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## CIMdata News

### ***CIMdata President Peter Bilello Featured in TV Report - PLM’s Tough Journey: From Managing Documents to the Model-Based Enterprise***

22 January 2018

By Verdi Ogewell, on Engineering.com -

Is time running out for “old school” PLM? Is the end at hand for the most common solutions in the world’s companies?

Håkan Kårdén thinks so. He is Eurostep Group’s CEO and organizer of the PLM event PDT Europe, and he isn’t alone in his reasoning.

“What we’re seeing now,” he said, “is an unprecedented stream of radical changes transforming product development, manufacturing, maintenance and business setup.”

The new generation of smart, networked products requires matching platforms and technologies to be developed, produced and operated. System development was previously focused on CAD, CAE and PLM/PDM solutions. Now the discussion has moved towards platform thinking and “the lifecycle model-based enterprise,” including much-hyped concepts such as the Internet of Things (IoT), Industrial IoT, digital twins and digital threads.

To read the full Engineering.com feature, please visit:

<https://www.engineering.com/PLMERP/ArticleID/16362/PLMs-Tough-Journey-From-Managing-Documents-to-the-Model-Based-Enterprise-TV-Report.aspx>

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## *James White, CIMdata's Director for Additive Manufacturing Strategy, to Participate in an upcoming Webinar*

26 January 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that James White, Director for Additive Manufacturing Strategy, will take part in a webinar to discuss how Industry 4.0 and Additive Manufacturing (AM) together can help enable the creation of products that are first-to-market, customizable, and aren't static.

In this webinar, "Industry 4.0 Transformation," Mr. White will discuss how AM with Industry 4.0 will transform the manufacturing process including how we design, manufacture, and work in the 21st century. The following topics will be considered:

- How to accelerate time-to-market and boost product innovation
- How to improve product efficiency and accuracy with ergonomic 3D printed assembly tools
- How to print end-use parts that can be used to improve supply chain complexities

Additionally, attendees will learn about Industry 4.0, what it is and why it matters; creating the digital thread so that it runs through all stages of the product lifecycle; and aspects of Design for Additive Manufacturing (DfAM) including simulation, IIoT, and cybersecurity.

The webinar, which is hosted by Fisher Unitech, will take place on Thursday, 8 February at 11:00 a.m. EST. To register, visit <https://www.cimdata.com/en/events/cimdata-supported-events/event/378-industry-4-0-transformation-webinar>.

## **About CIMdata**

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

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

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## Acquisitions

### ***Bentley Systems acquires S-Cube Futuretech***

22 January 2018

S-Cube, and the RCDC software product line, are now part of Bentley Systems. The popular software products RCDC, RCDC FE, RCDC Plan, and Steel Autodrafter are now part of Bentley's structural analysis and design portfolio. Further, the S-Cube staff has joined Bentley teams in India, bringing a wealth of experience in developing and supporting a market leading software solution for structural engineers and designers.

S-Cube technology, with its niche structural concrete design, detailing, and documentation capabilities, uniquely compliments the STAAD and RAM structural analysis and design software. In particular, Bentley is now able to offer a complete solution for the structural design of buildings to Indian standards, including reinforced concrete detailing and documentation integrated with STAAD and RAM. Further, this acquisition brings valued expertise. S-Cube brings a number of new colleagues to Bentley, spanning development, support, and sales, with extensive knowledge of structural engineering design practices in Asia.

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### ***IDEMIA Announces Acquisition of Otono Networks and Its eSIM Orchestration Solution***

23 January 2018

IDEMIA today announced the acquisition of Otono Networks and its industry-leading eSIM orchestration technology. Together, IDEMIA and Otono will offer a comprehensive eSIM lifecycle management solution to simplify the adoption of eSIM for both mobile operators (MNOs) and device manufacturers (OEMs).

This acquisition marks the first external expansion by the IDEMIA group, formed in 2017 when OT (Oberthur Technologies) and Safran Identity & Security (Morpho) joined forces, and illustrates IDEMIA's strategic vision facing the future of connected devices.

