

# **PLM Industry Summary**

Sara Vos, Editor

Vol. 19 No 46 - Friday, November 17, 2017

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## CIMdata News

## BIOMODEX' Cloud Strategy (CIMdata Blog)

17 November 2017

CIMdata's Vice President, Stan Przybylinski, recently sat down with down Armand Dolui, Chief Product Officer at BIOMODEX, so that he could learn more about the company's cloud strategy.

Founded in 2015, BIOMODEX is a French-American medical technology start-up based in Paris and Boston that is focused on helping surgeons to validate patient-specific medical devices using 3D printed replicas of patient anatomy developed from their medical images. This approach helps provide more consistent and predictable outcomes.

Among the topics on the table for discussion were:

What are some of the key product development/innovation issues faced by your company?

Do you have any programs/initiatives in place to address these issues?

What is the role of cloud in your current enterprise software landscape?

What challenges did you face in selling cloud-based PLM internally?

What challenges/issues do you face?

What benefits/positive aspects of cloud-based PLM do you expect?

What is your general timeline for deployment?

Learn the answers to these questions and more in the full blog post available at: <a href="https://www.cimdata.com/en/resources/cimdata-blog/item/9221-biomodex-cloud-strategy-an-interview-with-armand-dolui-chief-product-officer-at-biomodex">https://www.cimdata.com/en/resources/cimdata-blog/item/9221-biomodex-cloud-strategy-an-interview-with-armand-dolui-chief-product-officer-at-biomodex</a>

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## CIMdata Announces Schedule for the 2018 PLM Leadership Certificate Program

16 November 2017

CIMdata, Inc., the leading global PLM strategic consulting and research firm, announces its CIMdata PLM Leadership Certificate Program schedule for 2018. The CIMdata PLM Leadership Certificate Program is the flagship offering of CIMdata PLM Leadership—the PLM industry's most comprehensive non-biased education offering for today's PLM professionals.

The program helps prepare PLM professionals to successfully address the challenges commonly faced in PLM strategy development and implementation. The assessment-based certificate program includes a personalized classroom experience, individual and team-based exercises, and individual evaluations of achievement. The program is facilitated by a team of CIMdata experts. Upon successful completion of the program, participants receive a CIMdata PLM Certificate and are invited to join CIMdata's global PLM Leadership community.

According to Peter Bilello, CIMdata's President, "Since the program's introduction in 2009, some 500 global PLM professionals have received their PLM Leadership certificate from CIMdata. In many ways, our program has become the de-facto global standard in PLM professional education. We are extremely excited with the program's success and we look forward to continuing to deliver this valuable program throughout much of the industrial world." John MacKrell, CIMdata's Chairman and one of the lead presenters on the program, stated, "Our 2018 schedule has been designed to address the needs of PLM professionals around the world. We look forward to providing in-depth education and helping more companies realize the benefits of PLM and its enabling technologies."

The program is built on CIMdata's over 30 years of experience guiding industrial companies in successfully defining and implementing best-in-class PLM strategies and tactics. The program is appropriate for industrial companies that are considering PLM or are already implementing PLM, and to PLM solution providers. PLM Leadership Certificate Program participants may register online for either a 3-day or 5-day program. For more information on CIMdata's PLM Leadership Certificate Program visit our website at <a href="https://www.cimdata.com/en/education/plm-certificate-program">https://www.cimdata.com/en/education/plm-certificate-program</a>.

### The CIMdata 2018 PLM Leadership Certificate Program schedule is as follows:

Ann Arbor, Michigan, USA – March 5-9

Amsterdam, The Netherlands – June 11-15

Boston, Massachusetts, USA – October 1-5

Santa Clara, California, USA – December 3-7

#### **About CIMdata**

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

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

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## Navigating a New Renaissance: Leonardo and SAP (CIMdata Commentary)

14 November 2017

Key takeaways:

- SAP is rapidly moving from an on-premise company to one focused on the cloud.
- Technologies like the Internet of Things, big data, analytics, machine learning, and blockchain are transforming industries and the global economy.
- SAP Leonardo helps bring business solutions to companies that leverage these technologies in combination with SAP best practices and existing SAP offerings.

In early 2017 SAP announced the branding of their Internet of Things (IoT) portfolio as SAP Leonardo, and their plans for their first global SAP Leonardo event for SAP customers in Frankfurt in July 2017. After the success of SAP Leonardo Live in Frankfurt, SAP brought the show to Chicago on November 2-3. Held in the shadow of McCormick Place, about 900 were registered for SAP Leonardo Live, held at the Marriott Marquis Chicago. The opening plenary seemed to have about half that many people, with a mix of industrial customers, SAP employees, and their partners.

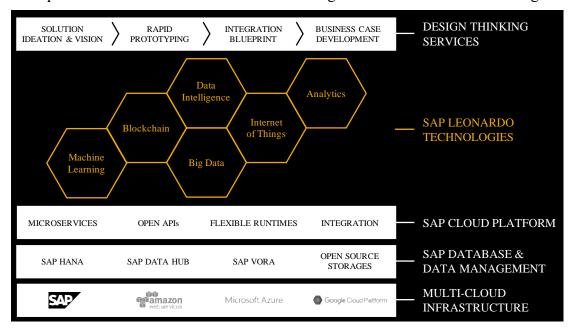
Day 1 was keynoted by an appropriate speaker given the name of SAP's initiative and event. Walter Isaacson, the CEO of the Aspen Institute, who is well known for his biography of Steve Jobs, spoke about his latest book on Leonardo da Vinci, the quintessential Renaissance man. While da Vinci was a polymath—someone knowledgeable of a wide range of topics—he spent time early in his life as a theatre producer. It often required significant innovation to mount plays and to develop props and other imagery to support the production. One of his most famous inventions was his helicopter, a spiral flying machine originally conceived for a play to bring gods from the heavens. That artistic model spurred his investigations of birds and other means of flying. As described by Mr. Isaacson, Da Vinci continually pushed his reach to exceed his grasp, to try something impossible, then figure out why it is impossible. At the core, his ability to tie his facile imagination to engineering, science, and art made him famous

through the ages. Da Vinci leveraged these varied skills and was often able to find solutions by looking at problems differently.

SAP believes that SAP Leonardo can help their customers look at problems differently, and are applying "design thinking" to do just that. Design thinking is the application of a set of creative and planning methods to quickly develop solutions to a specified problem. In this case, SAP is combining their traditional SAP "systems of record" offerings with their SAP Leonardo "system of innovation" including:

- IoT
- Machine learning
- Big data
- "Modern" analytics
- Blockchain
- Data intelligence

The relationship between SAP Leonardo and SAP's existing cloud assets is shown in the figure.



SAP Leonardo Powered by SAP Cloud Platform

(Courtesy of SAP)

This last topic, data intelligence, is about helping companies monetize data and insights. It includes solutions to help connect disparate data sources, aggregate the data, and anonymize it to prepare it for commercial consumption by others. The goal is to help interested firms take advantage of possible Data as a Service (DaaS) revenue streams.

To get started with SAP Leonardo, consultants skilled in design thinking lead solution ideation and visioning exercises to surface ideas for rapid prototyping, much as in agile development, to build a minimal viable solution and then rapidly iterate to quickly deliver value. This approach is very different from traditional SAP engagements, one that can be more strategic, as companies look to transform,

evolving their products and business models using these technologies. When listening to this presentation, CIMdata wondered if SAP's vision and approach might conflict with their traditional systems integrator (SI) partners. In our work with leading SIs, many of them are looking to their own investments in these same technologies and related processes and methods to compensate for decreases in their traditional implementation businesses. Might the leading SIs see SAP as competition for strategic consulting? The answer is an emphatic no. Accenture, a Diamond sponsor of the event, and Premier sponsors Capgemini and Deloitte were there in force to talk about their approach to delivering value using SAP Leonardo. For example, Deloitte spoke about their "Reimagine Platform," described as a co-innovated offering using the best of Deloitte and SAP. Capgemini's booth promoted their Fast Digital 4 Discrete Industries approach.

SAP is bringing SAP Leonardo to market using SAP Leonardo industry accelerator packages. These are fixed-price bundles targeting a 70 to 80% solution. Many solution elements were previously sold separately by SAP and integration risk is much lower with SAP experts doing the pre-integration work. Current SAP Leonardo IoT accelerator packages include:

- SAP Predictive Maintenance and Service
- SAP Asset Intelligence Network
- SAP Connected Goods
- SAP Global Track and Trace
- SAP Distributed Manufacturing
- SAP Vehicle Insights
- SAP Digital Manufacturing Insights
- SAP Line of Business Asset Management
- SAP Leonardo IoT Foundation accelerator
- SAP Leonardo IoT Foundation and SAP Edge Services accelerator

This approach avoids discussing point solutions and focuses the conversation on solving real business problems. In some ways, this is similar to the Industry Solution Experiences from Dassault Systèmes and Industry Catalysts from Siemens PLM Software. This is also similar in concept to their "Value Scenarios" of about ten years ago, that too focused on a business problem and specific roles in solving that problem, but it was more about configuring existing SAP products. Accelerators rely on existing products, and they are brought to bear as necessary but delivered with a much better user experience, at a lower price and time to value. An example in one presentation described the before and after customer experience. Before you might have to buy seven different items with five separate contracts. With seven items, that means seven cloud support and maintenance windows in which to get support. And bringing all this to you might take 12 to 18 weeks to implement basic use cases. With Leonardo, you have one item to buy with one pricing approach, including software and services, and one contract with an aligned support process and time to value of six to eight weeks. In this example, the accelerator was one-third the price. In addition, companies who want a broader program can also engage in an "open innovation" edition of SAP Leonardo, which is a more open-ended, deep-dive engagement to deliver an industry-focused enterprise digital blueprint for implementation using Leonardo.

SAP is also looking for SAP Leonardo to help make SAP applications more intelligent and capable.

They already have some early applications, such the SAP Cash Application in Finance, SAP Service Ticketing in Service, SAP Resume Matching in HR, and SAP Customer Retention in Sales. SAP's roadmap shows more Leonardo-powered innovations in their core applications over the next few releases. This is good to see, because their leading enterprise software competitors Oracle and Infor are working to rapidly democratize these same kinds of technologies within their core enterprise applications.

In conclusion, SAP Leonardo is an excellent step for SAP in its business evolution. While they will continue to be a dominant on-premise enterprise software provider for some years to come, the future is in the cloud. The industry trends addressed by the Leonardo technologies are revolutionizing the global economy and companies trying to compete in it. Having access to these technologies from their chosen system of record partner SAP, in a way that helps them best leverage their SAP investments, is a win-win if SAP can deliver that 70 to 80% for a fixed price. One would hope that the percentage would increase as SAP sees market success with this approach. Having their leading SI partners at their side will certainly help. CIMdata hopes to see more customers singing the praises of their SAP Leonardo investments at future events.

#### About CIMdata

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

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# Acquisitions

ANSYS Acquires Additive Manufacturing Simulation Leader 3DSIM

15 November 2017

<u>ANSYS</u> announced today that it has acquired 3DSIM, developer of premier additive manufacturing simulation technology. The acquisition of 3DSIM gives ANSYS the industry's only complete <u>additive</u> <u>manufacturing simulation</u> workflow. Terms of the deal were not disclosed.

Additive manufacturing is the fastest-growing engineering market segment. While it has the potential to transform the industrial manufacturing landscape, companies have several hurdles to overcome before they can broadly replace existing manufacturing methods. Printing metal is particularly challenging because it often involves a laser, which optimizes the metal's density for each application. But it can also melt the metal in unexpected ways, causing product failure. Additionally, rapid heating and cooling causes stresses that can deform the product. The combined ANSYS-3DSIM simulation solution will

<sup>&</sup>lt;sup>1</sup> http://www.zdnet.com/article/sap-launches-leonardo-iot-tools-digital-business-services/

mitigate those risks, leading to stronger, yet lighter components in the future.

Headquartered in Park City, Utah, 3DSIM develops powerful simulation software for metal additive manufacturing. 3DSIM's software tools empower manufacturers, designers, materials scientists and engineers, to achieve their objectives through simulation-driven innovation rather than physical trial and error. Customers include aerospace and automotive OEMs, parts manufacturers, metal additive manufacturing machine producers and leading research labs.

3DSIM's products include exaSIM, an easy-to-use tool developed specifically for machine operators and designers for additive manufacturing-developed parts. exaSIM provides unparalleled predictions to identify and address residual stress, distortion and build failure, enabling users to achieve part tolerances and avoid build failures without physical experimentation. Another product, FLEX, enables engineers, analysts and researchers to dial in the best process parameters for a particular additive manufacturing machine and material combination. That leads to the highest level of part integrity and predicts microstructure and properties before building the part.

"Additive manufacturing is changing the way companies are bringing products to market, and 3DSIM is helping to lead the way through its innovative solutions," said Shane Emswiler, ANSYS vice president and general manager. "By bringing exaSIM and FLEX onto our Workbench platform, ANSYS can offer customers the only end-to-end additive manufacturing simulation workflow available. That will spark innovation, speed time to market and reduce manufacturing costs for our customers across industries."

"We are excited to become part of the ANSYS family with its nearly 50-year history of helping customers realize their product promise," said 3DSIM CEO Brent Stucker. "Combining 3DSIM's leading additive manufacturing technology with ANSYS engineering simulation solutions will be a win-win for our customers and the entire industry."

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## Dassault Systèmes Successfully Completes Tender Offer for Exa Corporation

17 November 2017

<u>Dassault Systèmes</u> today announces the completion of the cash tender offer by its wholly owned subsidiary, 3DS Acquisition 3 Corp., to purchase all of the issued and outstanding shares of common stock of Exa Corporation ("Exa") at an offer price of \$24.25 per share in cash, without interest, subject to any withholding of taxes required by applicable law. The tender offer expired at midnight (end of the day), New York City time, on November 16, 2017.

The depositary and paying agent for the tender offer has advised that, as of the expiration of the tender offer, 12,383,691 shares of common stock of Exa were tendered pursuant to the tender offer, representing approximately 71% of the issued and outstanding shares of common stock of Exa on a fully-diluted basis (as determined pursuant to the merger agreement). In addition, the depositary has received commitments to tender approximately 18,202 shares of common stock of Exa in accordance with guaranteed delivery procedures, which, when combined with the shares tendered and not properly withdrawn from the tender offer, equal approximately 71% of the issued and outstanding shares of common stock of Exa on a fully-diluted basis. The condition to the tender offer that at least one share more than 50% of the issued and outstanding shares of Exa (calculated on a fully-diluted basis (as determined pursuant to the merger agreement)) be validly tendered and not validly withdrawn and all

other conditions to the tender offer have been satisfied. Accordingly, 3DS Acquisition 3 Corp. has accepted for payment and will promptly pay the depositary for all validly tendered shares.

