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## Acquisitions

### *AutoForm Acquires Logopress*

1 January 2019

AutoForm has acquired Logopress. By sharing and combining mutual and complementary know-how, both Logopress and AutoForm customers can benefit further from improved service in the tool & die industry.

While AutoForm has served the tool & die industry with its leading FEA software for over 25 years, Logopress has served the tool & die industry with its very popular die design software for nearly 30 years. The merger of these two companies was not only natural from a technical standpoint, as the two product lines are extremely complementary, but also from the standpoint of team philosophy: both companies rank stability and reliability as top priorities. Additionally, it is a major benefit that both development teams are located in close geographical proximity.

Yves Thizy, General Manager of Logopress, stated: “At Logopress, we have been observing AutoForm products with high regard for many years now. In the past, we have also often met prospects and long-standing customers who would have considered the combination of Logopress3 and AutoForm software as the perfect solution for their needs in simulation and tool design. Today, with the full integration of Logopress into the AutoForm Group, this hope of partnership is now a reality and goes beyond the expectations. After a few days since the merger, I am already excited to see our teams analyzing the potential synergies. I am convinced that our common passion will help to speed up our development and will lead to an array of exceptional products.”

Dr. Markus Thomma, Corporate Marketing Director at AutoForm, added: “I am very pleased that AutoForm has acquired Logopress. With the integration of Logopress into AutoForm, we can enlarge our product portfolio. Through sharing and combining our mutual and complementary know-how, we can better serve our customers in the tool & die industry.”

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### *Opentree acquired by Graitec*

16 January 2019

GRAITEC is delighted to announce the acquisition of Opentree, a U.K based company that provides EDM solutions for the management of the entire document lifecycle of projects, and conforms to BIM standards and BS1192 workflows.

At a time when there is increasing industry complexity especially around BIM projects and delivery, the need to effectively manage internal W.I.P. (Work in progress) project documentation from the outset is

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becoming increasingly important across all AEC sectors.

Practices and businesses with a further requirement to publish project data externally to a hosted environment are then often faced with the challenge of interfacing with multiple CDE (Common Data Environment) vendors, as the choice for construction and manufacturing professionals is vast, but with Opentree you can effectively manage all of your internal documentation and model information locally throughout the project lifecycle and then publish to the CDE of your (or the principal contractors) choice as and when a particular project dictates.

Francis Guillemard, GRAITEC President, comments: “With Graitec’s recent acquisitions, coupled to the fact that we are an extremely large Autodesk partner, and a software developer in the BIM area. Our solutions in the BIM arena provide many ’000,000’s of models, documents and ancillary information, this acquisition will be pivotal in helping our customers with the day to day management of their project documentation from initial conception and tender, through to project delivery!”

Andrew Frank, OPENTREE Managing Director, comments: “By joining Opentree and Graitec, our customers will further benefit from being owned by a company with a long history in design & collaboration, who have the skills and expertise to push Opentree even further into the market of W.I.P. management, we see this a key strategy for all customers to manage this process better than they do today.”

Steve Houlder, GRAITEC COO, comments: “The BIM market and the BIM for Manufacturing market is growing at a rapid rate in many countries. One of the major difficulties faced by our customers at all levels from housing development through to capital projects, is the management of data from project conception to the start of the collaboration phase, ensuring data consistency and adherence to standards being one of the most important topics. With Opentree we can address this growing issue for many of our customers, aligning, Graitec and Autodesk technologies.”

Graitec will now offer Data Management and W.I.P. management to all our customers who have been trying to solve the problem by various means for a long time. By helping customers to adhere to data standards, deliver consistency, conform to both BS1192 and the upcoming ISO19650 BIM standards, Graitec are at the forefront of helping customers manage their data and projects effectively enabling them to achieve time and cost savings, as well as improving internal and external data quality processes.

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## Company News

### ***Bentley Institute Press Announces Availability of Practical Foundation Design with STAAD Foundation Advanced***

15 January 2019

Bentley Institute Press, publisher of cutting-edge textbooks and professional reference works for the advancement of the engineering, architectural, construction, operations, geospatial, and educational communities, has announced the availability of a new publication titled Practical Foundation Design with STAAD Foundation Advanced, now available in print at [www.bentley.com/books](http://www.bentley.com/books), as an e-book at [www.bentley.com/books](http://www.bentley.com/books) and on Amazon Kindle. The iTunes version will also be available soon.

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Vinayak Trivedi, vice president and global head for Bentley Institute, said, “We are pleased to offer this long-awaited title from Bentley Institute Press authored by Apurba Tribedi, whose vision was instrumental in the development of Bentley Systems’ STAAD Foundation software. Like all titles in the Bentley Institute Press portfolio, this publication aims to deliver continuous learning to help both students and practitioners in infrastructure professions to upgrade their technical skills and support their going digital initiatives.”

Practical Foundation Design with STAAD Foundation Advanced follows a tutorial-based approach to help readers understand the fundamentals of foundation design steps and processes. To help readers learn STAAD Foundation Advanced quickly, the book provides detailed descriptions of all inputs and explanations of outputs.

Foundation design is a crucial aspect of all structural design projects. However, foundation design calculations and reviews are typically manual and paper-based, and are therefore time-consuming and error-prone. Bentley Systems’ STAAD Foundation Advanced, strives to radically streamline foundation design calculations by integrating structural analysis data with all possible foundation configurations. For reviewers, the software generates preliminary drawings and a very extensive step-by-step calculation sheet, which includes all relevant design clauses and equations.

Author Apurba Tribedi, said, “STAAD Foundation was the first program of its kind to offer an innovative approach to the seamless integration of structural output alongside a myriad of foundation design configurations. This publication will serve as a useful guide for students as well as practicing engineers to learn about the features of the program and use the book for assistance with their day-to-day foundation tasks. Implementation of the concepts and steps explained in the publication will help readers to streamline the foundation design process resulting in considerable cost savings.”

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## ***Merger of SAP PLM Solution Providers - Cideon America and LeverX joining their activities***

18 January 2019

As of January 1, 2019, Cideon America has merged its activities with the LeverX Group in North America. Cideon America’s business, including current and future customers, as well as the core team will join LeverX Inc. and operate under the LeverX brand. LeverX will now function as Prime Authorized Partner of Cideon Software & Services, Germany, distributing comprehensive software products and services for SAP PLM in the North American market.

The main motivation for joining activities of Cideon America and LeverX is to offer customers various software solutions from a single source. LeverX has deep knowledge of the SAP business and technologies as well as unique expertise in specific industries to implement SAP PLM solutions based on SAP’s ECTR Interfaces. It will expand its portfolio to offer services, software and maintenance for Cideon’s SAP PLM solutions in the North American market. Thus, customers can be provided holistically with comprehensive SAP PLM based solutions.

“In LeverX, we have found a strong partner that is firmly established in the North American market. With bundled forces, a strong team as well as a consistent solution portfolio, we can offer customers a

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great choice of services from business process consulting, SAP consulting to Cideon's SAP PLM software products, especially our SAP ECTR Interfaces", says Reno Staschinski, Managing Board of Cideon.

"We are very excited about this transaction and the opportunity to become the premier partner and reseller of CIDEON products for the North America Region. This acquisition will make LeverX's position on the market even stronger, and will dramatically improve our capabilities to deliver greater value to SAP customers in the Region. Having a LeverX office in Devon, Pennsylvania, will help us to better serve our customers located on the East Coast. All this will also create a solid foundation for LeverX growth for the years to come. We welcome the CIDEON America team to LeverX and look forward to the great synergies that the combined team will create in 2019 and beyond.", says Dr. Victor Lozinski, CEO of LeverX, Inc.

The new setup of Cideon in North America does not affect Cideon Software & Services, Germany, which will continue to operate as part of the Friedhelm Loh Group.

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## ***Oracle Expands Cloud Business with Next-Gen Data Center in Canada***

17 January 2019

Oracle today announced the opening of a Toronto data center to support in region customer demand for Oracle's public cloud, Oracle Cloud Infrastructure. Oracle's next-generation cloud infrastructure offers the most flexibility in the public cloud, allowing companies to run traditional and cloud-native workloads on the same platform. With Oracle's modern cloud regions, only Oracle can deliver the industry's broadest, deepest, and fastest growing suite of cloud applications, Oracle Autonomous Database, and new services in security, Blockchain and Artificial Intelligence, all running on its enterprise-grade cloud infrastructure.

