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CIMdata News

Announcing CIMdata's PLM Road Map North America 2018 and PDT North America 2018

18 January 2018

CIMdata and Eurostep are pleased to announce the co-location of PLM Road Map North America 2018 and PDT North America 2018. The two events will be held in conjunction with each other at the Marriott Hotel in Tysons Corner, Virginia, USA. Participants can choose to attend one of the events or both with a discount. PLM Road Map North America takes place on 15 & 16 May, while PDT North America will take place on 17 May.

"CIMdata is committed to delivering high client value with our PLM Road Map conferences," stated Mr. Peter Bilello, President of CIMdata. "We are excited to announce the third year of our collaboration with Eurostep and the co-location of PLM Road Map North America 2018 with Eurostep's inaugural PDT North America 2018 event," added Mr. Bilello.

"With the successful co-location of PDT Europe and PLM Road Map over the past two years we decided to go with the same concept in 2018, this time venturing in to the North American market of the first time," says Mr. Håkan Kårdén, CEO, Eurostep Group. "Once again, we plan to deliver three high quality days with superior value to participants and sponsors," added Mr. Kårdén.

In addition to the North American events, CIMdata and Eurostep will collaborate to co-host PLM Road Map Europe and PDT Europe in Stuttgart, Germany during October 2018.

For information about CIMdata's PLM Road Map North America see <https://www.cimdata.com/en/education/plm-conferences/2018-plmrmna-pdt>.

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CIMdata Announces the Formation of a Medical Device PLM Action Group

18 January 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces

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the formation of its newest PLM member service—the Medical Device PLM Action Group, an association of medical device companies within CIMdata’s globally recognized PLM Community Program. The group is an industry-specific PLM advocacy group, as well as a defining organization for unfulfilled common interest PLM-related capabilities. Action Group members will participate in regularly scheduled meetings to review and discuss research and other actions to address PLM-related topics of common interest with the goal of ultimately driving PLM best practices and solution provider development.

Additionally, members will drive the prioritization of research and analysis to define current PLM best practices, insights, and lessons-learned for medical device companies in topics such as:

The reality of the real-time product record (the “digital twin”) driving concurrent compliance and quality documentation for FDA 21 CFR 11, 820 and ISO 13485, associated data structures, and key PLM areas of interest, e.g., DHF, DHR, and UDI/UPC.

The level of risk in maintaining information silos, e.g., best practices and strategy for managing and ultimately integrating PLM with QMS and ERP, including definition of ownership and boundaries of each and limits of the systems.

Overcoming the misperception of PLM as a “last step” reporting tool vs. an in-process productivity tool.

Membership is open to medical device and life science equipment manufacturers.

Peter Bilello, President of CIMdata, stated, “CIMdata is excited to announce the formation of a new PLM Action Group based on our extremely successful A&D PLM Action Group framework formed a few years ago. This new group, focused on the medical device industry, will define and direct the research efforts on key PLM areas needed to meet future challenges. Action group member experiences with PLM-related implementations, best practice research, and close examination of emerging technologies will help the group define what the PLM solution providers should offer and/or enhance.”

Participation in the CIMdata-led Medical Device PLM Action Group offers:

- Access to ongoing research, analyses, insights, and advice important to medical device manufacturers.
- Participation in the identification of industry-specific PLM topic areas for research.
- A uniform voice to the PLM Solution Provider community to better enable and guide them in their development efforts.
- Access to CIMdata’s PLM subject matter experts.
- An interactive and collaborative environment for accessing and sharing PLM-related processes and best practices.
- Participation in CIMdata’s global PLM Community.

The Medical Device PLM Action Group is led by James L. Roche, a CIMdata Executive Consultant, who brings extensive industry experience and on-the-ground knowledge to the group. Mr. Roche stated, “As medical devices become more complex, connected and intelligent, and regulatory compliance varies across different global markets, the medical and healthcare device manufacturers must embrace new best-practice strategies and trending technologies. The time has come for joint action by industry leaders to remediate current and emerging pain points that are common across their industry.”

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For more information about the Medical Device PLM Action Group, see <https://www.cimdata.com/en/memberships/medical-devices-plm-action-group>, or contact CIMdata at info@cimdata.com.

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 suppliers 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, follow us on Twitter: <http://twitter.com/CIMdataPLMNews>, or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA. Tel: +1 (734) 668-9922. Fax: +1 (734) 668-1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands. Tel: +31 (0) 495 533 666.

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CIMdata's Don Tolle to Present at INCOSE's International Workshop

18 January 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, is pleased to announce that Don Tolle, CIMdata's Director for Simulation-Driven Systems Development Consulting Practice & Knowledge Council, will make several presentations at the INCOSE International Workshop which takes place at the Hyatt Regency Jacksonville Riverfront, in Jacksonville, Florida from January 20-23.

Mr. Tolle's presentations will take place on Sunday, January 21. The first presentation titled, Modeling and Data Interoperability Standards Where to Next, will take place at 10:30 a.m. as part of the Tools Integration and Model Lifecycle Management Working Group. The second presentation titled MBSE, PLM and the Digital Thread, will take place at 2:00 p.m. as part of the MBSE Workshop.

Mr. Tolle has more than 35 years of industry experience in the disciplines of virtual product design, development, and performance validation. He has worked with global manufacturing companies in the automotive, aerospace and defense, industrial equipment, marine, consumer products, medical products, and high-tech electronics industries. Mr. Tolle's current interests center on the definition and adoption of model-based engineering methodologies and tools to connect the disparate and "loosely connected" disciplines involved with systems engineering and conceptual design and the persistent use of robust system models throughout the product development lifecycle.

Mr. Tolle and other members of the CIMdata team will be available to meet with attendees during this

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four-day event. To set up a meeting, please visit the CIMdata website at:

<https://www.cimdata.com/en/meet-with-cimdata>.

For more information on INCOSE's International Workshop visit:

<https://www.incose.org/iw2018/home>.

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CIMdata's Tom Gill to make a Presentation at DFX Insights 2018

16 January 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that its Practice Manager for PLM Enterprise Value & Integration, Tom Gill, will make a presentation at HCL's DFX Insights 2018 which takes place at the Detroit Marriott on 22 January.

The presentation, entitled "Model-Based Enterprise - Moving your Firm from Concept to Reality," will review what Model-Based Enterprise (MBE) and Model-Based Design (MBD) are, the benefits they can provide, and how DFX fits within these frameworks. In addition, he will talk about best practices based on CIMdata's consulting experience for incorporating technical strategies into enterprise road maps.

Mr. Gill has over 25 years of experience applying computer-based solutions to engineering and manufacturing. Before joining CIMdata he worked as an independent PLM consultant, after spending over 20 years at high-volume manufacturing companies. Mr. Gill has worked on projects in numerous industries, including fabrication & assembly, food & beverage, defense, chemical, and medical devices. He has executed PLM strategy projects, solution evaluation-and-selection projects, deployment planning, and training development for industrial clients. He delivers solution providers competitive and technical product analyses, white papers, and case studies.

For more information on the event, please visit: <http://info.geometricglobal.com/dfx-insights-2018>

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To meet with Mr. Gill at the event visit the CIMdata website at: <https://www.cimdata.com/en/request-meeting> to set up an appointment.

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Acquisitions

Hexagon PPM Acquires Industrial Business Solutions, Inc., Provider of the ContinuumEdge® Completions & Commissioning Management System

11 January 2018

Hexagon PPM announces the acquisition of Industrial Business Solutions, Inc. (IBS), a Utah-based owner and developer of ContinuumEdge® software, a one-of-a-kind enterprise platform to enable digital project execution.

IBS' core product, ContinuumEdge (CE), is a Cloud software suite with focus on Completions & Commissioning that enables industrial enterprises to report and oversee multi-discipline tasks being performed in real time.

The addition of ContinuumEdge completes the digital project ecosystem to take Hexagon customers from start to finish, creating a virtual representation of a project across its entire life cycle (i.e., a digital twin) using real-time data to optimize business performance. CE removes inefficiencies around data transfer, manages change between parallel processes using the same project data, and removes all paper-based processes.

As a result of the acquisition of IBS by Hexagon, ContinuumEdge is being renamed Intergraph Smart® Completions, effective immediately.

Mattias Stenberg, president of Hexagon PPM, said, "The IBS acquisition is a significant addition for

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Hexagon PPM within the plant life cycle sector. Completions & Commissioning is a critical phase of all projects, and by integrating ContinuumEdge into our portfolio, we are adding a comprehensive solution proven to provide visibility of systems completions throughout the entire life cycle of any size project.”

IBS was founded in 2006 and is a leader in the completions and commissioning and start-up software space. ContinuumEdge was deployed in capital projects in 2009 and was first marketed as commercial software in 2015. IBS presently has offices in Murray, Utah, with major customers in the Oil & Gas, Mining & Metals, Chemical, and Power & Utilities industries in the United States, Canada, and Australia, most notably the Australia Pacific LNG Project (an A\$25 billion joint venture between Origin Energy, ConocoPhillips, and Sinopec).

Key differentiators between Smart Completions and competitors’ systems include:

- Multi-project solution – build templates and re-use execution philosophy on sustaining capital projects and shutdown/turnaround after initial project completion
- Mobility – online/offline complex testing procedures for real-time progress reporting that can be tied to contract numbers ensuring completion of work prior to payment
- Automated package builder – bulk build execution packages by pre-defined business requirements
- Full life cycle solution – takes a customer from construction through to operations with embedded safety and operability readiness suites

Intergraph Smart Completions creates an information foundation with traceability and accountability for custody, control, and work processes, providing a seamless transition to operations and maintenance

Other CE modules include Operability Development Management System (ODMS), which integrates activities, task dependencies, and deliverables to meet business goals, and Safety Risk Management System (SRMS), which reviews the entire safety spectrum of industrial operations and delivers a set of documents to support execution.

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Product Development Platform Leader Jama Software Acquires Notion

16 January 2018

Jama Software today announced it has acquired Notion. Notion is a software-as-a-service analytics provider with reporting and business intelligence dashboards for metrics-focused product teams. The acquisition, which closed this week, will accelerate Jama's roadmap to deliver strategic insights from the product development process to customers.

Developing smart, connected products is becoming increasingly complex. Innovative companies need better access to data across their product development ecosystem to maintain a competitive advantage in this era of digital transformation. With Notion, Jama's product suite will now include cutting-edge analytics that empower customers to collect, track and act on performance data from multiple sources.

"Notion's team and technology are second-to-none when it comes to turning data into actionable insights that help product development teams improve their performance," said Jama CEO Scott Roth. "We are excited to offer customers an unprecedented level of strategic insights to make their product

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development process more predictive. Acquiring Notion enables us to do just that – by combining Jama's expertise in product development best practices, the expansive data and processes that our customers are managing with Jama's software platform, and Notion's leading edge analytical capabilities."