Dassault Systèmes expects to complete the acquisition of Exa later today through a merger under Section 251(h) of the General Corporation Law of the State of Delaware (the "DGCL"). All remaining shares of Exa common stock not tendered into the tender offer (other than shares of Exa common stock (a) held in the treasury of Exa or owned by any direct or indirect wholly owned subsidiary of Exa, (b) owned by 3DS Acquisition 3 Corp., Dassault Systemes Simulia Corp. or any direct or indirect wholly owned subsidiary of Dassault Systemes Simulia Corp., and (c) in respect of which appraisal rights are perfected in accordance with Section 262 of the DGCL) will be canceled in the merger and converted into the right to receive \$24.25 per share in cash, without interest, subject to any withholding of taxes required by applicable law, which is the same price that was paid in the tender offer. Following completion of the merger, shares of Exa common stock will no longer be listed on the NASDAQ Global Market.

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### NTT Communications to Acquire Secure-24, Leading Provider of Managed Services in U.S.

13 November 2017

NTT Communications Corporation and Secure-24 Intermediate Holdings, Inc. announced today that their respective shareholders entered into a definitive agreement on November 13 (Japan Standard Time), pursuant to which NTT Com will wholly acquire Secure-24.

The demand for managed services is growing steadily worldwide and managed-IT services, one of Secure-24's core businesses, are expected to see especially significant growth in the U.S. market.

Secure-24 specializes in delivering effective, comprehensive managed services that leverage proprietary, highly automated operation tools. Its clients represent Fortune 1000 companies in sectors including manufacturing, finance, pharmaceuticals, healthcare, insurance, government, transportation and more.

NTT Com will leverage Secure-24's extensive portfolio of managed application and database services, including SAP, SAP HANA, Oracle, Hyperion, JD Edwards, Microsoft, Epic, custom, industry and other mission-critical applications.

Secure-24 is structured for continued growth, fueled by an in-house training academy that builds engineers from a mid-to-long-term perspective. In addition to over 100 industry and partner awards and acknowledgements, Secure-24 has been named one of Computerworld's 100 Best Places to Work in IT for five consecutive years.

NTT Com and NTT Group companies including Dimension Data expect to combine Secure-24 services with NTT Group capabilities such as cloud to enhance their ability to meet hybrid IT requirements with high-quality managed services that are increasingly in demand worldwide.

"This acquisition brings the unparalleled service levels, application expertise, security and compliance support of Secure-24 to the global NTT community," said Mike Jennings, CEO of Secure-24.

Going forward, NTT Com will continue supporting the business transformation of customers by steadily enhancing its IT functions and systems, including for evolving applications on cloud platforms, and thereby satisfy expanding needs for diverse, global managed services.

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# Company News

#### AEC Excellence Awards Winners Announced

14 November 2017

The 2017 AEC Excellence Awards winners were revealed today at <u>Autodesk University 2017</u> in Las Vegas. The <u>2017 AEC Excellence Awards competition</u> recognizes global projects that embrace connected BIM (Building Information Modeling) technologies and sustainable design in the AEC (Architecture, Engineering, and Construction) industry. This year's competition received 145 submissions representing more than 30 countries, indicating that around the world, innovation in building design and construction is thriving.

The 2017 AEC Excellence Awards were co-sponsored this year by <u>Autodesk</u>, <u>HP</u>, <u>Construction</u> <u>Dive</u> and <u>Smart Cities Dive</u>. The independent panel of judges selected the winning projects in the categories of Sustainability, Infrastructure, Building, and Construction.

"With their bold imaginations and the right tools in hand, the winners of this competition are creating lasting monuments to the ingenuity of humankind," said Nicolas Mangon, Vice President AEC, Business Strategy and Marketing at Autodesk. "I applaud each of the winners and finalists for sharing their vision and demonstrating the future of making things in the built world around us."

Please <u>click here</u> to see a list of winners with accompanying images.

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## Altair Awarded Cray's 2017 Supplier of the Year at SC17

15 November 2017

Altair Engineering Inc. is Cray's winner of the 2017 Supplier of the Year award and the first software company to be awarded this honor. It is a testament to its continued collaboration with Cray and its commitment to integrating PBS Professional, its market-leading HPC software solution, with Cray supercomputers to optimize overall performance for compute-intensive environments. The award was presented during the 2017 Supercomputing (SC17) conference in Denver, Colorado.

"We are pleased to recognize Altair as this year's 2017 Supplier of the Year for their commitment to HPC, and we're excited to honor Altair as an outstanding supplier," said Brian Henry, Executive Vice President and Chief Financial Officer of Cray, who oversees Cray's supply chain and manufacturing organizations. "This award represents excellence in the supercomputing industry and Altair has demonstrated their commitment to providing leading solutions to the HPC industry."

Cray and Altair's development teams work closely together to ensure PBS Professional supports Cray's latest innovations. The teams have worked extensively to validate and certify PBS Professional on Cray's unique architecture to ensure customers have the most robust, stable, and highest-performing

HPC systems. In early 2015, the collaboration was elevated to an OEM relationship that allows Cray to easily and cost effectively bundle PBS Professional as Cray's preferred workload management solution for Cray's supercomputers and clusters. Their common customers benefit from Cray's ability to easily deliver unique, integrated technologies such as DataWarp I/O acceleration and application power management.

"Altair is honored to have been named 2017 Supplier of the Year by Cray. This recognition means a lot to us, as our relationship has spanned more than 15 years and together we work hard to bring best-inclass solutions to our customers," said Sam Mahalingam, Chief Technical Officer of Altair. "Altair's vision is to transform product design and organizational decision-making by applying simulation, optimization, and high-performance computing throughout product lifecycles. Collaborating with leading organizations like Cray helps us move the HPC industry forward by providing better solutions for end users."

Altair's PBS Professional is an industry-leading workload manager and job scheduler and the flagship product within the PBS Works suite. The suite also includes PBS Access, an intuitive HPC portal for users to submit and monitor jobs, as well as PBS Control, a powerful command center for administrators to manage and optimize HPC resources. PBS Professional provides the power, flexibility, security, scalability, and reliability users need to manage their complex HPC infrastructures on premises, in the cloud or in hybrid environments. The software is widely used by both commercial and public-sector customers.

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## Autodesk and Esri Partnering to Advance Infrastructure Planning and Design

15 November 2017

Autodesk, Inc. and Esri, Inc. today announced the start of a new relationship to build a bridge between BIM and GIS mapping technologies. Together Autodesk and Esri plan to enable a broad range of industries to gain better context by visualizing data of the man-made world, the environment, citizens and the networks that weave it all together.

"It is important to consider the needs of future generations during the design and building of projects today," said Jack Dangermond, President, Esri. "The benefits of partnering with Autodesk will include securing sustainable resources for the growing population, a responsible human footprint on our natural environment, better use of our planet's resources and more resilient cities."

For infrastructure owners around the world, both public and private, enabling BIM and GIS mapping software to more seamlessly work together will optimize their ability to plan, design, build and operate infrastructure assets saving precious time and money. Improving the integration of Esri and Autodesk software has the potential to dramatically decrease workflow times.

"Partnering with Esri is intended to combine the power of BIM and GIS mapping which will enable our shared customers to build anything, anywhere," said Andrew Anagnost, CEO, Autodesk. "Our goals are to provide industry and city planners the ability to design in the context of the real world. This will allow communities to build more connected, resilient cities, and infrastructure with a focused eye on sustainability."

Autodesk and Esri plan to work together to better integrate their respective technologies, allowing industry professionals to synthesize information from both BIM and GIS to enable a more connected infrastructure. Benefits are expected to include unprecedented reductions in permitting through improved stakeholder engagement, more sustainable and resilient design through enhanced project insight, and reduced risk via improved end-to-end flow of materials, resource availability and scheduling during construction.

"I'm thrilled to learn of the Autodesk and Esri strategic partnership," said John Kizior, Global Director, Project Technologies. "At AECOM, we value innovative spirit, and I'm optimistic that this new strategic partnership will produce dynamic software synergies. The combined technology sets has the potential to provide new ways of connecting information across the project lifecycle to the benefit of our clients."

The world is expected to add 2.5 billion more people in the next 30 years, 70 percent whom will reside in urban areas, putting extraordinary pressure on already strained infrastructure resources and requiring an infrastructure spend of US\$3.3 trillion per year. To meet these challenges, the public and private sectors must find ways to streamline the entire transportation and infrastructure building lifecycle. The planned improvements to the integration of Esri and Autodesk software will change the way we build our future. It establishes a readiness to Make Anything, Anywhere – with The Science of Where.

This vision was announced by Andrew Anagnost and Jack Dangermond at Autodesk's annual flagship user event, Autodesk University, in Las Vegas, Nevada. To learn more, please visit the <u>Autodesk and Esri collaboration page</u>.

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## Autodesk Moves to Upskill Industry Workforce to Thrive in the Age of Automation

14 November 2017

<u>Autodesk, Inc.</u> has formed a new partnership with Village Capital to fund the creation of their workforce development and transition initiative, focused on entrepreneurship, job training, and upskilling in a world of automation. The company is also teaming up with <u>LinkedIn Learning</u> to offer free access to more than 40 courses in multiple languages, relevant to the architecture, infrastructure, construction, and manufacturing industries.

Technology can accelerate solutions to our most pressing problems, such as anticipated global population growth of 30 percent by 2050, but only if people are prepared work with machines in new ways. These are the latest moves in Autodesk's efforts to prepare the workforce to thrive in a future that will require people to make and build more, do it better, and with less negative impact on the world.

## Village Capital Initiative to Support Workforce Development

Autodesk Foundation will fund and support a new initiative from Village Capital to catalyze ventures using automation to positively impact the development of the workforce. This initiative seeks to identify and nurture early-stage companies harnessing artificial intelligence and robotics to positively impact the workforce through increased efficiency, augmentation, and upskilling. The initiative will culminate in a one-day forum with Autodesk Foundation and Village Capital. The intent of this forum is to gather an elite group of early-stage companies leveraging artificial intelligence (AI), robotics, and automation to free up workers to engage in work activities that require higher-order thinking and augment existing workforces in industries where there are labor shortages, such as caregiving and manufacturing.

Village Capital finds, trains, and invests in entrepreneurs solving real-world problems. They build communities around entrepreneurs and their ventures to improve opportunities for growth and success.

## LinkedIn Learning Unlocks More Than 40 Industry Skills Courses

In collaboration with <u>LinkedIn Learning</u>, an online learning platform that combines Lynda.com's world-class content with the power of LinkedIn's network, more than 40 courses relevant to the architecture, infrastructure, construction, and manufacturing industries, including courses on leading Autodesk software, will be unlocked for 90 days from the announcement on Tuesday, November 14. These courses train the in-demand skills needed for the artificial intelligence and automation-enabled future of work. Courses range from construction management, to product design and certification prep, and are available in 5 languages including English, Spanish, French, German, and Japanese. More details and a full list of the free courses can be found on the <u>LinkedIn Learning blog</u>.

"In an increasingly automated world, technology companies, including Autodesk, have a responsibility to help workers gain the new skills that allow them to take advantage of, and participate in, the future of making things," said Andrew Anagnost, president and chief executive officer of Autodesk. "That's why we're excited to announce two new initiatives at Autodesk University, with partners LinkedIn Learning and Village Capital, that will help people embrace automation to grow their careers and solve more complicated problems."

#### **Autodesk's Learning Ecosystem**

Autodesk currently offers a multitude of resources to help students and professionals engage in continuous learning to advance their careers in industries augmented by automation. The company is helping to prepare an industry ready workforce by equipping them with the real-world design tools, content, training, and curricula to solve real-world challenges and upskill for the jobs of tomorrow. Resources include free software, events and facilities, and online curricula. See the attached infographic for data on each of these programs:

- Free software for students, educators, and entrepreneurs
- Global Autodesk University events, a series of conferences and a free online learning destination focused on inspiring, challenging and energizing Autodesk software users, partners, and industry leaders about the future of design and engineering
- Extensive global network of Autodesk Authorized Training Centers, helping learners prepare for certification
- Design Academy, an online, learning content collection of lessons, projects, curriculum support materials and student profiles that helps educators introduce students to the world of design with free, hands-on supplementary projects and course materials that facilitate the teaching of design
- Design for Industry, which offers students an opportunity to show off their design skills in thematic challenges, judged by industry professionals who are experts in fields related to the theme
- Instructables content for educators, plug and play hands-on projects to help educators supplement their curriculum with the best projects we have to offer
- Autodesk Student Expert Network, which connects students who are passionate about design and Autodesk products with like-minded peers, and enables peer-to-peer brand advocacy

- Free software access to Fab Labs worldwide
- Autodesk Sustainability Workshop, a free online knowledge base that teaches the principles and practice of sustainable design

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## Customer Flies to Vietnam Trade Show to Sign with Cabinet Vision

14 November 2017

The market-leading woodwork CAD/CAM solution, Cabinet Vision, was introduced into Vietnam at the country's Wood 2017 trade fair – and a customer flew in from the Philippines on the opening day to sign a deal to take the software.

Graham Rutter, General Manager with Cabinet Vision South East Asia, said it had been "a great start" to the show, and to Cabinet Vision's presence in the region. "The quality of the visitors was exceptional — we signed up a number of orders, and took some very strong leads to follow up after the show."

He says they also carried out several one-on-one product demonstrations, and several visitors returned to the booth later in the show, with other staff members from their companies to show them the software.

"We expect this to be a very strong area for Cabinet Vision's products and services, as it's the most widely used software in the world for the manufacture of furniture, joinery and kitchen cabinets. Users can go from 3D presentations right through to manufacture in moments. And its CAM module, Screen-To-Machine, generates NC code for almost every type of woodworking CNC machine on the market, so there is no need to go through third-party software applications.

"Vietnam Wood 2017 was the ideal showcase for us to work alongside the Alphacam South East Asia reseller, where we demonstrated how both Alphacam and Cabinet Vision can help woodworking companies take their businesses to the next level."

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## Dassault, ASG expand partnership in Australia

16 November 2017

Dassault Systèmes and ASG Group Limited (ASG) are expanding their existing business partnership for ASG to bring better system integration competencies to address customers' business challenges in Australia.

ASG will undertake an active role in helping local companies deploy Dassault Systèmes' 3DEXPERIENCE platform and adapt digital capabilities to meet the challenges and opportunities of smart manufacturing adoption by leveraging ASG's Analytics and Cloud Managed Services. With the expanded partnership, companies will have access to a trusted team of advisors for a complete digital transformation service, from infrastructure and managed services, through to business and IT advice and solution implementation.

Dassault Systèmes' 3DEXPERIENCE platform and industry solution experiences are used across 12

industries to address product and process innovation, advanced manufacturing and supply chain processes such as product quality, systems engineering, digital collaboration, regulatory compliance, intellectual property protection, governance and operations management.

"At Dassault Systèmes, our business partners are recognised professionals as well as experts in our solutions and in the industries we serve. We believe ASG shares our vision of the value of the 3DEXPERIENCE platform in driving innovation and enabling business transformation. Together, we look forward to fostering a long-term growth strategy for Australia," said Sox Konno, managing director AP South, Dassault Systèmes.