"Enterprises in the region still have limited ability to run mission-critical applications in the cloud and are struggling to attain the level of performance they have on-premises without a major overhaul," said Don Johnson, executive vice president, product development, Oracle Cloud Infrastructure. "With this new location Oracle is delivering on its promise to deliver even more customers with consistent high performance, low predictable pricing and the flexibility our cloud brings to the table."

While cloud adoption has increased, many organizations are still hesitant to make the transition to the cloud due to security concerns and a desire to protect existing investments. First generation public cloud offerings were not architected to accommodate traditional application architectures. Oracle's next-generation cloud infrastructure is built specifically to help organizations of any size run the most demanding workloads securely while delivering unmatched security, performance, and cost savings.

"Oracle's innovative cloud technologies will help our commercial and public sector customers in the region transform their business and improve citizen services. The new Toronto data center is supporting the fast-growing customer demand for an enterprise-grade cloud in the region. Canada is a very strategic marketplace for Oracle and we are excited to continue to invest in the country," said Rich Geraffo, Executive Vice President, North American Technology Division, Oracle.

By the end of this year, the company plans to open additional regions in Australia, Europe, Japan, South Korea, India, Brazil, the Middle East, and the United States, including Virginia, Arizona, and Illinois to

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support public sector and Department of Defense customers. This expansion complements an existing Edge network consisting of more than 30 global locations and 300 plus sensors, providing Oracle customers with a comprehensive Internet performance data set, and deep edge services capabilities.

## Supporting Quotes

“Our work with Oracle and Oracle Cloud Infrastructure FastConnect has been extremely successful in delivering customers with improved performance, enhanced control, flexibility, security and scalability to critical business data and functions. This new Toronto region will build on this success and support the growing customer demand for high performance, low cost cloud solutions.” – *Bill Fathers, Chairman & CEO, Cologix*

“Domtar makes products that people around the world rely on every day which is why it’s important for us to have technology we can rely on. We have selected Oracle Cloud Infrastructure to support our enterprise, mission-critical workloads so we can continue to our commitment of innovation for a sustainable and better future. The new region in the country we are based is a great development for us.” – *Domtar*

“At Frozen Mountain, we develop products that are relevant and effective in meeting business needs in a world of evolving technology. Frozen Mountain has been working with Oracle to help deliver clients and partners with the cloud infrastructure needed to meet the modern requirements of this connected world. We look forward to extending our footprint with Oracle Cloud Infrastructure to take advantage of the new Toronto region.” – *Greg Batenburg, V.P. Business Development, Frozen Mountain*

“LifeLabs continually harness its medical expertise to build the best test offering while investing in technology to transform the delivery of health care. We do provide value to the healthcare system while remaining responsive to changing environments and needs. As a trusted partner supporting patients, healthcare providers, corporate customers and entire provincial healthcare systems, we are working with Oracle to utilize the power of the cloud to innovate and ensure we create a culture of continuous improvement. We look forward to the continued collaboration with Oracle.” – *Husam Shublaq, Director for Application Services, LifeLabs*

“At McMaster, we strive for educational and operational excellence. We are excited about the opening of Oracle’s Toronto region. As we deliver on the McMaster IT Strategy and focus on providing the best possible solutions for our campus community, including students, researchers and faculty, we appreciate having additional delivery models to consider, including Oracle's cloud technology.” – *Kevin de Kock, Director of Enterprise Solutions and Applications, McMaster University*

“Seneca is focused on providing our students with great education that they will need to navigate and thrive in this exciting and evolving world. Utilizing all the cloud has to offer will help us continue to deliver our students and faculty with the technology they need to ensure the best education. We are thrilled about the new Toronto region Oracle is opening, and look forward to continuing to leverage it.” – *Radha Krishnan, Chief Information Officer, Seneca College*

“There is a huge demand from the Canada market for a public cloud offering customers can trust and one that meets the data sovereignty requirements in the region. We’re excited to see Oracle Cloud Infrastructure launching in Canada as a local region is paramount to Canadian organizations. We’re looking forward to working with Oracle to leverage this new region and help ensure we are delivering customers with a cloud that can handle the most complicated workloads.” – *Ravi Reddy, CEO & President, SuneraTech*

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## ***Partnership Signed between Indra Automobile Recycling and Groupe PSA to Increase the Use of Re-Used Spare Parts***

14 January 2019

The objective for both partners is to make it easier for Groupe PSA 4,000 authorized repairers in France to order and to commercialize all makes re-used spare parts.

To do this, Groupe PSA recommends that its networks use the PRECIS tool, integrated into Service Box, Groupe PSA's order portal. This tool, developed by Indra Automobile Recycling and Sidexa, offers both a better quality service and a turnkey solution for automotive repairers, in addition to guaranteeing the traceability of parts.

Integrating this service into Service Box allows Groupe PSA to offer its customers a complete range of parts from the circular economy, supplementing remanufactured and "Repair & Return" parts.

At present, almost 380,000 re-used spare parts are available in the PRECIS tool, in stock and ready to be delivered to repair professionals. With an average of 1,820 orders per month, PRECIS has shown itself to be an essential tool for the profession.

In addition to the PRECIS tool's technical reliability, Indra Automotive Recycling's expertise guarantees high-quality fitting, storage and packaging, quality checks and cleaning. ELV centres deliver 90% of parts within 24 hours. By promoting the democratisation of re-used parts to the vehicle repair industry, these partners are driving energy transition.

For Véronique Morel, Senior Vice President of the Circular Economy Business Unit within PSA Aftermarket "Our strategy is to fulfil all customers' expectations worldwide, whatever their budget and the make or age of their vehicle. This partnership makes it easier for our networks to promote re-used parts and thus to respond to customers' demand for a cheaper and responsible offer. It contributes to the campaign we launched to increase sales of parts from the circular economy — not only re-used but also remanufactured and repaired parts."

Loïc Bey-Rozet, CEO of INDRA AUTOMOBILE RECYCLING says, "Our PRECIS system, dedicated to second-hand replacement parts, was designed to allow all stakeholders—from the consumer to the repairer via the insurer—to benefit financially and help the environment. The success of our PRECIS platform with Groupe PSA networks will be one of the key indicators in demonstrating that the automotive sector is fully embracing the circular economy."

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## ***Propel Announces Enterprise Technology Marketing Veteran, Ashley Stirrup as Newest Member of Company's Board of Directors***

17 January 2019

Propel today announced Ashley Stirrup will join the company's board of directors. Stirrup will join the board alongside Matt Holleran, General Partner at Cloud Apps Capital Partners, Sean Jacobsohn, Partner

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at Norwest Venture Partners. and Ray Hein, Chief Executive Officer and founder of Propel as an independent director.

Stirrup brings over 28 years of experience on the front lines of software sales and marketing. His career spans both large public companies, including Citrix, Siebel Systems and Taleo, and startups such as Ultriva and Elance. He currently serves as the Chief Marketing Officer for Talend, a global leader in cloud data integration, and has helped the company scale it's business from \$50 million to \$200 million in the last five years. Talend held its IPO in July of 2016.

“I couldn't be more excited to join the Propel team. Companies large and small are transforming their businesses and digitally enabling their products and services,” said Stirrup, Independent Board Member at Propel. “Propel is in an incredibly unique position help their customer's unlock innovation by breaking down the barriers between R&D, manufacturing, sales and marketing.”

“We are thrilled to have Stirrup join the board as his extensive experience in enterprise software marketing will be a great addition to the team, helping us as we scale our overall go-to-market efforts,” said Ray Hein, Chief Executive Officer and founder of Propel. “We believe Stirrup's years working in cloud-native enterprise software, specifically within product strategy and marketing, will provide Propel with additional strength as we seek to expand our position in the sector.”

Propel's platform was built explicitly for the cloud, removing companies' needs for expensive and clunky traditional on-premise solutions. The platform is the only cloud-first solution to combine PLM, PIM and QMS directly on Salesforce, making it easy to integrate with existing Salesforce data and equip brands with invaluable insights to make smarter decisions on creating, marketing, and selling products that people want.

The announcement comes on the heels of Propel's \$18 million Series B funding round led by Norwest Venture Partners, bringing the company's total capital raised to \$28 million. In its last fiscal year, Propel saw more than 500 percent in revenue growth and a 300 percent increase in customers, which include some of the world's fastest growing startups such as Peak Design, Desktop Metal, and FlexGen.

For more information about Propel, please visit [www.propelPLM.com](http://www.propelPLM.com).