Notion's current product offers out-of-the box integration with the leading tools modern product development teams use, such as Jira, GitHub, Slack and Pivotal Tracker. Going forward, Jama will integrate its data – as well as data from other popular product lifecycle management, application lifecycle management and customer service sources – into Notion's cloud analytics platform and offer it as a part of Jama's overall product-development platform.

"By combining forces, we will be able to bring best-in-class analytics solutions to product development teams everywhere," said Notion co-founder Dave Shanley. "We are thrilled to join Jama and become part of such an innovative company and team."

Notion was founded in 2015 in Portland, Oregon by Dave Shanley and Kevin Steigerwald. Shanley will report directly to Roth, with Notion's entire team joining Jama. Financial terms of the deal were not disclosed.

The news of the acquisition of Notion comes on the heels of announcing significant year-over-year growth in Jama's business – with over 150 new and expansion customer wins and a 73 percent increase in new license bookings.

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Company News

Accenture Opens Innovation Hub in Boston; Plans to Add 400 Technology Jobs to City's Growing Tech Community

16 January 2018

Accenture today opened a new innovation hub in Boston's Back Bay as part of the company's accelerated innovation investment in the U.S.

As part of the investment, Accenture plans to add 400 highly skilled technology jobs in Boston by the end of 2020. The company – recently named a Top Place to Work by the Boston Globe – is recruiting people with the critical skills needed to serve clients, including in high-growth areas such as digital, cloud and security services.

Accenture is also expanding its U.S. apprenticeship program to Boston to provide under-represented groups greater access to digital economy jobs. Accenture's national program will grow to more than 100 apprentices by the end of 2018, building upon the company's success in Chicago and San Antonio.

Designed to help clients grow, compete and transform in the digital economy, the Boston hub is the second of 10 new innovation hubs that Accenture announced last year. Its nationwide investment also includes a \$1.4 billion investment in training and the hiring of 15,000 new employees by the end of

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2020. The company's other U.S. innovation hubs are in New York, Chicago, Houston, San Jose and Washington, D.C.

“Our clients look to us to help them transform so that they can compete and succeed in the digital economy,” said Kathleen O’Reilly, senior managing director, Accenture, who leads the company’s business in its US Northeast region. “We are bringing innovation to the doorsteps of our Boston clients with a new destination where we can collaborate even more closely to deliver tangible, ground-breaking results faster than ever.”

Julie Sweet, Accenture’s chief executive officer – North America, said, “From our experience across the more than 40 industries we serve, it’s clear that companies that continuously innovate will succeed in the fast-changing digital economy. Our innovation hubs around the country are designed to help our clients innovate, implement and scale new solutions, and repeat the cycle across their businesses and capabilities, at speed.”

In the company’s innovation hubs, clients work side-by-side with their Accenture teams in collaborative innovation journeys, exploring the latest technologies, including artificial intelligence, blockchain, robotics and augmented reality. Workshops leveraging data-driven market insights and design thinking put clients in their customers’ shoes, helping them ideate human-centered products, services and business models.

After teaming with clients to develop solution ideas, Accenture rapidly develops prototypes – whether physical, digital or mixed-reality – on site, enabling clients to see in near real-time how an idea could work in practice. Once the prototypes are refined iteratively, the Accenture team scales them, leveraging the company’s global network of delivery centers to implement and operate the solutions.

For example, among the company’s numerous Boston-area clients are Boston Scientific, which teamed with Accenture to reduce the costs of treating patients with chronic cardiovascular diseases through a cloud-based, data-driven digital health solution for hospitals, and Biogen, which teamed with Accenture to use quantum computing to create a solution to speed up drug discovery.

“Massachusetts is a national leader in technology and innovation thanks to our talented workforce, exceptional schools and quality companies,” said Governor Charlie Baker. “We welcome Accenture’s decision to expand their commitments in the Commonwealth and look forward to the highly skilled opportunities they will create for Massachusetts workers.”

To help clients accelerate their innovation journeys, Accenture also taps the most provocative and advanced thinking from the local innovation ecosystem through strategic acquisitions – most recently of Boston-based Intrepid and Altitude – and through university collaborations, such as the company’s decades-long work with MIT. This relationship encompasses research, education and recruiting programs, including the Accenture and MIT Alliance in Business Analytics, the MIT Integrated Learning Initiative, the MIT Computer Science and Artificial Intelligence Lab Alliance, and the MIT Initiative on the Digital Economy, of which Accenture is a founding member. In addition, more than 100,000 of Accenture’s people worldwide have received 16 million hours of education through the MIT Professional Education program, and MIT Sloan delivers executive development programs to the company’s technology leaders.

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Located at 888 Boylston Street, in the heart of Back Bay, the new innovation hub is home to the company's 1,500 area employees. Spanning two levels with an open floor plan, the space is designed for collaboration and ideation and can connect with Accenture locations around the globe to tap specialized expertise. It includes an Accenture Liquid Studio that quickly turns concepts into prototypes through rapid software application development; a Nano Lab experience that offers a window into the extensive R&D conducted by Accenture Labs; and Accenture Research, which identifies and anticipates game-changing business, market and technology trends through provocative thought leadership.

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Accenture Unveils its Innovation Hub in Tokyo as part of Broader Growth Plans in Japan

17 January 2018

Accenture today opened its Innovation Hub in Tokyo, a state-of-the-art facility that will become a destination for Accenture people and clients to ideate, rapidly prototype and launch digital solutions. The unveiling of the Innovation Hub in Tokyo's Minato Ward is part of broader plans to open new facilities across Japan offering clients access to Accenture's deep industry knowledge, leading technology capabilities and business acumen.

In February, Accenture will expand its Kansai office, located in Osaka, on Honshu. In the spring of 2018 Accenture will relocate its headquarters into bigger offices in Tokyo and plans to open a branch in Fukuoka, which is on Kyushu Island. The bigger footprint will put Accenture offices closer to more clients' headquarters.

At today's unveiling of the Innovation Hub in Tokyo, Accenture underscored how it provides clients hands-on access to digital and emerging technologies – artificial intelligence, blockchain, robotics, IoT, drones with computer vision, and virtual reality – that have the power to transform business. Clients now have access to all six elements of the Accenture Innovation Architecture – Accenture Research, Accenture Ventures, Accenture Labs, Accenture Studios, Accenture Innovation Centers and Accenture Delivery Centers.

“We are building our facilities and capabilities in Japan to help our clients harness the true power of disruption so they can unlock trapped value in their business and gain a competitive edge,” said Atsushi Egawa, country managing director of Accenture, Japan. “At the Innovation Hub in Tokyo, we will work side-by-side with our clients in design-thinking workshops and then quickly turn concepts into prototypes through rapid software application development to create solutions for real-world problems.”

The Innovation Hub in Tokyo builds on Accenture's extensive existing innovation footprint, and further demonstrates its investment in Japan. In March 2017, Accenture announced plans to expand its Fukushima Innovation Center, and in July 2017, it relocated its Delivery Center in Hokkaido to a bigger space. In addition, the head office of IMJ Corporation, which became part of the Accenture group in July 2016, and became a wholly owned subsidiary, has moved into the building that houses Accenture Innovation Hub. This is part of its increasing integration of the operations of both companies to help clients create the best possible customer experiences.

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Capgemini and PTC launch Center of Excellence in Mumbai for smart connected products

16 January 2018

Capgemini and PTC today announced the opening of a Center of Excellence (CoE) located at Capgemini's office in Mumbai. The facility is designed as a working CoE where Capgemini will build and showcase cutting edge industrial solutions to help customers around the world improve the way they design, manufacture, sell, operate, and service smart connected products. These solutions will be built on PTC's leading ThingWorx®[\[1\]](#) industrial innovation platform.

Capgemini chose to set-up the CoE with PTC to maximize the breadth of the ThingWorx platform and tools, including its complementary portfolio of products that covers Product Lifecycle Management (PLM), Augmented Reality (AR)/ Virtual Reality (VR) and Computer Aided Design (CAD). As a systems integrator partner with PTC, Capgemini is already leading multiple digital transformation programs and solutions globally on PTC technologies.

“This Center of Excellence with PTC is a part of our commitment to build solutions for our customers' needs driven by connected devices. It will also serve as a center that consolidates our global best practices and will showcase the transformations we are enabling with the ThingWorx Industrial Innovation Platform,” said Sanjay Salunkhe, Global Head – Product and Engineering Services, Capgemini. “We are delighted to work with PTC in creating this CoE and to enable customers to move rapidly from proof-of-concepts to industrialized deployments to benefit from the potential of smart connected products.”

“Companies are investing significant resources to transform their businesses and having clear direction and the right technologies is critical for success,” said Craig Hayman chief operating officer, PTC. “We are pleased to partner with Capgemini for this Center of Excellence to help accelerate these transformations and help companies achieve value through connected products more quickly.”

[\[1\]](#) The ThingWorx platform includes technologies and tools that enable the industrial enterprise to quickly and easily develop, deploy and extend IoT apps and game-changing AR experiences.

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Dassault Systèmes Announces Executive Committee Evolutions

17 January 2018

Dassault Systèmes today announced Executive Committee appointments and changes.

Philippe Forestier, Executive Vice President, Global Affairs & Communities and a founding member of Dassault Systèmes when it was created in 1981 will retire. Monica Menghini, Executive Vice President, Chief Strategy Officer, is resigning for family reasons. Both departures are effective as of February 28, 2018. Thibault de Tersant, currently Senior Executive Vice President and CFO, will take the position of General Secretary (Secrétaire Général) and Pascal Daloz, currently Executive Vice President, Brands and Corporate Development, has been named Chief Financial Officer & Corporate Strategy Officer,

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with the changes effective February 5th following the release of 2017 fourth quarter and full year financial results scheduled for February 1, 2018. Florence Verzelen has joined as Executive Vice President, Industry Solutions, Marketing, Global Affairs and Communication, effective January 15, 2018.

Bernard Charlès, Vice Chairman and CEO, Dassault Systèmes commented, “These changes in our Executive Committee will support the next phase of development of Dassault Systèmes as the 3DEXPERIENCE company.

“Pascal possesses a wide range of talents that are important ingredients for his new position as Chief Financial Officer and Corporate Strategy Officer, particularly at a company such as Dassault Systèmes. He has had a long involvement in our strategy definition and brings a deep understanding of our Brands and the value they represent, individually and together as part of our industry solution experiences. In combination, he is the right person to lead our holistic, growth-centric strategy at this current juncture.

