlessly connected, which leads to out-of-control issues, lost time and an increased risk for error. At the same time, PLM templates and forms don’t consider AM. PLM templates are designed for traditional manufacturing.

“Basically, PLM exists to manage product information of traditionally made products,” White says. “Now we introduce either an AM part mixed into a traditional part or a wholly AM part, and all the corporate standards that are in place for traditionally made parts in PLM—forms, search, workflows, bill of materials (BOM) structures, release processes, integrations to other applications such as ERP and change management—are not expecting an AM part with its unique characteristics.”

## **AM As a Workstream of PLM**

# CIMdata PLM Industry Summary

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So, how do we implement PLM to manage AM parts and processes? Let's take a closer look at AM as a workstream of PLM because, in the end, the AM product needs to meet all the same corporate standards of cost/time, quality, stock keeping, unit numbering and so on as a traditional one to be shipped to customers. "For example, if a single AM part in a car, plane, iPhone, etc. is not meeting all governance standards, it might jeopardize the entire product. Think of the Space Shuttle Challenger, Prius, Tesla and Samsung Galaxy," White says.

PLM provides governance over the planning, conceptualization, design, validation, production and service of the manufacturing process, while AM touches various departments, disciplines, workflows and systems across an entire enterprise—for example, file editing, material management, controlled cooling, trials, production and postprocessing. This implementation requires flexibility and business transformation.

"AM intersects with design, simulation, topology optimization, PDM and manufacturing, and when fully embraced, it requires business transformation. Because there are things we can stop doing by adopting AM, but there are new things we must start doing. So, we must consider the business impact," White says.

At the center of this workstream is the BOM, which includes DFAM and everything else downstream of design. Here is how White explains the product information flows through a company in an AM enterprise and how PLM manages the digital data as it progresses: Product structures start as requirements, which become features in a BOM that move through the workflow (engineering to manufacturing, etc.) collecting more data as they go along. All parts must adhere to defined quality, cost and time metrics to ensure the final product can be shipped. AM presents different challenges compared to traditionally manufactured products, as AM engineers need the ability to print or manufacture parts throughout the product's lifecycle. PLM must embrace and support AM processes to enable a company to scale AM into production.

## **The DFAM Pyramid**

CIMdata has developed a four-tier approach to implement PLM for managing AM parts and processes called the DFAM Pyramid (see Figure 1 above). A foundation of AM security, traceability, repeatability and metrics supports the four DFAM tiers: component, subsystem, workgroup and enterprise. The component tier represents single parts; the subsystem tier represents a collection of parts; and the workgroup and enterprise tiers introduce the organizational aspects of making components and subsystems, representing how a company functions.

To implement DFAM one must consider the AM workgroup (the work activity closely coupled with the machine) and its workflow (powder management, CAD/CAE, PDM, printing, cooling, unpacking and postprocessing), as well as the enterprise (all the other departments and tools outside of that AM workgroup that are involved).

"The AM workgroup wants autonomy and is treated like a production machine, when in reality, each side must share data and keep each other in sync when changes occur," White says. Exploring the interaction between the two sides helps reconcile the flexibility demands of the AM workgroup with the governance requirements of PLM.

How can companies achieve needed governance using PLM to keep track of the AM workgroup workflow? The ideal workgroup interaction requires striking the right balance between PLM and AM and keeping everything traceable and repeatable. This includes:

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- AM workgroup members using PLM to manage the specific AM workflow for simulation lifecycle management, PDM, AM production, quality, machine/material characteristics and postprocessing.
- The engineering department executing quality tasks or changes to geometry and structure using PLM with automated version/revision control.
- AM workgroup members accessing PLM using specific AM templates, search fields and forms, linked to a PLM database.
- AM workgroup members linking AM workgroup software solutions and PLM, so that business intelligence dashboards show the state of all AM components against defined key performance indicators such as time, material and cost.”

Please [click here](#) to view the full post with associated charts and graphics.

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## ***TCS and CIMdata Hosting Webinar, “Managing Advanced Aerospace Programs in the 21st Century” - Jim Roche, CIMdata Aerospace and Defense Practice Director, to Present***

21 September 2017

While traditional challenges of cost, quality and schedule in aerospace program management (PM) keep increasing, new challenges and corresponding opportunities are emerging and rapidly gaining prominence. Addressing these game changers requires a substantial adjustment to how programs are executed so step increases in speed and agility can happen, while also ensuring profitability.

Join us for a webinar, where thought leaders from CIMdata and TCS define the Art of Possible for advanced program and configuration management, to address the new challenges and leverage them to create new competitive and business opportunities.

In this webinar you will learn:

1. The key to managing advanced aerospace programs
2. TCS' aerospace and defense capabilities
3. The art of possibility and experience sharing to solve complex problems

The webinar will take place October 12 at 10:00 am with replay available:

<https://www.brighttalk.com/webcast/15799/280267>

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## Acquisitions

### ***Capgemini strengthens its global leadership in Digital Commerce with latest acquisition: U.S. eCommerce provider Lyons Consulting Group***

20 September 2017

[Capgemini](#) announced today the acquisition of Lyons Consulting Group (LYONSCG), an award-winning digital and global commerce service provider with deep expertise in Salesforce Commerce Cloud. Headquartered in Chicago, Illinois, LYONSCG accelerates the Group's growth strategy focused on digital, notably in North America. Along with Capgemini's recent acquisition of Itelios, a prominent European Salesforce Commerce Cloud solutions provider, this addition enables Capgemini to meet the digital customer experience needs of its clients around the world, and positions the Group as a global leader for Salesforce Commerce Cloud solutions.

"LYONSCG creates world-class digital commerce experiences. With their focus on design and innovation, and their passion for nurturing talent and a customer-centric approach, they are a perfect fit with Capgemini," comments John Mullen, Head of Application Services in North America and member of the Group Executive Committee at Capgemini. "We are committed to enabling global brands to deliver seamless, modern and brand-differentiating customer experiences that turn systems of record into systems of engagement. The addition of LYONSCG strengthens our digital capabilities and further equips us to offer clients comprehensive solutions for unified commerce. LYONSCG brings extensive Salesforce Commerce Cloud expertise. This, combined with our existing strength in Salesforce Service Cloud and other Salesforce Clouds, affirms our position as a leading Salesforce partner for delivering tangible business results."

Founded in 2003, LYONSCG works with a number of leading retail and B2B brands such as GoPro, Titleist/FootJoy, Timex, Charlotte Russe, Vince, and Bayou Steel. Its capabilities include digital strategy, experience design, and eCommerce implementation. With more than 300 people across North America and the UK, LYONSCG is one of the largest independent digital commerce firms. The company has deep expertise with Salesforce Commerce Cloud and other commerce platforms. Leading practice areas also include SAP Hybris and Magento. LYONSCG is the recipient of numerous awards for outstanding client work, as well as partner awards for excellence. Most recently, LYONSCG was named the '2017 Salesforce Commerce Cloud Global Delivery Partner of the Year' for best-in-class client implementations and levels of support[1].

"At LYONSCG we live, eat and breathe commerce. This focus has earned us industry recognition for creating exceptional digital experiences. Joining the Capgemini family will enable us to strengthen and expand our services for clients around the world. In addition, there is a tremendous opportunity to integrate our capabilities with Capgemini's holistic approach to digital transformation, and support the many clients who are on this extensive journey right now. We are very excited about this next stage in our company and the many opportunities it presents for both our employees and clients," comments Rich Lyons, CEO and Co-Founder, LYONSCG.

"Capgemini is a leading partner of Salesforce and we are thrilled to see them expand their Salesforce Commerce Cloud expertise with the addition of LYONSCG," said Marc Benioff, Chairman and CEO, Salesforce.

# CIMdata PLM Industry Summary

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Adds Paul Hermelin, Chairman and CEO, Capgemini Group: "After the recent acquisition of Itelios in Europe, Capgemini continues to invest to become a prime partner of Salesforce in e-commerce and to keep our clients at the forefront of their marketplace."

The Capgemini Group is an established global leader in Digital and Cloud services which currently represent 35% of revenues[2]. The addition of LYONSCG will create synergy with Capgemini's emphasis on delivering business results through comprehensive digital strategy and solutions. With LYONSCG, Capgemini's leadership position will be further enhanced, notably in the fields of digital customer experience and digital commerce for clients' customer journeys. Building on extensive technology heritage combined with business consulting and deep industry-specific expertise, Capgemini is partnering with the world's leading brands to define and deliver digital ambition, new business models, and agile operations.

The transaction is due to close in the weeks to come.