By 2020, connected objects in use worldwide could reach 20.4 billion. Faced with the increasing number of new eSIM devices (smartphones, smartwatches, tablets, PCs, etc.) and IoT applications, MNOs and OEMs must confront several challenges, the most critical of which is navigating the complex architecture required to launch eSIM. New use cases create new challenges of implementation due to the strain on existing infrastructure. Teams must employ complex interfaces, manage different integrations between ecosystem elements, all while minimizing risk to existing B/OSS - which can lead to lengthy and costly integrations.

Otono's cloud-based orchestration solution was designed specifically to handle eSIM and address all of these challenges. It provides a centralized hub that synchronizes eSIM activation and provisioning workflows with each element in the ecosystem. The integration of Otono's orchestration hub into IDEMIA means customers can now have an end-to-end solution to manage the entire eSIM lifecycle while addressing the needs of all players including MNOs, OEMs, and end-users.

"In 2014, we began working with a major OEM on a market-first eSIM solution and found ourselves

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solving complex problems in the pursuit of our goal which was to maximize the potential of eSIM,” said Emir Aboulhosn, Founder of Otono Networks. “During that time, we had the opportunity to work with some of the leading eSIM vendors, and our experience with IDEMIA made it clear that we had found the perfect partner to help carry forward our vision and together with a combined solution accelerate the adoption of eSIM worldwide.”

Together, IDEMIA and Otono now have a GSMA-compliant solution that helps MNOs and OEMs rapidly support new devices onboarding eSIM, keeping pace with the industry’s growing appetite for always-connected devices. This single-vendor, single-integration solution was designed exclusively for eSIM and incorporates all the necessary elements for complete eSIM lifecycle management.

Components of the IDEMIA eSIM Lifecycle Management Platform:

- Subscription Manager (SM-DP+)
- Orchestration Hub
- Digital Personalization System (DPS)
- Websheet Server
- Entitlement Server Ready

With a single integration, IDEMIA provides a comprehensive, future-proof solution that supports both Consumer and M2M GSMA RSP specifications including the ES2+ interface. It also eliminates the need for integration by customers, with no changes required to existing B/OSS, allowing for faster time to market and a lower cost of ownership.

“The acquisition of Otono delivers our customers a unique value proposition for eSIM management in the global market,” said Marek Juda, EVP Digital Labs IDEMIA. “Our comprehensive eSIM Lifecycle Management Platform is the best choice for both MNOs and OEMs looking to invest in eSIM. By launching the industry’s first truly infrastructure-agnostic solution, we are committed to providing operators with a way to bring eSIM devices to market faster, while offering long-term insurance in a fast-changing industry.”

By combining its existing core digital solutions, ranging from digitalization of customer registration to connectivity management, together with Otono’s orchestration hub, IDEMIA will become the unique market player offering an innovative, simple, end-to-end eSIM solution enabling a customer’s entire digital journey.

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## ***iPoint Takes Over Industry Leader in Life Cycle Assessment and Material Flow Cost Accounting***

25 January 2018

iPoint-systems continues its growth course. Since December 2017, ifu Institute for Environmental IT Hamburg is a wholly-owned subsidiary of the iPoint Group. The software and consulting company headquartered in Reutlingen, Germany, is thus further expanding its solution portfolio in the area of life cycle assessment and material flow cost accounting.

The Institute for Environmental IT has been assisting companies on the path to sustainable production

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since 1992 in order to increase their competitiveness. The Hamburg-based company offers software and services in the areas of life cycle assessment (LCA), material flow management and material flow cost accounting (MFCA), resource and energy efficiency, carbon and ecological footprint as well as sustainable products and value creation chains.