“I am pleased to announce that Florence Verzelen has joined Dassault Systèmes as Executive Vice President, Industry Solutions, Marketing, Global Affairs and Communication effective January 15, 2018. Florence will extensively exploit the Industry approach to increase value to clients and sharpen our strategy by further connecting Industry / Marketing / Workforce of the Future and public affairs.

“In Thibault’s new role, his knowledge, developed during thirty years of being our CFO, will be instrumental to shape the corporate structure of tomorrow, reflecting our evolution to a platform company to serve both People in Business and Business by People. In addition he will work on our business model strategy, Ethics & Compliance, and La Fondation Dassault Systèmes.

“Finally, I would like to recognize Philippe Forestier, Executive Vice President, Global Affairs & Communities, who is retiring, and Monica Menghini, Executive Vice President, Chief Strategy Officer, who is resigning for family reasons. As a founding member of Dassault Systèmes, Philippe has played a key role in the decisive moves that enabled the Company to transition from start-up to global leader. He has been a passionate ambassador of Dassault Systèmes and contributed to the Company’s influence in the industrial, corporate, scientific, educational and cultural spheres. Monica, working together with me, has guided the translation of Dassault Systèmes’ vision into a unique value proposition as the 3DEXPERIENCE company.”

Thibault de Tersant in his new role as Senior Executive Vice President, General Secretary (Secrétaire Général) will be involved in a wide range of strategic, legal, governance and business initiatives. He will continue as a Director of Dassault Systèmes and as a member of the Executive Committee. Mr. de Tersant has served as the Chief Financial Officer of Dassault Systèmes for thirty years, commencing in 1988. He has implemented a framework enabling the Company to be long-term driven while delivering growth in revenues and earnings for 21 of its 22 years as a public company, accompanied by sector-leading profitability and cash flow generation leveraging a long-standing, highly recurrent financial model.

Pascal Daloz brings more than 17 years of experience in executive positions at Dassault Systèmes to his new position as Executive Vice President, Chief Financial Officer and Corporate Strategy Officer. He has been Executive Vice President, Brands and Corporate Development since 2014 and member of the

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Executive Committee. With the support of the CEOs of each of Dassault Systèmes' brands, he has been responsible for overall brand strategy with the mission to build world-class brands by creating a unique portfolio of applications, inspiring users' experiences and vibrant user communities. Mr. Daloz joined Dassault Systèmes in 2001 and was promoted to Vice President, Strategy and Business Development in 2003. He became Executive Vice President, Strategy & Marketing in 2007, and was named Executive Vice President, Corporate Strategy and Market Development in 2010. Mr. Daloz began his career in 1992 as a technology consultant and as a sell-side technology analyst at Credit Suisse from 1997 until he joined Dassault Systèmes in 2001. Pascal Daloz is a graduate of the École des Mines de Paris.

Pascal Daloz has contributed to several books on innovation: Strategic Management of Innovation and Design, La métamorphose numérique and Les bureaux d'études. In 2010, he was awarded the Hermès de l'Innovation prize for human relations in the workplace.

Florence Verzelen brings nearly two decades of international business and global affairs experience and leadership to her position as Executive Vice President, Industry Solutions, Marketing, Global Affairs and Communication, and member of the Executive Committee. After beginning her career in project financing at the Société Générale Investment Bank in New York in 2002, she worked at the European Commission from 2004 to 2007, first in the Trade division and then in the Competition division. Florence Verzelen then joined the office of the Secretary of State for European Affairs, as an Advisor, in charge of industrial and commercial matters. She then joined the Engie group (GDF Suez), where she was Director of Group Acquisition activities between 2008 and 2010, and then became Manager of the subsidiary GDF Suez Qatar BV between 2010 and 2013. Between 2013 and 2015, she held the position of President of the Purchase Performance Plan. Since 2015, she has been Deputy Director of Engie Europe, in charge of Operations, Business Development and Innovation and Managing Director of Engie Russia.

Florence Verzelen is currently an independent director on the Board of Directors of Air France. She was nominated Young Global Leader of the World Economic Forum in 2013. Florence Verzelen is a graduate of the Ecole Polytechnique (specializing in Economics and Finance) and the Ecole des Mines. She is fluent in French, English and German, with additional knowledge of Arabic, Chinese and Russian.

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Deloitte Launches Creative Digital Consultancy in India

15 January 2018

Deloitte Digital has launched its operations in India. "Technology has become a part of the strategic priority of enterprises. New businesses are hinging on technology, and have to prioritise work with an eye on predicting the future. Technology has to be built into the business plans, and will be in the forefront of CEOs and executives agendas," Rakesh Barik, partner, leader for technology at Deloitte India said.

"For years, IT has helped re-engineer the businesses, yet few shops have re-engineered themselves with the same vision, discipline and rigor. That's about to change. Over the next 18-24 months, we will see CIOs re-engineering not only their IT shops, but broadly, their approaches to technology. I call this

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Horizon 1.5,” said Bill Briggs, the chief technology officer of Deloitte Consulting Globally.

“Deloitte Digital combines its globally recognised strength in business transformation and technology implementation with the creative and digital capabilities of its studios to advance the customer experience for businesses around the world,” Ajit Kumar, leader, Deloitte Digital, Deloitte India said. “It is a combination of a digital agency and consultancy under one, integrated, global practice. It is the right time to set up shop in India as brands here are eager to embrace digital.”

“With the Indian government’s emphasis on digital initiatives, we would like to drive this mission home,” he added. Sectors served by Deloitte Digital’s new offices include banking and insurance, manufacturing, energy and resources, retail and consumer goods, healthcare and life sciences, technology, media and telecom and the public sector, particularly the government’s smart cities initiative.

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Infosys Launches Infosys Business Assurance Store to Drive Productivity and Accelerate Business Agility

16 January 2018

Infosys today announced the launch of the Infosys Business Assurance Store, a unique knowledge-based solution with a repository of more than 1 million test assets across various industry domains, technologies, products and packages. This solution enables clients to enhance productivity in test planning, aids continuous testing and minimizes dependency on subject matter experts.

The Infosys Business Assurance Store is built on the experience of the Infosys validation teams, and integrates with third-party solutions like HPE Application Lifecycle Management (ALM), MS SharePoint among others. The store helps clients drive greater operational efficiencies and accelerate business agility through improved test design. This solution uses machine learning tools for traceability, knowledge clustering and optimization. Clients can access the solution through the Infosys Quality Assurance Workbench, an artificial intelligence based platform built for supporting all leading digital technologies such as Mobile, Internet of Things, and Cloud among others.

Highlights

- Infosys’ Business Assurance Store fast forwards the testing lifecycle across industry domains – such as Financial Services, Retail, Insurance, Health Care, Life Sciences, Manufacturing, Telecom, Energy, Utilities, Services and others, using technologies such as Java, .Net, MDM, Mainframe, and Middleware
- The solution covers industry leading products and packages like VisionPLUS, Global Pay Plus (GPP), Calypso, Murex, SAP modules, Oracle EBIS, Warehouse Management System (WMS), among many others, and will provide customers starter kits for specialized testing services like security, Internet of Things, big data, and other validation services
- The solution also has numerous test cases on various regulations and compliances which will ensure extensive risk coverage and help customers adhere to different standards across geographies

Dominique Raviart, IT Services Practice Director, NelsonHall, said, “With Infosys Business Assurance

CIMdata PLM Industry Summary

Store, Infosys has invested in a systematic approach for creating a repository of test scenarios, across industries, and across application technology. This repository is part of Infosys' strategy to continue automating the full testing lifecycle, adding its own proprietary IP to complement commercial off the shelf solutions (COTS)."

Ravi Kumar S, President and Deputy Chief Operating Officer, Infosys, said, "Testing has taken a paradigm shift from being an end-of-lifecycle activity to managing user experience in the digital landscape. This solution is about expediting testing and utilizing test cases, built through our years of experience in delivering agility to our customers' businesses. Infosys Business Assurance Store is an endeavor to bring in transformation and fuel automation in the testing space and this solution is testimony of our deep experience of over 15 years."

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Itoc achieves the Amazon Web Services DevOps Competency

17 January 2018

Itoc is proud to announce that we have achieved the AWS DevOps Competency which demonstrates our continued investment in next generation capabilities to bring increased value to our customers. This competency reflects recognition by AWS and our customers of our deep experience working with businesses to enable them in implementing continuous integration and continuous delivery practices. The competency additionally highlights our investment and proven experience in delivering best of breed DevOps solutions leveraging automation of infrastructure provisioning and management with configuration management tools on AWS.

AWS established the DevOps Partner Competency Program to identify Consulting and Technology APN Partners with deep industry experience and expertise. APN Partners with the AWS DevOps Competency have demonstrated industry expertise, readily implemented solutions that align with AWS architectural best practices, and have staff with AWS-certifications.

DevOps is a challenging skill set to master. The stakes are high but so are the rewards, and with disruptors continually chasing and challenging traditional development and delivery methods every software based business needs to be focused on building next generation services using innovative technologies and business models. Rapid value to customers is paramount.

DevOps is becoming mainstream and with many large organisations getting on board many will challenge agile and recognise DevOps as the new Application Lifecycle Management paradigm. Currently the top priorities are customer engagement, education, digital disruption, innovation, and low risk introduction. These are areas in which Itoc has been working with customers to underpin their next generation products and services.

"Combining DevOps with the rich feature set of the AWS platform enables customers quicker software development, reduced life cycle overhead, better security & faster deployment to market," Steve Mew, CTO – Itoc.

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Kaminario Transitions to Software Business Model

17 January 2018

Kaminario today announced it is transitioning to a software-centric business model and partnering with Tech Data to streamline operations, while focusing its resources on continued software innovation. Tech Data is the leading end-to-end distributor of technology products, services and solutions around the world. The agreement will allow Tech Data to provide supply chain, integration and product support services for Kaminario's composable data platform solutions, including the Kaminario K2™ all-flash array. This alliance represents a strategic business model shift for Kaminario, combining software-defined storage technology with Tech Data's product and supply chain expertise to deliver fully integrated hardware-software all-flash storage appliances at a disruptive industry price point.

Kaminario's composable data platform delivers highly scalable, all-flash storage solutions for public, private and hybrid cloud data centers. K2 combines the Kaminario VisionOS™ software operating platform with a certified reference hardware stack into an integrated appliance. Kaminario's channel-first go-to-market strategy leverages a network of over 200 technology resellers signed onto Kaminario ACCELERATE, a global channel partner program. This alliance delivers resellers and end customers all the value of Kaminario K2 with the software-defined economics typically seen only by hyper-scale cloud providers.