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## ***PSRE Co. Expands Market Presence in Asia Pacific, Middle East, and Africa***

17 January 2019

PSRE Co. is pleased to announce the expansion of its market presence for the PASS Software Suite in Asia Pacific, Middle East, and Africa. PSRE has signed agreements with four (4) new distributors (Authur-Imperium Global Energy (AIGE), EDS Asia, Moonish Enterprises, and PPD) in Asia Pacific, Middle East, and Africa in addition to already actively working distributors in China (Beijing AECsoft Engineering Software), Europe (EnginSoft) and India (AXIL Consulting Engineers). PSRE is actively looking for more international distribution partners.

Authur-Imperium Global Energy (AIGE) is an authorized reseller of the PASS Software Suite in Nigeria, Ghana, Togo, and Equatorial Guinea. AIGE is an ICT/CAD training company well known for excellent results for software training with industrial examples. Since its incorporation in 2016, AIGE has executed multiple industrial CAD training sessions across different disciplines.

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“This is the first time PSRE Co. will be entering the African continent and the company is pleased to extend its reach to the untapped potentials in the African market,” said Leonid Korelstein, VP of Research & Development, PSRE Co.

EDS ASIA SDN BHD is an authorized reseller of the PASS Software Suite in Malaysia, while EDSA Solutions PTE Ltd. (a subsidiary of EDS ASIA SDN BHD) is an authorized reseller of the PASS Software Suite in Singapore, Thailand, Indonesia, Vietnam, and the Philippines. EDS ASIA is well established since 2003 as a private entity that specialize in pin-point solutions for piping & plant integrity analysis and design software tools specifically in structural, mechanical (statics) equipment, pipe stress analysis and fluid flow analysis, supporting engineering applications for clients across South East Asia. EDSA is driven by the motivation to transform good engineers into great engineers by providing a successful training and project assistance to corporations and individuals to raise the standards of software proficiency and efficiency of relevant industries.

“I feel that the time is ripe to change the mindset of pipe stress engineers. They should not be forced to adhere to high price and branding. The focus should be on engineering calculations,” explains Gary Lim, Director of EDSA. “We chose the PASS Software Suite because of the above. Moreover, the reasonable cost and ease of use enabling a fast learning curve makes the choice more obvious. This is even more evident with the recent additions of broader code support making the PASS Software Suite very appealing to the world market.”

Moonish Enterprises Pty Ltd is an authorized reseller of the PASS Software Suite in Australia, New Zealand, and Oceania. Moonish Enterprises Pty Ltd was founded in 2011 in Brisbane, Australia, and provides a range of engineering services to clients in sectors like power, process, mining, and refineries. Moonish Enterprises services encompass designing engineering power and process plants which include pumps, pipes, pressure vessels, and tanks. Their services incorporate Finite Element Analysis (FEA) to check strength of parts and to optimize designs including structure and Computational Fluid Dynamics (CFD) for several tricky flow and pressure drop analysis. Moonish Enterprises also specializes in software development for enhancing the engineer’s workflow and reducing human errors, as well as providing training by means of books, video courses, online webinars, and face to face seminars.

PPD (Process Plant Design) specializes in Process Plant Design (3D Plant design, P&ID development, pressure vessel design, piping design & analysis, and layout optimizations) and Project Management of large-scale engineering projects. PPD provides Process Plant Design engineering expertise throughout all phases of a project. Their areas of expertise are conceptual design, cost estimation and feasibility studies, FEED (Front End Engineering Design), and detailed engineering services.

“We are very proud to announce that PPD became PSRE’s partner in Turkey for distributing the PASS analysis software,” said PPD owner Oguzhan Oguz. “We believe the PASS Software Suite will increase engineering efficiency where it is chosen to be used in its specific fields in Turkey. Even the brand name sounds new, and the improved features of the PASS Software Suite will become very known shortly.”

PSRE welcomes Authur-Imperium Global Energy (AIGE), EDS ASIA, Moonish Enterprises, and PPD as distributors of the PASS Software Suite. “We are very happy to have such experienced and creative partners, with a strong background in piping and plant design and analysis,” said PSRE VP on R&D Leonid Korelstein. “We really hope that altogether we will make PASS software an effective everyday simulation tool of many process, piping and mechanical engineers”.

Please check out the PASS contact page to learn more about the existing distributors of PASS Software Suite and contact PSRE if you are interested in becoming a PASS Software Suite distributor.

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## ***Valmet continues the reshaping of its internal IT services and signs a business transfer agreement with Capgemini***

17 January 2019

Valmet takes key steps to continue the reshaping of its internal Information Technology (IT) services aimed at shifting focus towards planning, building and deploying new IT-enabled, value-adding capabilities and supporting businesses. The set of actions to be taken include a business transfer agreement signed with Capgemini.

Under the agreement Valmet IT's application development and maintenance services, including application maintenance and support services, application development services and platform management services, will be moved from Valmet and its current partners to Capgemini.

The transfer agreement concerns a total of 38 current Valmet IT employees in Finland, Sweden and Portugal. Today, Valmet IT employs about 150 IT professionals. Employees in scope will be offered to transfer to Capgemini with similar terms. The transfer is targeted to become effective on March 1 and the full transfer project is to be closed by the end of July 2019.

The transfer together with connected organizational changes and other initiatives will enable Valmet IT to clearly shift its focus from running existing IT services towards creating and deploying new IT-enabled services and products. These can, for example, be related to Industrial Internet, product lifecycle management (PLM) and field service capabilities. In addition, the transfer of IT application development and maintenance services will further enhance Valmet's IT services and supplier management.

"With these actions we will continue to shift our focus towards more strategic, value-adding activities, and thus support Valmet's businesses and contribute to Valmet's future success. Transferring the IT application development and maintenance services, after a careful evaluation process, to Capgemini is one of the key steps in executing our IT transformation," says Janne Puustinen, Vice President, Information Technology, Valmet.

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## ***Varner Drives Global Business Strategy with Centric PLM***

15 January 2019

Founded in 1962 in Oslo, Varner is one of Scandinavia's leading retail textile companies. Varner acquired several apparel companies over the decades and now owns 10 different concepts: Bik Bok, Carlings, Cubus, Days Like This, Dressmann, Urban, Vivikes, Volt, Wow, Levi's Stores Scandinavia and Nike Stores Scandinavia. Focused on producing affordable styles, Varner now have 12,000 employees, 1500 stores and over 220 suppliers that cover 500 factories in 16 different countries.

Very aware of their rapid growth and the addition of new concepts, Varner wanted to relieve the pressure on existing IT systems and keep up with future retail trends. They also needed to meet consumer demands across all concepts for high-quality and affordable products, at lightening speeds.

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“We’ve had huge success in the last ten to fifteen years and the pressure was on for us to keep reinventing ourselves. We knew that in the next three to four years a lot more business would be moving to online retail,” explains Olav Fyldeng, Head of Business Applications at Varner. “With that, consumers are becoming increasingly demanding, they want affordable, quality products at lightening speeds. We knew we needed to bridge the digitalization gap between IT and the business when it came to product development or we wouldn’t be able to keep up in the race.”

Today, Varner uses Centric Product Lifecycle Management (PLM) across 10 of their concepts to streamline product development and adapt to faster retailing trends. Since implementing Centric PLM, Varner has been able to see a holistic view of all their products which is helping them to shorten lead times with suppliers through better preparation and make profit-making decisions about their product lines. Their first go-live was 30% under time and budget and all concepts have experience fast and enthusiastic user adoption.

Thrilled by the success of Centric PLM so far, Fyldeng explains that the business is already establishing future plans, “Our next step is to add in suppliers shortly. We are driving a total business implementation, not just an IT project and we’re already seeing the benefits of having all of our concepts on one coherent, collaborative system.”

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## ***Vectorworks, Inc. Wins Land8 Social Media Awards for Landscape Architecture***

14 January 2019

Global design and BIM software solutions provider Vectorworks, Inc. has been honored by the inaugural Land8 Social Media Awards for Landscape Architecture. Hosted by Land8: Landscape Architects Network, Vectorworks was named a Top 10 Social Media Account for Allied Organizations. Additionally, Landscape Architecture Firms and Individual Landscape Architects had 10 winners per category.

Land8 was originally founded as an online hub encouraging interactions between landscape architecture professionals but has since grown to an international community with over 1.5 million followers across Land8’s social media channels. The space not only attracts landscape architects, but also those interested in learning about the field of landscape architecture.

According to Matt Alcide, managing partner and editor-in-chief at Land8: Landscape Architects Network, “Vectorworks engages the landscape architecture community and features posts that support and promote the work of landscape architects. It’s this direct impact on the industry through social media that led them to winning.”