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## ***Siemens Acquires Infolytica Corporation to Extend Portfolio Into Low-Frequency Electromagnetics Simulation***

21 September 2017

Siemens has entered into an agreement to acquire Montreal, Canada-based Infolytica Corporation, expanding the company's simulation suite into electromagnetics (EM). Infolytica was one of the original pioneers in the field of simulating low-frequency EM and its market-leading simulation software is used by manufacturers worldwide to predict EM and thermal performance. This accelerates the development of reliable and optimized solutions for electric and electromagnetic devices such as electric machines - including motors, generators and transformers - as well as sensors, induction heating, MRI, and shielding. The Infolytica business will be incorporated into the Mechanical Analysis Division of Mentor, a Siemens business. Closing of the transaction is expected in October 2017.

The addition of Infolytica enhances Siemens' [Simcenter™](#) portfolio for simulation and test, which covers mechanical, thermal, fluid dynamics and electromagnetic simulations. Infolytica's products are widely used in the design of high-performance electromechanical products across industries such as aerospace, automotive, consumer electronics, electrical appliances, medical equipment, heavy industry and power generation.

"From our inception we were always dedicated to providing leading software solutions for the engineering community," said Professor David Lowther, CEO and co-founder of Infolytica. "We offer high-powered 3D electromagnetic simulation including inter-operability to other analysis packages and CAD, plus our MotorSolve product is a unique motor and drive design application. We are joining forces with a PLM market leader in Siemens to access new technologies, resources and market opportunities."

"We have been a close partner with Infolytica for a number of years and share their vision for best-in-class engineering simulation," said Roland Feldhinkel, general manager of the Mechanical Analysis Division of Mentor, a Siemens business. "Infolytica brings domain expertise and state-of-the-art electromagnetic simulation to Siemens. It is a perfect fit for Siemens' and Mentor's combined strategy of providing full-physics and integrated engineering solutions. We especially look forward to those

combined offerings in electromagnetics and thermal engineering for electrification of transportation and autonomous vehicles.”

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## Company News

### ***Accenture Plans Innovation Hub in Atlanta’s Technology Square, Adding 800 Technology Jobs***

20 September 2017

Accenture will open an Innovation Hub in Atlanta in 2018, more than doubling its footprint in Midtown’s Technology Square. The Innovation Hub will be a destination where Accenture people and clients can work side-by-side to ideate, rapidly prototype and launch solutions that meet the demands of today’s fast-changing digital world.

Accenture also plans to add 800 highly skilled technology jobs in Atlanta by the end of 2020, accelerating its investment in its innovation capabilities and contributing to the city’s fast-growing tech community. The company is recruiting people with the critical skills needed to serve clients across all of its businesses – Strategy, Consulting, Digital, Technology and Operations.

“Our clients look to us to help them grow, compete and transform in the digital economy,” said [Jimmy Etheredge](#), senior managing director – US Southeast, Accenture. “We are bringing innovation to their doorsteps with a new destination in Atlanta where we can co-create solutions to their biggest challenges and deliver ground-breaking, tangible results faster than ever.”

Georgia Governor Nathan Deal said, “Accenture has a longstanding commitment to advancing the technology ecosystem in Atlanta. Georgia’s technology infrastructure and robust workforce will benefit Accenture both in building this new Innovation Hub and in the company’s future growth. We are proud to see Accenture expand in Midtown, creating new opportunities for our citizens to be at the forefront of technology with highly skilled jobs while further securing Georgia’s status as the Silicon Valley of the South.”

Recently named one of Atlanta Business Chronicle’s Best Places to Work, Accenture employs more than 2,800 people in Atlanta. The company is an active contributor to many of the city’s technology and digital initiatives, including with the Metro Atlanta Chamber, the Technology Association of Georgia and the Technology Innovation Awards. Accenture also partners with organizations including Girls Who Code, Junior Achievement and Boys and Girls Clubs to deliver skill-development programs across the metro community. With its offices on the Georgia Institute of Technology campus, Accenture has a longstanding relationship with the school, including membership on key boards and committees.

“Accenture’s leadership in our city help furthers our status as a global center for technology and innovation,” said Atlanta Mayor Kasim Reed. “We are excited that Accenture has chosen Atlanta as a location for one of its new Innovation Hubs. The more than 800 new jobs the company is creating as part of its expansion is a testament to the strength of our economy and our highly-skilled workforce.”

# CIMdata PLM Industry Summary

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Accenture's new Innovation Hub in Atlanta will build on its extensive innovation footprint and is part of its [accelerated investment in innovation](#) in the United States. By the end of 2020 the company will invest \$1.4 billion in training, create 15,000 highly skilled new jobs and build 10 new Innovation Hubs in key U.S. cities. The first of these new Hubs, which the company opened in [Houston](#) earlier this year, joined existing Hubs in New York, Chicago, San Jose and Washington, D.C.

The Innovation Hub in Atlanta will include a [Liquid Studio](#) that quickly turns concepts into prototypes through rapid software application development and a [Fjord Design Studio](#) that brings design thinking methodologies to service design and digital product creation. Specialized expertise from across Accenture Digital will enable clients to reimagine how their customers engage with their brand and experiment with emerging technologies.

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## ***Altair extends its strategic relationship with HPE***

19 September 2017

Altair announces today that it has entered into a multi-year original equipment manufacturing (OEM) agreement with HPE. This agreement represents an expansion of the long-term partnership between HPE and SGI (whom HPE recently acquired). HPE will now be able to include Altair's PBS Professional workload manager and job scheduler on all of HPE's high performance computing (HPC) systems, ensuring scalability of price and performance as system sizes and CPU-core counts continue to increase.

"We are delighted to strengthen our strategic collaboration with HPE," said Sam Mahalingam, Chief Technical Officer for Enterprise Solutions at Altair. "With PBS Professional as its premier workload management software supplier, HPE will be able to provide our common customers with a powerful solution to meet their growing HPC requirements."

PBS Professional gives HPE cluster users a more efficient, reliable solution for HPC workload management. As an HPE-integrated product, PBS Professional optimizes job scheduling on HPE Apollo and HPE SGI servers to achieve the highest levels of system utilization. PBS Professional is also integrated with HPE's HPC system management solutions: HPE Insight Cluster Management Utility for (CMU) for HPE Apollo and HPE ProLiant platforms as well as HPE SGI Management Suite for HPE SGI 8600 systems.

"Altair's PBS Professional is an established leader in HPC workload management," said Bill Mannel, Vice President and General Manager for HPC and AI segment solutions at HPE. "We look forward to leveraging this agreement to give our customers access to an attractive PBS Professional offering to manage job scheduling and maximize system utilization on HPE's industry leading HPC infrastructure."

As the hardware vendor with the largest HPC market share, HPE offers the broadest spectrum of high-performance computing solutions, from workgroup and departmental servers to systems designed for the engineering enterprise and supercomputing centers (for more information please visit [www.hpe.com/info/hpc](http://www.hpe.com/info/hpc)).

Altair has served the HPC market for decades with award-winning workload management, engineering, and cloud computing software. Used by thousands of companies worldwide, PBS Professional enables

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engineers in HPC environments to improve productivity, optimize resource utilization and efficiency, and simplify the process of cluster workload management.

[Click here](#) for more information about HPE and Altair collaborations.

Customers can already obtain PBS Professional through HPE and its authorized resellers under the terms of the OEM agreement.

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## ***Averna Becomes a PTC ThingWorx IoT Platinum Partner***

18 September 2017

Averna, a Test & Quality Solutions provider, announced today an agreement with PTC to become a ThingWorx® IoT Partner. Averna will open a ThingWorx Center of Excellence to help clients with IT/OT (operational technology) alignment as part of their industry 4.0 transformation.

Averna will help customers leverage the power of an IoT Platform to give them complete product quality visibility across the entire lifecycle, as well as insight on manufacturing and assembly processes, and real-time monitoring of machines and systems' status and health.

As an integrator and solution provider of ThingWorx, Averna will develop intelligent operational technology (OT) systems, combining both hardware and software, to help clients monitor events, processes and devices and make adjustments in enterprise and industrial operations.

"Our partnership with PTC, will bring a disruptive offering of technologies, knowledge, methods, processes, services and workforce to business needs in the digital manufacturing era," said André Gareau, CEO of Averna. "By leveraging the power of PTC's ThingWorx IoT platform together with our assembly automation and machine vision expertise, Averna will be uniquely qualified to help organizations achieve their 4.0 transformation, enabling further productivity and quality improvement."

"It is very important for us to team up with partners that understand the language and culture of the manufacturing space and it's exactly what Averna brings to the table," said Andrew Timm, Chief Technology Officer for PTC. "As ThingWorx's first IoT focused Platinum Partner, Averna will leverage a unique skillset to help organizations accelerate transformation of digital manufacturing. We're happy to welcome Averna in our ecosystem."

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## ***Lectra appoints Olivier du Chesnay as Chief Financial Officer***

19 September 2017

Lectra is pleased to announce the appointment of Olivier du Chesnay to the role of Chief Financial Officer.