"The cloud computing paradigm and demand for automated data centers are changing the nature of enterprise IT," said Dani Golan, CEO, Kaminario. "This business model shift, enabled by our partnership with Tech Data, positions us to deliver the economics and flexible consumption models that cloud providers need with absolutely no compromises on our well-proven technology capability."

"Tech Data provides product lifecycle management services for technology companies that want to focus on their core competencies," said John O'Shea, senior vice president, Global Lifecycle Management Services, Americas at Tech Data. "Our alliance with Kaminario helps them to deliver a complete solution to their customers by leveraging Tech Data's global logistics network and comprehensive integration and product support services."

Kaminario's latest generation of the K2 all-flash array is now available to all resellers through Tech Data and includes Kaminario VisionOS and the Kaminario Clarity™ support, analytics and management platform. Kaminario K2.N™ and Kaminario Flex™, when generally available, will also be offered through Tech Data. Kaminario will continue to provide centralized support management for all datacenter implementations based on Kaminario software.

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PTC Partners with the FDRA, Key Retail Manufacturers, and Material Exchange Ventures AB to Reimagine the Material Selection Process

17 January 2018

CIMdata PLM Industry Summary

PTC today announced the launch of Material Exchange, an advanced filtering and material visualization platform, developed in collaboration with industry manufacturers, brands, Material Exchange Ventures AB, and the Footwear Distributors and Retailers of America (FDRA), the footwear industry's business and trade association.

Traditionally, brands and manufacturers sifted through dozens of physical material swatch books to find the appropriate material for their design and development projects. Leveraging digitalization, Material Exchange is an online database of materials that can be searched, filtered, and downloaded, enabling users to reduce time and manual data entry. This platform enables companies to pull material specs and pictures into 3D design programs – allowing them to change materials and colorways instantly and continuously throughout the design process. It also enables development teams to gain line-of-sight into material costs, availability, quality, and compliance issues.

“Together with PTC and many top brands, we’ve developed a platform that has the potential to forever change the way companies design and develop shoes. For brands, using the platform will enable them to reduce development risks – allowing designers and developers to test designs and improve compliance before production, as well as reducing man hours,” said Andy Polk, senior vice president, FDRA. “Further, Material Exchange will not only enable users to lower costs, but will also enable them to increase sales as the catalyst for the next generation of stylish shoes, clothes, and accessories.”

Built by Material Exchange Ventures AB leveraging PTC’s leading FlexPLM® retail solution, Material Exchange offers a centralized repository of up-to-the-minute data and images, enabling users to reduce the unnecessary production of physical material samples and swatches. Digital material visualization during the design process can aid decision-making regarding colorways, design, and material. These decisions can be made before producing physical or virtual prototypes, further increasing efficiency.

“PTC has provided a cloud-based solution running on FlexPLM, which allows for scalability and security to meet the needs of Material Exchange,” said Chris Hillyer, director of innovation, Deckers Brands. “We can gain tremendous insight with digital visualization capabilities, enabling us to save both time and resources.”

“The industry has an incredible opportunity to take advantage of today’s advanced technologies and apply it to the material selection process,” said Eric Symon, vice president and general manager, PTC Retail Business Unit. “We are excited to be a part of Material Exchange because it streamlines an antiquated process and allows retailers to have greater control and collaboration throughout the design process.”

PTC is highlighting the new Material Exchange platform at this year’s NRF Big Show in New York on January 14-16th. For more information, please visit: <https://www.ptc.com/en/events/nrf2018>.

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Roambee joins forces with T-Systems to lead the global smart logistics and asset monitoring market

12 January 2018

CIMdata PLM Industry Summary

With a vision to digitize global enterprises, T-Systems is on an Internet of Things (IoT) growth path: Deutsche Telekom's corporate customer arm, T-Systems, and Silicon Valley-based IoT company, Roambee, today announced a global IoT partnership to offer a real-time visibility solution for goods and assets in the Americas, Africa, Asia, and Europe. Together, employing an "on-demand" pay-per-use business model, the two companies are delivering an end-to-end solution featuring real time visibility, tracking, and condition monitoring of shipments and assets in-transit and in-field. Roambee will provide pre-built Software-as-a-Service (SaaS) applications that include wireless portable sensor devices and cloud-based software, robust reporting, and predictive analytics. The solution will be provided on T-Systems' highly scalable platform, and offers access to a global infrastructure of highly-secured data centers and cloud solutions from a wide partner ecosystem.

Furthermore, Deutsche Telekom Strategic Investments, recently led the Series B round by investing \$3.1M in Roambee, recognizing that any transformation to Industry 4.0 is incomplete without a scalable IoT solution, a secure cloud infrastructure, and a global deployment team.

"Roambee's fast-to-deploy-and-to-scale solution adds a strong value to our IoT partner ecosystem globally. Combined with T-Systems' infrastructure and system integration expertise, we will now jointly enable and transform industries worldwide with IoT applications," said Anette Bronder, Director of T-Systems' Digital Division.

Paul Warrenfelt, T-Systems' SVP Sales and Service Management Region Americas and APAC, and Managing Director North America, also noted, "I am so excited about the amazing collection of products, services, and technologies we are jointly bringing to market that will help enterprises improve efficiency to achieve operational excellence."

"With over 100 customers around the world, Roambee is experiencing significant momentum and business growth in the IoT market. Now with T-Systems as our strategic partner, we will be able to both scale our current customers worldwide, and win new customers jointly. We no longer have to worry about building our own global service infrastructure, which is needed to maintain the quality and rich experience of our services to our customers," said Roambee CEO and founder, Sanjay Sharma.

Roambee's solution includes compact, rugged wireless portable sensor devices called "Bees" and a cloud-based software platform. The Bees and software collect high volumes of data from enterprise resource planning (ERP) systems, sensor data, and external data streams to deliver machine learning-based predictive analytics to improve operational efficiencies, enhance customer engagement, mitigate risk, and provide measurable ROI. Benefitting a wide range of industries, the solution, as one example, allows for real-time monitoring of the temperature and location status of highly-sensitive pharmaceutical goods through the entire shipment with the use of actionable data and real-time alerts, and as such, enables counter-actions if deviations are reported.

Improving smart in-field asset monitoring requires the highest level of confidence in asset usage monitoring, reporting, and regulatory compliance. Roambee's core technology delivers all this, making it simple for businesses to increase efficiencies, improve risk management, and transform data into measurable value. Furthermore, T-Systems will operate the service from its high-tech data center in Germany, in accordance with the strictest data privacy regulations. Customers receive defined real-time event alerts and reporting, historical reporting, and actionable data analytics adhering to the highest data security standards.

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Siemens to build "Industry 4.0" center in north China's Taiyuan

17 January 2018

Siemens PLM Software Company will build an "Industry 4.0" intelligent manufacturing innovation center in Taiyuan, capital of north China's Shanxi Province.

A cooperative agreement has been signed between Siemens, Shanxi Transformation and Comprehensive Reform Demonstration Zone and a local smart data company.

According to the plan, Siemens will provide research and development for Chinese manufacturers through the innovation center as Shanxi pushes forward digitalization of its companies.

Last year, Siemens said it would work with the Chinese government authorities and research institutions on a new robotics center. The company currently employs around 4,500 scientists and engineers in China.

Robotics and the automatization of industry are areas which the government is heavily promoting under the framework of its "Made in China 2025" initiative.

German industry is seen as a potential partner in this context.

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Sopheon Leads Global Strategic Innovation Execution

17 January 2018

Sopheon is committed to educating the market on how to bring business strategies to life through integrated, well-communicated innovation execution plans. Among Fortune 100 market leaders, there's no shortage of well-intentioned innovation methods and processes, yet business leaders responsible for innovation are often hamstrung by inefficiencies, cross-functional silos, limited resources and complex processes, diminishing the potential for market impact and profitability.

"Enterprise Innovation Management (EIM) is an increasingly critical capability for innovation-driven companies, yet there is still too little attention paid to creating the connected autonomy required for efficient execution," said Andy Michuda, chief executive officer for Sopheon. "In our experience, even the best-laid strategic plans are often not well communicated, poorly adopted or misunderstood across the enterprise. Our role as a partner to our clients demands that we take our 18 years of extensive learnings from working with the best in the industry and share how companies can close the gap between strategic planning and execution realization."

Sopheon is committed to providing strategy execution management tools that support continuous and iterative transparency and process change, while enabling real-time decision-making resulting in improved performance. The company's Accolade software supports better and faster decisions by enabling transparency, harmonization and alignment through the interconnected enterprise. Introduced

CIMdata PLM Industry Summary

to the market in 2001, Accolade captures critical data for better visibility and decision enablement, providing a single source of truth for all functional groups and geographically dispersed teams that are required to collaborate.

Dozens of the world's most successful, innovation-driven companies – including market leaders in consumer goods, food and beverages, chemicals, industrial manufacturing, high-tech, aerospace and defense – use the Accolade software to achieve exceptional long-term growth and profitability through sustainable innovation. Clients include leaders such as BASF, P&G, Honeywell, Applied Material, Parker Hannifin, Electrolux, Entegris, PepsiCo, Merck, and others. The Accolade software provides these companies with an integrated solution for executing against the entire innovation lifecycle, from strategic roadmap planning, strategic idea development, portfolio optimization and prioritization, product launch planning and go-to-market execution, as well as end of life management.

“Despite the growth of technology as a business driver, too many innovation-driven organizations are still not using technology to create a connected autonomy across their enterprise, which speeds up execution,” Mr. Michuda said. “By digitalizing the process for connectivity, transparency and speed, Accolade gives even the largest enterprises the ability to pivot and be agile, while preserving big-company capability and scale. That’s where execution, paired with innovation, can create a seismic shift in strategy realization.”

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SyncDog, Inc. Announces Partnership with TeraDact Solutions, Inc. to Improve the Secure.Systems™ Workspace, Helping Prepare for the EU's New GDPR

18 January 2018

SyncDog, Inc. today announced they are partnering with TeraDact Solutions, a Montana-based software company that works to improve security in sensitive document and information management. This added application will help users improve their mobility management in preparation for the EU's new General Data Protection Regulation (GDPR) that will strengthen security compliance regarding EU citizens' data protection.

The TeraDact Solutions tool, TeraDactor™, is designed to provide the user with a safe information sharing environment. TeraDactor™ effectively checks data and redacts or tokenizes any sensitive business, financial, health or personally identifiable information (PII), from structured or unstructured sources allowing organizations to share information while controlling access to the sensitive data they release to mobile devices, through Office 365 email, webservices or print.

“We are happy to have forged a partnership with a company that has good traction in the marketplace and recognizes the unique GDPR capabilities that will be empowered by the TeraDactor™,” said Chris Schrichte, President and CEO of TeraDact Solutions, Inc. “This integration will allow SyncDog users to better protect data and sensitive information in their containerized workspace while ensuring compliance with data privacy regulations worldwide.”