"We are very happy to be able to bring the renowned solutions of the ifu Institute for Environmental IT Hamburg under our roof," says Jörg Walden, founder and CEO of iPoint-systems gmbh. "This expansion of the iPoint solution portfolio is an important step in realizing our vision to build an integrated digital platform for the Circular Economy. The ifu Institute for Environmental IT Hamburg also brings cross-industry expertise and a valuable customer and research network to the iPoint Group."

ifu Managing Director Jan Hedemann emphasizes: "Together, we look back on a 40-year history of success with market-leading solutions. In the future, we want to further develop them together for our customers, also within the framework of tried and tested research cooperations."

iPoint and ifu have been cooperating since 2013 in the research project "MultiMaK," which aims at the development of design and assessment tools for ecologically optimized multi-material lightweight construction automotive components for mass production. The "Live LCA" project, which started in 2017, is also a cooperation with other partners from industry and research. The aim is to develop a software solution that enables companies to combine available material and energy consumption data for the live calculation of LCA and MFCA, thereby reducing the costs of EPDs (Environmental Product Declarations) and LCAs by 90 percent.

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## ***Lectra announces the acquisition of Kubix Lab***

25 January 2018

Lectra announces the signing of a share purchase agreement to acquire the entire capital and voting rights of the Italian company Kubix Lab.

Founded at the end of 2015, Kubix Lab has developed a cutting-edge technological offer called Link. This offer enables fashion brands to manage, from end-to-end, all product information deriving notably from multiple IT systems (ERP, PDM, PLM.), within one single application. Users can modify, enrich or add new data, while maintaining data synchronization with all IT systems. In just a few months, Link has convinced over ten high-end Italian brands of its value.

"We were particularly impressed by the relevance of the solution created by Kubix Lab," underlines Daniel Harari, Chairman and Chief Executive Officer, Lectra. "By capitalizing on their knowledge of best practice, the founders of Kubix Lab knew how to develop an offer perfectly adapted to the expectations of fashion companies. Link enables all players involved in product development, manufacturing and sales to collaborate in real time, in a simple and efficient way, around exactly the same data."

"We are delighted to join Lectra. We are convinced its leadership, global presence, strong expertise in the fashion industry and the richness of its product portfolio will enable us to develop an integrated offer with high value for all Lectra customers," states Giampaolo Urbani, Chief Executive Officer and co-founder of Kubix Lab.

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The founders of Kubix Lab will be in charge of developing an integrated Lectra - Link offer, which will complement - and reinforce - Lectra's entire offer.

"Product data is at the heart of Link. We took an approach diametrically opposed to existing solutions on the market and designed an offer which is highly innovative, flexible, evolutionary and easy to use," explains Pierluigi Beato, R&D director and co-founder of Kubix Lab. "With Lectra, we will take Link to the next level."

The transaction involves the entire acquisition of Kubix Lab for the maximum amount of €7 million: €3 million paid when the acquisition agreement is signed; €1.3 million and €2.7 million paid respectively in 18 and 36 months' time, providing objectives are met.

Final completion of the acquisition should take place by January 31, 2018.

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## Company News

### *Accenture Announces Winners of The Fourth Annual Circulars in Davos*

22 January 2018

The World Economic Forum and the Forum of Young Global Leaders, in collaboration with Accenture, awarded The Circulars at the Annual Meeting of the World Economic Forum in Davos-Klosters. The awards recognize individuals and organizations that have made notable contributions to the circular economy. Accenture sees the circular economy as a way to harness innovative and disruptive technologies to move beyond the linear models of take, make, waste. Circular models emphasize decoupling scarce or harmful natural resources from growth and jobs, and delivering value to consumers and citizens in the global economy.

The Circulars fourth annual awards ceremony showcased advances from the private and public sectors as well as civil society that drive innovation and growth while reducing dependence on scarce natural resources.

The seven Circulars were awarded as follows:

**The Fortune Award for Circular Economy Leadership: Frans van Houten, CEO, Philips**, for leading the transformation of Philips into a circular company by shifting its business model, moving from selling equipment alone to providing solutions to customers, and sharing risk for results through long-term partnerships. Franz is also co-chair of the World Economic Forum Platform to Accelerate the Circular Economy and he strongly advocates the circular business and industry opportunity, and challenges organizations to operationalize these principles to deliver tangible impact.