The award’s criteria for social media accounts included: visual excellence, influence, engagement and promotion of landscape architecture. The platforms under review could include public accounts for popular mediums, such as Facebook, Instagram, Twitter and/or blogs.

“It’s a priority for our company to share quality content across social media and our blog, and we regularly post user-generated content from professional and student designers around the world, including their projects, accomplishments and successful workflows,” said Jeremy Powell, vice president of Marketing at Vectorworks. “We appreciate Land8’s recognition of this practice, as we seek to inspire and support landscape architects.”

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## Events News

### ***Four of Hexagon's CAD/CAM Systems At Southern Manufacturing***

15 January 2019

EDGE CAM, RADAN, VISI, and WORKNC will be demonstrating their very latest CAD/CAM technology at the forthcoming Southern Manufacturing Exhibition.

The four market-leading brands are part of the Production Software business of Hexagon Manufacturing Intelligence, and will be sharing stand J240 with Hexagon.

Each software system is featuring its 2019 R1 release, which contains items of new and enhanced functionality aimed at improving efficiency and reducing production time.

EDGE CAM 2019R1 comprises more than 30 individual updates, geared towards keeping manufacturers ahead of the game, with the best technology available. It includes an Additive Machining module. Supporting the Direct Energy Deposition method, EDGE CAM now offers a dedicated manufacturing cycle which accurately guides a laser as it deposits material to form a shape. After that, the shape is machined using EDGE CAM's milling cycles to create the final component.

As EDGE CAM 2019 R1 now offers full ToolStore support for Additive Manufacturing, shapes can be built using almost any milling cycle...including advanced functions such as rotary and 5-axis simultaneous machining. The new Additive Lace cycle is designed to construct geometry on a layer-by-layer basis, depositing a continuous molten bead of material which adheres to the parent material.

The updates in sheet metal software RADAN 2019 R1 focus on doing more with fewer clicks, including saving users an estimated minimum of 50 clicks a day in the Grab Part in Nest Mode function. There are also major updates to RADBEND, including fingerstop positioning for sharp-angled parts, pre-selection of the bend process depending on the tool selection, and filter tool profiles.

The popular RADQUOTE function is stand-alone, making it easily accessible to employees who don't use RADAN for programming. As well as calculating sheet metal costs, all aspects of quoting are now included, such as cutting, bending, welding, painting and assembly.

For the mould and die market, VISI now includes a boost for reverse engineering, along with a range of new and enhanced CAD/CAM functions. VISI 2019 R1 introduces an extended direct interface to multiple portable measuring arms and laser trackers from Hexagon. In conjunction with the enhanced dedicated module, this provides a full reverse engineering solution, as well as the ability to generate casting and stock models from the software's existing modelling and machining environment.

The new ejector pin labelling functionality enables all the ejector pins in a mould design project to be identified in a table by a user-defined label. This simplifies the maintenance process of the mould itself, where one or more ejector pins needs to be replaced.

The latest release of WORKNC allows users to break free from previous constraints caused by tool shapes, slashing cycle times by up to 74 per cent. Adding the Z-Level pattern to the advanced Toolform technology means tool shapes such as barrels, ovals and parabolic can be calculated over the part surfaces, including negative allowances. WORKNC Brand Manager Miguel Johann says combining the

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new pattern with the ability to define the slope angles that the toolpath will cut on, makes this the most modern technique for part finishing.

“Before, these high feed cutters could only be used to rough or semi-finish the part, as the allowances weren’t constant. But the constraints are now removed, and, depending on the individual tool and part shapes, we’ve demonstrated time saving of between 47 and 74 per cent.”

EDGECAM, RADAN, VISI, and WORKNC, Southern Manufacturing, February 5-7, FIVE, Farnborough, Stand J240.

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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 2019

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

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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

### ***Dassault Systèmes schedules Fourth Quarter and Full Year 2018 results webcast and conference call for February 6th, 2019***

16 January 2019

Dassault Systèmes will host a webcast and a conference call on Thursday, February 6th, 2019, to discuss its operating performance for the fourth quarter and full year 2018 ended December 31st, 2018.

The management of Dassault Systèmes will host the webcast at 10:00am Paris time - 9:00am London time, and will then also host the conference call at 9:00am New York time - 3:00pm Paris time - 2:00pm London time.

Both the webcast and the conference call will be available via the Internet by accessing Dassault Systèmes’ website at <http://www.3ds.com/investors/>.

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### ***Infor Announces \$1.5 Billion Investment Ahead of Potential IPO***

16 January 2019

Infor today announced an agreement to receive a \$1.5 billion investment from shareholders Koch Equity Development, LLC (KED) and Golden Gate Capital.

This investment builds on KED’s investment of more than \$2 billion in early 2017, and it represents an important milestone as Infor considers a potential IPO in 2019 or 2020, subject to market conditions.

"Koch and Golden Gate Capital have been phenomenal partners for Infor, and all of our 17,300 employees are excited about this milestone as we prepare for the next stage of growth," said Charles Phillips, CEO of Infor.

Under Phillips' leadership, and over the course of Infor’s partnership with KED and Golden Gate Capital, Infor has invested approximately \$2.5 billion in product design and development over the last five years and delivered more than 475 new products, 1,870 integrations, and 20,700 industry features in its CloudSuite product line. Infor CloudSuite is now the only fully multi-tenant ERP suite spanning front and back office applications, as well as logistics with global support (in terms of languages, currencies, and localizations).

“Koch was a customer of Infor before we became an investor in the Company, and Koch Industries’ companies continue to move their most mission critical applications to Infor CloudSuites,” said Jim Hannan, Koch Executive Vice President and CEO of Enterprises for Koch Industries, Inc. “Infor’s innovative products have helped lead our digital transformation as we continue to deploy them globally for 120,000 employees.”

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With over \$3 billion of revenue in fiscal year 2018, Infor became the first company to move mission critical ERP application suites to public clouds for entire industries. Infor's CloudSuites are the foundation for digital transformation for more than 9,500 customers in 110 countries. Infor applications span financials, manufacturing, supply chain, human resources, and customer relationships.

Over the last five years, Infor has consistently gained market share in cloud applications, and 70% of its software license revenue is now derived from cloud applications.

Fundamental to Infor's strategy is its ability to engineer each CloudSuite for a specific industry. Infor eliminates the need for expensive customizations and runaway consulting engagements. Customers routinely lower costs by 25% or more by retiring mods, eliminating big bang upgrades, and reducing infrastructure costs after moving to CloudSuite.

Infor has expanded its presence in key industries such as healthcare, manufacturing, retail, the public sector, and hospitality. Over 72% of all hospitals in the U.S. run Infor applications, as well as 19 of the top 20 automotive suppliers and 8 of the top 10 fashion brands.

"Companies see the value in shifting their enterprise applications to the cloud but can't make that transition until critical industry features are replicated there. Infor built these previously bespoke features as standard cloud services and now has access to valuable data across business functions to build predictive analytics and insightful correlations on our Coleman AI platform," said Phillips.

Infor CloudSuite is also future proofed for innovation. Infor applications run on public scale clouds and open source infrastructure not tied to a single data store and scale out at lower costs using commodity compute and storage on demand. Vertical integration is a legacy of on-premise computing, and modern applications leverage global, commodity infrastructure.

## Leadership Quotes

"Infor has undergone a remarkable evolution over the years. We remain strong supporters of the Company's strategy and leadership team as they pursue their next phase of growth and continue to enhance the operations of businesses across a range of sizes and industries," said David Dominik, Managing Director of Golden Gate Capital, which made its first investment in Infor in 2002.

"Koch continues to be impressed with Infor's hyper-scaled, versatile technology, both as an investor, and as a customer of their software solutions," said Matt Flamini, KED's President. "Our confidence in the Infor team comes not only from their financial performance, but from the real world results we're seeing as we implement Infor solutions throughout Koch Industries."

"Infor's emphasis on innovation and commitment to delivering solutions to its customers underpins the success of CloudSuites, which offers an unparalleled combination of industry-specific functionality and scalability. We are extremely excited about the opportunity ahead as the Company continues to deliver transformative new products and features," said Rishi Chandna, Managing Director of Golden Gate Capital.

"Infor has used its partnership with Koch as an opportunity to co-innovate across the wide range of industries in which we operate," said Brett Watson, Senior Managing Director of KED. "This investment is the result of a shared vision to continue creating innovative solutions that help companies operate more efficiently and effectively."