“We continue to speak to customers and the analyst community to deliver solutions for marketplace need,” said Jonas Gyllensvaan, CEO and founder of SyncDog, Inc. “TeraDact Solutions is an example of listening to the market and securing partnerships that further benefit the customer. TeraDactor™ will add another level of security in the Secure. Systems™ containerized workspace to protect private

CIMdata PLM Industry Summary

company data and personal information in BYOD environments.”

The Secure.Systems™ Workspace

The Secure.Systems™ workspace provides a secure application platform that encrypts and transports data between the enterprise and secure, “sandboxed” applications running on employees’ mobile devices. The workspace delivers a highly functional and easy app experience for users, and protects client enterprise networks with secure, partitioned FIPS 140-2 certified* container on both iOS and Android devices. Secure.Systems™ secures data both on the device and in transit using AES 256-bit encryption. A full suite of mobile-enabled productivity applications is available in the defense-grade container, including SharePoint, Enterprise Chat, Geo-location Services, DropBox, a Personal Information Management (PIM) suite, Office Suite, Office 365, File Sync, and Secure Mobile App Management & Development functions.

Secure.Systems™ can be deployed via on-premise or through cloud-based managed service. For more information about Secure.Systems™ deployment via managed service please visit <https://secure.systems>. SyncDog offers a free trial of its secure workspace at <https://mmc.secure.systems/SignUp>.

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Tech Data Adds New Dimension to Distribution with Launch of Global Lifecycle Management Services

16 January 2018

Tech Data today introduced its [Global Lifecycle Management Services](#) portfolio to help manage the entire technology product and customer lifecycle—from design, integration and installation to service, support and IT Asset Disposition (ITAD). Available globally and designed for both original equipment manufacturers (OEMs) and solution providers, the portfolio also features complete customer management solutions, including customer acquisition, enablement and revenue-growth services, such as contract renewals and software license compliance.

Services is a key component of Tech Data's end-to-end portfolio that spans the entire technology ecosystem, benefitting both vendors and customers. By using Tech Data's services, OEMs and solution providers can focus their resources on what is most important to them. In addition, Tech Data's resources and team of experts help customers expand their geographic and technology reach, accelerating the adoption of new technology with the confidence that comes from a trusted partnership.

"Our services portfolio adds a new dimension to distribution," said John O'Shea, senior vice president, Global Lifecycle Management Services, Americas at Tech Data. "Leveraging our unparalleled depth, breadth of expert capabilities and comprehensive end-to-end portfolio, we have designed these services to free up capital from our customers' businesses so they can apply it to more strategic areas, such as transformation, innovation and customer-facing resources. We call it Capital on Tap™—scaling resources up or down based on need—all through one trusted partner."

Tech Data's Global Lifecycle Management Services include integration services, supply chain management services, customer lifecycle management services, and field, depot and support services, such as field engineering, equipment installation, maintenance, repair and many others. These service-oriented offerings complement Tech Data's world-class supply chain competencies to support the

CIMdata PLM Industry Summary

technology ecosystem at every step.

"We are excited to see this comprehensive set of services and capabilities being brought to market by a single provider," said David Dwyer, vice president of Supply Chain and Operations at Sharp Imaging and Information Company of America. "For the last few years, we have worked closely with Tech Data's services team, and they've partnered with us to help successfully improve our supply chain operations. The launch of this portfolio will present a full slate of product and customer support services to the market, providing customers the ability to focus on their core business while knowing they have the best possible partner to amplify day-to-day support for their products and customers."

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Wipro & PTC Launch Thinkspace studio, IIoT Center of Excellence

16 January 2018

The long-standing partnership between Wipro and PTC will reach another milestone with the launch of Thinkspace Studio - a dedicated IIoT Center of Excellence - at Wipro's Electronic City campus.

Wipro is committed to accelerate our customer's digital transformation journey while delivering holistic end-to-end IoT solutions from intelligent devices and gateways, human to machine interaction and data-driven insights. Thinkspace Studio will help in enabling transformation from product to service-centric business models. Both Wipro and PTC share the view that the future of ALM, PLM, and Industrial Automation lies in its extension to use cases in the field, and closing the loop through IoT and digital engineering.

Building on Wipro's extensive IoT, Product Engineering and System Integration capabilities, Thinkspace Studio will help to drive innovation and digital transformation for our customers by leveraging digital engineering solutions across IOT/PLM/ALM/SLM technologies. The partnership will also benefit customers by reducing time to market for their products and achieving a closed loop lifecycle management by developing connected, smarter and defect free products.

Wipro is also delighted to be a member of PTC's Global Services Partner Program. "This enhanced collaboration will help to build innovative engineering solutions and deliver non-linear value to our customers. Wipro is making significant investments in digital PLM capabilities to drive innovation, develop smarter products and reduce time-to-market. We believe that the expansion of the partnership with PTC will bring significant benefits to our customers in realizing their digital PLM investments, adopting the best practices and accelerating time-to-value deployments," said Anita Ganti, Senior Vice President and Global Head of Product Engineering Services, Wipro Limited.

Launch Date: 09/01/2018 - 09/01/2018

Time: 03:00 PM to 06:00 PM

Venue: Wipro Limited, Tower 7, Electronic City, Bengaluru -560 100, India

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Events News

Anaplan to showcase connected planning solutions at NRF 2018 conference in New York City

14 January 2018

Anaplan announced today that the company will demonstrate its award-winning connected planning solution at the National Retail Federation's 2018 conference at the Javits Convention Center in New York City, January 14-16, at booth #1041. Anaplan is sponsoring an "Exhibitor Big Ideas" session on Sunday, January 14, starting at 3 p.m., which will feature speakers Ben Pivar from Carter's, Inc., an Anaplan customer, and Ed Majors and Preeti Pincha from Deloitte, an Anaplan partner.

The session will focus on connected planning in retail, providing actionable tips for retailers who are confronting the challenge of connecting supply and demand in an increasingly unpredictable environment. Pivar, Majors, and Pincha will explain how companies benefit from a technology-centered integration between merchandising, supply chain, and finance data. The panel will review real-world case studies on how Carter's and Deloitte clients use the Anaplan platform to increase profits and improve effectiveness.

"With a connected planning approach, enterprises can handle the challenges of a constantly changing market more effectively, reducing risk, lowering costs, and continuously improving efficiency for a competitive edge," said Ron Dimon, Managing Director, Deloitte Consulting LLP, and Anaplan Alliance Leader.

"Anaplan is flexible and scalable, which makes it a great fit for a complex organization like Carter's that manages thousands of product SKUs," said Ben Pivar, Vice President, Retail IT, Carter's. "We were able to quickly improve inventory flow using Anaplan, removing several days of inventory from our retail supply chain and improving our inventory performance."

With sophisticated modeling and collaborative planning capabilities housed on a single platform, Anaplan's connected planning approach can help retail enterprises balance customer demand with supply volumes, optimize stock levels, and increase inventory visibility across product categories and locations. Top retailers worldwide, including Carter's, the largest branded marketer in North America of apparel exclusively for babies and young children, use Anaplan to connect people with data and improve business decision-making.

"We're looking forward to meeting with retail leaders and sharing ideas about how connecting data, people, and plans across enterprises can drive faster, more effective planning processes," said Vivek Soneja, Global Head, Supply Chain Line of Business, Anaplan. "In the fast-changing, unpredictable retail environment, companies with a connected planning approach can operate with greater agility, and Anaplan can help retailers make this objective a reality."

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Annual INCOSE International Workshop 2018

17 January 2018

View the current schedule here: <https://www.incose.org/iw2018/program/agenda>

Saturday, January 20 – Tuesday, January 23, 2018

Hyatt Regency Jacksonville Riverfront
225 East Coastline Drive
Jacksonville, Florida 32202
USA

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PTC to Demonstrate Its Retail Innovation Platform and the Transformation of Retail with the Internet of Things at NRF 2018

14 January 2018

PTC today announced it will feature its Retail Innovation Platform, an end-to-end technology platform designed to enable retailers and brand owners to overcome today's market pressures, including the need for fast fashion, the ability to service the digital consumer, the need to keep costs under control, and the ability to manage complex supply chains with agility, in booth #4463 at the National Retail Federation's (NRF) annual event, Retail's BIG Show, on January 14-16th.

To better meet the evolving and demanding needs of the retail industry, several retail technology innovations and solutions from PTC are being fully integrated into a single, connected platform. The Retail Innovation Platform from PTC will enable retailers to design and develop products faster and better, overcome global supply chain complexities with end-to-end transparency, and deliver a connected store experience to improve consumer engagement.

“The potential impact of the IoT is no longer a secret. At PTC, we recognized this from the beginning and are bringing our solutions and technologies together to further enable retailers and brand owners to transform how they operate and compete, starting with design through to the in-store experience,” said Eric Symon, vice president and general manager, PTC Retail Business Unit. “We are excited to show the industry at such a significant retail event just how powerful this technology can be.”

IoT Is at the Heart of First-Of-Its-Kind Connected Store

PTC and several technology partners, including Deloitte, piloted a fully smart, connected store with Legend World Wide, located in Belgrade, Serbia. Impinj, Monolith, and NCR each provide a unique set of in-store data, which is then centralized into PTC's ThingWorx® Industrial Innovation Platform and presented in a series of dashboards that provide actionable insights.

“Digital channels are re-defining the purpose of today's store. We are exploring the promise of IoT with stores like Legend and experimenting with smart technology to capture data and generate insights,” said Victor Hoong, partner, Deloitte Digital. “We joined forces with PTC, Monolith, Impinj, and NCR Corporation, combining our capabilities to connect stores and gain practical learnings that we can share with our customers and the retail community.”

Retailers, including Legend, can leverage analytics to enable them to optimize inventory levels and understand customer traffic to optimize product assortments based on personas. Additionally, ThingWorx allows retailers to improve the in-store experience by understanding traffic patterns to optimize store layout and better predicting in store staffing needs. Centrally, ThingWorx enables users to monitor the health of the devices in the store.

Visual and Collaborative Design with FlexPLM Canvas

To enable brands and retailers to deliver on-trend products to market on-time and on-budget, PTC offers the FlexPLM® Canvas app, a visually-stunning digital concept board app that enables designers and developers to easily capture inspirations, concepts, trends, requirements, and feedback in one place.

Users can drop in images and video, text, documents (PDF, Adobe® Illustrator®, Adobe® Photoshop®, Microsoft® Word, PowerPoint®, Excel®), and color swatches, as well as leverage built-in links to leading social media sites to capture up-to-the-minute trends, imagery, and the voice of the customer.