"At ASG, we rigorously evaluate our partnerships to ensure that we deliver the most effective solutions for our customers. We are delighted to be working with a company of Dassault Systèmes' international standing. The strong partnership we have today illustrates our commitment to continue to innovate and explore new opportunities particularly in the defence, manufacturing and infrastructure sectors," said Ian Campbell, ASG deputy chairman.

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## Dassault Systèmes Announces Extension of Tender Offer for All Outstanding Shares of Exa Corporation

10 November 2017

Dassault Systèmes today announces that its wholly owned subsidiaries, Dassault Systemes Simulia Corp. ("Parent") and 3DS Acquisition 3 Corp. ("Purchaser"), have extended the expiration date of the previously announced cash tender offer to purchase all of the issued and outstanding shares of common stock of Exa Corporation ("Exa") to 12:00 midnight (the end of the day), New York City time, on November 16, 2017, unless further extended. The extension allows for the expiration of the four (4)-week statutory waiting period contemplated by Sections 11(1) or 11(1a) of the Austrian Cartel Act (Kartellgesetz) in Austria, which is scheduled to expire no later than midnight (the end of the day) Central European Time on Thursday, November 16, 2017. The tender offer was previously scheduled to expire at 5:00 P.M., New York City time, on November 9, 2017. Parent and Purchaser expect the tender offer will be consummated promptly following the expiration date (as extended hereby), subject to the satisfaction of the remaining closing conditions.

The depositary and paying agent for the tender offer has advised Purchaser that, as of 5:00 P.M., New York City time, on November 9, 2017, 10,900,791 shares of common stock of Exa were tendered pursuant to the tender offer, representing approximately 62% of the issued and outstanding shares of common stock of Exa on a fully-diluted basis (as determined pursuant to the merger agreement). In addition, the depositary has received commitments to tender approximately 81,097 shares of common stock of Exa in accordance with the guaranteed delivery procedures, which, when combined with the shares tendered and not properly withdrawn from the tender offer equal approximately 63% of the issued and outstanding shares of common stock of Exa on a fully-diluted basis. Stockholders who have already tendered their shares of common stock of Exa into the tender offer do not have to re-tender their shares or take any other action as a result of the extension of the expiration date of the tender offer.

In addition, on October 24, 2017, the U.S. Federal Trade Commission granted early termination of the waiting period required by the Hart-Scott-Rodino Antitrust Improvements Act of 1976, as amended (the "HSR Act"), and, on November 9, 2017, the German Federal Cartel Office (the "FCO") issued a

clearance decision under the German Act against Restraints of Competition, both in connection with Purchaser's cash tender offer to purchase all of the issued and outstanding shares of common stock of Exa. The portions of the regulatory approval condition to the tender offer relating to (i) the expiration or termination of the waiting period under the HSR Act and (ii) approval by the FCO have thus been satisfied (but not the portions of such condition relating to the requisite approval in Austria).

The completion of the tender offer is further conditioned upon the tender by Exa stockholders of at least one share more than 50% of the outstanding and issued shares of Exa (calculated on a fully-diluted basis (as determined pursuant to the merger agreement), as well as other important conditions specified in the Schedule TO filed by Dassault Systèmes with the Securities and Exchange Commission (the "SEC") on October 12, 2017.

For more information, visit www.3ds.com/investors/exa-tender-offer.

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## Fast Matching Circuit Software Added to the Altair Partner Alliance

15 November 2017

The <u>Altair Partner Alliance</u> (APA) is pleased to announce the addition of Optenni's Optenni Lab to its software offering. Optenni Lab is a software tool for the synthesis and optimization of matching circuits for multiband, broadband, multi-antenna and tunable antenna systems. Optenni Lab can also be used for demanding radio-frequency amplifier matching problems.

"Matching circuits are key and widely used in the RF chain, where they can have a big impact on the performance of any wireless device, including its range and battery life. Designing and tuning matching circuits can be a tedious task and Optenni Lab offers RF and antenna engineers an intuitive, fast, and easy-to-use matching circuit synthesis and optimization software," said Dr. Jordi Soler, Director of Global Business Development, Electromagnetic Solutions at Altair. "Our fruitful collaboration with Optenni started many years ago, where we have been and still are selling Optenni Lab as a separate tool and licensing to complement FEKO®. Today, we are taking an important step forward by having Optenni Lab join the APA since this will permit Altair customers to run Optenni Lab using HyperWorks Units with no additional licenses required. Altair customers from multiple industries will now be able to leverage this new addition, including consumer electronics and IoT companies, automotive, aerospace, defense, electronics and communications, among other verticals. There is a two-way link between FEKO and Optenni Lab. Customers use FEKO to simulate the impedance data for the unmatched antenna, which is transferred to Optenni Lab to synthesize the optimal matching circuit, considering multiple topologies and using realistic library models from several component vendors. Once the matching circuit is designed, it is transferred back to FEKO and added into the model. Matching circuits for antennas are widely used but Optenni is also useful to design matching circuits for low-noise and power amplifiers and for multiplexer design."

Optenni Lab optimizes matching circuits to maximize the total efficiency of broadband and multiband antennas, taking into account component losses and antenna radiation efficiency. The software also provides matching circuits that optimize the total efficiency in multi-antenna systems, taking antenna coupling/isolation into account. Multiport capabilities are used to maximize the end-to-end transfer of

energy in Bluetooth, RFID, NFC and wireless charging applications. Optenni Lab features unique capabilities specifically engineered for designing and optimizing tunable and switchable matching circuits providing optimal values for both fixed and tunable matching components so that the best efficiency is obtained on all the desired operation bands. In designing matching circuits for low-noise amplifiers and power amplifiers, the user can specify the optimal target impedances for best noise, power, or efficiency performance – including the impedances at harmonic frequencies. Optenni Lab also speeds up the design of quadplexers and higher N-plexers in modern multiband front-end modules for mobile devices.

"Optenni Ltd. has collaborated for many years with the FEKO development and sales teams to support and sell an easy-to-use complete solution for matching circuit design for antenna applications," said Jussi Rahola, Optenni CEO. "We are happy to join the Altair Partner Alliance as we see it as a strategic partnership to boost our sales to large international companies through the Altair sales network."

Optenni Lab is typically used in the design of handheld device antenna systems - smartphones, tablets etc. - and in the automotive industry for radio transceiver unit's antenna design. The antennas are often integrated into the device cover or printed circuit board, and the geometry and ground planes are thus usually restricted by the mechanical design. In an efficient design flow, the antenna geometry is optimized together with the matching circuit, using electromagnetic (EM) simulator and Optenni Lab cooperatively. Before implementing the matching circuit, one can easily adjust the possible EM simulation inaccuracies by carrying out a prototype measurement and using the measured data in the matching circuit synthesis. This way one can alleviate the EM modeling accuracy requirement and adapt to last-minute changes in device mechanics, materials etc.

As a specific example, the demand for high data rates on smartphones requires implementation of antenna tuners, and Optenni Lab is specifically engineered to optimize them. Optenni Lab is also gaining popularity in wireless infrastructure design, namely in the design of radio-frequency (RF) power amplifier (PA) output matching circuits, employed e.g. in cellular network base stations. Proper output matching circuit design can increase the amplifier efficiency by several percentage units, which is directly related to the operational costs through reduced power consumption and better coverage. Optenni Lab can greatly speed up the critical matching section design.

An <u>introductory webinar</u> for Optenni will be held on November 29 at 10 a.m. EST. For more information about the software, please visit the product page for <u>Optenni Lab</u>.

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# Indian Register of Shipping announces the launch of Centre of Excellence in Maritime and Shipbuilding (CEMS)

17 November 2017

Indian Register of Shipping (IRClass) has announced the formation of a special purpose vehicle – 'Centre of Excellence in Maritime and Shipbuilding' (CEMS) in association with Ministry of Shipping and Siemens.

In view of demand of various industries within the maritime sector, the current market scenario and the

effect and needs of Sagarmala projects (to bridge the skill gap and for up skilling of the current workforce) the need for a Centre of Excellence (COE) in shipbuilding and maritime sector was strongly felt.

The Centre of Excellence will primarily cater to the need for design of commercial ships in India for seagoing, coastal and inland waterways operation. This would support various Indian shipyards for their ship design needs for basic design and detailed working design for production. The centre will also study the market needs and develop appropriate ship designs catering to the requirements for the development and growth of Indian shipping considering the needs of ship owners and operators in the country.

CEMS will deploy an industry-relevant skill development program, and equip students with employable engineering and technical skills in the areas of Ship Hull Design, Ship Detailed Design, Shipbuilding & Maintenance, Repair & Overhaul (MRO), Product Lifecycle Management (PLM), and advanced digital manufacturing-factory concepts.

The Centre of Excellence will have two campuses – one at IRS Mumbai and the other at IMU Vishakapatnam. The physical infrastructure already exists at both the campuses and only minor changes and upgrades are required. By using the existing buildings and other infrastructure facilities, the COE would create world-class lab infrastructure.

The COE aims to provide 50 courses across 18 specializations; covering 770 modules out of which 270 will be tools and algorithm based courses while 500 will be process and sector based.

Executive Chairman Mr. Arun Sharma said today: "For IRS it is a watershed moment to be entering the area of skill development in Maritime and Shipbuilding, both synergistic and complementary. We are proud to be partnering both Government of India and Siemens. We look forward to create something world class."

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# Materialise and SYNNEX Deliver All-in-One 3D Printing Package for Large Scale Manufacturing 16 November 2017

Materialise and SYNNEX have signed an agreement that will deliver a complete 3D printing package for large scale 3D printing operations.

"This partnership is a win for the 3D printing industry in making technology easier to acquire for manufacturers," said Bryan Crutchfield, Vice President and General Manager Materialise North America. "SYNNEX customers will now have easy access to Materialise's software, the backbone of the industry, to optimize their 3D printing operations. The agreement will also streamline the sales process for customers seeking to purchase a complete 3D printing solution for their manufacturing needs."

This new agreement will allow SYNNEX to sell Materialise software bundled with HP Multi Jet Fusion printers, providing multiple benefits for the end user. Having a one-stop solution to purchase both Materialise software and HP printers enables users to take full control of their 3D printing process from data preparation through production of a quality 3D printed part. It also gives customers access to the Materialise HP Build Processor, which provides a seamless integration between the Materialise Magics

3D Print Suite for data preparation, and the HP Jet Fusion 3D printer.

"This strategic relationship with Materialise allows SYNNEX to provide the critical production software element for our authorized HP 3D Multi Jet Fusion resellers, making SYNNEX the complete solutions provider in high-growth additive 3D print markets," said Scott Barker, Senior Vice President, PRINTSolv Wide Format, SYNNEX Corporation. "SYNNEX is excited to join with Materialise in solving the 3D printing puzzle for resellers ready to capitalize on additive 3D print solutions for manufacturing and production."

With 27 years of experience, Materialise has become the partner of choice for companies interested in the benefits of 3D printing, always there to move the industry forward. Global partners rely on Materialise's technical expertise and neutral technology to implement end-to-end solutions for their customers.

For more information about Materialise 3D printing solutions and the SYNNEX partnership visit booth #C48 during the formnext conference, held November 14-17 in Frankfurt, Germany or visit <a href="http://www.materialise.com/en/events/corporate/formnext">http://www.materialise.com/en/events/corporate/formnext</a>.

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## OpenText Joins Dell EMC Select Partner Program

16 November 2017

OpenText<sup>TM</sup> today announced that it has signed a definitive reseller agreement with Dell EMC establishing OpenText as a reseller partner within Dell EMC's Select Partner Program. The agreement initially includes OpenText InfoArchive® to help enhance Dell EMC offerings focused on IT transformation. This combination paves the way to help enterprise customers modernize and transform IT infrastructures. InfoArchive will be immediately available through Dell EMC's sales channels.

OpenText InfoArchive and Dell EMC's services and storage solutions enable enterprises to securely manage legacy information from multiple applications and sources, without the requirement to maintain expensive legacy applications.

"A modern digital strategy enables enterprise customers to simplify IT, reduce operational costs, streamline compliance and deliver business insight," said Adam Howatson, CMO, OpenText. "A major roadblock to realizing complete digital transformation of an organization is the enormous volume of data and content contained in legacy systems."

"The agreement between OpenText and Dell EMC is the first stage of a dynamic and growing relationship between the two companies. The combination of OpenText's leading EIM platform, and Dell EMC's leading storage services and solutions, will enable our customers to meet and exceed their digital transformation goals," said Howatson.

"We are excited to partner with OpenText to deliver an archiving platform to support our customers' application transformation requirements," said Mike Arterbury, Vice President, Technology Alliances, Dell EMC. "We look forward to working closely with OpenText to engage in opportunities where we can maximize our collective resources to solve customer problems."

OpenText InfoArchive enables enterprises to target applications suitable for archiving and retirement, and manage all associated structured and unstructured information. InfoArchive can assist enterprises in

the requirement to retain legacy and past-era applications, while providing continuous access to valuable data and information, and ensure compliance with governance and retention policies. InfoArchive works with Dell EMC's storage platforms such as Isilon and ECS, and Dell EMC's Application Archiving and Retirement Service, to enhance customer compliance, accessibility and information analytics capabilities.

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## NEC Corporation of America Names Masahiro Ikeno Its New President & CEO

### 13 November 2017

NEC Corporation of America today announced a change in executive leadership at the CEO level.

NECAM named Masahiro (Mark) Ikeno as its new President and CEO. He previously led NEC's EMEA operations, where as President and CEO he oversaw activities for all NEC subsidiaries in Europe, Middle East, and Africa. Prior to his EMEA assignment, Mr. Ikeno worked closely with NECAM as VP of the Global Business Unit and General Manager of the Americas and EMEA Divisions. He also worked in the United States from 1994 to 2002 as Director of Business Planning for the Server Division.

"I look forward to the new challenge of leading NEC Corporation of America and helping to create new social value by capitalizing on our advanced AI and IoT assets, including biometrics and recognition systems, as well as enterprise, retail solutions and service provider networking and data center technologies," said Mr. Ikeno. "By strengthening our collaboration with customers and partners, NECAM aims to make valuable contributions to society through innovative solutions and services that drive steady growth throughout the North American market."

Former President and CEO Shinsuke (Shin) Takahashi will now serve as Chairman of the Board for NECAM after nearly five years in the President's role. In addition, he has taken on the newly created position of Head of Government Relations based in Washington, D.C. Mr. Takahashi will be focused on further strengthening NEC's relationships in the U.S. government and other international organizations, such as the World Bank and United Nations.

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## Optomec Enters Global Sales Partnership with Mastercam Advanced Software

10 November 2017

Optomec has entered into a global sales partnership with CNC Software, Inc., the developer of Mastercam, the world's most widely-used CAM software. Optomec will sell and support Mastercam software products along with an additive plug-in tuned for the Optomec LENS process.

The LENS plug-in, which is seamlessly integrated into Mastercam, leverages Mastercam's extensive capabilities including native CAD modeling and importing, multiaxis toolpath generation and visualization, and kinematic analysis providing a robust platform for additive manufacturing functionality. The plug-in also allows users to control the full suite of LENS 3D printing functionality including geometry, toolpath, and processing parameters, slice planes, boundary, and fill parameters enabling multiaxis toolpath generation for additive applications such as rapid prototyping, precision

repair, and graded coatings. The intuitive graphical user interface enables fast learning for operators already familiar with CNC machining, while also fully supporting subtractive, additive, and hybrid workflows.