Deputy Chief Financial Officer of Lectra since May 2013, Olivier du Chesnay was already supervising management control, statutory consolidation and audit, headquarters' accounting, cash flow, credit

# CIMdata PLM Industry Summary

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management and change risk management, as well as more recently sales administration.

"Over the past four years, Olivier du Chesnay has successfully led many projects to improve our processes, while at the same time coordinating the Group's financial management with rigor, efficiency and leadership. He will support the company to achieve the financial objectives articulated in Lectra's new strategic roadmap," states Daniel Harari, Chairman and Chief Executive Officer, Lectra.

"I am confident about the growth prospects for the company, which are empowered by sustained investments in innovation. This commitment will reinforce Lectra's leadership and customer value proposition, by facilitating the implementation of Industry 4.0 principles for its customers," underlines Olivier du Chesnay. "I am delighted to support the Group through this new strategy, one which will open a new page in Lectra's history."

Prior to joining Lectra, Olivier du Chesnay acquired 15 years' experience in financial positions at the heart of major groups Saint-Gobain, Accenture, Sperian Protection and Honeywell Safety Products, where he was Financial Director for the EMEA and India division from 2010 to 2013. Olivier du Chesnay is a graduate of the EDHEC business school and the London School of Economics.

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## ***Tata Technologies announces appointment of JK Gupta as the new Chief Financial Officer***

21 September 2017

[Tata Technologies](#) today announced the appointment of JK Gupta as its new Chief Financial Officer. In this role, he will be responsible for corporate finance, strategy and business planning for Tata Technologies.

Speaking on the occasion, Warren Harris, Managing Director and CEO of Tata Technologies, said, "Tata Technologies is delighted to welcome JK Gupta during this exciting phase of transformation for the company. We are positive that his vast experience and deep functional knowledge will be an important asset as we expand our business globally."

With 38 years of experience across multiple industries (engineering, steel, entertainment and IT), Mr. Gupta joins Tata Technologies from Tata Consultancy Services (TCS). He started his career with Jay Engineering Works following which he had stints with Steel Authority of India Limited and Zee Network. He has spent the last 15 years with CMC (and now TCS), playing a key role in the transformation of CMC from PSU to one of the best performing mid-cap companies.

"Tata Technologies is one of the industry's leading engineering design companies, and I am excited to have the opportunity to work with a fast-growing company and an enthusiastic leadership team. I look forward to contributing in the best possible way to the company's growth story and look forward to a motivating career ahead," said JK Gupta, Chief Financial Officer, Tata Technologies.

Mr. Gupta holds an MBA from Faculty of Management Studies, Delhi and an LLB from the University of Delhi. He has earned many laurels and professional recognitions including "Most Influential CFOs of India" award by CIMA in 2015 and 2016 and "Roll on Honour" by CFO India Magazine in 2013 and 2015. He is gold medal winning 'Cost and Management Accountant' from the Institute of Cost Accountants of India.

Mr. Gupta joins Tata Technologies as it continues along a path of significant growth and transformation.

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Earlier this year, private equity giant Warburg Pincus acquired a 43 percent stake in Tata Technologies. Additionally, the company also acquired Swedish engineering and design specialist Escenda Engineering AB to strengthen its presence in the European market.

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## ***Wharfedale Technologies Joins Microsoft's Global Black Belt Team***

18 September 2017

Wharfedale Technologies has joined the ranks of Microsoft's Global Black Belt Team, dedicated to helping the tech giant's business clients integrate their business processes with its Azure cloud computing platform.

Wharfedale Technologies is a long-time SAP partner providing cloud technology services to Microsoft clients making the transition into the company's Azure cloud platform environment.

Wharfedale Technologies' part in the Global Black Belt initiative is led by Senior Vice President Praveen Gadura. He is investing the company's considerable resources into top-down training on Microsoft Azure's value proposition, working alongside Microsoft's top SAP executives.

About Microsoft Global Black Belt Team, which is part of a specialist sales team, a group of highly experienced sales and technical professionals, tasked with helping customers and partners accelerate their business transformation by adopting and leveraging new and advanced Microsoft Cloud solutions. This team is comprised of professionals with extraordinary technical acumen and business development skills.

"One of the challenges that many customers see is that it costs a bit of money to do a migration from one place to another. Wharfedale Technologies' announcement of Zero Down Time Migration...is really going to help customers accelerate their journey through the cloud through Azure." – Chris Dearing, SAP Partner Solutions Executive, Microsoft

IT infrastructure cloud transitions typically come with risk, and Wharfedale Technologies mitigates that risk by walking clients through the integration process. Businesses rely on Wharfedale to guarantee against the possibility of downtime during transition, eliminating one of the most pressing obstacles to enterprise cloud integration. By partnering with Microsoft, Wharfedale Technologies is now able to generate more complete cloud transition solutions to enterprise clients migrating from an SAP environment to the Azure platform.

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## ***Wipro and Hewlett Packard Enterprise to Deliver Enterprise Hybrid Cloud Solution Based on HPE ProLiant for Microsoft Azure Stack***

14 September 2017

# CIMdata PLM Industry Summary

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Wipro Limited today announced plans to deliver the Wipro BoundaryLess Data Center (BLDC) solution built on Hewlett Packard Enterprise (HPE) ProLiant for Microsoft Azure Stack to help customers expand their infrastructure capabilities beyond the traditional walls of the enterprise datacenter.

This joint offering will help Wipro's customers benefit from an economic cloud model, in a hybrid environment across both on-premises data centers and the Azure public cloud. The Application Programmable Interface (API) compatible services of the Microsoft Azure Stack solution, running on premises, will enable workloads to be deployed on either Azure Stack or Azure public cloud without refactoring and changes. This will provide flexibility to enterprises in moving workloads back and forth based on business demands, security compliance and capacity requirements. Additionally, it will usher in agility and fast-paced innovation associated with cloud computing, enabling organisations to go beyond traditional data centers, transform and future-proof their business with a hybrid cloud solution.

The HPE ProLiant for Microsoft Azure Stack solution channeled through HPE Flexible Capacity, will help customers reap the benefits of consumption-based IT services on-premises. Wipro will provide cloud assessment, planning, migration and support services on HPE ProLiant for Microsoft Azure Stack and Azure public cloud in a managed services model.

Kiran Desai, Senior Vice-President and Head - Global Infrastructure Services, Wipro Limited said, "Today's enterprises are keen to adopt the hybrid cloud model for their IT environment. Wipro's BoundaryLess Data Center framework allows our customers access the right mix of private and public cloud platforms and delivers cloud services as an end-to-end lifecycle service. Wipro is closely working with HPE, the industry-leading provider of cloud infrastructure, and Microsoft, the industry leader in enterprise-grade hybrid cloud platforms to deliver flexibility and innovation. We are excited to leverage the unique capabilities of HPE and Microsoft to deliver a leading-edge hybrid solution for our customers."

"Hewlett Packard Enterprise and Wipro have a longstanding 20+ years partnership, offering the benefits of Wipro's business and industry leadership and HPE's product and services portfolio. Our collaboration with Wipro on the HPE ProLiant for Microsoft Azure Stack will maximize agility, simplify implementation and management, and better control costs and security, thereby making hybrid IT simple for our customers," said Olivier Suinat, Senior Vice President, Global Sales, Global Industries, Strategic Alliances and Inside Sales, Hewlett Packard Enterprise.

The HPE ProLiant for Microsoft Azure Stack solution will begin shipping in September 2017 from HPE and from partners, shortly thereafter. Wipro has been a part of Microsoft Azure Stack Early Adopter Initiative (EAI).

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## ***Wipro Joins Automotive Grade Linux to Accelerate Open Source Adoption***

14 September 2017

Wipro Limited today announced that it has become a silver member of The Linux Foundation and a bronze member of Automotive Grade Linux (AGL).

AGL is a collaborative open source project that is bringing together automakers, suppliers and

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technology companies to accelerate the development and adoption of a fully-open software stack for connected vehicle services. With Linux at its core, AGL is developing an open platform from the ground up that can serve as the de facto industry standard to enable rapid development of new features and technologies for the automotive segment.

Wipro is a strategic engineering and software partner to many leading automotive Original Equipment Manufacturers (OEMs) and tier-1 suppliers, across the globe. This membership will enable Wipro to accelerate the adoption of open source for all the software needs inside a vehicle. Linux-based open source software will help to accelerate innovation and faster time-to-market for automotive customers.

Dan Cauchy, Executive Director of Automotive Grade Linux said, “We are proud to welcome Wipro to the Automotive Grade Linux community. We share a similar goal of wanting to create a more efficient product development process, and we look forward to leveraging Wipro’s IT and product engineering expertise as we kick-off new projects around telematics and connected car services.”

John Slosar, Vice President and Practice Head, Automotive & Aerospace, Product Engineering Services, Wipro Limited said, “Wipro is proud to join the Automotive Grade Linux community. We are excited to collaborate on Automotive Grade Linux with industry leaders and help promote wider adoption of the open-source based products.”