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## Implementation Investments

### ***Beyond Proper by Boston Proper Ramping Up for Major Growth with Visual PLM***

15 January 2019

Beyond Proper by Boston Proper has announced a partnership with Visual Next to implement its suite of fashion business software. Visual Next's End2End suite of software solutions, built specifically for the apparel, footwear and fashion accessories industry, will empower Beyond Proper to streamline their product lifecycle from concept to consumer.

Beyond Proper by Boston Proper, owned by Boston Proper LLC (formerly known as The Mark Group, Inc.), offers a complete range of clothing, swimwear, footwear and accessories for women around the world. Often spotted on the red carpet, its celebrity fans include Tyra Banks, Britney Spears, Vivica Fox and Carmen Elektra.

"Boston Proper is positioned for major growth and expansion and we required a technology platform that would not only meet our needs today but well into the future with continued innovation," stated Michael Truong, Chief Operating Officer at Beyond Proper. The company embarked on an extensive search for an innovative technology partner to help elevate them to the next level and decided Visual Next was the partner that could support their expansion. "[Visual PLM](#), Visual Next's powerful and flexible Product Lifecycle Management solution was selected, in part, for their ability to get us to market faster with a quick implementation and an agile and flexible configurability that can accommodate our range of unique products and business processes," states Cid Gomes, Sr. Director of IT at Beyond Proper.

Terri Ghio, Vice President and Chief Rainmaker at Visual Next exclaimed, "Boston Proper is ready to boost their business and Visual Next's Fashion-Specific PLM solution is the perfect match to support their growth and vision. Visual Next is known for building towards the future so that our customers are always prepared for what's *next* in fashion technology and consumer demands. Even though we are a best-of-breed PLM provider, we offer a boutique approach to professional services, where every customer benefits from our decades of fashion technology expertise."

Visual PLM's Adobe Illustrator plugin, fully embedded in the Adobe Suite, is one of the many out-of-the-box tools that will improve Beyond Proper's speed to market by centralizing design data and collaboration, without disturbing their creative environment. Advanced workflow management will ensure that products move from concept to production, faster and cost effectively, with full visibility across the company.

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### ***Cape Union Mart Launches PLM Journey with Centric Software***

17 January 2019

Cape Union Mart has selected Centric Software's Product Lifecycle Management (PLM) solution.

Cape Union Mart was founded in 1933 and has been equipping South African adventurers and

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sportspeople ever since. Cape Union Mart was originally an ‘Army and Navy’ store, stocking “everything from an anchor to a toothpick”. Today, Cape Union Mart is a multi-chain retailer. The company’s five chains, Cape Union Mart, Old Khaki, Poetry, Tread+Miller and Keedo, cover a variety of different markets from children’s wear to home goods. The company currently has 300 stores across South Africa as well as stores in Namibia and Botswana. Aiming at the higher end of the market, Cape Union Mart is differentiated by its commitment to outstanding customer service and quality.

In the last six years, Cape Union Mart has tripled in size. The company has grown from one chain to five and has ambitions to increase its number of stores to 400 in the next two years. Facing the challenges of growth and increasing complexity, Cape Union Mart decided to invest in a PLM solution.

“What used to be acceptable to do in Excel really wasn’t possible going forward,” explains Grant de Waal, Group IT Systems Manager at Cape Union Mart. “Because we lacked systems that were fully integrated with suppliers, there were communication issues. We were experiencing the growing pains that come with transforming from a small to a large retailer. We are on a mission to replace a lot of our legacy systems and the right PLM solution provides the foundation for improving business processes across the whole organization.”

As Grant de Waal says, “We weren’t the first retailer to embark on this journey within the local footprint and we knew that Centric is used by several larger retailers in South Africa, as well as many of our suppliers. When we put out an RFP, we were impressed by Centric’s ability to cater to all of our chains, seamlessly integrate suppliers and factories and effectively handle sizing and colors. We have a very complex business with two separate sides: the outdoor division, which runs on a replenishment model with our own brands and supplier brands, and the fashion division, which has a design center and works with two local CMT (cut, make, trim) manufacturers. Most solutions could only handle one or the other but what we liked about Centric was that it could do both.”

Cape Union Mart decided to adopt the full range of Centric 8 modules and several of Centric’s mobile apps for PLM. Centric and Cape Union Mart are also working with Centric Software’s long-term partner local consultancy, Cogworks Consulting, to meet specific requirements of the South African retail market.

“The apps that Centric has launched to improve buying, design, sampling and quality control are of huge interest to us and we also look forward to trying out Centric’s innovations in AI and 3D, particularly 3D sampling. We expect to have much better supply chain visibility, sourcing management and supplier relationships. This is a journey, rather than a project, and we will be working with Centric for a number of years to optimize our business. Centric has been extremely accommodating, and amazing to work with so far. Because Centric is collaborating with a local partner, Cogworks, we are getting cutting-edge technology and international best practices combined with local knowledge and insights.”

Christina Clucas, Business Development Director at Cogworks Consulting says, “We are delighted to help bring Cape Union Mart and Centric Software together. Centric is making strides in the South African market, and from a consultancy point of view, it’s great to be able to confidently recommend an innovative PLM partner with a wealth of fashion expertise to a successful apparel retailer that’s growing at a significant pace.”

Cape Union Mart is pleased to announce the recent appointment of Ms Renee Jain as Supply Chain Application Manager. “Ms Jain was instrumental in the early adoption of Centric 8 in South Africa and has 3 years of experience with the product. We look forward to benefiting from her expertise during our journey with Centric,” he concludes.

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“We would like to welcome Cape Union Mart on board as our latest partner in South Africa,” says Chris Groves, President and CEO of Centric Software. “Cape Union Mart has grown significantly in recent years across a diverse range of apparel and footwear markets and we are proud to be able to support their plans for the future. The Centric team is looking forward to a long and productive relationship with Cape Union Mart and our local partner, Cogworks Consulting, and the accomplished Renee Jain.”

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## ***Loblaw Selects Bamboo Rose as its PLM Solution Partner***

14 January 2019

Bamboo Rose announces today that Canada’s largest food retailer, Loblaw, has partnered with Bamboo Rose to build, deploy, and sustain a world-class product lifecycle management tool.

Currently, Loblaw uses Bamboo Rose for its importer of record (IOR) and certificate management solutions, which provide traceability for food safety and improved end-to-end supplier visibility. The next step in this partnership includes Loblaw’s co-development of Bamboo Rose’s food and formulation product lifecycle management. Now, with Loblaw’s expertise in food PLM, Bamboo Rose will be bringing food and formulation PLM to the marketplace.

Also, by partnering with Bamboo Rose, Loblaw will be able to streamline its product development processes and create a closed-loop feedback for its entire value chain, from ideation to manufacturing to retail delivery. With this, Loblaw will be able to spend more time innovating new products.

“We chose Bamboo Rose to build on its current world class system to include food and formulation,” said Ian Gordon, Loblaw Brands Senior Vice President. “With Bamboo Rose as our strategic partner, we will be streamlining our product development process and ensuring we deliver the highest quality, innovative products to our consumers with speed and traceability. Our goal is to drive a more modern, collaborative approach throughout our organization and vendor community.”

“Bamboo Rose is committed to helping retailers like Loblaw compete in the new retail economy,” said Sue Welch, Bamboo Rose CEO. “Our focus has always been on shortening the product development lifecycle and streamlining processes for a more efficient, collaborative, and digital retail experience, no matter the industry. We’re excited to partner with Loblaw, as they are the recognized leader in providing great food products.”

Loblaw is the latest customer to join Bamboo Rose’s growing grocery portfolio, which also includes brands like Action NL, Family Dollar, Kaufland, ShopRite, and Woolworths.

To learn more about Bamboo Rose, visit us at [bamboorose.com](http://bamboorose.com).

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## ***Maxiforja digitalizes operations with the Siemens Digital Innovation platform***

17 January 2019

Maxiforja, one of Brazil's largest national steel works companies and producer of components and mechanical systems for the automotive, agricultural and industrial markets, has adopted the Siemens

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Digital Innovation platform to digitalize its Canoas factory. With a goal of increasing productivity and shortening the development time of new products, Maxiforja has adopted Femap™ software, the Plant Simulation solution in the Tecnomatix® portfolio, the Teamcenter® portfolio, NX™ software and Line Designer from Siemens in order to reach its goal of becoming a digitalized enterprise.