"Partnering with Optomec allows Mastercam to provide our award-winning technology to a specialized area of the additive market," says Dave Boucher, Director of Product Development, CNC Software, Inc. "The combination of subtractive machining that we have provided for over 35 years, along with newly developed technology to drive metal additive machines, allows Mastercam and Optomec to provide a solution for the hybrid manufacturing market. We are excited to work with Optomec and their LENS technology to provide users with a truly versatile machining solution."

"Optomec is pleased to be partnered with CNC Software, Inc., the developers of the world's most widely-used CAM software for the past 23 years," said Ken Vartanian, VP Marketing for Optomec. "The LENS plug-in provides a natural pathway for machinist to extend Mastercam functionality for additive and hybrid manufacturing applications."

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# PTC Unveils Reality Lab to Advance Adoption of and Exploration of New Applications for Augmented Reality

16 November 2017

PTC today announced the unveiling of Reality Lab, a test center led by researchers who will create applications that leverage augmented, virtual, mixed, and physical realities with the purpose of improving people's interactions with their physical environments. The lab will apply human-centered design and human-computer interaction to new technology, empowering people with more intuitive and practical computer user interfaces for managing the next generation of networked computer systems.

An early believer in the potential of AR for industrial use cases, PTC acquired the industry's most advanced and widely adopted Vuforia® AR technology platform for custom development in 2015. Since then, PTC has leveraged Vuforia to expand the capabilities of its market-leading ThingWorx® Industrial Innovation Platform. Building on its proven history in helping customers optimize their product design, manufacturing, and service initiatives, PTC is helping to bring the power of AR technology to these traditional business activities with the ability to visualize, instruct, guide, and improve interactions with physical things.

PTC's Reality Lab will be overseen by MIT graduates Valentin Heun and Benjamin Reynolds, who will serve as the lab's chief scientists. While at the MIT Media Lab's Fluid Interfaces Group, the pair cofounded Reality Editor, an augmented reality platform that allows users to link smart objects by simply drawing a line between them on the screen of a smart phone. "PTC is known worldwide for its technological excellence – and a prowess for pushing the frontiers of technology to make the industrial world more efficient," said Valentin Heun, vice president of technology, Office of the CTO, PTC. "We're delighted to become members of the team."

Reality Lab is located in PTC's current headquarters in Needham, Mass. and will be a central feature at its new Boston-based headquarters expected to open in 2019.

"AR connects the wealth of digital data generated by the IoT and digital transformation initiatives with the physical world in which we apply it," said Jim Heppelmann, president and CEO, PTC. "Our new

Reality Lab will enable enterprises to advance the way they serve customers, train employees, design and create products, manage their value chains, and how they compete."

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## SAP Announces Next Wave of SAP Leonardo Centers to Support Digital Innovation

2 November 2017

SAP today said that to help its customers step up their digital innovation journey, it would add eight new locations to its global network of SAP Leonardo Centers.

The new slate of SAP Leonardo Centers are set to open next year in Berlin, China, Johannesburg, Moscow, Seoul, Singapore, Silicon Valley and Tokyo and follow the successful opening of the SAP Leonardo Centers earlier this year in Bangalore, New York, Paris and São Leopoldo. The announcement was made at the SAP Leonardo Live event in Chicago, being held Nov. 2 and 3.

Using SAP's digital innovation system, SAP Leonardo Centers employ design thinking and coinnovation and act as a "front end" for customers and partners to accelerate their digital innovation journey.

"SAP Leonardo Centers provide a creative environment for digital inspiration and co-innovation for SAP customers, partners and the broader ecosystem," said Dr. Tanja Rueckert, president of IoT & Digital Supply Chain at SAP. "Our expanding global network will provide the resources for customers not only to learn about new technologies but also, with SAP's help, to rapidly build solutions and redefine their business for the digital era."

These centers are providing businesses with access to SAP's deep knowledge and leading technology capabilities across 25 industries, applied in a live technology-delivery environment. They also serve as hubs for SAP's broader digital technology ecosystem including universities, startups, tech communities and accelerators.

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## Tata Consultancy Services Named Winner of CA Technologies 2017 Partner Award

16 November 2017

Tata Consultancy Services (TCS) has been recognized as a winner of the CA Partner of the Year in the category of Global Marketing Innovation Partner of the Year. The winners were announced at the CA World '17 Partner Awards Ceremony held last night, at the Mandalay Bay Resort & Casino in Las Vegas.

As the winner of CA Technologies Global Marketing Innovation Partner of the Year, TCS was selected for its increased utilization of the CA Partner Advantage Program to drive market momentum and results, expertise to establish shared business and revenue goals to drive a successful partnership mindset and behavior, and its ability to grow joint pipeline and revenue exponentially through markets and sales innovation.

"Together with our partners, we are helping customers remove barriers and accelerate the time from

ideas to outcomes," said John Eldh, Senior Vice President, CA's Global Partner Organization. "Each year at CA World, we celebrate the success of our partners with the CA Technologies' Partner Awards. These awards recognize the efforts and achievements of our partners from across the globe. We are pleased to recognize Tata Consultancy Services for their outstanding contribution to CA and their dedication to customer success."

"Being awarded the Global Marketing Partner of the Year Award by CA Technologies is testimony to the strength of our relationship and the expertise we provide," said Raman Venkatraman, Vice President and Global Head of the Alliance & Technology Unit at Tata Consultancy Services. "We look forward to using this recognition as momentum for continuing to deliver valuable and innovative capabilities."

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## TCS announces Internet of Things digital transformation partnership with Rolls-Royce

15 November 2017

Tata Consultancy Services and Rolls Royce have announced the expansion of their long-standing partnership in order to exploit future data innovation opportunities. The partnership will help Rolls-Royce accelerate its 'Digital First' vision, deliver further value to customers, improve existing services, accelerate development and deployment times and create new areas of growth.

This digital transformation for Rolls-Royce will be supported by TCS' Connected Universe Platform, a platform-as-a-Service (PaaS) offering that accelerates the development and deployment of Internet of Things (IoT) applications. As part of this agreement, TCS, will provide IoT digital platform capability, allowing data to be captured, shared and analysed more quickly across Rolls-Royce so that new products and services can be developed at pace. This will enable Rolls-Royce to use data to innovate within all of its businesses and collaborate more effectively with partners and customers.

Rajesh Gopinathan, Chief Executive Officer and Managing Director, Tata Consultancy Services said: "TCS is honoured to be part of this continuing Digital Transformation journey for Rolls-Royce. TCS' Connected Universe Platform with its Services and Solutions offer a wealth of functionalities that will allow Rolls-Royce to more easily develop, deploy, and launch products and services to the market quickly. Organisations are increasingly building upon a digital foundation to transform their businesses, and TCS is actively guiding our customers to become increasingly more Intelligent, Automated and Agile. TCS continues to be the global technology partner of choice for navigating and taking advantage of the opportunities in the new Business 4.0 era."

Neil Crockett, Chief Digital Officer at Rolls-Royce, added: "This is an example of how we intend to unleash data innovation through collaboration. TCS is an outstanding partner with excellent experience in delivering a flexible and agile platform capability across many different markets. We expect to be able to realise both short-term and long-term benefits through collaboration with partners and customers on the TCS IoT Platform. It will allow us to take advantage of fast-paced data innovation – including accelerating our application of industrial artificial intelligence and a range of other cutting edge breakthrough opportunities."

In addition, TCS and Rolls-Royce will build on their long-standing collaborative partnership by launching a world-class analytics and agile applications capability hub in Bangalore. TCS has also recently opened a new customer delivery centre in Derby, UK dedicated to servicing Rolls-Royce, and

also will be supporting from its Global Delivery Centres Rolls-Royce sites across the UK, Germany, Nordics, Canada, Singapore and India.

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# Tech Mahindra, City of Los Angeles and USC Team Up to Launch L.A.'s First-Ever Smart City Energy Initiative

16 November 2017

Tech Mahindra Ltd. today announced that it has teamed up with the City of Los Angeles and the University of Southern California Viterbi School of Engineering and USC Marshall School of Business on a new community-based digital initiative to help achieve the shared goal of building smarter, more sustainable and energy-efficient cities.

The Community Action Platform for Engagement ("CAPE"), which will be unveiled today at "Innovate LA," is the first digital platform in the U.S. that uses advanced data analytics – including satellite imagery and government energy consumption data – to help jump-start community-led energy projects with the goal of generating significant cost savings for local citizens while reducing CO2 emissions. South L.A. Watts and Bel Air - Beverly Crest neighborhoods have been designated as pilot sites for this program. CAPE, which is part of USC's I3 Consortium, will eventually be expanded to include areas such as housing, community health, public safety and education. Tech Mahindra is a founding member of the I3 Consortium, an open data aggregator designed for developers and data brokers that aims to encourage and accelerate Internet of Things adoption.

The purpose of the new digital platform is to create a marketplace where citizens, community action groups, local authorities and energy suppliers can easily view and select from an array of alternative energy options available in their designated area. Using data supplied by the City of Los Angeles, platform users will be able to identify their neighborhood on a satellite map and discover which alternative energy solutions are available and the potential cost-savings they will receive should they make a switch. Platform participants would then be able to use online forums to recruit their neighbors to create user pools large enough to attract proposals from alternative energy suppliers.

"Tech Mahindra is committed to developing innovative approaches to developing more livable urban centers through informed and effective community collaboration," said Raman Abrol, SVP, Business Unit Head for Americas Communications, Media, Entertainment. "We are thrilled to work with the City of Los Angeles and USC to promote energy efficiency, encourage citizen engagement and lay the groundwork to make our cities smarter and more sustainable. We look forward to working with cities across the country to implement more CAPE programs."

CAPE represents only part of Mahindra Group's commitment to global sustainability. Anand Mahindra, Chairman of Mumbai-based Mahindra & Mahindra, has agreed to co-chair California's Global Climate Action Summit with California Governor Jerry Brown in San Francisco in September 2018.

Since August 2017, CAPE is already empowering community groups and citizens of Milton Keynes, UK to become an energy efficient city and reducing carbon emissions. CAPE Project has won the Smart Cities UK 2017 award under the Housing category – for projects that improve the standard of living for homeowners and to support low cost living.

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## **Events News**

Altair to demonstrate its versatile approach to product design and development at Make the Future Festivals, featuring Shell Eco-marathon, in 2018

9 November 2017

Altair Engineering will support Make the Future Festivals in 2018 by supplying complete licenses for their Computer-aided Engineering (CAE) software to all Shell Eco-marathon (SEM) teams competing in Singapore, California, and London and all Challenger events. 2018 will mark the first year of Altair's global support of SEM, in which students from around the world are challenged to design, build and drive the most energy-efficient car.

Shell Eco-marathon has three annual Tier One events in Asia, the Americas and Europe that take place at Make the Futures Festivals. These festivals are a platform for conversation, collaboration and innovation around the world's energy challenges, and a proof point of the solutions developed when brilliant minds come together. Shell Eco-marathon student participants, industry experts and existing partners have collaborated to drive progress in mobility for over 30 years.

As a leading provider of enterprise-class leading engineering software, Altair has developed HyperWorks®, a simulation driven approach to product design, that enables users to optimise performance across multiple disciplines encompassing structures, motion, fluids, thermal management, electromagnetics, system modelling and embedded systems, while also providing data analytics and true-to-life visualization and rendering.

Altair will provide access to its product design and development software, as well as provide technical support and advice to the Shell Eco-marathon teams. This will enable students to refine the design of their vehicles to make them even more fuel efficient and less energy dependent.

"We are really excited to bring Altair on-board for Make the Future Festivals in 2018," said Norman Koch, General Manager, Make the Future Festivals. "We are convinced that their innovative and versatile products will enable our student teams to maximise the potential of their designs and produce even better results from their Shell Eco-marathon vehicles in 2018 and beyond."

"The Altair CAE suite with its leading edge simulation technology in the fields of light weight design, aerodynamics, safety, manufacturing, electromagnetics and in combination with our passion for motorsports, teaching and technical support fits perfectly well into the Shell Make The Future Festivals. We are delighted to be part of it," said Matthias Goelke, Senior Director - Business Development Academic Markets.

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## ANSYS Discovery Demo Series - Detroit

16 November 2017

As part of the ANSYS Discovery Demo Series, we will be in Detroit on November 16th to share how you can discover product innovation in minutes! Meet, mingle, and make connections with fellow engineers and technical professionals while we discuss design exploration using ANSYS Discovery tools.

Since the demands on today's design engineer to build optimized, lighter and smarter products are greater than ever, using the appropriate design tools is more important than ever. The ANSYS 3-D Design family accelerates product development and brings innovations to market faster and more affordably.

## Topics will include:

- Instant simulation and interactive design exploration provide insight and understanding for rapid product innovation
- High-fidelity simulation for design engineers using advanced ANSYS technology with guided workflow
- Fast and intuitive 3-D Direct Modeling can create, edit and repair geometry for concept design, manufacturing and simulation

Granite City Food and Brewery, Troy MI, 4-6 PM

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## Arrow Electronics and ON Semiconductor to Exhibit IoT Solutions at India IoT Symposium 2017

15 November 2017

Global technology-solutions provider Arrow Electronics, Inc. announced that it will join force with ON Semiconductor to exhibit a range of IoT solutions at the India IoT Symposium held from November 15-16 at Nimhans Convention Center in Bangalore, India. The wide range of solutions spans automotive, energy, retail and more.

Accelerating the move to a smarter and more connected world, Arrow strives to help companies quickly bring a broad range of connected IoT products to market. Arrow's sensor-to-sunset IoT portfolio includes a comprehensive range of hardware components and sensors, development platforms, software tools system integration, data analytics and cloud data platforms, as well as product lifecycle management for assets that have reached the end of their operational life.

"We are excited to introduce our new portfolio of IoT solutions to enterprises and innovators at the India IoT Symposium. We will continue to stay current with emerging technology trends and connect the world's leading technology companies to the right technology to create the right solutions for the future," said Natarajan MM, vice president of sales for South Asia of Arrow's Asia-Pacific business.

"We look forward to working with Arrow in bringing IoT technology to the local market and enabling IoT ecosystem partners, said M. K. Mak, ON Semiconductor regional vice president of Distribution Sales and Marketing Operations. "Our IoT Development Kit (IDK) is a fully configurable platform featuring both hardware and software elements. It provides out-of-the-box solutions that enable design

engineers to evaluate, prototype, and release differentiated IoT products to market faster."

Stop by the Arrow booth G1 to learn more about Arrow's IoT offerings or visit iot.arrow.com.