Wipro has over two decades of experience in delivering differentiated solutions for leading global automotive electronic tier-1 suppliers and OEMs and is a trusted partner in their digital transformation journey. With its leading-edge automotive product design and engineering expertise in electronics, software, engineering design services, manufacturing execution systems, product lifecycle management, cloud solutions, enterprise IT applications management and remote infrastructure services, Wipro has been able to deliver solutions that create unique user experiences with the highest levels of reliability.

In the last two years, Wipro has been developing projects based on the AGL platform for two Japanese OEMs. Wipro is also developing AGL components for a leading Japanese tier-1 company.

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## ***Wipro Launches Automation Services for SAP® Software, Powered by Wipro HOLMES™***

14 September 2017

Wipro Limited today announced the launch of automation services powered by the Wipro HOLMES™ artificial intelligence platform. The interface software for Wipro HOLMES 2.0 for SAP® applications has been certified by SAP, a market leader in enterprise application software, to automate and interoperate with business processes running in the SAP ERP application.

Wipro’s automation services are designed to deliver cognitive enhancements to user experience and

# CIMdata PLM Industry Summary

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productivity with a measurably improved ‘Business Value Index’ for each level of a business process. Closely integrated with Wipro HOLMES, these services have an efficient conversational computing interface, enabled by technology from Avaamo that can learn and perform multi-turn conversations and execute judgement-intensive tasks just like humans and enhance the user experience. Wipro Ventures, the strategic investment arm of Wipro Limited that is focused on investing in early-to mid-stage startups, has invested in Avaamo, an enterprise software company in the conversational computing space.

Wipro’s automation services are readily deployable with minimal time, effort and are closely aligned to SAP’s product roadmap, helping to make them future-proof. The services deliver end-to-end capabilities across live insights, predictive analytics and business process optimization, and enable new business models. These services are modular, and customers can prioritize their deployment across specific business processes, administration and technology to improve productivity.

Hiral Chandrana, Senior Vice President, Business Application Services, Wipro Limited said, “We are delighted to launch our automation services, powered by Wipro HOLMES. As we help accelerate our clients’ journey to the next generation of SAP software, these in-built cognitive automation capabilities will help in driving enhanced productivity and improved accuracy across business processes, in a predictive manner.”

Rohit Adlakha, Vice President and Global Head, Wipro HOLMES and Automation Ecosystem, Wipro Limited said, “Wipro HOLMES is a strategic asset in our AI and automation services portfolio. The launch of our automaton services is emblematic of a paradigm shift in automation services being offered to clients, which go beyond the boundaries of traditional platforms and applications. Additionally, it is reflective of our strategic commitment to Wipro’s long-term alliance with SAP to jointly build solutions and use cases on the latest SAP software. This also strengthens our AI and automation ecosystem to deliver efficiency, effectiveness and an improved user experience for clients in their automation journey.”

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## ***ZW3D was Chosen to Support the Project “The Sea Cleaners”***

13 September 2017

ZW3D successfully participated in the Sea Cleaners project in September. The Sea Cleaner Project, launched by Yvan Bourgnon in 2016, aims to reduce the plastic pollution present in the oceans which need a revolutionary giant ship capable of collecting all these plastics waste.

“This environmental project is essential to ensure the protection of oceans,” said Julien Léger, Marketing Manager of ZW France. “The wishes of The Sea Cleaners are fitting with ZWSOFT because we want to contribute to any solutions or ideas which are innovative and ambitious to save our environment.”

In the form of a technical sponsorship, ZW3D provided Standard Version licenses to all the engineers and naval architects working on the project. ZW3D will also offer free training on ZW3D to designers who will work on the design of the ship.

The vessel - Manta, designed by ZW3D, will be capable of collecting waste both on the high seas and near the coast and is designed to move fast.

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General Manager of the ZW3D division, Owen Zi, is in charge of the international development of the ZW3D software. He admired the value of the project and shared with the designers about the improvements and the strengths of ZW3D against its competitors. These discussions will make ZW3D even more influential in the future. What's more, it's no doubt that the cooperation does well to prevent sea contamination.

“We wanted to support an ambitious, technologically innovative project with social responsibility. So we proposed to the engineering team of The Sea Cleaners to work with ZW3D, which let them work on modeling the boat’s model,” said Tahina Miault, PR Manager of ZW France, who executed this project, “the engineers will be able to create surfaces, calculate instantly the cuts for the interior, prepare the conception of the new plastic-waste-collecting systems. A strong 3D model enables calculations on finite elements (material resistance, capacities etc.)”

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## Events News

### ***3DEXPERIENCE Supporting Industry 4.0 - Adriatic Road show events***

21 September 2017

CADCAM Group and Dassault Systemes, the 3DEXPERIENCE company, will present the most modern technologies that Industry 4.0 brings to the world of engineering, 3D design, modeling, robotics, production, simulation and product optimization at upcoming events. Live demonstrations and interesting lectures about software, user experience, and practical examples have been prepared. Professional lectures and workshops are held by domestic and foreign lecturers with rich experience in the profession.

In addition, all participants are also invited to a playground with a premium electric car Rimac Concept One and an electric bicycle Greyp. The application of virtual reality technology will also be featured in an exclusive way so that participants can virtually look at the interior of the most complex assemblies on the 3DEXPERIENCE platform. Poppy's humanoid robot, which represents a blend of design, mechatronics, virtual reality and 3D printing, will also be there. Play-time and social time allow you to share ideas and connect with potential business partners.

The event is intended for anyone who wants to improve their business processes, looking for answers to new engineering, product design, product optimization and manufacturing trends. Also anyone who wants to unify production and business processes, as well as to connect engineers, designers, designers, managers, marketing, sales and other departments and locations to an integrated collaborative environment.

Registration link: <http://www.cadcam-group.eu/3dexperience-supports-industry-40>

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## *NextLabs Discusses Data-Centric Security at Siemens PLM Europe 2017*

20 September 2017

NextLabs announced their founder and CEO, Keng Lim, will be presenting at Siemens PLM Europe in Berlin. Mr. Lim, an information security pioneer, will discuss leading security technologies for ensuring intellectual property is protected throughout the manufacturing process. Despite the potential risks, companies need to be able to share sensitive product and manufacturing data globally across multi-level supply chain and partner networks. Product innovation includes some of the most valued information that organizations own and increasing information theft has warranted a stronger data defense.

In Mr. Lim's presentation, he will be sharing insights he has gained working in the industry and with CAD and PLM customers over the years, including proven best practices that organizations have implemented to safeguard information and maintain the level of security required when sharing information with suppliers and partners. He will discuss new security strategies that provide greater access controls and visibility into data access, usage, anomalies and risk analytics.

Mr. Lim will also discuss how customers are using the most advanced Enterprise Digital Rights Management (EDRM) technologies to secure data from product creation to completion and beyond – including preventing unauthorized access throughout multi-tier supply chains with dynamic authorization, time-out features that prevent contractors and ex-employees from gaining access when they are terminated, and using real time contextual information to make sure all relevant access criteria is considered. EDRM is revolutionizing secure enterprise collaboration by allowing organizations to automatically protect all types of documents and files with the ability to monitor access, track usage, revoke permission, and maintain persistent protection regardless of where the files are located – in motion and at scale.

PLM Europe is an independent User Group which brings together Siemens PLM Software customers, Partners and Siemens PLM Software. The conference takes place in Berlin October 23-25, 2017, and includes sessions covering all aspects of Product Lifecycle Management and Manufacturing Operations Management, both for product oriented user to mid-management and executive level perspective helping plan the journey to the digital enterprise.

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## Financial News

### *ESI Group: First-Half 2017 Results*

19 September 2017

Commenting on the half-year results, Alain de Rouvray, Chairman and Chief Executive Officer of ESI Group, said: “In the wake of 2016, which featured fine performances across all indicators and the consolidation of a number of new acquisitions, we have ramped up our five-year strategic transformation plan – “Objective 2020” – designed to keep pace with the economic and industrial trends of the new “Outcome Economy”. Within this context of deep transformation, our ongoing drive to adapt our operational resources in H1 2017 took its toll on results for the period, which also suffered from a prior-period comparable basis. Priority was given to investments initiated in the first quarter of the year to provide support for the launch of our disruptive ‘PPL’ (Product Performance Lifecycle™) approach.

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The Group's new solutions are based on the shift of Virtual Prototyping towards a connected Hybrid Twin™; making it possible, for example, to provide virtual support for predictive maintenance, as well as for production control and assisted or autonomous driving. Our solutions are tackling the key challenges of the Industry of the Future by providing businesses with complete control over a product's entire lifecycle, from design to ultimate withdrawal, through manufacturing of the new product and operational maintenance of the used product that factors in the consequences of wear and tear, including repair of the damages sustained while in service.