The tool enables teams to share ideas internally and externally, while rapidly iterating on them to help teams understand design direction early in the development cycle. Finalized inspirations can be integrated into FlexPLM to kick start product development and enable users to gain deeper insights and visibility into sourcing processes. FlexPLM Canvas enables brands and retailers to shorten cycle time by easily transforming ideas into real products.

Introducing ThingWorx Augmented Reality (AR) Apps for the Retail Industry

As a leader in both the Internet of Things (IoT) and augmented reality (AR), PTC is excited to bring both technologies to the retail industry with the announcement of its new AR apps. These apps will combine the capabilities of iOS 11 and ARKit – a new framework that enables unparalleled augmented reality experiences for iPhone and iPad – with ThingWorx to enable retailers and brand owners to transform how they design, develop, and sell their products. These apps will be made for iOS, and this mobile-led retail transformation will enable users to redefine the customer experience and allow retailers to do even more with iPhone and iPad.

The retail AR apps will enable retailers and brand owners to access FlexPLM and other enterprise systems in real-time to support a variety of internal and customer-facing processes:

- Line Review App will enhance how users review a product line by combining critical product data, such as unit cost and margin, with high-fidelity 3D models augmented into a user's physical space. The app will enable merchandisers and other stakeholders to review a product line's viability and capture feedback and execute adjustments from the convenience of an iPad.
- Material Lookup App will enable users to accelerate the material development and sourcing processes by using image recognition to identify materials, prints, and patterns and providing crucial information, such as supplier, cost, and lead time to the end user.

PTC's Retail Innovation Platform and AR technologies will also enable retailers and brands to improve the consumer's product buying experience. With PTC's focus on the iOS platform and ecosystem, both retailers and consumers will be able to experience the power of AR quickly and easily with iOS. This platform can combine rich, high-quality 3D models with product information, enabling consumers to make informed buying decisions when shopping online or in stores when physical products aren't always on-hand for review.

“Augmented reality, when coupled with product design data, can transform the way products are developed,” said Quach Hai, senior director of product management, PTC Retail Business Unit.

“Stakeholders, including merchandisers and designers, can use AR to get a feel for what a product will look like during its development. This empowers them to make better aesthetic and financial decisions. The support for AR on the iPad and iPhone is powerful and convenient for these kinds of use cases.”

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Financial News

PTC Announces First Quarter Fiscal Year 2018 Results

17 January 2018

PTC today reported financial results for its fiscal first quarter ended December 30, 2017.

- First quarter FY'18 total revenue was \$307 million
- First quarter GAAP net income was \$14 million or \$0.12 per diluted share; non-GAAP net income was \$36 million or \$0.31 per diluted share
- First quarter license and subscription bookings were \$104 million and subscription mix was 67%
- Total deferred revenue, billed and unbilled, was \$1.17 billion, an increase of 42% from the same period last year
- First quarter subscription Annualized Recurring Revenue (ARR) was \$402 million, an increase of \$183 million or 84% from the same period last year

“We are very pleased with our first quarter fiscal 2018 results and the continuing momentum we see in our business,” said James Heppelmann, President and CEO, PTC. “Bookings of \$104 million exceeded the high end of our guidance range by \$12 million, powered by large strategic wins in our Solutions business with marquee customers like BMW, momentum in our IoT business where we had five deals with bookings of over \$1 million, and strength in the channel.”

Heppelmann added, “This is a strong start to fiscal year 2018 with broad-based strength both geographically and across our product portfolio. CAD, PLM, and IoT performed above our expectations, while the demand environment, particularly for our subscription offerings, remains strong around the globe. Given the strong start, we are raising our FY'18 guidance.”

Additional first quarter operating and financial highlights are set forth here:

http://files.shareholder.com/downloads/PMTC/5828457308x0x968960/D7287CE4-2A62-4DB0-A956-AC0E79050491/PTC_Q1_FY_18_Earnings_Press_Release.pdf

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Implementation Investments

BMW Group Selects PTC PLM Solution and ThingWorx Navigate

17 January 2018

PTC today announced the BMW Group has selected the PTC Windchill® solution as its PLM backbone for production and sourcing bill-of-material (BOM). Windchill will be the enabler for globally configuring and releasing cars to production. The [award-winning PLM solution](#) will support BMW Group in improving efficiency and achieving a leaner global production planning process. In addition,

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BMW Group has selected the [ThingWorx®Navigate™](#) role-based solution for fast and easy ecosystem access to product data. Both solutions are being obtained through the subscription licensing model.

BMW Group will leverage robust Windchill capabilities in configuring large and complex vehicle structure data to achieve its goal of producing vehicles at mass scale globally, while retaining greater flexibility and higher quality. ThingWorx Navigate supports concurrent production planning, enabling BMW Group to shorten overall time to market.

Windchill is a robust, end-to-end PLM solution that integrates core PLM functionality with the ThingWorx Industrial Innovation Platform from PTC and the ThingWorx Navigate role-based applications. ThingWorx Navigate enables organizations to dramatically increase productivity and collaboration by radically simplifying data access. It enables users to access accurate product data without complex user experience. ThingWorx Navigate supports concurrent production planning, enabling users to shorten the product development cycle and overall time to market.

“We are pleased that BMW Group has selected Windchill and ThingWorx Navigate to support its digitization journey,” said Jim Heppelmann, president and CEO, PTC. “We take pride in helping BMW Group to improve efficiency in the planning and production of their world-class vehicles.”

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Centric Chosen by CAMILLA for Creative Collaboration

16 January 2018

Centric Software announces that CAMILLA has selected Centric Software to provide its Product Lifecycle Management (PLM) solution.

Jane McNally, CEO of CAMILLA explains that design is the center of the brand’s DNA and that they needed to find ways to streamline the design process to make it easier for teams to collaborate.

“Every year, our designers gather inspiration from exotic locations around the world to produce our unique print designs,” says McNally. “These designs are then applied to multiple products, from womenswear to swimwear to surfboards. We needed a system that could handle the design and product development process smoothly, allowing us to easily apply our intricate prints to multiple canvasses and products in order to improve collaboration between our design, product development, sourcing and merchandising teams.”

“We had been operating with Excel spreadsheets and email, which meant that information and design files were scattered in different locations,” continues McNally, “We looked for a PLM system so we could manage and access data from every stage of the product lifecycle, such as sketches, colors, trim materials, inspiration, vendor information and merchandise plans, in one single, up-to-date location.”

CAMILLA selected Centric Software to provide its PLM solution after seeing how Centric 8 could support merchandise planning and product development.

As McNally says, “We were very impressed by Centric’s merchandise planning module, which gives us better visibility into our collections and an improved ability to plan ahead in line with our larger business objectives. Centric is capable of smoothly integrating with Adobe Illustrator and Centric PLM’s ability to handle sketches, patterns and designs is crucial for our very visual product development process. We are also planning to integrate PLM with our ERP system down the line and

CIMdata PLM Industry Summary

Centric PLM is built in a way that encourages integration with other software solutions.”

CAMILLA expects that Centric PLM and the best practices behind it will help streamline their development process, especially in terms of managing design, explains McNally.

“We have hundreds of different patterns that need to be managed against hundreds of different products,” says McNally. “We’re eager to start streamlining and we’ve also been looking for better ways to handle and automate processes as well as reducing human error and the manual workload of transferring data. We’re looking forward to getting started with Centric PLM.”

Chris Groves, President and CEO of Centric Software, says, “We would like to welcome CAMILLA to the Centric family. CAMILLA is a vibrant and exciting company that is growing very quickly and we are very pleased that they have chosen Centric PLM to support their brand development in Australia and beyond.”

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DECISIVE ANALYTICS Corporation Wins \$8M DASD(MR) Life Cycle Product Support Policy and Program Related Support Contract

17 January 2018

DECISIVE ANALYTICS Corporation (DAC) is pleased to announce they have been awarded a contract to provide Life Cycle Product Support Policy and Program Related Support to the Deputy Assistant Secretary of Defense, Material Readiness (DASD (MR)). This contract carries a ceiling of over \$8M with a total period of performance of up to 5 years including 4 option years. Awarded by the Office of the Under Secretary of Defense for Acquisition, Technology and Logistics (OUSD AT&L), DAC will provide subject matter expertise and support by working with a variety of internal and external DoD customers to field available, reliable, and combat ready weapons systems.

DAC's services will assist DASD(MR) in analyzing, developing, recommending, and implementing a wide variety of acquisition and sustainment documentation processes and projects. DAC has been partnered with OSD in providing materiel readiness support for over a decade. Under this new contract, DAC will address the full spectrum of acquisition and sustainment processes, assessments, and regulatory and policy requirements to deliver solutions that optimize affordability and materiel readiness to support Joint warfighter requirements.

"For the past decade, DECISIVE ANALYTICS has been a recognized leader in providing Life Cycle Product Support to DASD(MR). The dedication and commitment of our employee-owners and teammates have been a significant factor in our success with OSD and we look forward to continuing that tradition of excellence," said John Baranowski, Vice President of Washington Operations for DECISIVE ANALYTICS.

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Groupe Dynamite Deploys Oracle Retail Planning and Optimization Cloud Services

11 January 2018

Today, Oracle announced that Group Dynamite deployed Oracle Retail Merchandise Financial Planning Cloud Service to propel teams forward with an integrated, science-based cloud planning solution. Groupe Dynamite operates more than 400 stores and online shopping experiences in 10 countries and employs more than 6,000 people with brands Garage and Dynamite.

As a fast fashion retailer, Groupe Dynamite delivers creative and fresh merchandising to drive customer engagement across multiple touch points. Groupe Dynamite required one unified global planning approach to drive inventory performance, the flexibility to configure the interface and the ability to infuse data science into assortment prioritization, all while supporting open-to-buy processes.

“Our current process and incumbent solution required an assortment planning process that was time consuming and cumbersome. By shifting to Oracle Retail, we are empowering our teams with an intuitive and modern interface, and a holistic planning solution that provides store level detail and allows us to make more strategic merchandise decisions” said Julie Fillion, Senior Director of Planning, Groupe Dynamite.

“Currently we have a team of regional product intelligence professionals dedicated to analyzing data and identifying and transferring products into stores. With millions of items per year, we need to be more efficient with how we allocate time for products, especially in a highly competitive market.” said, Sylvain Duval, Chief Operating Officer, Groupe Dynamite. “We want to apply the science and optimization of Oracle Retail Cloud Services to drive efficiency and productivity today. The deployment of Oracle Retail Merchandising Financial Planning Cloud Service took three months and we stayed on time and on budget and look forward to the next phase to implement Oracle Retail Assortment Planning Cloud Service.”