**The Accenture Strategy Award for Circular Economy Multinational: IKEA**, for working with a circular model in all aspects of their company's operations. From developing products and their supply chain, sourcing and mapping material in their business, implementing circular design principles, and adapting their model to meet their customers' demands.

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**The Young Global Leaders Award for Circular Economy SME (Small to Medium Size Enterprise): Apto Solutions**, for providing a wide range of services to help companies close the loop on electronic waste, including lifecycle asset management, responsible IT recycling, facility and data center consolidations, cloud migrations, repair and refurbishing, total device management solutions (TDM), as well as logistics, technology decommissioning and project management services.

**The Award for Circular Economy Public Sector: Sitra**, for playing a key role in accelerating circular economy, and leading the building of the ground-breaking Circular Economy Road Map for Finland 2016-2025, which incorporated circular economy education across 1,500 elementary schools and 50 high schools. Sitra also created the concept for and hosted the first World Circular Economy Forum in 2017, co-organized together with partners including the Nordic Council of Ministers, Ellen MacArthur Foundation, European Commission, UN Environment, and other very important partners.

**The CNBC Award for Circular Economy Investor: ABN AMRO Bank NV**, for being at the forefront of circular finance, and using their circular experts and relationship managers to work together in agile teams to understand and enable financing of new business models emerging from the principles of the circular economy.

**The Ecolab Award for Circular Economy Digital Disruptor: AMP Robotics**, for successfully developing a new kind of sorting technology for recycling facilities: Cortex robot. The Cortex can automate the separation of waste with practically no retrofit or change to existing operations. Cortex robots are powered by Neuron, the artificial intelligence that perceives material in the dirty, commingled conditions found in facilities today.

**The Dell Circular Economy People's Choice Award: Banyan Nation**, is India's first vertically integrated recycling company, using data intelligence to integrate a largely informal supply chain to maximize plastics recovery and reuse. To date, Banyan has recycled more than seven million pounds of plastics and integrated more than 2000 informal sector waste workers in their value chain.

“Across the globe we continue to face the need to create growth, jobs and a thriving global economy within the boundaries of sustainable development. This is why The Circulares are more timely than ever with an aim of identifying the organizations and individuals leading this movement through innovation, growth and competitiveness,” said Peter Lacy, senior managing director, Accenture Strategy.

“Accenture is pleased to play a key role in identifying these organizations and individuals by recognizing those who are using disruptive technologies and business models to address some of the most pressing challenges our world is facing and at the same time turning them into real opportunity.”

This year The Circulares attracted 296 entries from 45 countries. The judging panel was drawn from the Young Global Leader community of the World Economic Forum and leading experts across business and civil society. In addition to Accenture Strategy, The Circulares are sponsored by Dell and Ecolab, with CNBC and Fortune Magazine engaged as media partners.

“As advancements in the circular economy continue to disrupt old-school ideologies, The Circulares lead the way in identifying those transformational businesses and individuals who through digital connectivity, industrial design and progressive concepts have contributed in a significant and positive way to the environment and to economic growth,” said Antonia Gawal, Head of Circular Economy

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Initiative, World Economic Forum. “The Circularity remain an important initiative of the World Economic Forum and the Forum of Young Global Leaders to celebrate such trailblazing innovation and impact.

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## ***Applied Software Named First U.S. Reseller Partner for dRofus***

25 January 2018

Applied Software® announced today its partnership with dRofus, developer of the unique dRofus planning, data management and BIM collaboration tool that provides comprehensive workflow support and access to building information throughout the building lifecycle.

With dRofus, stakeholders can plan, manage and maintain data for departments, rooms, room templates, finishes, items, systems and components, all in a single cloud-based platform. Advanced plug-ins to Revit and ArchiCAD support enhanced workflow and collaboration, enabling architects, engineers and others to integrate program data with design for validation of building requirements and bidirectional synchronization between dRofus and project models.

"dRofus fits really well within our existing Applied Software portfolio. Its data-centric approach to BIM enables all project stakeholders to better plan, manage and maintain mission-critical information," said Richard Burroughs, president of Applied Software. "We're excited to be the first dRofus reseller partner in the United States, and we look forward to offering the company's solutions to a wide audience through our substantial sales coverage, training and support."

dRofus is headquartered in Oslo, Norway, with sales and support subsidiaries in the United States, Australia, Sweden and France.