This in-depth transformation in our offering is expected to last for several quarters. But thanks to the compelling investments, the deployment of Hybrid Twin™ solutions should enable the Group to reap the benefits of the exceptional innovation and growth potential inherent in this new – technologically and economically – "disruptive" positioning.

## First-half 2017 sales

First-half 2017 sales came in at €53.7 million, down 4.0%. Sales driven by the change of perimeter amounted to €0.3 million, and correspond to the acquisition of Scilab Enterprises in February 2017. There was a mild positive currency effect of €0.2 million for the period, the favorable effect from the US dollar and Korean won partially offset by the negative impact of movements in sterling and the Japanese yen.

This decrease reflects both the base effect following the exceptional performance in H1 2016, and the impact of the transformation phase on both existing and new business.

The product mix remained stable year-on-year, Licenses contributed 73% of total sales, compared with 72% in the prior period.

Licenses revenue declined by 2.8% year-on-year to €39.0 million. Most of this decline concerned the sale of perpetual licenses (PUL) in H1 2016 and does not reflect a recurring issue in the install base.

Services revenue was down by 6.9% to €14.7 million. It should be recalled that Services grew by 15.4% in H1 2016 due to a cyclical and exceptional performance of Japan.

ESI's geographic sales mix reflects a relative performance of global activity on the semester, better in Europe (up 2.8%) than in the Americas (down 2.4%) and Asia (down 10.3%).

## Gross margin

Gross margin came in at 67.3%, compared to 69.8% in H1 2016. This lower figure was mainly due to an unfavorable product mix within the Services activity.

## Continued strategic investment in R&D

In accordance with the Group's strategy of investing in cutting-edge technology, R&D investment has been pursued at a high level. R&D expenditure rose 9.0% to €16.9 million (excluding the French Research Tax Credit 'CIR'), reflecting ESI's constant focus on the emerging technologies that underpin its disruptive PPL approach. These investments represent 43.4% of Licensing revenue (amplified by the strong seasonality effect). However, once the Research Tax Credit and capitalized R&D expenditure are taken into account, total R&D costs recorded in the P&L amounted to €13.5 million, an increase of 3.4%.

## Profitability indicators impacted by investment

EBITDA was a negative €3.9 million, compared to a negative €0.3 million in H1 2016. This decline reflects a continuation of the R&D investments and a 3.1% increase in Sales & Marketing (S&M) costs

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which represent on the semester 36.3% of total sales. General and Administrative (G&A) costs dropped by 3.5% year-on-year and represented 16.1% of total sales.

As a result of the decline in EBITDA, the Group reported a current operating loss of €5.5 million and negative EBIT of €6.0 million, down by €3.6 million and €3.2 million, respectively, on H1 2016. The Financial Result remained stable year-on-year at negative €1.6 million and the Group's attributable net loss for the period was €5.9 million, compared to a loss of €3.5 million for prior period.

It should be recalled that these financial results reflect traditionally the strong seasonality of Licensing revenue, lower on the first semester.

A robust financial structure

The Group had a cash balance of €14.8 million at the reporting date showing a cash generation of €8.7 million. Net debt stood at €28.6 million at July 31, 2017. The gearing (debt-to-equity) ratio was 30.4%.

Please click here to view charts: <http://www.businesswire.com/news/home/20170919006369/en/ESI-Group-First-Half-2017-Results>

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***Oracle Fiscal 2018 Q1 Results: Q1 FY18 GAAP EPS UP 19% TO \$0.52 and NON-GAAP EPS UP 12% TO \$0.62***

13 September 2017

Oracle Corporation today announced fiscal 2018 Q1 results. Total Revenues were up 7% from the prior year to \$9.2 billion. Cloud plus On-Premise Software Revenues were up 9% to \$7.4 billion. Cloud Software as a Service (SaaS) revenues were up 62% to \$1.1 billion. Cloud Platform as a Service (PaaS) plus Infrastructure as a Service (IaaS) revenues were up 28% to \$400 million. Total Cloud Revenues were up 51% to \$1.5 billion.

GAAP Operating Income was up 7% to \$2.8 billion and Operating Margin was 31%. Non-GAAP Operating Income was up 11% to \$3.8 billion and non-GAAP Operating Margin was 41%. GAAP Net Income was up 21% to \$2.2 billion, while non-GAAP Net Income was up 14% to \$2.7 billion. GAAP Earnings Per Share was up 19% to \$0.52, while non-GAAP Earnings Per Share was up 12% to \$0.62.

Short-term deferred revenues were up 9% compared with a year ago to \$10.3 billion. Operating cash flow on a trailing twelve-month basis was up 8% to \$14.8 billion.

“The sustained hyper-growth in our multi-billion dollar cloud business continues to drive Oracle’s overall revenue and earnings higher and higher,” said Oracle CEO, Safra Catz. “In Q1, total revenues were up 7%, GAAP EPS was up 19%, and non-GAAP EPS was up 12%. Oracle is off to a very, very strong start in FY18.”

“With SaaS revenue up 62%, our cloud applications business continues to grow more than twice as fast as Salesforce.com,” said Oracle CEO, Mark Hurd. “ERP is our largest and most important cloud applications business. We now have about 5,000 Fusion ERP customers plus 12,000 NetSuite ERP customers in the Oracle Cloud. That’s 30 times more ERP customers than Workday.”

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“In a couple of weeks, we will announce the world’s first fully autonomous database cloud service,” said Oracle Chairman and CTO, Larry Ellison. “Based on machine learning, the latest version of Oracle is a totally automated “self-driving” system that does not require human beings to manage or tune the database. Using AI to eliminate most sources of human error enables Oracle to offer database SLA’s that guarantee 99.995% reliability while charging much less than AWS.”

The Board of Directors also declared a quarterly cash dividend of \$0.19 per share of outstanding common stock. This dividend will be paid to stockholders of record as of the close of business on October 11, 2017, with a payment date of October 25, 2017.

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## Implementation Investments

### *Centric SMB and Huckberry Begin New Adventure*

19 September 2017

Huckberry, a men’s lifestyle company based in San Francisco, has selected Centric Software to provide its Product Lifecycle Management (PLM) solution.

Huckberry, which is described as “equal parts store, magazine and inspiration”, was founded by friends Andy Forch and Richard Greiner in 2011. They wanted to create a shopping and lifestyle experience for young men like themselves who lived in the city but had a passion for the outdoors. They bootstrapped Huckberry with their savings to bring a unique company to life. Huckberry is rapidly growing and curates a selection of apparel, outdoor gear, home goods and accessories from a variety of brands on its e-commerce platform to support the lifestyle of the urban adventurer.

In the early days, Huckberry depended on email and document sharing to communicate and build up product ranges. When Huckberry added a private label division, product development within the company exploded. It was time to invest in a digital solution that would support the needs of this growing business.

“We’re growing rapidly, we’re a small team and we all wear many hats,” says Rachel Metcalf, Development Lead at Huckberry. “Our private label division is particularly experiencing aggressive growth. From previous experience, I know that a PLM system is very important to make sure we stay consistent, avoid mistakes and maximize efficiency. Private label is quite new at Huckberry, but we got moving on PLM selection as soon as it became clear we needed a system to support product development.”

Huckberry decided to implement Centric SMB, a cloud-based PLM solution tailored for small to medium businesses.

As Metcalf explains, “I’ve used many PLM systems, but Centric has always been one of my favorites. It’s easy to use, easy to learn, easy to configure and roll out, and dependable. The support team are only ever a phone call away and will answer questions promptly – you don’t have to email random support websites. The system is very highly configurable and is as simple as turning on a button or clicking a box. Centric is not a rigid ‘one solution fits all’, but is easily configured to what each company needs yet no coding is required to get it to work the way you want it to.”

# CIMdata PLM Industry Summary

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Richard Greiner, co-founder of Huckberry, adds, “Centric offers us a genuine partnership, rather than just a service. Huckberry is a young, creative and innovative company with a digital mindset and we are willing to invest in the right technology to support our growth goals. Centric SMB is the ideal cloud-based PLM solution for a company like ours and we know it will grow and adapt with us.”

“We would like to welcome Huckberry to the Centric family,” says Chris Groves, President and CEO of Centric Software. “Huckberry’s online concept is much more than a standard apparel e-commerce store – it’s a whole lifestyle experience. We’re excited to be part of the growth of this innovative company, and we’re looking forward to seeing Huckberry grow in the future.”

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## ***Chevron Selects Dassault Systèmes’ 3DEXPERIENCE Platform to Accelerate New Lubricant Product Development***

19 September 2017

[Dassault Systèmes](#) announced that Chevron Products Company, a division of Chevron U.S.A., and a manufacturer and supplier of premium base oils and finished lubricants, selected the 3DEXPERIENCE platform to accelerate the development of lubricant products that are sold under the Chevron, Texaco and Caltex names worldwide.