Groupe Dynamite has a long-standing partnership with Oracle Retail. In 2011, Groupe Dynamite launched fast fashion women’s apparel retailer brands Garage and Dynamite in the U.S. supported by Oracle Commerce solutions. Underlying these applications is Oracle SOA Suite, which Groupe Dynamite is using to streamline real-time messaging processes. In 2014, Groupe Dynamite deployed Oracle Retail Merchandising, Stores and Financial Inventory Management solutions to accelerate international expansion with a single view of inventory.

“We are pleased to extend the partnership with Groupe Dynamite to the next step of their IT transformation. Our Oracle Retail Planning Cloud Services offer best-in-class solutions that enable retailers to drive profitability and remain flexible to the changing retail environment,” said Ray Carlin, Senior Vice President and General Manager, Oracle Retail. “With the minimized costs associated with cloud deployment retailers like Groupe Dynamite are able to experience return on investment more quickly.”

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Korean Food Manufacturer Selects Siemens’ Teamcenter to Optimize Product Development

17 January 2018

Binggrae has selected Siemens’ Teamcenter® software to enhance its entire product development cycle.

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With the introduction of Teamcenter, the world's most widely used digital lifecycle management software, Binggrae expects to shorten lead times for product development and product improvement in order to improve competitiveness and accelerate product innovation. With its optimized infrastructure for collaboration and product lifecycle management Teamcenter help Binggrae establish brand-focused intellectual property systems and set a cross functional team (CFT)-based schedule management system. Through brand-focused information management, an efficient and accurate decision making process can be established to lay the groundwork for effective management and operation of multiple projects.

“We expect Siemens’ software to help us optimize our product development processes and lay the foundation for quicker development to manufacture highly competitive products by establishing a cooperative system,” said Mr. DongKi Ha, Head of Information Innovation team at Binggrae.

“Teamcenter software provides PLM processes and product development functions ideal to consumer goods manufacturers like Binggrae. With the adoption of Teamcenter, we could establish an advanced data management system that integrates marketing and research and development.

In accordance with rapidly changing tastes and preferences of its consumers, Binggrae needed to develop a new infrastructure system to manage product data systematically throughout the product development cycle. Working with Siemens’ product lifecycle management (PLM) software business and its Teamcenter solution, Binggrae plans to capitalize on diverse product ideas and manage products in a more optimized way by managing the whole process from production to product launch. Binggrae expects Teamcenter to help enhance productivity by improving its formulation process and the quality of its packaging & artwork. It also anticipates that the optimized product development process will improve the success rate of the new products as well.

“As product development is transitioning to be completely digital, companies require new approaches for growth and production,” said Il Han, country manager, Siemens PLM Software Korea. An optimized PLM tool is essential for a successful digital transition, and we are glad that we are able to support Binggrae’s digitalization of their product development process. We will actively support Binggrae in its path to achieve digital transformation for PLM and innovative brand development that meets the needs of its customers and the market.”

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Product News

ANSYS and Rescale Offer On-Demand, Pay-Per-Use ANSYS Software on Rescale’s ScaleX Cloud HPC Platform

15 January 2018

Rescale is pleased to announce that ANSYS Elastic Licensing can now be purchased directly through Rescale’s ScaleX, a SaaS platform purpose-built for solving the world’s most challenging engineering, scientific and mathematical problems with HPC in the cloud. ANSYS Elastic Licensing is an on-demand, pay-per-use licensing model which unlocks the full ANSYS engineering simulation portfolio including structures, fluids, and electronics solutions. The delivery of ANSYS simulation software on ScaleX provides organizations in virtually every industry with the ability to transform the way products

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are engineered and brought to market.

Rescale has enabled customers to use ANSYS Elastic Units (AEUs) in the cloud, backed by more than 60 data centers worldwide, since their introduction by ANSYS in 2016. AEUs can now be purchased directly through Rescale's ScaleX platform, providing an efficient, single-vendor procurement of on-demand access to cloud HPC and simulation software. ANSYS Elastic Units are available in three pack sizes, which provide lower unit cost with larger volumes.

With Rescale, customers achieve the ultimate flexibility by being able to run existing traditional licenses and purchase pay-per-use licensing on ScaleX, as well as access a variety of hardware architectures via bare metal and virtual servers and their on-premises infrastructure. In addition, the ScaleX administration portal allows company administrators to monitor and control their company's AEU usage by setting budgets at the user, project, and company levels.

"Pay-per-use licenses from ANSYS have been very popular with Rescale customers since we introduced ANSYS Elastic Licensing to the platform in 2016. Now we're delivering the additional flexibility of being able to seamlessly purchase elastic units on-demand directly through the Rescale platform. I'm confident that our customers will be delighted by the frictionless on-demand and flexible licensing experience," said Joris Poort, CEO of Rescale.

"Simulation is becoming ubiquitous, allowing engineers to assess more design possibilities and make better decisions throughout the product life cycle. Access to ANSYS on the ScaleX platform can be deployed in hours to increase their simulation throughput – empowering companies to innovate more and increase product quality while cutting costs and time to market," said Todd McDevitt, Director, Product Management at ANSYS. "We also see tremendous value in the Rescale administrative portal, which provides IT and engineering managers detailed usage metrics and control to manage hardware and software budgets."

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BIMobject releases BIM content creation manuals

15 January 2018

Today, BIMobject releases two guides, BIMobject® Content Style Guides, for digital building product creation to encourage standardised, high-quality BIM content in the industry. Forming the first two parts in a series, the guides describe ideal content creation for the BIM software Autodesk Revit, as well as for the company's world-leading platform for digital building products, the BIMobject® Cloud. The platform is also where the guides are available for download by registered users.

The purpose of the BIMobject® Content Style Guides is to provide a practical, implementable process document for BIM content developers in order to further standardised content creation and ensure sufficient, high-quality data and consistent presentation across the AEC industry (architecture, engineering, and construction). This will in turn benefit BIM users in their work processes, and manufacturers, whose digital building products are more likely to be specified for real projects when created according to the guidelines. The guides will also contribute to maintaining high content quality across the BIMobject® Cloud, further improving the user-friendliness of the platform.

The guides will help content developers create usable, standardised, future proof and life cycle-optimised BIM content that can be used in different parts of the BIM process, and is easy to update and

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maintain in the BIMobject® Cloud. Coming guides will cover content creation for other industry-leading BIM softwares, such as Graphisoft ARCHICAD, and the company's own solution for parametric BIM content creation, BIMscript®.

"Publishing the Content Style Guides is a unique opportunity for us not only to update and complement the existing Revit guide after having acquired the Autodesk SEEK platform, but to share knowledge gathered from over thirty years of digital content creation for the construction industry. We'll offer concrete guidance for content developers all over the world who want to make sure that the content they create is what the industry wants", says Ben O'Donnell, CTO at BIMobject.

The guides can be downloaded for free from the BIMobject® Cloud after registration at bimobject.com.

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iSEEK Corporation Introduces CADSEEK Mobile: A Software Solution for Photo-Based Part Identification and 3D Printing Applications

17 January 2018

iSEEK Corporation announces the release of CADSEEK Mobile, creating an entirely new capability for engineering shape search. CADSEEK Mobile searches 3D CAD databases using 2D photos of parts taken on an Android, iOS or Windows mobile device. CADSEEK Mobile enables several important use cases, including:

Identification & Substitution

In an assembly plant, orphaned parts are set aside for identification, but the lack of labor resources often leads to the inventory being scrapped.

In the field, technicians and parts counter personnel must often play detective, trying to identify parts with few clues to assist them. Similarly, service parts often have substitutes that are identical except differences in material or color, or that can be made to work with minor modification. However, that information is typically not available from part numbers. CADSEEK Mobile understands geometric shape, allowing it to simultaneously identify a design and also find highly similar variants that might substitute in time-critical situations.

3D Printing

CADSEEK Mobile can match a design from its 2D photo, not only to native CAD formats but also to the STL format, providing an efficient path from photo to 3D printer. According to Dr. Abir Qamhiyah, CEO of iSEEK Corporation, "Driven by the need to cut inventory cost and speed delivery, On-Demand Manufacturing will mainstream the fabrication of service parts by 3D printing. Currently, the obstacle is in asking the user to upload a CAD file to get an instantaneous quotation. The end-user requiring the service parts, on the other hand, does not have access to CAD models."

CADSEEK Mobile provides the solution by bridging the gap between a worn-out part, and that part's digital representation, which is required for 3D printing.

"On-Demand Manufacturing will motivate providers to evolve from being 3D printing hardware centers, to also becoming digital content licensors of the files needed for on-demand manufacturing of service parts. CADSEEK Mobile enables this evolution by allowing the end-user to take a photo of a needed part. The on-demand manufacturer can then use CADSEEK Mobile technology to identify the part's

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digital representation, 3D print it and ship it to the customer," explains Dr. Qamhiyah.

Although CADSEEK Mobile has already been evaluated and acquired by a leading global manufacturer of heavy equipment, CADSEEK Mobile's technology is not limited to mechanical designs. CADSEEK Mobile's shape search algorithms are able to match a 2D photo of any shape to similar 3D digital representations including CAD models or STL files. To produce 3D replicas of statues, sculptures, jewelry or other items, the user would first capture a 2D image of the object. As shown in Figure_1, this could be a photo of the actual article, a photograph of an image on a computer display, or even a hand-drawn sketch on the screen of a tablet using the sketch module within CADSEEK Mobile.

The 2D image is then used to initiate a search by CADSEEK Mobile to identify similar shaped objects in one or more databases as shown in Figure_2. The specific selection from the search results will then provide a digital representation STL file for the 3D printing process. Finally, the 3D printer fabricates the finished product for use by the consumer, Figure_3.

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New Crystal Group RACE™ accelerates autonomous vehicle development

17 January 2018

Crystal Group Inc. is introducing the first product in the new Crystal Group RACE™ (Rugged Autonomous Computer Equipment) line, engineered to accelerate autonomous vehicle (AV), automated driving system (ADS), and unmanned (UAV) projects. The Crystal Group RACE0161 high-performance, rugged computer is specifically designed to help engineers shorten development time, bringing autonomous vehicle innovations to market ahead of their competitors. The fast-paced autonomous industry is estimated to be worth trillions of dollars.

Autonomous driving technology is quickly ushering in a new economy predicted to achieve unprecedented growth and reach \$7 trillion by 2050, according to a new study by Intel Corporation and Strategy Analytics. Crystal Group and Intel have partnered together to provide autonomous solutions for several leading OEM's to date. The partnership will continue to tap the booming autonomous market with leading edge technology of Crystal Group's new RACE offerings.