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## ASCENT Showcases Autodesk Learning Solutions at Autodesk University

13 November 2017

ASCENT- Center for Technical Knowledge will reveal three brand new titles as well as showcase their Autodesk 2018 Learning Guides at booth D316 at Autodesk University 2017 (AU 2017). The new titles, Autodesk Fusion 360 Introduction to Sculpting with T-Spline Surfaces, Autodesk BIM 360 Glue User Fundamentals and Autodesk Revit 2018.1 for Landscape Architecture, will be available for viewing in eBook format. ASCENT will also offer booth visitors a 25% discount code for ASCENT learning materials up until Dec. 31, 2017.

"Working closely with both Autodesk and engineering professionals in architecture, manufacturing, construction and infrastructure, our team understands the role that quality learning resources play in allowing firms to adopt the latest 3D design tools such as Fusion 360 and BIM 360," says Paul Burden, director of product development, ASCENT. "Through demonstrations and practical hands-on exercises, our courseware helps engineers and designers hone their software skills and drive professional development."

In addition to browsing ASCENT's Autodesk 2018 courseware catalogue and new titles, visitors to the ASCENT booth (D316) can check out ASCENT's new 8.5 by 7 inch printed Learning Guides. While the page count and content of the books remains the same, the reduced size increases portability for use in the office, the classroom or on the project site. And with a 36 percent reduction in the amount of paper used to print each book, they are also more environmentally friendly.

## **Autodesk University Classes Featuring ASCENT Subject Matter Experts**

ASCENT experts will be on hand in the booth and will be teaching these classes at AU 2017:

- <u>Jennifer MacMillan</u>, an instructional design project manager with ASCENT who has over 20 years of experience teaching and developing CAD training material will lead: <u>Assemblies:</u> <u>Putting It Together in Fusion 360</u>.
- <u>Michelle Rasmussen</u>, a senior instructional designer with ASCENT and a popular civil engineering industry expert, will share her training, support and implementation expertise in the class: <u>Designing the Smart Way</u>: Fun, Fast, and Easy with InfraWorks.

To connect with either Jennifer or Michelle at Autodesk University, attend their classes, or visit the ASCENT booth (D316).

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## Autodesk University 2017 Celebrates the Future of Making Things

13 November 2017

At its annual flagship user event starting today, <u>Autodesk, Inc.</u> welcomed thousands of architects, designers, engineers and digital artists from around the world to experience the future of making things. Now in its 25th year overall and its third carbon-neutral year, <u>Autodesk University</u> (AU) brings together nearly 10,000 people to learn, network and explore new ways to make buildings, infrastructure, products and entertainment as these industries increasingly converge.

In his first keynote as Autodesk CEO, <u>Andrew Anagnost</u> will share an optimistic industry outlook on work in the age of automation, and how Autodesk will help customers do more, better, with less negative impact on the world.

"The new wave of automation will undoubtedly cause disruptions, but technologies like artificial intelligence and robotics will be far more effective at creating job opportunities and spurring economic growth than many skeptics would have you believe," said Anagnost.

In support of Anagnost's vision, the company will announce several initiatives that will help people around the world to gain new skills and prepare for the jobs and industries of tomorrow. (See Autodesk's <u>newsroom</u> tomorrow for a related announcement.)

In Wednesday's keynote, Senior Vice President Amy Bunszel will discuss how customers can use Autodesk's core products today to take practical steps toward the future of making things, and how the company is supporting that journey. On Thursday, Autodesk executives will provide a glimpse into the future of Architecture, Engineering and Construction (AEC) and Manufacturing. The keynotes will feature special customer guests including Kalitta Motorsports, Skanska and Van Wijnen, all of which are using Autodesk technologies to innovate, rethink the old way of doing things and make their businesses more competitive.

New advances coming to Autodesk's industry <u>collections</u> and cloud platforms, such as <u>Fusion</u> 360 and <u>BIM 360</u>, will also be shared. In addition, Autodesk will announce a number of partnerships this week, including a collaboration with <u>Dropbox</u> utilizing the <u>Forge developer platform</u>. (Posts this week on Autodesk's <u>In The Fold</u> blog will detail the news.)

Throughout the event, Autodesk University attendees will see how their peers are using transformative technologies like generative design, augmented and virtual reality, robotics, additive manufacturing and more. New to the event this year will be the AU Theater featuring eight sets of TED-style talks from industry innovators on topics ranging from Machine Intelligence to Factories of the Future to Climate Change Solutions.

In addition to the keynotes, hundreds of hands-on classes and networking with peers, the conference offers numerous interactive exhibits that bring to life the future of making things. Examples include additively manufactured maritime vessels and parts; construction drones outfitted for high-resolution reality capture; generatively designed aircraft parts and airports themselves; factory floors and office furniture conceived using virtual and augmented reality; and a functioning Hyperloop pod.

The AU exhibit hall layout was generatively designed this year using <u>Project Discover</u> from Autodesk Research to optimize the attendee experience. The software was also recently used for the interior layout of Autodesk's <u>new office</u> in Toronto's MaRS Discovery District.

AU's carbon footprint is being offset this year through a collaboration with <u>BioLite</u>, maker of the ultraclean wood-burning <u>HomeStove</u> that co-generates electricity from the heat of the flame. Thanks to clever design using Autodesk <u>simulation software</u>, each HomeStove reduces emissions by 90 percent and fuel consumption by half. Autodesk's purchase of BioLite carbon credits enabled the manufacture

and sale of 10,957 HomeStoves in Uganda and India, further contributing to the 113,000 tons of CO2 Biolite has offset to date.

This year's flagship Autodesk University event in Las Vegas is supported by Diamond sponsors Dell and HP.

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## COMSOL Congratulates the 2017 Create the Future Design Contest Winners

10 November 2017

COMSOL Inc., is excited to join the winners of the 2017 Create the Future Design Contest at a reception in New York City this evening. COMSOL has been a sponsor of the Design the Future contest for the past 12 years. "We congratulate this year's winners and commend all of the entrants for their participation and efforts," says Bernt Nilsson, Senior VP of Marketing with COMSOL, Inc. "The Create the Future Design Contest inspires innovators to bring their products to market and gain recognition worldwide. This year's entries continued to push the limits of technology."

Together with Mouser and Tech Briefs Media Group, COMSOL awarded the \$20,000 grand prize to a team from Cornell University and Dimensional Energy of Ithaca, N.Y., for developing "HI-Light" Solar Thermal Chemical Reactor, which uses proprietary nanotechnology in a process that mimics plant photosynthesis, which is said to cost-efficiently convert waste carbon dioxide into a valuable, clean liquid fuel. The design team includes Xiangkun (Elvis) Cao, Jessica Akemi Cimada da Silva, David Erickson, Tobias Hanrath, Jason Salfi and Clayton Poppe.

HI-Light was among 1,150 new product ideas submitted in the 15th annual design contest, which was established in 2002 to recognize and reward engineering innovations that benefit humanity, the environment, and the economy.

The Create the Future Design Contest brings attention to product designs that enhance quality of life, improve the efficiency and quality of healthcare, and help to reduce dependence on nonrenewable energy sources. <u>Finalists in seven categories</u> receive a computer and recognition in Tech Briefs magazine's November 2017 issue.

For more information on the Create the Future Design Contest, visit www.contest.techbriefs.com.

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## OpenBOM to Participate at The Factory at Autodesk University in Las Vegas

13 November 2017

OpenBOM will help with the planning, design, and manufacture of a powered speaker. The hands-on program at Autodesk University 2017 will give attendees an opportunity to experience the entire manufacturing process, from concept to finished product, in the exhibition hall.

As part of The Factory Powered by Fusion 360, OpenBOM together with Fusion 360 will streamline the design to manufacturing process by helping designers, engineers and contractors collaborate in real-time and coordinate activities in planning, assembly and procurement.

OpenBOM functionality to be featured in The Factory include:

- "One-click" BOM generation from within Fusion 360;
- BOM sharing & real-time collaboration within the Factory setting;
- Creating and maintaining Part Catalogs; and
- Generating Order BOMs.

Additional OpenBOM features attendees will experience firsthand include simultaneous BOM editing across The Factory, a single browser-based dashboard for easy access and management of BOMs, tracking BOM records and creating and managing BOM revisions along with viewing history of changes and generating change reports. Attendees will also export BOMs from OpenBOM directly to Excel, PDF, and CSV files, as required.

"We are excited to participate in <u>The Factory Powered by Fusion 360 at Autodesk University</u> to showcase the product innovation platform" said Oleg Shilovitsky, CEO and Co-founder of OpenBOM, "extending Fusion 360 with multi-tenant BOM management and inventory control functions will make it easier for users to streamline their product development process." "We are thrilled to have OpenBOM as part of The Factory, which demonstrates the technological leadership of Autodesk Fusion 360 and OpenBOM's unparalleled management of BOMs in the cloud," said Garin Gardiner, Sr. Business Development Manager, Autodesk.

OpenBOM will be featured in <u>Booth #E402e</u> in the exhibition hall within the Product Innovation Factory.

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## Implementation Investments

## Afero and D-Link Partner to Bring Secure Smart IoT Products to Market

15 November 2017

Afero announced today a partnership with D-Link. A global leader in networking and communications products for the home and enterprise, D-Link has selected the Afero IoT Platform<sup>TM</sup> to bring a new class of secure smart products to market. "We are especially happy to be working with Afero... The D-Link Smart Water Sensor system leverages the Afero IoT Platform for its security, reliability, and ease-of-use," stated Jack McGuigan, VP of Sales at D-Link. In addition to the elegant onboarding, Afero provides a scalable, cloud platform for an array of solutions to address the needs of insurance customers."

"For over 30 years, D-Link has delivered award-winning communication solutions to the home and to the enterprise," said Afero CEO Joe Britt. "We are tremendously excited that D-Link has partnered with us to combine our technology innovation with their trusted brand, which will enable their customers, both enterprise and consumers, to onboard devices quickly and deploy rich IoT solutions easily and rapidly."

Afero and D-Link uniquely remove friction and complexity around both endpoints and services, supporting rapid and secure connected product and service deployments.

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## BRM Aero Uses Dassault Systèmes Technology to More Efficiently Design Its Bristell Airplanes

15 November 2017

<u>Dassault Systèmes</u> announced that <u>BRM Aero</u>, a developer of ultralight and light sport airplanes, is using the "<u>Engineered to Fly</u>" industry solution experience on the cloud to more efficiently design and develop the structure of its <u>Bristell</u> airplanes.

"Engineered to Fly," based on the 3DEXPERIENCE platform on the cloud, provides BRM Aero with capabilities for 3D modeling and simulation of folded and unfolded representations of sheet metal part surfaces. BRM Aero can explore workable concepts for detailed design, enrich them with complex shapes, and check their manufacturing feasibility. In a unified digital environment, its team can collaborate in real time and reduce cycle times and changes late in the engineering process, with full data traceability and secured intellectual property.

"Engineered to Fly" is tailored for smaller operations seeking to improve productivity from a bid to the delivery of a part or system. It features applications for each major commodity class, including sheet metal. It also offers the benefits of the cloud: quick, easy deployment and scalability as a business' needs evolve.

"We are now successfully manufacturing and assembling our airplanes with the new sheet metal parts developed using Dassault Systèmes' 'Engineered to Fly' on the cloud," said Milan Bříštěla, CEO, Founder, BRM Aero. "This is more than just a design tool, this is a business decision. We can create and manage projects with one full 3D product definition and protect our company data with a low total cost of ownership. For a company of our size, these are important factors for completing successful programs."

"The aerospace industry is going through a resurgence of innovation, and companies of all sizes are seeking far more comprehensive and sophisticated technology to drive their competitive advantage," said Michel Tellier, Vice President, Aerospace & Defense Industry, Dassault Systèmes. "The 3DEXPERIENCE platform on the cloud addresses the end-to-end process for mechanical, composites, mechatronic systems and sheet metal design. Smaller companies have the flexibility and efficiency to work on large assemblies, design right the first time and win more opportunities."

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# Global Industrial Machinery Manufacturer the Japan Steel Works Selects Aras to Improve Product Data Management

14 November 2017

Aras ® today announced that the Japan Steel Works, Ltd. (JSW), a global industrial machinery manufacturer, selected the Aras Innovator® platform to improve product data management. JSW will better manage 3D product data to ensure interoperability and efficiency for the engineering and manufacturing of plastic production and processing machinery as the mainline of their industrial machinery products.

JSW selected Aras Innovator to achieve the following:

• Ensure that accurate, up-to-date information can be viewed by all users during design reviews,

engineering changes, defect investigations, and other processes.

- Provide integrated access to product data.
- Better control costs due to availability of the platform via subscription pricing.

The Aras PLM Platform will be implemented as an iCAD data management system to streamline the design and improve the quality of data management and will replace previous use of Windows folders for data management.

JSW initially worked with DIGITAL PROCESS LTD. (DIPRO) to assess the most effective approach to manage iCAD data. DIPRO applied their expertise in engineering to the project, drawing on their knowledge of technologies related to PDM/PLM.

"The Aras platform offers JSW powerful data management capabilities to ensure that engineers are accessing the correct information, helping to avoid errors and eliminate delays," says Peter Schroer, Founder and CEO of Aras. "Japan Steel Works has made an important step in improving the overall effectiveness of their product development process."

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## I&C Energo Selects Dassault Systèmes to Improve Its Capital Projects

15 November 2017

<u>Dassault Systèmes</u> was selected by <u>I&C Energo a.s.</u> to help it transform its engineering services in the European energy sector. I&C Energo is deploying Dassault Systèmes' "<u>Capital Facilities Information Excellence</u>" industry solution experience to efficiently manage documents, projects and configuration related to the engineering, construction, maintenance and optimization of power plants and other industrial facilities.

The deployment, which follows I&C Energo's two-year evaluation of market solutions, is aimed to strengthen I&C Energo's international business by mitigating the industry's increasing schedule and budget pressures. Based on Dassault Systèmes' 3DEXPERIENCE platform, "Capital Facilities Information Excellence" provides a single source of information in a unified digital environment for comprehensive, real-time visibility on project activities. I&C Energo's design and commissioning teams can seamlessly collaborate on project specifications, industry regulations compliance and project governance, while quickly making decisions that reduce the risk of late or inaccurate changes.

"As part of our vision to be an international leader in our field, the unified management of project documentation, schedules and reporting for large projects will bring us a competitive advantage," said Jan Krška, CSO, member of the Board of Directors, I&C Energo. "Dassault Systèmes evaluated our needs not just from a technical standpoint, but from a business standpoint. The 3DEXPERIENCE platform will help us to improve and scale our business."

"Companies that engineer, build, or operate capital facilities need agility and efficiency to differentiate their market offering while minimizing their risk exposure," said Thomas Grand, Vice President, Energy, Process and Utilities Industry, Dassault Systèmes. "Using the 3DEXPERIENCE platform, I&C Energo can rely on consistent information to adhere to standards, improve asset quality and safety, and reduce project-related time and costs, resulting in a better experience for its customers."

"Capital Facilities Information Excellence" is part of Dassault Systèmes' new streamlined <u>portfolio of Energy, Process & Utilities industry solution experiences based on the 3DEXPERIENCE platform.</u>
Engineering, procurement and construction companies, as well as owners and operators of capital facilities, can bring differentiated business value across all stages of the lifecycle of large plants and assets with an integrated approach to improving safety, compliance, delivery and sustainability.