"dRofus provides state-of-the-art performance and speed regardless of project size, type or complexity," said David Patera, managing director at dRofus. "We're especially pleased to partner with such a strong BIM workflow evangelist and specialist as Applied Software."

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## ***Dassault Systèmes Partners with Andhra Pradesh State Skill Development Corporation (APSSDC) to Set Up 3DEXPERIENCE Center***

22 January 2018

Dassault Systèmes and Andhra Pradesh State Skill Development Corporation (APSSDC) have signed a Memorandum of Understanding to set up a 3DEXPERIENCE Center to make students industry ready in the field of Aerospace & Defense, Automotive and Shipbuilding on the 3DEXPERIENCE platform with built in industry solution experiences.

As per industry reports, the aerospace and defense industry in India is one of the fastest growing markets in the world with a significant push to indigenous manufacturing. Promoting self-reliance, indigenization and technology up-grades, achieving economies of scale and developing capabilities for exports requires that the talent be developed in-house at a rapid pace to meet the demand. The

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automotive industry that is witnessing major changes in the form of electric vehicles (EVs), shared mobility, emission and safety norms has the potential to create 65 million additional jobs and contributing over 12% to India's GDP. In the marine and ship building sector there is also the requirement of a cost-effective & skilled manpower with the technology know-how.

The 3DEXPERIENCE Center aims to meet these requirements for skilled manpower and facilitate employability to the youth in Andhra Pradesh.

The center will enhance the employability skills of the Engineering and Polytechnic (Diploma) students by making them industry-ready through skill enhancement and certification on the 3DEXPERIENCE platform. As part of experiential learning, the 3DEXPERIENCE platform would be made available to the students either on premise or on cloud so that they have first-hand knowledge of operating on the platform. The center will provide industry solution experience training leveraging virtual environment, which replicates the real world industry experience thus eliminating the industry access constraints faced by students. The center will provide tele-operated learning facility, where needed, to facilitate remote learning as well. The center will also act as an innovation hub for incubating start-ups and promoting start-up culture in the state of Andhra Pradesh.

Mr. K. Sambasiva Rao, Managing Director and CEO, APSSDC said, "Skilled workforce is the need of the hour to attract investors in the state and through the 3DEXPERIENCE Center we will impact training and enhance the employability of the talented workforce in the state. Once fully functional we will offer over 85 courses in aerospace and defense engineering, automotive technologies and marine infrastructure. Dassault Systèmes will bring in their experience and industry knowledge of working across diversified verticals and play a significant role in providing real and virtual demonstrations of modern day engineering and manufacturing."

Mr. Samson Khaou, Managing Director, India, Dassault Systèmes said, "We are excited to partner with APSSDC to set up an 3DEXPERIENCE Center to make the youth in Andhra Pradesh ready to be a part of the workforce of future. The center has been set up as a step to foster innovation and help instill the start-up and research culture in the state as well act as a catalyst of growth by making world-class skilled professionals available to key growth sectors for the state and the country."

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## ***Dassault Systèmes Recognized as the Most Sustainable Company in the World***

23 January 2018

Dassault Systèmes announced that it has been ranked first by Corporate Knights in the 2018 [Top 100 Most Sustainable Corporations in the World](#) (Global 100) index.

The Corporate Knights Global 100 index is recognized globally as the gold standard for corporate sustainability analysis. The ranking relies on the computation of many key performance indicators – including environmental, social, financial and innovation capacity – but also, as of this year, on the sustainability value of a company's products.

This is the seventh consecutive year that Dassault Systèmes has been included in the Global 100 index. The 2018 ranking is a clear recognition of Dassault Systèmes' holistic sustainability strategy, from

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reducing its environmental footprint, to developing the workforce of the future and driving the definition of new business models in today's Industry Renaissance.