Chevron’s lubricants business has a history of innovation that includes hundreds of new or changed product projects annually. Each project involves dozens of participants across various disciplines all working on different formulations, regulations and raw materials in multiple locations. In order to maintain its leadership position in the lubricants market, Chevron sought to reduce this complexity and improve development cycles.

Dassault Systèmes’ “[Perfect Product](#)” industry solution experience responds to Chevron’s lubricants business needs. “Perfect Product,” based on the 3DEXPERIENCE platform, connects users across a company’s global operations in a digital collaborative environment to help it to reduce time, resources and costs associated with new product development.

By taking steps to achieve greater traceability of product formulations and materials, and to standardize processes for product reviews and approvals, Chevron aims to reinforce product quality across its portfolio. Using the 3DEXPERIENCE platform, multiple functions inside Chevron’s lubricants business and in different locations will be able to access a single source of searchable and reusable product data, gain insight into project status and target completion dates at any time, and enable supply chain activities.

“We turned to Dassault Systèmes to support our efforts to build on more than a century of scientific lubricants research and innovation,” said Brian Stripling, General Manager, Brand, Technology and OEM, Chevron Lubricants. “We aligned our processes and work based on best business practices and functionality thanks to the services of Tech Mahindra, Dassault Systèmes’ systems integration partner. As we continue this journey to reduce complexity, we have embarked on integrating additional processes into our Dassault Systèmes platform.”

“Dassault Systèmes’ 3DEXPERIENCE platform enabled us to rapidly iterate with business stakeholders in delivering digital transformation of product development processes,” said Ashim Guha, Vice President Consulting & Enterprise Solutions, Tech Mahindra. “The customer was able to transition from

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legacy Lotus Notes apps to the new platform in less than a year and on budget.”

“Oil and gas - like most of the energy, process and utilities sector - has complex processes which can cause issues that are discovered too late in the product development process and delay the delivery of solutions to market,” said Thomas Grand, Vice President, Energy, Process and Utilities Industry, Dassault Systèmes. “The 3DEXPERIENCE platform helps accelerate new product introduction by offering stakeholders across the value chain easy and real-time access to relevant information about the products they are working on. This opens opportunities for companies like Chevron to benefit from an enterprise-wide approach to innovation that the 3DEXPERIENCE platform makes possible.”

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## ***VE Commercial Vehicles Begins New Approach to Product Development with Dassault Systèmes***

14 September 2017

Dassault Systèmes today announced at the 3DEXPERIENCE Forum India 2017 in Mumbai that VE Commercial Vehicles Limited (VECV), a joint venture in India between the Volvo Group and Eicher Motors Limited, has chosen the 3DEXPERIENCE platform to cost-effectively develop and deliver innovative, high-quality trucks and buses to the growing commercial vehicle market in India.

VECV is deploying “Modular, Glocal and Secure” industry solution experience for an integrated approach to product development that accommodates regional requirements. The deployment is part of the company’s “Integrated Data Management” initiative, which aims to improve quality, streamline the product development process, and deliver business value across the organization by integrating the processes, data and systems of its engineering and manufacturing value chain.

Based on the 3DEXPERIENCE platform, “Modular, Glocal and Secure” industry solution experience unifies digital information in a single collaborative environment that is accessible to VECV’s product planning and portfolio management, product development, vehicle integration, and manufacturing planning departments, as well as to its partners. Teams can address the complexity of a diverse product portfolio with agile variant and configuration management of global product designs and a bill of materials containing all variants. VECV can meet evolving customer expectations for performance and quality while optimizing costs and cycle times.

“After an 18-month business consulting engagement, we recognized the need for business process efficiencies to easily test new ideas, accelerate product verification and validation, and deliver innovative products to market faster at less cost,” said R S Sachdeva, Chief Operating Officer, Eicher Trucks & Buses. “With the 3DEXPERIENCE platform, we can digitally ensure that our customers’ interests are represented at every phase of product development, from product strategy to shop floor.”

“Adopting a product strategy to meet diverse regional demands and to localize the development of differentiating technologies is a key concern for many original equipment manufacturers,” said Olivier Sappin, Vice President, Transportation & Mobility Industry, Dassault Systèmes. “The 3DEXPERIENCE platform provides digital continuity to accelerate innovation, improve product quality and performance, and reduce engineering lead time and costs. More and more commercial vehicle manufacturers are recognizing the value that it can bring to their business.”

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## Product News

### *CGTech Releases VERICUT Software Version 8.1*

19 September 2017

CGTech announces the next major release of VERICUT software. VERICUT CNC machine simulation, verification, and optimization software simulates all types of CNC machining, additive, and hybrid manufacturing processes. The software operates independently, but can also be integrated with leading CAM systems.

“VERICUT 8.1 includes many enhancements that simplify simulating a CNC machine,” said VERICUT Product Manager Gene Granata. “This release is all about various tools that can increase NC programmer efficiency, reduce production time, and detect costly errors before going to the shop floor.”

New modules have been added including: Additive, Grinder-Dressing, and Teamcenter Interface. Many enhancements improve VERICUT’s core functionality such as: easier sectioning that extends to machine views, X-Caliper dimension labels displayed with models, new report template editor, and easier G-Code offsets. Many customer-driven enhancements and software change requests were also completed.

#### New Module: Additive

VERICUT’s Additive module simulates both additive and traditional CNC machining capabilities applied in any order. Simulating both operations identifies potential problems that can occur when integrating additive methods. The user has access to detailed history stored with VERICUT’s unique droplet technology, which saves programmers time by quickly identifying the source of errors with a single click.

This additive capability shows realistic laser cladding and material deposition, detects collisions between the machine and additive part, and finds errors, voids, and misplaced material. VERICUT simulates the post-processed NC code that controls the CNC machine ensuring proper usage of Additive functions and laser parameters. Users can experiment with combining additive and metal removal processes to determine optimal safe hybrid manufacturing methods.

“Additive manufacturing applications create new possibilities for manufacturers,” said Gene Granata, VERICUT Product Manager. “Adding this technology to VERICUT provides unique solutions that bridge the gap between designing for AM, and choosing the best manufacturing strategies for their parts.”

#### New Module: Teamcenter Interface

VERICUT Tool Manager imports 3D cutting tools from Siemens Teamcenter® Product Lifecycle Management (PLM) software. VERICUT connects directly to Teamcenter to reference files, avoiding the need to create external uncontrolled copies of models on a local or network drive. In the NX CAM project, all cutting tools used in a given project are listed. In one step, all 3D cutting tools for a job are imported at once.

#### New Module: Grinder-Dressing

VERICUT enhances support for Grinding and Dressing operations. Users can simulate dressing where a

secondary tool is applied to a grinding wheel to freshen the grinding surface, or to change the grinding wheel cutting shape. VERICUT simulates the dynamic compensation needed while the dresser is used, even while the grinder is engaged with the part.

## Force™ Optimization

VERICUT's Force module is a physics-based NC program optimization method that maximizes chip thickness. Force creates more constant cutting forces resulting in significant machining time savings. Graphs and charts are displayed in real-time, revealing cutting conditions and forces as they are encountered by cutting tools. The data helps NC programmers identify undesirable cutting conditions represented as spikes in the graphs. Spikes display forces, chip loads, tool deflection, and material removal rates above the recommended parameters.

With one click on the chart, the exact location in the NC program is marked. Simultaneously, the actual cut in the graphics window is displayed. By optimizing toolpath feed rates, Force reduces machining time, prolongs tool life, and produces a higher quality finished product.

## Enhanced Sectioning

VERICUT's new Section window is easier and faster to see inside a part during simulation. This allows the user to check proper fit, and identify interference between the workpiece and machine components. Sectioning abilities in machine view help with complicated machines where visibility is challenged. Enhancements allow the simulation to be continued while sectioned, and zoomed to achieve unobstructed viewing to pinpoint highlighted errors.

## X-Caliper Dimensions

The X-Caliper measuring tool creates a measurement label on the part, and label placement is customizable for optimal viewing. Multiple dimensions can be displayed on the part to quickly document key measurements, create setup diagrams, or inspection aids. Images with dimensions are easily referenced in VERICUT reports.

## Improved Report Template

VERICUT's Report Template editor makes creating a custom report easier. Adding content directly to the report editor is simplified using standard word processing capabilities. The enhancements allow the use of standard HTML objects, and the template editor displays what the report will look like as the template is designed, which also shortens the design process.