With a goal of increasing productivity and shortening the development time of new products, Maxiforja has adopted Femap™ software, the Plant Simulation solution in the Tecnomatix® portfolio, the Teamcenter® portfolio, NX™ software and Line Designer from Siemens in order to reach its goal of becoming a digitalized enterprise.

"Our relationship with Siemens originally began in 2001, when we replaced 2D CAD platforms with NX software and the Tecnomatix portfolio. Today we total nearly 60 licenses of Solid Edge for computer-aided design and Teamcenter to use for engineering and production archives management. This investment and partnership has brought agility to the production environment, helping us initially reduce the production time for forging tools from three months to three weeks," explains Jaques Araripe Suris, product engineering coordinator at Maxiforja.

Using this software in the production environment, Maxiforja maintains complete control of revisions and approvals with a digitalized workflow. This allows for integration between different production areas and the use of the same database, enabling the whole company to work simultaneously in the same version of the project. Suris adds, "We initially made the decision to choose Siemens because we knew that the solutions were reliable and could fulfill the level of quality we were expecting."

Maxiforja has implemented multiple software solutions as part of the Siemens digital innovation platform. Using Femap, Maxiforja simulates mechanical systems supplied to the agricultural industry, enabling more optimized components, reduced weight, and offering more competitive solutions to the market. Maxiforja also uses NX for computer-aided design (CAD) in the maintenance and process engineering departments, and Line Designer, for civil engineering projects. Plant Simulation is also used by the company to assist in the expansion of its new machining and shipping building, which simulates machining cells and shipment processes, helping define the optimized flow and equipment for over 30,000 square meters of constructed area. Teamcenter serves as the digital backbone to the solution suite, and helps control versions, workflows and project schedules.

For the future, Maxiforja foresees growing the maintenance of investments in IT infrastructure and the expansion of digital manufacturing projects. According to Tomaz Petracco, forging manager at Maxiforja, "Thus far we have created basic conditions for the implementation of more sophisticated tools, such as adaptive and autonomous decision processes. Just as lean manufacturing represented more than waste prevention, Industry 4.0 will represent more than the connection of machinery and products. It will give us the opportunity to track factory events and make decisions in real time."

"Through the adoption of multiple products in the Siemens digital innovation platform, Maxiforja is realizing the benefit of integrated solutions with embedded tools and databases that function as a complete, seamless environment," said Paulo Leal Costa, country manager for Siemens PLM Software in Brazil. "This open platform can empower new end-to-end business processes across the extended digital enterprise, and we hope that Maxiforja can serve as an example to companies of all sizes who want to take advantage of the benefits of digitization."

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## *Soler & Palau selects CORTIME for Design Exploration in SolidWorks*

14 January 2019

CORTIME is proud to announce that Soler & Palau has selected CORTIME for Design Optimization in SolidWorks. Soler & Palau was created in 1951 by the engineers Eduard Soler and Josep Palau and strives to introduce ever more efficient ventilation products and systems into the market that reduce energy consumption while protecting the environment. After more than 60 years in business, Soler & Palau ventilation products and services are available in more than 90 countries around the world.

Soler & Palau has a simple goal and that is to develop an air-moving product that effectively and efficiently meets the needs of the customer, supported by continual in-house product development with state-of-the-art technology. The engineering team recently conducted a review of their design technology for opportunities to improve its effectiveness, prior to starting the next major re-design project on their ventilation products. After extensively researching available Design Optimization software packages, CORTIME was determined to be the best fit based on capability, cost, and software compatibility.

CORTIME helps engineers explore optimal designs by automating their design evaluation process and exploring design options based on performance goals and constraints. CORTIME utilizes advanced parametric optimization, sensitivity analysis, and design study visualization to enable intelligent automated exploration of the potential design options. CORTIME is a certified SolidWorks business partner.

Soler & Palau have used CORTIME to optimize one of their propeller designs by adjusting the pitch and radius of the blades. Ranges are applied to the variables to define the solution space, while instructing CORTIME to maximize the flow inside the vent.

"CORTIME gives me new insight into my design that would be impossible to obtain manually. I will be able to make early decisions about my designs which will have a significant effect on performance, cost and time to market," says Nick Thiessen Senior Design Engineer, S&P USA Ventilation Systems, LLC.

CORTIME resulted in a reduction of 3.6 hours in human effort required for a simulation project with 9 configurations. Soler & Palau expects this to translate to approximately 130 hours in human effort saved yearly. In addition to saving time and effort Soler & Palau also anticipates additional benefit in having further optimized aerodynamic and structural designs that better serve their customers' needs. CORTIME enables Soler & Palau to create better designs faster.

CORTIME is the next generation design exploration tool leveraging advanced parametric optimization, sensitivity analysis, visualization tools, and an intuitive user experience that is fully integrated with SolidWorks. CORTIME addresses the need for a much simpler and more efficient way to optimize CAD designs. Their sole focus has been to minimize the learning curve, while still providing a powerful optimization engine.

With CORTIME, Design Exploration is not just for experts anymore!

Come by booth 228 at SolidWorks World 2019 to learn how CORTIME breaks the expertise barrier making Design Exploration broadly available for all SolidWorks users.

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## ***Sopheon Partners with The Hershey Company to Enable Digital Transformation of their Innovation Portfolios***

8 January 2019

Sopheon is partnering with global confectioner The Hershey Company to support digital transformation of Hershey's product innovation portfolios.

As consumer packaged goods (CPG) business process experts, Sopheon will help The Hershey Company integrate knowledge discovery, insights and learning for better understanding and decision making in response to business opportunities and challenges. Accolade will connect existing and new processes to enable cross-functional work to identify and take action on portfolio growth priorities.

"We are thrilled to be working with one of the world's most legendary CPG brands in Hershey," said Sopheon CEO Andy Michuda. "Sopheon has helped dozens of food and consumer goods companies harness the right data and right technology to identify and seize growth opportunities, and we are excited to help drive the same results for The Hershey Company."

Andy Michuda added: "Today's CPG industry is highly competitive and rife with disruption from well-heelled and agile startups and early-stage competitors; Innovation Portfolio Management is a critical capability for market leaders like Hershey, and we're confident that Sopheon's Accolade solution will deliver the insights and visibility they need to compete and win."

Accolade is Sopheon's award-winning innovation management software that connects people, systems and information across departments and functions. This cross-functional collaboration and synchronization results in trusted, timely data for faster, better, and more dynamic decision making for the world's largest and most complex enterprises. Accolade has proven its value to thousands of global users by reducing costs, increasing portfolio value, reducing time-to-market and boosting initiative and product success.

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## ***WINDnovation Adopts pSeven in Design of Wind Turbine Rotor Blades***

16 January 2019

WINDnovation Engineering Solutions GmbH adopts pSeven platform by DATADVANCE, an independent software developer of design space exploration, predictive modeling, automation and integration solutions.

Prior to this decision, engineers from WINDnovation evaluated pSeven as a part of the design process of wind turbine rotor blades. pSeven allowed integrating the whole variety of industry-standard and in-house software tools used at WINDnovation for aerodynamic design, loads calculation and structural analysis, and solving the multidisciplinary optimization problem of reducing global blade mass while respecting specified constraints of turbine loads and energy production.

Dr. Roland Stoer, Managing Director of WINDnovation, said: "At WINDnovation, every rotor blade is developed to fit the specific conditions of the sites and the requirements of each specific client — we do not believe in standard solutions. This is the only way to achieve optimum results for our clients, and we see the great opportunities for using pSeven in the customization process".

Mr. Laurent Chec, the General Director of DATADVANCE SAS, added: “We are proud to be the software solution supplier for the design of increasingly important wind turbines. Due to the high number of parameters creating tailored solutions for the customers is a big challenge, which would be easier to overcome with pSeven, as it proved to be able to find not only a balance between the conflicting requirements of multiple disciplines involved in the iterative and interactive process of rotor blade design but also the local optima in the given design space”.

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## Product News

### *AutoForm R8 – Streamlined Digital Process Chain*

17 January 2019

AutoForm Engineering GmbH has unveiled its latest software version AutoForm R8. This release brings new features and important enhancements to support customers in streamlining the digital process chain. It is particularly beneficial for users working on topics related to progressive dies, springback compensation as well as on parts produced from patchwork blanks.

AutoForm R8 allows users to streamline the digital process chain through a new set of important features and enhancements. During the development of this version AutoForm was focused on topics that were emphasized by many users in last year’s customer survey.