“Dassault Systèmes is honored to be recognized as No. 1 by Corporate Knights for our vision of harmonizing product, nature and life and for implementing this vision in everything that we do,” said Bernard Charlès, Vice Chairman & CEO, Dassault Systèmes. “In the virtual world, we can simulate and evaluate impacts before producing the product itself. What is more, virtual worlds help people imagine differently; they extend and improve the real world. The 3DEXPERIENCE platform enables innovators to play a major role in inventing sustainability models. We help them create things in ways that have never been used before, just as we help the workforce of the future learn in ways that have never been applied before. The record-breaking Solar Impulse solar-powered aircraft, the winning teams of the Hyperloop Pod Competition, optimized services that benefit city stakeholders, the additive manufacturing of aerospace parts that reduces their weight by 80 percent—we could proudly pick examples from any of our 12 industries of activity.”

More than 25 million innovators and 220,000 customers use Dassault Systèmes' 3DEXPERIENCE universes to imagine, invent and deliver disruptive solutions that advance sustainability in domains as large as energy, mobility, cities, life sciences and high-tech.

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## ***Deloitte finds executives optimistic about Industry 4.0, but lacking confidence in their organizations' influence and preparedness***

22 January 2018

Senior business executives and government agency leaders from around the world lack confidence in their organizations' readiness to influence and harness the opportunities offered by the Fourth Industrial Revolution (Industry 4.0), according to a research report by Deloitte Global entitled "The Fourth Industrial Revolution is Here—Are You Ready?"

Industry 4.0 is characterized by the marriage of physical and digital technologies, such as analytics, artificial intelligence, cognitive computing and the internet of things (IoT). Deloitte Global surveyed 1,600 C-level executives across 19 countries and conducted select in-person interviews to explore their readiness to leverage Industry 4.0 to benefit customers, employees, communities and other key stakeholders.

"The rapidly advancing technologies driving Industry 4.0 are bringing about social and economic change rapidly in an environment of unparalleled global connectivity and demographic change," said Punit Renjen, Deloitte Global CEO. "It's a time of great opportunity, but also risk. We developed this research to better understand how executives are navigating the pervasive shift and to uncover areas where they can more effectively influence how the Fourth Industrial Revolution impacts their organizations and society."

The questions focused on four major topics: social impact, strategy, talent/workforce, and technology. The survey results indicate that while executives conceptually understand the changes Industry 4.0 will bring, they are less certain how they should act to benefit from those changes. In each of the four areas of impact, the survey uncovered some degree of contradiction:

### **Social Impact:**

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Optimism versus ownership – While executives see a more stable future with less inequality, they are less confident about the roles they or their organizations can play in influencing society in an Industry 4.0 era.

- An overwhelming (87 percent) proportion believe the Fourth Industrial Revolution will lead to more social and economic equality and stability, and two out of three say business will have much more influence than governments and other entities in shaping this future.
- However, less than a quarter believe their own organizations can influence key societal factors such as education, sustainability and social mobility.

## **Strategy:**

Static versus dynamic – Executives acknowledge they may not be ready to harness the changes associated with Industry 4.0, but these reservations have not compelled them to alter their strategies.

- Only one-third are highly confident they steward for their organizations during this time of change. Just 14 percent are highly confident that their organizations are ready to fully harness the changes associated with Industry 4.0.
- Many executives are sticking with a focus on traditional domains (i.e., developing products and increasing productivity) instead of shifting their focus toward developing talent and driving competitive disruption that could spur innovation and create value.

## **Talent/Workforce:**

Evolution versus revolution – Executives are not confident they have the right talent to be successful in Industry 4.0. However, they feel they are doing all they can to build the right workforce, despite talent ranking low on their list of priorities.

- Only a quarter are highly confident they have the right workforce composition and the skill sets needed for the future.
- Interestingly, 86 percent say they are doing everything they can to create a workforce for Industry 4.0. Yet, responses indicate that HR topics remain a low priority, other than aiming to increase worker efficiency.
- For companies that have placed Industry 4.0 talent implications high on their priority list, they are exploring the potential for new roles that allow people to play to their strengths while leveraging technology for greater innovation, alternative work environments, and new approaches to learning and development.