Crystal Group's latest autonomous vehicle computer provides the horsepower AV and ADS projects need, combining robust I/O, multiple GPU capacity, dual Intel® Xeon® Scalable Processors, sophisticated thermal management, and other high-quality components stabilized in a rugged, aluminum enclosure measuring just 6.5 x 14.1 x 15.6 inches and weighing 30 to 40 pounds. Processing real-time data of LIDAR, RADAR, image, and sensor fusion, the Crystal Group RACE0161 combines impressive compute power, data-handling capabilities, and storage capacity in a compact, rugged solution capable of withstanding harsh environmental conditions, including potholes, collisions, and extreme temperatures that are likely to cause traditional systems to fail.

"The new RACE0161 and the entire line of Crystal Group RACE™ products ease AV and ADS development and give our customers the advantage of quick time-to-market with a safe, reliable, high quality AV solution," Crystal Group Executive Vice President of engineering, Jim Shaw says. "Our RACE solutions leverage decades of experience engineering rugged, reliable compute solutions for US and international military programs, as well as some of the world's largest car manufacturers," adds Shaw.

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Crystal Group RACE systems are built for safety and reliability, tapping 30 years of experience tailoring high-performance, fail-safe rugged hardware for hundreds of military and aerospace missions, as well as challenging industrial, critical infrastructure, and commercial programs, including some of the hottest OEM autonomous vehicles. Crystal Group also offers its award-winning RS363S15F 3U Rugged Server, designed and developed in collaboration with Intel®, for use in autonomous vehicles.

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OpsHub announces integration support for Jama Software

17 January 2018

OpsHub announces its integration support for Jama Software. With OpsHub’s integration support, Jama users will be able to easily connect with 50+ Application Lifecycle Management (ALM), IT Service Management (ITSM), Customer Relationship Management (CRM), and DevOps systems, such as JIRA, Salesforce, ServiceNow, qTest, CA Agile Central, GitHub, HPALM, Microsoft Team Foundation Server (TFS), etc. The integration of Jama with other heterogeneous systems in the ecosystem will enable enterprises to make comprehensive decisions based on reliable and contextual data.

Teams involved in various stages of ALM struggle mainly because of little or no cross-functional visibility. Product Managers work on their own system with little visibility into the actual implementation status of a task, whereas development and Quality Assurance (QA) teams work in siloes with just one-sided communication coming from product teams. With OpsHub Integration Manager, the integration solution from OpsHub, data will flow seamlessly across the ecosystem in real time and will be accessible by the users within their native systems. This will enable teams to collaborate more easily and take decisions faster.

OpsHub Integration Manager will also allow Jama users to migrate all their existing data from traditional systems to Jama. This will enable enterprises to discard the traditional systems that don’t support agile practices, and create an agile-friendly ecosystem that can be scaled up to an enterprise level.

Sandeep Jain, CEO of OpsHub Inc., said "OpsHub Integration Manager provides Jama users with complete visibility into the data across the ecosystem without logging into individual systems. Data between all integrated systems flows seamlessly, while the cross-functional teams are free to work with the systems of their choice."

"Traceability across lifecycle management and Systems Engineering solutions is essential when building the complex systems being engineered by Jama’s customers" said Jennifer Jaffe, vice president of product, Jama Software. "In an integrated ecosystem like the one facilitated by the OpsHub Integration Manager, data sharing, collaboration, traceability, and decision making will become effortless for all Jama users."

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Portworx and HPE Release New Solution for Rapid Deployment of Containerized Applications on HPE Synergy

18 January 2018

Portworx and Hewlett Packard Enterprise (HPE) today announced a solution based reference configuration that allows enterprises of all sizes to easily deploy, scale, and manage stateful container workloads. This new solution enables IT teams to deploy a scale out container platform on bare metal using a combination of HPE Synergy composable system, Kubernetes and Portworx's cloud native storage platform. The result is a solution that can be rapidly deployed in 30 minutes or less, is highly container and storage elastic, and can scale to many nodes with bare metal performance.

As on-demand applications, such as Uber and Netflix, set the new standard for providing instantaneous responses to user needs, enterprises are moving to more efficient cloud-native and container-centric application architectures in order to meet increasing user demands for speed, reliability and performance. Moving applications to cloud native architectures gives enterprises more agility and the ability to quickly deliver innovative services to their customers. Working together, HPE and Portworx have encapsulated the best practices for deploying such an architecture along with deployment automation scripts and playbooks.

The reference configuration leverages:

- Kubernetes as a scale-out and efficient container orchestrator and scheduler
- Portworx PX-Enterprise as the highly reliable, cloud-native, and container centric storage platform to run stateful container workloads
- HPE Synergy as the composable infrastructure that offers flexible compute and storage to the container applications and enables infrastructure as code for automation

“Running enterprise container workloads at scale requires compute and storage that are highly flexible, scalable and available,” said McLeod Glass VP Production Management, HPE. “Together Portworx and HPE deliver a fully integrated cloud native storage layer on top of HPE Synergy's composable infrastructure, enabling scalable data and compute services for containers on a Kubernetes cluster. This will vastly simplify the customer's ability to deliver stateful container services through deployment automation and running native container storage on HPE's composable systems.”

“The HPE-Portworx solution for containerized workloads strikes an important balance for enterprise IT, between automation and control,” said Murli Thirumale, CEO, Portworx. “HPE Synergy automates hardware provisioning while Kubernetes and Portworx automate the application lifecycle management, a boon to enterprise IT. At the same time, PX-Enterprise enables IT to maintain full control over their storage environment using Portworx's configurable class-of-service, encryption and backup policies.”

From an application perspective, the HPE Synergy solution for Kubernetes and Portworx PX-Enterprise provides the following benefits:

- Performance: container applications and back-end databases can either run on bare metal or on VMs on HPE Synergy SY 480 hardware ensuring blazing performance for containerized compute and storage.
- App Services: Kubernetes provides load balancing, DNS and built-in services.
- Rapid deployment: Synergy image streamer for seamless expansion and contraction of compute

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and storage resources to optimize resource needs of the container infrastructure.

- Self-healing: containers get replaced and rescheduled based on server and app-level checks by Kubernetes.
- Highly Available Data: Portworx creates container-granular volumes that are replicated and kept highly available, including across maintenance operations.
- Container Data Lifecycle: container volumes can be automatically encrypted, snapshotted and backed-up to object storage by Portworx PX-Enterprise.

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Siemens PLM, Launch Forth Partner for CAD

18 January 2018

Siemens PLM Software and Launch Forth are joining forces by offering free professional CAD software to the Launch Forth community of nearly 200,000 users.

“Our members grapple every day with challenging problems in engineering and industrial design. Allowing them the opportunity to gain free access to this Siemens software will only further their ability to pursue transformative solutions that will not just change industries, but change the world,” said Elle Shelley, executive vice president of Launch Forth. “Solid Edge, with synchronous technology, is a perfect fit for our co-creation community because it offers members the unique ability to seamlessly import CAD data from any system, regardless of where it was originally created, and edit it as if it were a native file. Siemens makes it easy for innovators to collaborate, share ideas and work freely.”

Members of the Launch Forth community, as well as those who join by July 1, will receive an exclusive version of Siemens Solid Edge software called the “Launch Forth Community Edition.”

“We believe that Launch Forth is successfully exploring the future of work and our ability to partner with them is a perfect example of how businesses can collaborate and win using new, more collaborative models,” said Philipp Tietjen, director of strategic initiatives for mainstream engineering. “Siemens will provide subject matter experts to engage with Launch Forth Members to help offer guidance in using the Solid Edge software as well as tips and tricks in the forms of videos that can be posted within specific projects on the platform.”

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TXT Retail, an Aptos Company, Unveils TXT Retail at NRF 2018

16 January 2018

TXT Retail will present TXT Retail 9, its newest and most advanced end-to-end merchandise lifecycle management solution at NRF 2018: Retail's Big Show in New York City, Jan. 14-16.

Uniquely positioned in the market for its depth and breadth of functionality, TXT Retail 9 supports all activities involved with planning, designing, distributing and managing assortments. TXT Retail 9 provides significant new benefits, including improved collaboration in assortment planning, stronger

CIMdata PLM Industry Summary

visualization and reporting functionality, enhanced capabilities to support both retail and wholesale buying processes, and more.

"In addition to delivering exceptional functionalities covering end-to-end merchandising needs, TXT Retail 9 also provides superior standards of usability and performance," states Riccardo Proni, SVP solution center and product at TXT Retail, an Aptos Company. "The power of in-memory, coupled with the best tools for visual and collaborative planning, leads to the ability to create, analyze and socialize plans ever faster and smarter."

TXT Retail 9 offers a host of new features and extensions including:

- **Online Excel Client:** Provides a completely new user experience facilitating extended collaboration in assortment planning. Thanks to its web-based architecture, the Online Excel Client can be easily deployed to a wider community of users, including remote ones. They can access the same set of planning functionality available to desktop users, leveraging the same powerful planning engine.
- **Extensions to the Visual Tool:** Enriched with data entry and editing capabilities, such as the ability to add new products or modify the assortment, the tool evolves from providing strong visualization and reporting functionality to providing complete planning support.
- **Extensions to the In-Memory Engine:** The way users organize and analyze their data becomes increasingly flexible, enlarging the scope of processes and tasks covered by in-memory technology.
- **Support to the Buying Session:** The visual capabilities of the solution now support both retail and wholesale buying processes, providing navigation by "look" or "theme." Thanks to the unique integration with Planning, users can "switch" from the visual collection of orders to the Online Excel Client, manipulating in real time the same set of data and serving their most complex planning needs.

TXT Retail 9 also extends the spectrum of planning processes covered by AgileFit by introducing AgileFit Assortment Planning and AgileFit Replenishment based on in-memory technology as part of its preconfigured solution framework.

TXT Retail 9 is a key component of the Aptos Singular Commerce suite, combining TXT Retail's best-of-breed merchandise lifecycle management with Aptos' best-in-class customer engagement and inventory management solutions, all available in the cloud.

TXT Retail and Aptos will showcase product innovations and the benefits that the solutions bring to retailers at NRF 2018 booths 2575 and 3306, respectively.

"We are excited to be able to share our valuable innovations with global retail leaders at NRF and to present them in the framework of the extended Aptos solution portfolio," commented Simone Pozzi, general manager, TXT Retail, an Aptos Company. "Our solution footprint represents the industry's most comprehensive set of omni-channel retail solutions and addresses retailers' key objective to accelerate their digital transformation while delivering customers localized assortments, personalized offers, fulfillment flexibility and a unified buying experience no matter how shoppers engage with the brand."

Learn about the advantages of TXT Retail 9 by visiting booth 2575.

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