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# Italian Automotive Supplier Blutec Selects Dassault Systèmes' 3DEXPERIENCE Platform for Automotive Industrial Project

14 November 2017

<u>Dassault Systèmes</u> today announced that the 3DEXPERIENCE platform was chosen by <u>Blutec Srl</u> to support its 300 million euro automotive industrial project in collaboration with <u>Invitalia</u>, the Italian Ministry of Economy's agency for investment and business development.

Blutec will relaunch an automotive industrial site in Termini Imerese, Sicily that was shut down in 2011 and repurpose it to manufacture hybrid and electric vehicles for the international automotive industry, as well as gradually reemploy the former facility's 700-person workforce. Blutec will deploy Dassault Systèmes' 3DEXPERIENCE platform to train employees on sustainable industrial innovation and use the "Electro Mobility Accelerator" industry solution experience to imagine, design, simulate and deliver new vehicle concepts. The project is expected to be fully implemented in 2018.

"Blutec's mission for the Termini Imerese site is to produce components and an innovative series of green vehicles for the most prestigious car manufacturers and bring social and economic benefits to the region," said Cosimo Di Cursi, CEO, Blutec. "When our bid to revitalize this important industrial area was selected by Invitalia over 22 other candidates, our first investment was in Dassault Systèmes' 3DEXPERIENCE platform. We consider this technology to be the fundamental starting point for conceiving, creating and selling a highly technological product that requires intensive research and development activity."

"Electro Mobility Accelerator" will provide Blutec with a collaborative digital environment to virtually define, evaluate and validate the performance of components and custom trimmings for limited edition cars as well as for an exclusive series of hybrid and electric cars based on existing models that will feature eco-friendly changes to lower emissions.

"Blutec's automotive industrial renaissance project aims to build a creative hub for manufacturing that will contribute to a new and sustainable transportation and mobility marketplace," said Olivier Sappin, Vice President, Transportation & Mobility Industry, Dassault Systèmes. "The 3DEXPERIENCE platform offers multi-domain digital capabilities that are essential for next generation electric vehicle research and development and will support Blutec's targeted level of innovation and industrial leadership."

For more information on Dassault Systèmes' industry solution experiences for the transportation & mobility industry, please visit http://www.3ds.com/industries/transportation-mobility/

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## MacGregor Selects Minerva and Aras for Enterprise PLM

14 November 2017

Aras® announced that MacGregor, a leading provider of cargo handling solutions and services with the goal of becoming the leader in intelligent cargo handling, has selected Aras Innovator® as their PLM backbone. Aras Innovator® will be implemented across more than 10 sites.

Key drivers in MacGregor's selection was expected flexibility, platform capabilities, speed of implementation, breadth of functionality and upgradeability including customizations.

Working with Aras gold certified partner Minerva, MacGregor plans to implement Aras Innovator® to streamline the related processes. "We are excited to implement Aras Innovator," said Pär Dehlin (Director Product Lifecycle Management). "The Aras Innovator Suite will enable us to have a backbone on top of the current engineering data solutions we have, and over time incorporate more and more functionality from these solutions into Aras. We have defined a roadmap where we step-by-step will harmonize our engineering systems landscape by extending the functionality of Aras over and beyond what our current PDM/PLM applications are used for."

MacGregor, like many of other companies, have through the years built up a range of applications to support them from the early stages of development until the equipment is installed and serviced. However, all these applications are mostly isolated islands of data without transparency, traceability and process alignment. "It is interesting to see that more and more of the larger companies take Aras in as their backbone, even on top of traditional PLM applications. This is done because they need a flexible platform and a rich application that can manage advanced information structures, and link them together in order to establish the digital thread all the way from requirements through design to how it is installed & maintained to enable the digital twin." explained Leon Lauritsen, VP at Minerva, Europe's leading Aras Certified Gold Partner working with MacGregor.

"Worldwide, manufacturers are struggling with legacy IT architectures that cannot support their current product development processes. In response, they are turning to the Aras PLM Platform to align design disciplines and enable full product lifecycle traceability. There's no doubt that companies such as MacGregor who are first to transform their processes will be the pacesetters for their industry," said Peter Schroer, CEO and President of Aras.

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## **Product News**

Altair and Quanta Cloud Technology Collaborate to Bring Unparalleled Customer Value to the HPC Market

14 November 2017

Altair Engineering Inc. today announced its collaboration with Quanta Cloud Technology (QCT) to offer HPC users a seamlessly integrated solution. QxSmart HPC/DL, QCT's best-in-class infrastructure, combined with PBS Professional, Altair's industry leading workload manager and job scheduler, will provide a scalable cluster architecture with outstanding performance.

"QCT has been a long-time solution supplier for high-performance computing and we embrace synergistic knowledge in our DNA to extend our solutions to the HPC market for application profiling and optimization," said Mike Yang, President of QCT. "As HPC expands across a diverse range of fields, QCT remains committed to collaborating and working with Altair, who provides the industry's leading workload management and job scheduling for high-performance computing environments, PBS Professional. We believe the pairing of both of our company's proven technology will provide our mutual clients with more reliable, more efficient, and more intelligent solutions."

QxSmart delivers optimized applications with pre-validated common open-source and commercial tools to simplify software deployment and management. The QxSmart solution is a fast and reliable way to build an HPC/Deep Learning environment across many industries, reducing the time of provisioning a cluster deployment. With QxSmart, QCT meets the data-intensive, computational, and complex large dataset characteristics of today's HPC workloads.

"Altair is delighted to be QCT's preferred workload manager," said Sam Mahalingam, Chief Technical Officer of Altair. "We believe our collaboration can greatly benefit our common customers, giving them the opportunity to confidently improve the speed and quality of their business operations."

PBS Professional is a fast, powerful workload manager designed to improve productivity, optimize utilization & efficiency, and simplify administration for HPC clusters, clouds and supercomputers. PBS Professional automates job scheduling, management, monitoring and reporting, and is the trusted solution for complex Top500 systems as well as smaller cluster owners.

To learn more about PBS Professional and QxSmart HPC/DL, visit Altair at booth #1117 and QCT at booth #1069 at SC17 from November 13-17 at the Colorado Convention Center in Denver, CO.

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## Autodesk Powers the Future of Manufacturing and Construction with Forge

14 November 2017

At Autodesk University, Autodesk announced that developers and customers of all sizes are adopting its <u>Forge developer platform</u> to build and deploy apps and services to drive the future of making things in manufacturing and construction. A new platform update has also been launched to make building on Forge even easier.

## **Next-generation cloud application framework**

The design and engineering world is undergoing a major disruption from a single-user, file-based, desktop CAD experience to a deeply collaborative, highly tailored and simple-to-use database in the cloud CAD environment. To help with the ongoing efforts in streamlining end-to-end workflows, the Reality Capture API is now available. Autodesk will soon launch a host of new capabilities on Forge, including enhancements to the BIM 360 API and the Design Automation API will soon be available for integration with Autodesk Revit and Autodesk Inventor.

Additionally, a new Webhooks API will let Forge users quickly and easily connect their applications to

popular 3rd party apps. Autodesk is also working to release new platform solutions that sits on top of a powerful cloud service that enables our customers to build on the Forge platform and deliver custom solutions and workflows to their audience. The Forge Application Framework Software Development Kit will contain re-usable and modular components including High Frequency Data Management, Solid Modeling and Web Graphics to customize the Forge experience, as well as tools for easy app building and publishing.

## **Dropbox Native .DWG Previews Enhance Collaboration in the Cloud (coming soon)**

Cloud-native and always connected, Forge is the platform from which Autodesk is building industry specific experiences spanning design, make and use for each of our major industries, including manufacturing and industrialized construction. In a new partnership with <u>Dropbox</u>, Forge is being leveraged to enable native .DWG preview capabilities directly within Dropbox. With 35 new .DWG files being added every second, Dropbox is one of the largest repositories of Autodesk design files and is working with Forge to enable better collaboration for its business users.

"AutoCAD is one of the most widely used applications among architecture, engineering, construction and manufacturing professionals, and with more than 1.5 billion .DWG files stored in Dropbox, we've built one of the largest collaboration networks of Autodesk design files in the world," said Billy Blau, global head of business development and partnerships at Dropbox. "Dropbox brings teams together by making content collaboration simple and efficient. Our technology partnership with Autodesk is an exciting step in delivering innovative features that our customers have been asking for."

"Our technology partnership with Dropbox leverages Forge web services and delivers a seamless collaboration experience for our joint customers," said Amy Bunszel, SVP Design & Creation Products at Autodesk. "This integration removes friction for our customers trying to access, review and move data from task to task."

### Forge Fund Invests in the Future of Construction

Today, Autodesk announced the fourth <u>Autodesk Forge Fund</u> investment in five months by leading the funding round for <u>Assemble Systems</u>, <u>Inc</u>. Assemble Systems provides a SaaS platform that consumes BIM models, drawings and point clouds enabling construction professionals to condition, query and connect the data to key workflows. These include bid management, estimating, project management, scheduling and finance as the adoption of BIM and cloud technologies continues to accelerate across the construction industry. The Assemble Systems investment and integration with Forge strengthens the <u>BIM 360</u> pre-construction offering and accelerates our support for data management, quantification, estimation and other associated workflows.

Assemble extracts and federates models from <u>Autodesk Revit</u>, <u>AutoCAD</u> and other design systems into a project. This enables the customer to group, sort and filter the data from multiple models easily into usable construction packages. These can be used for quantification, estimating, shared subcontractor views and other workflows. As the design models change, Assemble checks for those changes and reports on the impact to the project quantity, cost and schedule. This use of Building Information Models makes construction much easier and more reliable.

Recently, the Autodesk Forge Fund invested in three startups building the future of industrialized construction. To meet growing demand and improve profitability and productivity in the construction industry, Autodesk invested in <a href="SmartVid.io">SmartVid.io</a>, <a href="ManufactOn">ManufactOn</a> and <a href="Project Frog">Project Frog</a>. Construction is beginning to look a lot like manufacturing, which will reduce risk and increase margins. Autodesk calls this industrialized construction, and the Forge Fund is creating an ecosystem of companies to make the job

of construction smarter, simpler and safer.

"Autodesk's momentum with Forge Fund investments capitalizes on Autodesk cloud technology to create tools and workflows that are meeting new market demands as industrialized construction and manufacturing become a more integral part of AEC project workflows," said Jim Lynch, Autodesk vice president of construction products. "The building industry is beginning to look a lot more like manufacturing than traditional construction and our Forge Fund investments and integrations will improve productivity, resulting in decreased risk and increased profit margins for construction teams and owners."

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### Autodesk Previews Next Generation BIM 360 Platform Connecting the Entire Construction Process

#### 13 November 2017

At its 25th annual flagship user conference, Autodesk University, <u>Autodesk, Inc.</u> previewed its next generation <u>BIM 360 platform</u>, a seamless cloud service connecting the entire construction project lifecycle. Autodesk also launched the "Connect and Construct Exchange," a new BIM 360 integration partner program designed to bring third-party software applications and data into the BIM 360 construction workflow. The Connect and Construct Exchange launched with more than 50 inaugural BIM 360 integrators.

The next generation of BIM 360, built on the Autodesk Forge platform, supports informed decision-making throughout the construction project lifecycle by centralizing all project data in a single place. Autodesk Forge is a connected developer cloud platform which enables customers and partners to create customized, scalable solutions for engineering, construction and manufacturing challenges. BIM 360 connects project stakeholders and workflows at all stages of the building lifecycle – from design to construction to operations, from the field to the office and back. BIM 360 removes the uncertainty that plagues construction projects of all sizes by pairing its project management tools and database with machine learning analytics and insights. The result is closer collaboration among project teams, greater transparency about changes, and improved data continuity that translates into increased profitability.

"Construction projects are growing more complex, but Autodesk meets that challenge head-on with BIM 360, making construction work safer, simpler, and connected," said Andrew Anagnost, president and CEO, Autodesk. "With the confusion of an ever-increasing number of construction apps across the industry, the option to manage all project data in a single cloud platform results in more predictable building project outcomes."

#### **Developed with Autodesk Construction Industry Customers**

The new BIM 360 platform is a result of collaboration between Autodesk and 500 construction professionals from 100 organizations who informed the company's software development process. Autodesk BIM 360 solutions presently house almost four million models, and BIM 360 customers have logged approximately 200 million field observations.

"Autodesk made it a priority to work in lock-step with construction professionals to build the BIM 360 platform, which has resulted in a game-changing project management service," said Andy Leek, director, Virtual Design and Construction at PARIC, a St. Louis, Missouri based construction services firm. "Construction software is so fragmented with endless vendors claiming to offer the best mousetrap

for each particular process. PARIC is trying to solve all of our problems as seamlessly as possible, and Autodesk BIM 360 could ultimately be our backbone to connect everyone from design to ownership in one place."

#### **Connect and Construct Exchange**

BIM 360 connects fragmented workflows across preconstruction, execution, fabrication, installation, and facility management. The new Autodesk Connect and Construct Exchange launched today adds value for each of these phases of construction with an inaugural group of more than 50 BIM 360 integration partners of which more than 40 are now available on the exchange. The exchange's goals are to showcase, catalogue and generate awareness for all applications and integrations to the next-generation BIM 360 platform so customers and partners have a broad choice of solutions to enhance and extend their workflow to better meet their unique construction needs.

"Rhumbix enables construction teams to manage timekeeping, quantity tracking, and other critical tasks from the palm of a hand with just two taps on a mobile device," said Zach Scheel, CEO, Rhumbix. "Our seamless integration with BIM 360 ensures that everything on the job site is tracked and communicated back to the home office and field trailer."

Rhumbix modernizes construction field operations, helping builders go paperless in the field and improving how they measure and manage labor productivity to be more profitable.

#### **Availability**

Available immediately. Learn more about Autodesk's next generation <u>BIM 360 platform</u> preview. Visit Connect and Construct Exchange for more information on Autodesk BIM 360 integration partners.

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#### Centric Software Unveils Centric 8 PLM V6.2

14 November 2017

Centric Software is proud to announce that Centric 8 PLM version 6.2 is now available. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury and consumer goods companies to achieve strategic and operational digital transformation goals.

Centric Software's latest Product Lifecycle Management (PLM) release is driven by feedback from Centric's Customer Advisory Board and customer innovation partners. New innovations include the debut of a Final Inspection Module, including a new mobile app, to evaluate and track final product quality prior to acceptance and delivery. Also new are market-leading innovative Bill of Materials (BOM) 'Sections' and 'Push' tools to enable users to work on hundreds of styles per season and at least 2 seasons simultaneously for fast and efficient high-volume development as well as enhanced user experience with upgraded business analytics capabilities.