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## ***ESI Launches SYSWELD 2017***

14 September 2017

ESI Group announces the release of SYSWELD, ESI's software solution for Assembly, Welding and Heat Treatment. ESI SYSWELD is the most accurate Finite Element Analysis (FEA) multi-physics software on the market to simulate thermal joining (arc, electron beam, laser, friction stir, spot welding) and heat treatment (carburizing, carbonitriding, quenching). SYSWELD accurately predicts material characteristics, residual stresses and distortions of structures. By accounting for all relevant manufacturing effects and enabling the transport of simulation results from one manufacturing step to

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the next, SYSWELD delivers a truly predictive end-to-end solution for the manufacturing of welded and assembled industrial parts.

These unique capabilities enable manufacturers in ground transportation and other industry sectors — aerospace, heavy industries and marine — to reduce product development costs and time to market and ensure process automation and optimization. For example, COMIL, a major bus manufacturer in Brazil, employed SYSWELD to manage to geometrical distortions induced by welding and assembly of a bus door frame. According to Thiago Sotilli, Engineer at COMIL, it brings “great benefit in dimensional distortion control of welded structures, allowing the study of different welding sequences. Results are fast and highly accurate, ensuring significant technological improvement for our company, and consequently reducing costs previously spent on prototypes and materials that were just scrapped when they didn’t meet specifications.”

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With this latest release, ESI has enhanced the welding & heat treatment simulation capabilities of SYSWELD 2017 to secure process feasibility and security, to control material characteristics and residual stresses, to keep distortion within specified tolerances, and to improve the performance of the product. The release includes new specific meshing capabilities to strongly reduce the time needed to create dedicated meshes for weld and heat treatment. To better support multi-pass welding, SYSWELD 2017 provides automatic control of the interpass temperature between each weld, ensuring better component integrity with a direct control of phase proportion and stresses. The new version also supports new manufacturing processes, including spot welding using spacers, friction stir welding and carbonitriding. New functionality allows the smart transfer of dedicated data from one simulation discipline to another, so that complete manufacturing processes can be simulated and used as input for performance. Furthermore, users of SYSWELD benefit from new core technologies to support the treatment of very large models, and to minimize the output file size.

SYWELD 2017 also brings new enhancements to simulate assembly in body shops. Benefiting from two years of developments aimed at the automotive industry, SYSWELD 2017 enables the modeling of the full stamp-welding-assembly simulation chain for fast distortion engineering in the context of car body manufacturing. Design engineers can now control the dimensional inaccuracies of hot and cold joined assemblies by accounting for the mechanical load effects during successive assembly processes, and heat effects induced by welding. This way, engineers can virtually manufacture, assemble and test physically realistic virtual components, long before their hardware prototypes are manufactured.

Automotive manufacturers and their suppliers can consequently reduce the cost and delays caused by manufacturing planning, try-out and process validation.

For the ship building industry, SYWELD 2017 provides automation and optimization to reduce significantly the cost and time required to prevent or mitigate weld-induced distortions. New software

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developments ensure distortion control for large welded assemblies with thick plates and multi-pass welds, which are common in the marine industry. Aimed at shop floor production, the software can deliver the optimization of a weld sequence plan thanks to a streamlined and intuitive interface, offering dedicated automatic meshing functionalities and easy model set-up. Manufacturing engineers can thus quickly identify the welds that are mainly responsible for the distortion, and investigate the effects of changes to a variety of process parameters including sequencing, clamping and pre-heating.

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## ***FieldView Express: Powerful CFD Post-Processor Enriches Altair Partner Alliance Offering***

20 October 2017

The [Altair Partner Alliance](#) (APA) is pleased to announce the addition of FieldView Express to its software offering. FieldView Express is based on FieldView, the CFD post-processor engineers choose when they must deliver accurate results in ever-faster design cycles. The world's leading aircraft, automotive, defense and heavy equipment manufacturers rely on FieldView every day.

“FieldView Express is designed for quick and easy activation through the Altair Partner Alliance,” said Steve M. Legensky, Founder and General Manager at Intelligent Light. “We hope to enable Altair’s large engineering audience with the benefits of a powerful CFD post-processor in this easy to use package. Intelligent Light is proud to join the APA, building upon our relationship with Altair through which we provide AcuFieldView for the HyperWorks® CFD code AcuSim.”

With FieldView Express, it is easy to create and deliver compelling animations, visualizing your data and supporting your analyses. Videos can be saved in MP4 format, ready for use with PowerPoint or YouTube. 3D PDFs exported from FieldView Express are easily shared with clients and management and will add interactive analysis to reports and presentations. Every FieldView Express license is a parallel license and parallel processes enable faster data reads allowing users to tackle problems of greater size and fidelity than they could have attempted previously.

“We are pleased to further extend our partnership with Intelligent Light on CFD post processing,” said Stephen Cosgrove, VP of CFD Business Development at Altair. “Our customers have told us they use multiple CFD solvers to perform their work. FieldView Express with its support of multiple solver readers allows them to standardize their CFD post processing on the most powerful, solver neutral CFD post processor available. This will enable our customers to achieve a greater degree of CFD post processing automation which will allow them to engineer better designs with reduced CFD cycle times.”

FieldView is used across many industries. In aerospace, FieldView is standard for CFD analysis and visualization where complex, highly unsteady flows, very large datasets, and extensive parametric studies are the norm. Tight production schedules and cost management pressures in the automotive industry pose significant challenges. CFD workflows must be fast, efficient, capable of handling hundreds of cases with ease and produce accurate answers quickly. In the energy industry, physical testing is impractical, or impossible, and analyzing designs under a wide range of operating conditions is crucial. Success depends on quickly making sense of large volumes of data, comparing results, and identifying areas of interest for further exploration.

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An [introductory webinar](#) for FieldView Express will be held on October 5th at 10 a.m. ET. For more information about the software, please visit the product page for [FieldView Express](#).

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## ***Intel Custom Foundry Certifies ANSYS Simulation Tools for 22 nm FinFET Low-power Process Technology***

19 September 2017

[Intel Custom Foundry](#) customers are delivering powerful, innovative products thanks to the certification of [ANSYS](#) solutions for electromigration, power and electrostatic discharge reference flows for Intel 22nm FinFET low-power (22FFL) process technology. The supported tools from ANSYS and Intel Custom Foundry's collaboration enable mutual customers to minimize design costs and risks while quickly bringing cutting-edge and reliable products to market.

IoT and entry mobile products demand higher performance with less power consumption and excellent reliability. To achieve this today, multiple subsystems of an electronic product are combined into one or more integrated circuits known as a system on a chip (SoC). ANSYS simulation tools deliver needed accuracy while reducing turnaround time to meet the increased computational requirements caused by the growing design complexity of modern products. Advanced technology support in [ANSYS RedHawk](#), [ANSYS Totem](#) and [ANSYS PathFinder](#), including electromigration rule compliance, deliver greater reliability and manufacturability, as well as minimize risk and lower cost.

Intel's new 22FFL process technology offers a unique blend of high-performance and ultralow-power transistors combined with simplified interconnects and simpler design rules to deliver a versatile FinFET design platform for low-power and mobile products. It offers up to 100x lower leakage compared with the previous Intel 22GP (general purpose) technology. The Intel 22FFL also delivers drive currents on par with Intel's 14 nm transistors while delivering true 22nm class scaling at 17.8 MTr/mm<sup>2</sup>, enabling better performance and power than any industry planar technology can achieve.

The certification from Intel Custom Foundry for its advanced 22FFL process technology validates the capability to simulate designs while maintaining sign-off accuracy. It enables designers to meet demanding power and reliability requirements for their intellectual properties, analog and custom integrated circuit designs. Mutual customers of Intel Custom Foundry and ANSYS can design cutting-edge applications such as mobile and low power IoT products based on this 22FFL certification.

"22FFL is a unique new technology that provides a compelling combination of performance, power, density and ease of design for low-power IoT and mobile products," said Venkat Immaneni, senior director, Foundry Design Kit Enablement for Intel Custom Foundry. "The certification of ANSYS tools combined with the comprehensive Intel Custom Foundry 22FFL platform gives our mutual customers a competitive advantage when implementing robust, high-performance intellectual properties and SoCs on our new 22FFL offerings."

"Power, electromigration and electrostatic discharge reference flows are absolute requirements to create smart, robust IoT and entry mobile products. Our collaboration with Intel Custom Foundry on the 22FFL design platform and its certification of ANSYS solutions emphasize the high-quality results and benefits of ANSYS simulation tools," said John Lee, general manager at ANSYS. "This collaborative

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effort further empowers Intel Custom Foundry customers to confidently build the next-generation of robust and reliable computing products for low-power IoT and mobile products.”

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## ***Mentor Precision Synthesis announces support for the eFPGA fabric in Silicon Mobility’s OLEA automotive IC***

21 September 2017

Mentor, a Siemens business, today announced the [Precision® Synthesis](#) product support for Silicon Mobility’s OLEA® Field-Programmable Control Unit (FPCU) – a flexible electronic circuit tailored specifically for the automotive market and specialized in real-time processing and control. Silicon Mobility’s OLEA FPCU is the first ever automotive-qualified semiconductor control solution to holistically address the need for flexibility, real-time data processing, timing predictability and safety for critical applications, such as powertrain electrification, electronic power steering (EPS), braking and advanced driver-assistance systems (ADAS).