AutoForm R8 leads to improved strip layout definition: First, users can define the layout for a single or double part and then, they can quickly evaluate and compare different nesting options. This software version allows for the easy prediction of potential blank shape and nesting, the minimization of material usage as well as the early prediction of part costs. In addition, the new feature for webs design enables users not only to use predefined shapes but also to model desired shapes with just a few commands.

This software version also offers more options for springback compensation. AutoForm R8 allows engineers to use real measurements, rather than virtual ones, for compensation. As the compensation is based on arbitrary geometries, part simulation results are not required. As a result, tools can be compensated using external data from various sources, such as measurement, hemming simulation or assembly simulation. This flexibility in sourcing data for springback compensation allows users to increase their use case coverage.

Finally, AutoForm R8 enables users to engineer a feasible stamping process for patchwork blanks. Simulation can now be used as a reliable means to estimate part formability and to test various sizes and configurations of patchwork blanks.

Dr. Markus Thomma, Corporate Marketing Director at AutoForm Engineering, stated: “Our customer’s satisfaction with our products and services is of the greatest importance to us. The feedback and input we received regarding desired new features and enhancements was gathered through close collaboration with our customers worldwide and was of great value during the development of this release. All of the new enhancements and functionalities developed in AutoForm R8 support our users to improve and facilitate their daily work. With AutoForm R8, they are well equipped to reach new goals and to further streamline the digital process chain.”

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## ***Elysium Releases InfiPoints Ver. 5.0***

15 January 2019

Elysium announces a version-up release, InfiPoints Ver.5.0. Elysium has developed new technology for increasing the success rate of automatic registration of large-scale point clouds. New functionality also includes the ability to create valves based on the scan data of plants, buildings and ships.

- Registering data in outdoor environments automatically is possible for example in exterior plants, construction sites and historic sites with fewer planes, such as walls of buildings.
- Automatically register and align the point cloud using reference points, automatically extracted planes and in addition, the new version supports automatic registration using the top view (silhouette) of the scan.
- Reduces time and effort with automatic registration avoiding manual labor.
- Added functionality for creating valves from the scanned point cloud and add attributes such as valve location and type in the piping group.
- Utilize the created valves as a system diagram when performing renewal construction.
- Reduce time for creating BIM models of pipes, valves, and 3D isometric drawings by exporting the models in IFC format or standard formats and importing the models into CAD systems.

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## ***EnterWorks Announces Master Experience Management (MxM) Solution***

14 January 2019

EnterWorks announced to brands and retailers at NRF® 2019: Retail's Big Show in New York the company's new solution umbrella that combines multi-domain MDM, PIM and DAM for enabling experiences across supply chain and demand chains. The Master Experience Management (MxM) solution will also foster the convergence of EnterWorks' machine learning inspired Combinatorial Intelligence™, which provides continuous insights into the effectiveness of precise, contextual engagement of customers, suppliers and associates.

“The MxM solution embraces the full engagement needed to master experiences in a multi-domain context,” said Rick Chavie, CEO of EnterWorks. “We believe that companies need to move beyond just product experience management to fully address experiences for the customer, associates, suppliers, and brand experience managers that can only be delivered within a contextual MxM platform.”

According to Chavie, examples of MxM include:

- orchestration with suppliers who fulfill supply chain information requirements;
- benchmarking of content effectiveness from brand/product stories by merchants and marketers;

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- assisting store and web managers to create experiences in the physical and digital demand chain; and
- allowing customers to express preferences in a customer-to-business (C2B) model as contributors to the experience ecosystem.

From the EnterWorks solution view, the successful deployment of digital technologies, and the insights that derive from them, depends heavily on an enterprise's ability to centralize, master and govern its data. MxM enables a foundation at the intersection of the multiple MDM domains for personalized experiences that can be amplified by related digital assets to help people and companies visualize products, materials, and assets across both physical and digital touchpoints.

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## ***Hexagon Launches Fixed-Line Blue Laser Scanning Sensor***

15 January 2019

Hexagon's Manufacturing Intelligence division today launched its first blue laser scanning sensor for creating point clouds. The HP-L-5.8 joins Hexagon's comprehensive range of tactile and non-contact sensors for CMMs and is designed for companies who need a versatile, affordable, fixed-line laser sensor.

The HP-L-5.8 performs equally well when taking point cloud measurements from dark or shiny surfaces. Designed to be rugged and compact, it protects the sensor from collisions and vibrations and is ideal for use in areas where accessibility is restricted as well as on smaller CMMs.

"Increasingly our customers want to add the speed and wide measurement coverage of laser scanning to their CMM's capabilities," says Christian Schorr, Hexagon's Product Manager for Laser Scanners on CMMs. "The HP-L-5.8 meets our customers' demand for an accurate, affordable laser scanner that turns a CMM into a multisensor machine that can switch easily between tactile probing or laser scanning in a single part program."

The HP-L-5.8 is seamlessly compatible with Hexagon CMMs that use PC-DMIS 2018 R2 and subsequent versions of the software and works with an automatic indexing probe head or continuous wrist, making it easy to operate for users of tactile probing tools.

The HP-L-5.8 is available worldwide. More information is available from local commercial operations and dealers.

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## ***Introducing ModelCenter MBSE for PTC Integrity Modeler***

17 January 2019

Phoenix Integration and PTC are pleased to announce the release of Phoenix Integration's ModelCenter

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MBSE for PTC Integrity Modeler.

ModelCenter MBSE for PTC Integrity Modeler allows engineers to validate system behavior and performance using any software application:

Connect any software application to PTC Integrity Modeler's system models:

- COTS tools such as Excel®, MATLAB®, and Simulink®
- CAE Tools such as HyperWorks®, NASTRAN®, ABAQUS®, and ANSYS®
- CAD Tools such as Creo®, NX®, CATIA v5®, and SolidWorks®
- Legacy FORTRAN or C++ applications
- Python, Java, and VB scripts
- Databases and PDM/PLM solutions
- Almost anything else

Run the connected simulation directly from PTC Integrity Modeler's unique SySim:

- Graphical functional co-simulation
- Direct interaction with simulation parameters
- Record simulation results with optional model import

Validate system behavior and performance early in the lifecycle

Close the simulation loop, comparing models with the real world

According to Hedley Apperly, Vice President Product Management for PTC, "The integration of Integrity Modeler 9.0 and its SySim with ModelCenter gives our customers a unique and powerful ability to validate system behavior and performance early in the lifecycle using any executable model. This will help Integrity Modeler customers to reduce costs and design better products."

Scott Ragon, Director of Technical Business Development for Phoenix Integration said, "We're very pleased to partner with PTC to bring our ModelCenter MBSE integration technology to Integrity Modeler. We look forward to continuing our collaboration with PTC and working with them to provide our customers with innovative modeling and simulation products."

ModelCenter MBSE for PTC Integrity Modeler is the first product to utilize Phoenix Integration's next generation MBSE integration platform - ModelCenter MBSE. Stay tuned for more releases!

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## ***IronCAD's 20th Anniversary Edition Improves Support for KeyShot Integration***

15 January 2019

IronCAD officially announces support for its KeyShot 8 design extension in its 20th Anniversary Edition (IronCAD Design Collaboration Suite 2019).

As part of IronCAD's Design Extensions, KeyShot by Luxion allows users to create stunning visual representations of products designed and created in IronCAD using a seamless integration to connect

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and update geometry in KeyShot. The support for KeyShot 8 adds advanced technology and features such as displacement mapping, materials with embedded flakes and bubbles, volumetric materials including volume caustics, liquid interfaces, interactive cutaways, interactive image color and intensity curve adjustments, material ways for advanced product configurations, and much more. Together, these features streamline the workflow, producing more iterations and less work, while eliminating the dependence on switching between apps to create the detail and appearance needed.

KeyShot 8 includes features and updates specific to five (5) areas – materials and volume, lighting and optics, advanced geometry, image and output, and collaboration. Within these five areas, KeyShot 8 has five (5) primary features along with other updates that hold to the focus on maintaining a workflow within KeyShot. Image styles allow users to add and adjust appearances in real-time within KeyShot. *Cutaway* is a new simplified approach to creating cutaway views. *Scattering Medium* creates new options for scene and material appearance. New geometry shaders add displacement, bubble, and flake capabilities. And the KeyShot Viewer with KeyShot Configurator and glTF/GLB output offer new collaboration capabilities.

“IronCAD continues to bring flexibility to the 3D modeling process with its unique design methodology and efficient workflow,” says Derek Cicero, Vice President of Products and Strategy at Luxion. “Through the Luxion and IronCAD partnership, the KeyShot 8 integration in IronCAD 2019 brings together efficient 3D modeling and 3D rendering that allow users to create visuals quickly while continuing to refine their design.”