Centric's new Final Inspection Module expands Centric PLM's digital transformation capabilities to the evaluation of final production goods prior to purchase order acceptance and product delivery. This new module allows brands and retailers to set acceptable quality levels and evaluation points for suppliers on a per product basis as quality evaluation criteria are linked to original product specifications. Evaluation criteria and results are communicated digitally via web or mobile app for complete, real-time transparency into both vendor performance and production output, prior to goods leaving the manufacturing site and transfer of ownership. This improves the quality of finished goods and

minimizing the risk of receiving defective or poor-quality products. Today, this is mainly a paper-based offline process riddled with inefficiency.

"One of the critical factors for success for Tom Tailor is being able to provide our customer a highly desirable, high quality product. We decided to partner with Centric to help define the Final Inspection Module because we strongly believe that product quality is part of the overall product lifecycle; product quality is key to both keeping our customers happy but also feedback about product quality is key to continuous improvement for design, development and suppliers. With Centric's new Final Inspection Module, we will be able to take a closed loop approach to quality, ultimately supporting our overall digital transformation strategy and strengthening our market leading position," says Paul Krüsemann, Senior Manager Core Applications, Tom Tailor.

Available as a web, mobile and desk app, Centric's Final Inspection Module has both on and offline capabilities for slow to no internet connectivity with automatic syncing once back online to facilitate onsite factory visits and international travel.

New innovations have also been added to Centric PLM's core Product Specification module for high-volume design and development environments that require the simultaneous development of multiple styles and seasons. Centric's new BOM Sections and BOM Push tools allow users to isolate sections or components in a BOM and push out controlled updates en masse for fast, accurate BOM creation and changes. Tedious, non-value added work is eliminated, stress is greatly reduced and productivity dramatically improved with the increased control offered by these two new tools.

There are also new innovations designed to boost user productivity and improve user experience. Centric's Slicer is a business intelligence tool that works with live data across Centric PLM; the 6.2 update enhances user interface and makes it virtually training-free to speed user adoption. 6.2 Slicer boasts more powerful, faster analytic capabilities, deeper data tree analyses and color coding options to help users prioritize work, survey progress and identify problem areas.

"User experience and adoption have long been keystones of Centric's success. We work hand in hand with our customers daily to provide brands, retailers and manufacturers the most innovative enterprise solutions," says Chris Groves, President and CEO of Centric Software. "Centric solutions go way beyond traditional PLM expectations to support our customers in achieving their strategic and operational digital transformation goals."

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### Dassault Systèmes collaborates with ECCO on a 3D print footwear project

17 November 2017

The FashionLab by Dassault Systèmes has been collaborating with ECCO Innovation Lab on a 3D print footwear project. This project has been revealed this week during the FormNext event in Germany.

ECCO Shoes has just introduced its experimental augmented footwear project, during the international exhibition and conference on the next generations of manufacturing technologies 'Formnext' in Frankfurt.

Thanks to this project, done in collaboration with the FashionLab by Dassault Systèmes, consumers

selected internationally will soon get the chance to have their shoes customized with midsoles made using data captured by wearable sensors and 3D scanners generating a full digital analysis of individual feet and motion.

Shoes will be automatically engineered to a wearer's unique biomechanical and orthotic parameters representing a revolution in ultimate engineered comfort. Within project Quant-U, the Innovation Lab ECCO collaborated with the FashionLab, Dassault Systèmes' technology incubator dedicated to the use of 3D design, simulation and collaboration applications in consumer goods and fashion, to develop a powerful self-learning system based on our own algorithms.

Dassault Systèmes' cloud-based **3D**EXPERIENCE platform can interpret biomechanic data into geometries for 3D printing, all without any operator intervention. Generative designs are validated through FEA simulations to ensure superior functionality.

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#### IBM Expands Watson Data Platform to Help Unleash AI for Professionals

2 November 2017

<u>IBM</u> today announced new offerings to its <u>Watson Data Platform</u>, including data cataloging and data refining, which is designed to make it easier for developers and data scientists to analyze and prepare enterprise data for AI applications, regardless of its structure or where it resides. By improving data visibility and helping to better enforce data security policies, users can now connect and share data across public and private cloud environments.

By 2018, nearly 75 percent of developers will build AI functionality into their apps, according to IDC1. However, they also face the obstacle of making sense of increasingly complex data that lives in different places, and that must be securely and continually ingested to power these apps.

Addressing these challenges, IBM has expanded the functionality of its Watson Data Platform, an integrated set of tools, services and data on the IBM Cloud designed to enable data scientists, developers and business teams to gain intelligence from the data most important to their roles, as well as easily access services like machine learning, AI and analytics.

"We are always looking for new ways to gain a more holistic view of our clients' campaign data, and design tailored approaches for each ad and marketing tactic," said Michael Kaushansky, Chief Data Officer at Havas, a global advertising and marketing consultancy. "The Watson Data Platform is helping us do just that by quickly connecting offline and online marketing data. For example, we recently kicked off a test for one of our automotive clients, aiming to connect customer data, advertising information in existing systems, and online engagement metrics to better target the right audiences at the right time."

Specifically, this expansion includes:

- New Data Catalog and Data Refinery offerings, which bring together datasets that live in
  different formats on the cloud, in existing systems and in third party sources; as well as apply
  machine learning to process and cleanse this data so it can be ingested for AI applications;
- The ability to use metadata, pulled from Data Catalog and Data Refinery, to tag and help enforce a client's data governance policies. This gives teams a foundation to more easily identify risks when sharing sensitive data.

• The general availability of Analytics Engine to separate the storage of data from the information it holds, allowing it to be analyzed and fed into apps at much greater speeds. As a result, developers and data scientists can more easily share and build with large datasets.

More details on the new offerings of the IBM Watson Data Platform may be found here.

"The key to AI starts with a strong data foundation, which turns the volume and velocity of incoming data from a challenge into an asset," said Derek Schoettle, General Manager, IBM Watson Data Platform. "For companies to innovate and compete with AI, they need a way to grasp and organize data coming in from every source, and to use this complete index of data as the backbone of every decision and initiative."

To further help companies grasp control of all of their data no matter where it resides, IBM is also announcing a series of new features to its <u>Unified Governance Platform</u>. These bring greater visibility and management of clients' global data, including new capabilities that help clients as they better prepare for impending data protection regulations such as GDPR.

Built on open source technologies and fueled by IBM Cloud, the Watson Data Platform brings together IBM's cloud infrastructure, powerful data services and decades of experience helping clients across industries solve their data challenges. Linked closely with the most popular communities among data scientists and developers, including Python and Spark, the Watson Data Platform continues to evolve to build the most open and complete data operating system on the cloud.

For more information on the Watson Data Platform, visit: <a href="https://www.ibm.com/analytics/us/en/watson-data-platform/">https://www.ibm.com/analytics/us/en/watson-data-platform/</a>.

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# Kalypso Announces Product Lifecycle Intelligence for Data-Driven Insights, Decision Making

14 November 2017

Global consulting firm <u>Kalypso</u> today announced the availability of <u>Product Lifecycle</u> <u>Intelligence</u> (PLI), an application of machine learning that helps organizations improve product development results through data-driven insights.

Product data management (PDM) and product lifecycle management (PLM) have traditionally provided business leaders and product innovators a way to manage product data and align around a single source of truth. But in today's digital world, the value of this data alone is no longer enough. PLI mines operational insights from data accumulated within mature PLM environments, as well as within integrated business systems such as ERP, quality and manufacturing platforms.

"Companies today are swimming in data. PLI provides a structured approach to extracting insights from PLM and other datasets to make better product development decisions," said <u>Jordan Reynolds</u>, senior manager at Kalypso. "While PLI allows leaders to describe and diagnose a problem, the real power and benefit lies in the ability to predict the impact of product development decisions on key business performance metrics, then prescribe solutions."

PLI is enabled by advanced machine learning techniques, powered by <u>PTC</u>'s <u>ThingWorx</u>® Analytics and the Navigate platform. PLI can provide insights on performance metrics such as demand, cycle time, cost, quality, regulatory compliance, manufacturability and supply chain efficiency to multiple business

functions across the organization by helping innovators:

- Explore current and historical product development performance
- Explain these performance trends and diagnose root causes
- Predict future performance based on these observations
- Prescribe evidence-based recommendations to improve future outcome

"Kalypso is a key strategic partner in executing PTC's strategy to bring innovation and technology to our clients in North America and Europe," said Andy Timm, CTO of PTC. "With innovative solutions like PLI, Kalypso demonstrates how PTC's Industrial Innovation Platform can help extract actionable insights from existing enterprise solutions like Windchill and FlexPLM."

Kalypso will demonstrate PLI at PTC Forum on November 14th in Stuttgart, Germany.

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### Kitware Talks SC17 and Releases for VTK, ParaView and CMake

13 November 2017

Kitware, a software research, development and consulting company, connected with other members of the high-performance computing (HPC) community to develop new features for three open source software platforms: the Visualization Toolkit (VTK), ParaView and CMake. Kitware made a preview release of ParaView earlier this month, and it plans to release VTK 8.1 and CMake 3.10 by the end of the year. Kitware has designated space at its booth (647) at The International Conference for High Performance Computing, Networking, Storage and Analysis (SC17) to show off the platforms and other offerings for HPC.

Prior to last year's SC conference, Kitware began the release cycle for VTK 7.1. The release introduced a new module for rendering data in virtual reality, which uses the OpenVR standard and includes support for HTC Vive. With the upcoming release of VTK 8.1, users will be able to interact with three-dimensional widgets, such as menus and cropping planes, in virtual reality.

"The consumer virtual reality support in VTK is opening up new ways of exploring data at an unprecedentedly low cost," said Ken Martin, a distinguished engineer at Kitware and a co-founder of the company. "This year's conference is special, as it will be the first time that attendees get to experience VTK with HTC Vive at our booth."

In version 8.1, VTK will contain new features for ray tracing with the support of OSPRay from Intel. These features include OSPRay's path tracer, which enhances the realism of visualizations through lighting, soft shadows and surface material properties. Furthermore, VTK 8.1 will directly support unstructured data and Adaptive Mesh Refinement (AMR) data in OSPRay.

"We are very pleased to continue our open source, Software Defined Visualization collaboration with Kitware to bring state-of-the-art, scalable, high-performance and photorealistic path tracing to VTK, along with support for unstructured data, running on Intel® Xeon® Scalable and Intel® Xeon Phi<sup>TM</sup> processor-based platforms," said Joe Curley, the senior director of HPC platforms & ecosystem enabling at Intel. "Unstructured and AMR data types are important for enabling computation and visualization to focus on the most relevant details."

The OSPRay features for path tracing and the support for unstructured data and AMR data serve as the focal points of the preview release of ParaView. Kitware made the release on the <u>ParaView website</u>. Version 5.5 will follow in 2018.

"The combination of OSPRay and ParaView enables scientists to more deeply engage with and analyze their terabyte-plus three-dimensional and four-dimensional data, even as it is computed in situ for faster turnaround to insight," Curley said. "The preview release of ParaView has uses in computer-aided engineering, such as photorealistic vehicle design with hydrodynamic flow analysis."

ParaView and VTK rely on CMake to build, compile and test their code. CMake 3.10 will cap off the release schedule for 2017. Improvements made throughout the year have aimed to reduce the complexity of HPC build systems. These improvements began with upgrades for CUDA in CMake 3.8 and 3.9.

"Our work to enhance CMake brought the full range of CMake features to CUDA projects," said Jean-Charles Vasnier, a senior solutions architect at NVIDIA. "As a result, the development experience has become more consistent and uniform in CMake."

Version 3.10 will continue to address the complexity of HPC build systems by introducing support for the Flang Fortran compiler and improving support for Message Passing Interface (MPI). Robert Maynard, a principal engineer at Kitware, will present the progression of CMake throughout 2017 at the company booth (647) at SC17. He will do so November 14, 2017, at 12:30 p.m. MDT.

On any day of the SC17 exhibition, attendees can pick up the <u>most recent issue</u> of the Kitware Source quarterly, which chronicles the use of CMake at Algorithmic, in situ visualization with ParaView Catalyst and numerical modeling for surgical training. Attendees can also reserve time to talk about CMake, ParaView and/or VTK with members of Kitware by emailing kitware(at)kitware(dot)com.

Beyond the company booth, Kitware team members will participate in a variety of conference activities. Kitware has itemized these activities on its <u>blog</u>.

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### HPE and Rackspace Deliver Industry's First Pay-as-You-Go OpenStack Private Cloud

13 November 2017

<u>HPE</u> and <u>Rackspace</u>® today announced that the two companies have partnered to offer OpenStack® Private Cloud with pay per use infrastructure, the industry's first pay-as-you-go OpenStack private cloud, delivered as a managed service2. With this solution, enterprises receive the benefits of a public cloud - cloud-like utility pricing, elastic infrastructure and simplified IT – in a private cloud environment located in their datacenter, a colocation facility or a datacenter managed by Rackspace, the private cloud-as-a-service market leader3.

"The launch of OpenStack Private Cloud with pay per use infrastructure delivered by Rackspace and HPE marks a pivotal moment in the private cloud market and in the industry at large," said Antonio Neri, president of HPE. "This experience is the best of the cloud and on-premises worlds, and we fully expect this simple pay-per-use technology model to change the way enterprises make technology decisions."

According to IDC FutureScape: Worldwide Datacenter 2017 Predictions, "Pay-as-you-go consumption

models will account for 50 percent of on-premises and off-premises Physical IT and datacenter asset spending by 2018."4

"With this innovative delivery model, Rackspace and HPE are removing the barriers to private cloud adoption, giving customers even more choice of technology platforms that best fit their application needs," said Scott Crenshaw, executive vice president of private cloud at Rackspace. "We are proud to partner with HPE to continue enabling customer success with private clouds. And, with this common goal in mind, our companies plan to extend this model to Rackspace's entire managed private cloud portfolio in the future, including VMware and Microsoft Azure Stack technologies."

Leveraging a "pay-as-you-go" model for private cloud means customers pay only for what they use. It enables them to handle unpredictable growth and bursts in workloads without paying for unnecessary fixed capacity. OpenStack Private Cloud with pay per use infrastructure, delivered by Rackspace and HPE, will help enterprises take full advantage of the benefits of managed private cloud, including:

- Pay-as-you-go pricing: Leveraging <u>HPE Flexible Capacity</u>, customers pay for what they use in
  an on-demand consumption model for infrastructure. This feature enables private cloud
  customers to more closely align resources to growth and handle burst capacity and traffic spikes
  without the need to pay for additional fixed capacity. This flexible capacity model delivers better
  cost than public cloud1, typically saving customers 40 percent or more versus the leading public
  cloud.
- Agility and instant scalability: Customers maintain the performance benefits of a private cloud environment, while instantly scaling their entire private cloud capacity in a public cloud-like manner.
- Enable enterprise-grade security and reliability: With a single-tenant model, customers can eliminate the performance and "noisy neighbor" issues commonly found in multi-tenant environments, and can more easily meet security, compliance and data sovereignty needs.
- Managed expertise: Customers consume OpenStack Private Cloud with pay-per-use infrastructure as a managed service with an industry-leading 99.99 percent API uptime guarantee from Rackspace. This helps customers focus on their core business, while eliminating the risk and operational complexities of trying to manage a private cloud on their own. As a creator of OpenStack, Rackspace is the world's largest and most experienced OpenStack operator5 with more than one billion server hours of OpenStack expertise6.