Under the terms of the OEM partnership, Silicon Mobility customers will receive licenses to use a Silicon Mobility version of Mentor’s Precision RTL Plus FPGA synthesis tool for mapping RTL (register transfer level) logic to OLEA’s patented AMEC FLU® (Flexible Logic Unit) - a programmable logic fabric in the FPCU.

Mentor’s Precision RTL Plus is part of OLEA COMPOSER, a completely standardized, worldwide adopted and fully supported programming flow for OLEA. The Silicon Mobility version of Mentor’s Precision RTL Plus tool provides advanced synthesis features for critical applications development, such as timing-driven synthesis and mapping for superior Quality-of-Results (QoR), unique automatic incremental synthesis to reduce runtime, IEEE 1735 encryption and safety-critical support. Designers can also leverage the Precision tool’s industry-leading support of VHDL-2008, SystemVerilog and mixed language to implement their designs.

“Silicon Mobility’s OLEA customers will benefit greatly from Mentor’s decades-long success in EDA tool development,” said Bruno Paucard, CEO of Silicon Mobility. “Our collaboration with Precision Synthesis helps ensure our customers have the highest quality, reliability and support for mapping of designs to our AMEC FLU.”

“Silicon Mobility delivers industry’s first automotive controller with programmable logic,” said Badru Agarwala, general manager of the Calypto Systems Division at Mentor. “And Precision Synthesis is fast becoming a partner of choice for markets using eFPGAs in general and automotive applications, in particular.”

Precision RTL Plus Silicon Mobility version is available now from Silicon Mobility.

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## ***New Release of Software Expands Design to Cost Capabilities Helping Engineers Identify Manufacturability Issues Early***

19 September 2017

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[aPriori](#) today announced that a new version of the company's flagship aPriori Professional software is generally available. This new version of the software is designated as aPriori Professional 2017 R1.

aPriori Professional 2017 R1 provides manufacturability and cost driver guidance for additional manufacturing processes and expands the guidance available for those processes already available. Extended manufacturability and cost driver guidance helps engineers during the design phase understand the manufacturing impact of tolerances, identify areas of the design that may present manufacturability issues and evaluate features that are expensive / time consuming to make. Listed below are some of the key [Design to Cost](#) (DTC) highlights featured in the new version of the software:

- DTC views are now available for Die Castings, Sand Castings, soft-tooled Sheet Metal components, and machined components analyzed in the 2-Model Machining process group.
- The DTC view for Plastic Injection Molded parts has been enhanced significantly to identify many additional manufacturability issues and cost drivers.
- The DTC view for Stock Machining also has been enhanced to provide additional guidance related to potential manufacturability issues that inflate product cost.

aPriori Professional 2017 R1 also includes support for new processes and routings commonly found in the [aerospace and defense](#) industry verticals. Cost models have been added to simulate 3-Roller-Bending and 4-Roller-Bending processes, and the selection of roller-bending machines available in Regional Data Libraries. This will help customers accommodate estimating the cost for very large rolled parts such as airplane wing and fuselage section skins. This new release also provides fully mechanistic process cost models for Anodizing Types I, IB, IC, II, IIB ("thin sulfuric" anodizing), and III ("hard coat" anodizing).

aPriori Professional 2017 R1 features new capabilities for improved user management that extends our integration with corporate information technology user management systems. The objective is to make the administration process of setting up and managing users easier and more automated. This update is based upon a growing trend by multinational customers to deploy product cost management strategies and systems for their facilities and programs located across the globe. And finally, the software now ships with out of the box user and usage tracking reports in Cost Insight Report to support deployment and usage monitoring.

"This latest release of aPriori represents a significant step forward in our efforts to provide cost and manufacturability guidance for product designers and engineers," reported Julie Driscoll, Vice President of Strategic Marketing and Product Management. "We have discovered through numerous conversations with our customers that while generating a quick, detailed cost estimate is important, engineering teams also want a way to easily identify and eliminate the cost drivers that are increasing the cost of a product.

aPriori is designed to provide real-time cost information on parts and complete products. The software [leverages CAD and intelligent cost models](#) to quickly determine feasible manufacturing methods and product costs while generating detailed manufacturing analysis and cost estimates that quantify the impact of changes to product design, materials, manufacturing processes, volumes and location in real time. aPriori also enables manufacturers to leverage product cost data hosted in other enterprise applications to communicate product cost information between all functional organizations involved in product definition and delivery. This includes the import of complex engineering Bills of Materials (BOMs) from ERP, PLM and other enterprise applications. aPriori also incorporates enterprise quality business intelligence capabilities that provide intuitive, role-based insights for design, engineering, manufacturing, value-engineering and sourcing executives and managers.

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## ***OpenBOM™ Introduces Order Bill of Materials for Production Planning***

20 September 2017

[OpenBOM](#) has taken a step into the realm of manufacturing by providing users the ability to create Order BOM to perform production planning. The Order BOM is OpenBOM's first practical step toward closing the gap between engineering and manufacturing. In the current version of OpenBOM, after a user releases a BOM, they will be able to create production batches to plan the number of product units to be manufactured. OpenBOM will create an Order BOM which includes information about the required and gap quantities for each part. The Order BOM can be shared with contractors and suppliers for follow up and collaboration on parts delivery. Moreover, the Order BOM can be integrated with Bookkeeping or ERP systems for procurement and order tracking. When the Order BOM is released to production, the inventory quantity on hand for each part will be updated automatically in the the OpenBOM Part Catalogs (Inventories). From now on OpenBOM can be used by engineering teams and small manufacturing shops as an alternative system to complex PLM and ERP solutions.

"I'm very excited with the steps we are taking towards helping engineers and manufacturing teams order parts and perform initial production planning," said Oleg Shilovitsky, CEO and Cofounder of OpenBOM, "involving the creation of an Order BOM to manage the right quantities and collaborate ordering process internally in the company and externally with contractors and suppliers." Order BOM is available immediately to all OpenBOM users.

"OpenBOM provides us with the tools to create and manage BOMs across our team," said Matt Bush, COO and Cofounder of Hirebotics, "and the new OpenBOM features promise to help us purchase the right parts, in the right quantities and collaborate with our network of suppliers to help track purchases and delivery." Another OpenBOM customer, Joe Bassett, CEO of Dawn Equipment remarked, "This is a very specific pain point my company has in communicating BOM's and changes between design, manufacturing, and production teams. OpenBOM appears poised to fill a needed void that many fast moving manufacturing companies must feel."

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## ***Stibo Systems Releases New Version of SpirePLM: Delivering Product Lifecycle Management Capabilities that Fuel the Digital Business Core***

20 September 2017

[Stibo Systems](#) today announced the availability of SpirePLM™ 8.2, the latest release of its comprehensive Product Lifecycle Management (PLM) solution enabling organizations to reduce the time required to introduce new products to market, compete efficiently and meet market and consumer expectations.

New product introduction and product updates must be managed effectively in today's digital world to achieve success. In many companies, product information is stored on multiple systems, including spreadsheets, resulting in poor data quality, visibility and standards, directly affecting how quickly new

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products can launch. SpirePLM helps address these challenges, in which businesses increasingly require a Digital Business Core™ of operational data that is continuously shaped and delivered within the enterprise to drive superior business outcomes.

This release includes focused capabilities for the retail, footwear and apparel (RFA) industries, as well as significant improvements to the core PLM solution:

- Purpose-built RFA solution for the apparel design process. SpirePLM provides a standard methodology streamlining the ideation, artwork, colors, materials, trims, bill of materials, supplier samples and tech pack generation associated with apparel design and sourcing.
- Collaborative Digital Boards for sharing moods, trends and inspiration seamlessly across the enterprise. SpirePLM transforms the traditional storyboarding process by digitizing the experience so designers can collaborate, share and tag images from anywhere using any device.
- Streamlined user experience via new integration with Adobe Illustrator. Customers can open their computer-aided design (CAD) files in Adobe Illustrator from SpirePLM 8.2, as well as save files from Illustrator directly into the PLM solution.
- Enhanced change management process for controlling relationships between problem reports, change requests and change notices using the CMII standard, and govern changes such as review, task and complete, in a controlled manner.

“Managing products from ideation to end-of-life and handling diverse and highly distributed product information without an adequate system can be slow, inflexible and costly,” said Prashant Bhatia, Chief Marketing Officer and Head of Product Strategy, Stibo Systems. “The latest version of SpirePLM provides a comprehensive solution to this problem, as it establishes standard processes that make the entire organization’s work easier and more efficient – from design and product development, merchandising and product management, sourcing and supply chain, all the way through to the CIO focused on digital business transformation.”

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