“KeyShot is a valuable extension to IronCAD users by providing an IronCAD-like workflow that is fast, simple, and produces exceptional results,” stated Cary O’Connor, V.P. of Marketing at IronCAD. “With the updated support for KeyShot 8, IronCAD users have more possibilities in creating realistic representations of designs faster and easier than ever before.”

For those who want to try IronCAD’s 20th Anniversary Edition and the new KeyShot 8 Design Extension, IronCAD now offers a free online trial that runs directly in any web browser on any device. Try both products now, visit, [www.ironcad.com/TryIronCADNow](http://www.ironcad.com/TryIronCADNow).

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## ***Manufacturers and vendors of industrial parts can lead their digital transformation strategy with the APIs developed by TraceParts***

16 January 2019

In today’s constantly changing digital world, parts vendors find themselves in a hyper-connected industry where the use of APIs creates real added value. Displaying data in API format is currently the best technological choice that a product data supplier can make. APIs are easy to implement and deliver an instant response to the challenges of provisioning data.

API stands for Application Programming Interface. This solution can be used to create a highly customized user interface. This means that an application’s features can be incorporated into another application without having to develop the functionality internally, which saves considerable time for the web teams of industrial parts vendors.

Thanks to the APIs developed by TraceParts, parts vendors can personally define what they believe is the best user experience (UX) by including high value-added functionality, such as interactive 3D

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viewing, configuration, CAD downloads of their products and much more besides!

Mike Bray, Vice President of DesignSpark at RS Components has chosen the TraceParts API solution:

“Our customers are more likely to order more of our products. Each 3D model is associated with the RS item code, which appears straight in their bill of materials. What could be better for building customer loyalty? Integrating 3D models into our online experience has also transformed how customers perceive the articles that we are selling and our overall digital experience. We can easily track these trends, since the TraceParts Analytics dashboard lets us track growth and the commercial benefits of the downloads with a single glance.”

The APIs developed by the TraceParts R&D teams have been available to parts manufacturers and vendors for years, who also receive every support and guidance with the integration process. TraceParts also provides an extensive set of online documentation that can be viewed at any time.

If you would like to find out more on how to quickly and profitably integrate CAD models into your website, [take a look at some of the parts vendors who have already been won over by the TraceParts APIs](#).

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## ***New MapleMBSE release from Maplesoft enables all stakeholders to engage with the systems engineering process***

17 January 2019

Maplesoft™ today announced a new release of MapleMBSE, the software that enables companies to employ a Model-Based Systems Engineering (MBSE) approach to their design projects without requiring every engineer on the project to be an expert in complex MBSE tools. The latest release, MapleMBSE 2019.0, further improves the workflow by making it even easier to create and modify many of the structures used to define and analyze the design.

Using an Excel®-based interface, MapleMBSE provides a streamlined interface for each task in your MBSE project, such as defining requirements, impact analysis, trade-off studies, and failure mode effects analysis. These streamlined interfaces make these tasks significantly easier to perform, and reduce the time and errors that typically come with using a standard MBSE tool. The new release includes enhanced support for the Systems Modeling Language (SysML) used by many MBSE tools, including MapleMBSE. Increased support is available for a variety of constructs that are used to define requirements, architecture, behavior, and relationships, including activity diagrams, state machines, and parametric diagrams. By making it easier to create and modify these underlying SysML constructs, the new release further reduces the time and effort required to define the requirements and the relationships between them, analyze the impact of changes, and improve the design.

“Model-based systems engineering lets organizations define, maintain, and communicate their project goals throughout every stage of their project, and MapleMBSE makes it significantly easier to involve all the stakeholders in this process,” says Paul Goossens, Vice President of Engineering Solutions at Maplesoft. “The usability of MapleMBSE makes productive collaboration on system design projects an achievable goal, and the latest release improves the user experience even further.”

Other improvements in this release enhance the integration of MapleMBSE with model management systems, including faster model access through Teamwork Cloud. By connecting MapleMBSE to

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Teamwork Cloud, customers can seamlessly access models created in a number of different tools, including MagicDraw®, and Cameo® Systems Modeler. MapleMBSE can also be integrated directly with other SysML-based tools, such as IBM® Rational® Rhapsody®.

For more information, visit [MapleMBSE](#).

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## ***Sopheon Releases Solution for Successful Execution of Strategy***

17 January 2019

Sopheon today releases the latest version of its Accolade® Enterprise Innovation Management solution that goes further than ever before to support the successful implementation of corporate strategy.

With the growing number of companies in the midst of a business transformation in response to the digital economy and its dynamic, highly disrupted markets, addressing the low rate of success in realizing strategy has become more critical than ever. Research has shown that only 13% of companies realize their strategy<sup>1</sup>, and only 56% of strategic initiatives are considered successful.<sup>2</sup>

“Companies that do not adopt more interconnected and adaptable operating models will not remain viable in today’s new business landscape driven by digital disruption,” said Sopheon CEO Andy Michuda. “Most companies have some form of digital transformation or other strategic corporate initiatives underway, but many are failing to execute on these successfully. We see a lack of corporate-wide understanding of, and alignment around, strategic priorities to be a primary cause. This is complicated further by a lack of connection and transparency between the corporate entity and the operational execution teams resulting in poor or incomplete data for strategy decision making.”

Sopheon’s latest software release strengthens the linkage of strategy and execution. Accolade allows an organization to connect its strategic initiatives with operational execution activities, giving the company a single version of the truth to:

- Increase strategy realization rates: Real-time information informs and enables faster responses and adjustments for maximizing success, addressing and mitigating problems and risks, or avoiding challenges and potential risks.
- Improve financial and organizational performance to strategy.
- Provide transparency and visibility to increase knowledge workers’ understanding of how their work directly contributes to achieving strategy.
- Reduce the latency time for decision making from historical planning cycles of 12 months to 3 months for revised planning, and from 3 weeks to 1 day for real-time portfolio reviews.
- Optimize investment and human resources to the most important and strategic activities of the organization: Increased visibility improves resource allocation to the most critical strategic projects and products for their successful and timely completion.

Richard Herd, Director of Program Management Tools, Strategy & Deployment at longstanding Sopheon customer, Honeywell, has said of the new release: "Honeywell is excited by Accolade’s advances in support of enterprise adaptability, segmentation and product execution. The enhancements

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in Accolade 12.2 will help us navigate change more effectively as an organization, and streamline our daily work on a team and personal level so we can move the business forward more quickly.”

Accolade 12.2 is available immediately for upgrade, purchase and implementation. All Sopheon Accolade customers who are current on Maintenance and Support program fees are entitled to receive updates to their currently licensed products for this and future release upgrades. New capabilities in Accolade 12.2 are also available to customers with Accolade Express for PPM deployments. Implementation services may be required.

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### ***Xometry Simplifies Custom Manufacturing Supply Chain, Launches Xometry Supplies***

16 January 2019

Xometry is excited to announce the launch of Xometry Supplies. Xometry Supplies will help our 2,500+ manufacturing partners simplify their supply chain by providing relevant materials, tools and industrial supplies when they accept jobs.

"Xometry Supplies is a natural extension of our efforts to provide our partners with both jobs and lower prices for their materials and tools," said Xometry's Co-Founder and CEO Randy Altschuler.

"Ultimately our AI-driven algorithms will offer what our partners need when they need it, helping reduce not only cost but lead time. We will use these algorithms to make it easier and faster for manufacturers to get competitive pricing and fast delivery from one place, so they can focus on making high quality parts for customers."

To support this new business line, we have established a materials logistics hub in Lexington, KY and acquired Machine Tool & Supply of Jackson, TN, a leading regional tool supplier with 30+ years of operational experience to accelerate our go-to market effort for tooling and industrial supplies.

Ramona Yates, the CEO of Machine Tool & Supply, said "We're thrilled to join the Xometry team. Xometry shares our commitment to serving the shops that are the backbone of American manufacturing. The Xometry platform will let us more productively contribute to the profitability of this critical part of our economy."

Drura Parrish, President of Xometry Supplies, stated "the acquisition of Machine Tool & Supply allows Xometry to provide not only revenue for our partners but also the opportunity to lower their cost to manufacture, a win-win for both our partners and our customers."

Through Xometry Supplies, our manufacturing partners can take advantage of competitively-priced materials with compressed processing time, same-day shipping on standard cuts, and next-day shipping for most custom cuts.

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