"As enterprise organizations continue to invest in both on-premises and hosted private cloud capabilities, they are increasingly incorporating a richer set of cloud services," said Michelle Bailey, group vice president, general manager and research fellow at IDC Research. "In a world where digital transformation is rapidly impacting every industry, enterprises need to both modernize their IT and remain agile to maintain competitive advantage. The OpenStack Private Cloud offering from Rackspace and HPE specifically addresses organizations needs to provide security and performance benefits, the cornerstone of a private cloud environment. With Rackspace's private cloud expertise and service-first culture, they are well positioned to address the needs of HPE's large installed base of infrastructure customers and help reduce any cloud migration risk. This pay-per-use infrastructure is a new step forward in helping enterprises deploy private clouds with improved flexibility and cost transparency."

OpenStack Private Cloud with pay per use infrastructure, delivered by Rackspace and HPE, will be generally available in all regions on November 28, with additional solutions for Rackspace Private Cloud powered by VMware® and Rackspace Private Cloud powered by Microsoft® Azure® Stack

expected in 2018.

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#### Morpheus Data Optimizes Multi-Cloud Deployments and Unifies Ops Teams

16 November 2017

Today, <u>Morpheus Data</u> announced a major software release which brings predictive analytics to cloud management and enables end-to-end app lifecycle management in multi-cloud hybrid IT environments.

Research indicates that total enterprise spending on public cloud services is expected to continue to grow at double digits over the coming years. Much of this growth comes from application teams seeking to mirror best-in-class DevOps organizations where time to deploy is measured in minutes. At the same time, enterprise IT teams are signaling adoption of multi-cloud strategies rather than standardizing on a single provider. Unfortunately, fragmented cloud management has done little to speed deployment and rouge development has led to expensive cloud sprawl.

To address these gaps, Morpheus Data has updated its Unified Ops Orchestration platform with machine learning to lower cloud costs and new 3rd party integrations to speed application deployments. Unlike tools which only address part of the issue, only Morpheus provides a systematic solution to optimize resources, enable governance, accelerate workflows, and modernize applications. The solution was architected to be 100% infrastructure agnostic across bare metal, VM, and containerized deployments spanning on-premises, hosted, and public clouds.

"Cloud Computing and DevOps trends are inexorably linked, yet large organizations are still fighting inefficient IT silos and lacking visibility," said Brad Parks, VP of Business Development, Morpheus Data. "Morpheus has embedded machine learning into our unified orchestration engine to not only find and fix cloud drain but also provide governance and automation to help customers take back control."

#### Enabling AI in the Datacenter to reduce cloud cost by thousands

As IT organizations are evolving from traditional operations to embrace their new role as cloud brokers there is a need to improve understanding of current cloud usage, much of which often has been provisioned without formal controls.

To help organizations improve efficiency and establish visibility of complex multi-cloud infrastructure, Morpheus provides Cross-Platform Discovery to identify what applications, VMs, and Containers have been deployed and gather data on capacity, memory use, performance, and power consumption. Morpheus is capable of interrogating brownfield private clouds from HPE, Nutanix, VMware, and others as well as public clouds like AWS, Google, Microsoft Azure, and IBM.

Using machine learning, the new <u>Guided Remediation</u> feature enables customers to sunset unused instances, move workloads to lower cost clouds, adjust memory or capacity allocation, and even setup power schedules to tightly control costs. At one recent early access customer, Morpheus uncovered several hundred thousand dollars of potential savings by using these new discovery and analytics capabilities.

Unlike pure play VM analytics tools, Morpheus will find and fix issues in both VMs and containers across a wide number of on-prem and off-prem clouds. Additionally, customers can take advantage of robust policy management and cloud brokerage tools to set, compare, and control costs at the time of

provisioning to prevent future issues. Users can easily map workloads to the right infrastructure with custom costing, visibility of public cloud costs, and in-line comparison tools.

#### Providing seamless integration across DevOps and CloudOps

Development teams continue to put increasing pressure on IT to enable the rapid provisioning of new infrastructure but the constant introduction of new tools and frameworks makes it difficult to keep up and forces ops to use multiple tools to get the job done.

Originally designed by DevOps practitioners for their own internal use within distributed heterogeneous infrastructure, Morpheus was architected to rapidly integrate new technologies. This is in contrast to offerings which were born for narrow use cases to serve specific hypervisors or hardware platforms. New stack integrations for hybrid IT include:

- <u>Certification with ServiceNow</u> so IT can utilize ServiceNow approvals to control creation and extension of provisioning instances. Customers can also use the Morpheus plug-in to expose service catalog items for multiple apps and clouds directly within ServiceNow while Morpheus automates back-end provisioning.
- Deployment of, and provisioning to, <u>Docker Swarm and Kubernetes</u> clusters for IT shops adding containers to their application mix. This new functionality allows consolidation of bare metal, VM, and container orchestration and adds to already existing native container orchestration and Docker support.
- New cloud and infrastructure connectivity for HPE OneView, IBM Cloud (formerly Bluemix)
  and Upcloud. These expanded cloud types are on top of an already substantial list of major cloud
  platforms and IT operations tools; collectively they give customers the freedom to scale in
  virtually any direction.
- Connectivity to <u>GitHub and Jenkins</u> helps teams shift left and provide release automation all the way from code builds through to deployment and monitoring. These CI/CD integrations are part of a self-service portal which already supports native scripting and configuration management via Chef, Ansible, Salt, and Puppet.

The ability to manage all of these apps, platforms, tools, and clouds from a single simple graphical interface or programmatically via full fidelity API and CLI enables faster provisioning and more deploys per day, giving customers an advantage over competitors as they deal with digital disruption.

For more information, visit www.morpheusdata.com

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### PROS Introduces New Smart CPQ Quick Start

16 November 2017

<u>PROS</u>® today announced the availability of its <u>Smart CPQ Quick Start</u> solution. For companies looking to sell faster and deliver an exceptional buying experience for their customers, Quick Start enables faster time-to-value with implementations of PROS Smart CPQ in as little as 60 days. Quick Start comes with a predefined template tailored to meet the specific needs of customers with select-for-sale catalogs.

In the digital era, customers expect immediate sales responses to their inquiries, which requires speed

and agility. PROS Smart CPQ accelerates sales responsiveness, enabling teams to deliver the right products and prices.

"Customer experience is today's new battleground, and it starts with the ability to respond quickly to buyer demands," said Michael J. Jahoda, PROS Senior Vice President, Professional Services. "Customers expect frictionless buying experiences and quotes that are delivered with speed, precision and consistency. PROS Smart CPQ gives companies the power to meet each of those demands, and Quick Start makes it easier and faster than ever to start delivering differentiated value in a modern commerce world."

#### **About PROS Smart CPQ Quick Start**

PROS Smart CPQ Quick Start is the fastest and easiest way to start gaining value with PROS Smart CPQ. Quick Start makes use of pre-defined value templates created by PROS Professional Services Implementation Specialists, who have years of real-world implementation and best-practices experience.

Companies that choose Quick Start can start gaining the benefits of PROS Smart CPQ in as little as 60 days. Implementing PROS Smart CPQ with Quick Start rapidly enables companies to simplify pricing and quoting, empowering sales teams to instantly create accurate, personalized quotes for each customer.

- Accelerates quoting speed: PROS Smart CPQ speeds the quoting process from weeks to hours, shortening sales cycles and increasing sales team productivity.
- Manages thousands of products: PROS Smart CPQ accommodates rich multimedia catalogs so
  companies can efficiently manage and offer thousands of products with multimedia content,
  eliminating the requirement for paper brochures.
- Provides pricing guidance: Companies can set business rules so that sales teams have explicit offer guidelines, which enables them to respond quickly to customers and meet sales quotas.
- Eliminates lengthy approval processes: Quick Start empowers sales teams, enabling them to proceed with a quote based on automated approvals that meet specially designed business guidelines.
- Eliminates quoting errors: With PROS Smart CPQ, customers move from cumbersome, errorprone spreadsheets to a digital quoting solution that eliminates errors.
- Automates professional proposals: With the click of a button, sales teams can instantly generate a professional proposal with products and prices for the customer.
- Provides CRM native experience: For customers who use Salesforce Sales Cloud or Microsoft Dynamics 365, PROS Smart CPQ offers a native integration experience.

To learn more about <u>PROS Smart CPQ Quick Start</u>, visit <u>www.pros.com</u> to find the Smart CPQ Data Sheet and to preview the <u>video</u>. Follow PROS on Twitter at <u>@PROS Inc</u>.

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Sopheon releases latest version of Accolade EIM solution

16 November 2017

Sopheon today released the latest version of its <u>Accolade® Enterprise Innovation Management</u> (EIM) solution.

It is projected that 75 percent of the S&P 500 will be replaced in the next ten years.1 This eye-opening fact is to some degree a function of the increased rate of change caused by digital disruption. The external market is often moving faster than the companies in the market themselves. This is particularly challenging for product, program and portfolio owners who are challenged to increase their decision making cadence to align with market changes taking place while their products are still in development.

Accolade 11.3 accelerates strategic investment decision making for products, programs, portfolios and projects by delivering relevant, real-time information and insights to the right people, at the right time – sometimes before they know they need it.

Daniel Spang, InnoView Manager in the Corporate Innovation department of RENOLIT Group said about the latest release: "We are excited with the advanced individualization and increased smart capability in Accolade 11.3. These offer increased focus and value to our project and portfolio management processes."

Shelly Fetzer, VP of Product at Sopheon, added: "With the Accolade 11.3 release we continue to advance the intelligence that Accolade delivers by connecting people to key real-time data within the contexts of corporate strategy and the individual user's role and responsibilities."

#### Accolade 11.3 Focuses Decisions and Action on Real-Time, Trusted Data

- Product and brand managers gain immediate visibility to out-of-bound conditions, permitting them to act and react quickly to achieve critical new product performance commitments such as time to market, revenue, return on investment, and product scope.
- Cross-functional management can now improve the speed and quality of decision making using
  objective project and product status reporting that is easily standardized and harmonized across
  portfolios or entire business units.
- Online decision spaces make for more efficient and effective meetings for both decision makers and knowledge workers, with decision-focused information, collaboration and communications.

Accolade 11.3 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 11.3 are also available to customers with Accolade Express for PPM deployments. Implementation services may be required.

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# Tasktop Announces Automation and Value Stream Integration Solution for Intland Software's codeBeamer ALM

14 November 2017

<u>Tasktop</u> today announced its support for <u>codeBeamer ALM</u>, <u>Intland Software's</u> application lifecycle management (ALM) platform for complex and safety-critical product development.

With this new integration, organizations can automate the connections between codeBeamer and more

than 50 applications that govern other parts of their value stream. This dramatically extends the list of integrations offered by the award-winning codeBeamer ALM.

The <u>Tasktop Integration Hub</u> is used to automate integrations for the entire software development and DevOps toolchain, enabling the flow of work, information and processes across the value stream. For example, using the Tasktop Integration Hub, critical information can now flow instantly between codeBeamer and JIRA, IBM tools, ServiceNow, Micro Focus, CA and dozens more. Tasktop users can now include codeBeamer ALM in their connected value stream networks to establish traceability across tools and support analytics and reporting initiatives.

codeBeamer ALM is an all-around ALM platform for traditional and safety-critical product developers with features covering the entire lifecycle. Seamless end-to-end traceability and powerful features help ensure process maturity throughout the process of requirements management; variants management; software development; risk management; quality assurance and testing; and DevOps. The platform is widely used by enterprises that wish to reduce software development and compliance time and costs while enhancing product quality.

To support companies operating in a multi-tier development environment of multiple suppliers and engineering departments, this latest integration connects the various disciplines and processes involved in the development of embedded or standalone software products. Typical use cases include requirements traceability and requirements—development alignment, bringing value to the entire business via connecting project managers and business analysts with testing and development teams. codeBeamer ALM helps safety-critical users achieve continuous compliance by automating process visibility and simplifying lifecycle-wide reporting.

"This integration with Tasktop further bolsters codeBeamer ALM's robust capabilities to unite all development streams," said Janos Koppany, CEO of Intland Software. "We see a strong use case with automotive developers that need an integrated platform to manage their end-to-end development and compliance processes. Tasktop helps solidify codeBeamer's position as the leading application lifecycle management tool at the confluence of these value streams."

In multi-layered developments, automotive developers are struggling to maintain point-to-point integrations of highly specialized development tool stacks. This integration enables unparalleled collaboration, and helps harmonize a mixed tool ecosystem under an overarching feature set that covers the entire product lifecycle.

"As safety-critical physical products become more software-driven we are seeing an increasing need for the specialized ALM capabilities provided by codeBeamer," said Neelan Choksi, president and COO at Tasktop. "The highest performing development organizations are also adopting DevOps practices that require a high degree of collaboration across disciplines and depend on automation provided by Tasktop. This collaboration with codeBeamer is a natural fit and we are excited to bring the combined solution to our customers."

The Tasktop integration for codeBeamer ALM is available immediately. Register for an upcoming Tasktop Intland webinar: <u>How to Optimize Supply Chain Collaboration--The Road to a Unified Automotive Value Stream</u>.

1 Click here to return to Contents

#### ZWCAD Mechanical & Architecture 2018 have been Unveiled

#### 3 November 2017

Having released its latest version ZWCAD 2018, ZWSOFT, a professional and innovative CAD software provider, launched ZWCAD Mechanical 2018 and ZWCAD Architecture 2018 successively today.

Built on ZWCAD 2018, ZWCAD Mechanical 2018 and ZWCAD Architecture 2018 each has an additional mechanical or architecture module, in which extra specialized tools are provided for manufacturing or architecture design. Therefore, they are competent to provide vertical solutions to MCAD or AEC industry.

Having been optimized for enhanced compatibility and stability, ZWCAD Mechanical 2018 and ZWCAD Architecture 2018 will bring you more efficient, stable and fluent user experience. What's more, in some Mechanical language versions, the mechanical menus are already localized to the corresponding languages, since the menus are redefined as a partial customization file instead of a MNU file.

ZWCAD 2018not only supports Ribbon tabs and panels as before, but also supports to customize toolbars, menus, keyboard shortcuts and right-click menus. What's more, Partial CUI helps users and developers to build their own Ribbon inside of ZWCAD.

The drawing efficiency of ZWCAD 2018 is improved by 146% compared with the last version and the stability is also significantly strengthened under the automated testing procedure with thousands of drawings.

There are many new features and enhancements in ZWCAD 2018, such as the Quick Calculator, AIDIMFLIPARROW, Solid Profile, Mysetup, Imagequality, 4K screen support, Find Command, etc.

ZWCAD 2018 supports LISP, VBA, ZRX and .NET interfaces, and more applications are already ported to ZWCAD, such as CAD Profi, MDT.

For more details of ZWCAD 2018 Official, please visit: http://www.zwsoft.com/zwcad/ZWCAD Overview/

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