## **Technology:**

Challenged versus prepared – Executives understand they need to invest in technology to drive new business models. However, they have a hard time making the business case to fully address Industry 4.0 opportunities because of a lack of internal strategic alignment and short-term focus.

- Executives acknowledge that their current investments in technology are strongly influenced by the desire to create new business models which they believe will have one of the biggest impacts on their organizations.
- However, very few executives say they are able to make a strong business case for investing in the technologies that define the Fourth Industrial Revolution. They cite a lack of internal

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alignment, a lack of collaboration with external partners, and a focus on the short term.

The research revealed that, overall, executives around the world are in the early stages of readying their organizations to harness the full potential of Industry 4.0. They will need to seize opportunities to strengthen key connections that will benefit their clients, their people, their organizations, their communities and society more broadly:

- **Social impact.** Accept that each and every organization has the power to influence, in multiple ways, the promise of the Fourth Industrial Revolution to create a more equitable and stable world.
- **Strategy.** Take a holistic approach to strategic planning, exploring how core capabilities can be enhanced by new ones to develop new products and services, and create new value for a broader range of stakeholders.
- **Talent and workforce.** Make it a priority to prepare workers to navigate the age of Industry 4.0 by creating a culture of learning and collaboration, and creating training opportunities—both within the organization and in underserved communities.
- **Technology.** View technology as the most powerful differentiator in an Industry 4.0 world and invest in integrating new applications that can support new business models. And—most importantly—understand that Industry 4.0 technologies shouldn't be limited to just one part of the organization, but integrated across the organization to better support a broad spectrum of responsibilities and stakeholders necessary to thrive in a 4IR world.

"I believe those who take a broad view will be the ones to succeed in this new era," noted Renjen. "They will see connections between business and social needs; between financial outcomes and innovative strategies; between workforce productivity and people's sense of stability and well-being; between integrating existing technologies and creating completely new solutions."

For more information and to view the full research results, [read the report here](#).

## Methodology

Forbes Insights, in conjunction with Deloitte Global, conducted a global survey of 1,603 CXOs to better understand their perspectives on Industry 4.0. All respondents were from organizations with annual revenue greater than US\$1 billion, with average revenue of US\$7.4 billion. The CXOs lead organizations

in Australia, Brazil, Canada, China, Denmark, Finland, France, Germany, Iceland, India, Japan, Mexico, Netherlands, Norway, South Africa, Spain, Sweden, United Kingdom and the United States.

Respondents represent 10 industries, with no industry constituting more than 12 percent of the total sample. The survey was conducted in August 2017.

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## ***Kingspan Makes \$10M Strategic Investment in Software Company Invicara***

18 January 2018

Kingspan Group plc today announced a \$10 million investment in Invicara, a provider of transformative software solutions for the entire ecosystem of the built environment. With this investment, Kingspan has

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made a definitive commitment to the development of a solution for digitalisation of the construction industry.

Invicara has developed solutions that integrate with Building Information Modelling (BIM) technology. BIM provides detailed digital representations of buildings, allowing time and cost saving collaboration between partners on construction projects such as architects, engineers, contractors, and owners.

Working with Kingspan, Invicara will use its cloud-based platform to build a new solution that uses design and construction data to create new digital workflows that transform the customer experience. Kingspan is investing \$10min a minority stake in Invicara, and Louise Foody, Kingspan's Director of Digital and Brand, and Mike Stenson, Head of Innovation at Kingspan, will join the Invicara Board of Directors.

Foody says, "For manufacturers of building systems and solutions, digitalisation enabled by technologies like BIM is a game changer. At Kingspan, we aim to leverage digital technologies to further align our offerings with our customer's needs and more efficiently collaborate with owners, designers, and contractors at every stage of the building lifecycle."

Invicara currently provides a cloud-based data management solution that helps owners and their design and construction partners create a data-rich digital twin of a building, leveraging Building Information Modeling (BIM). BIM Assure, the first product built on the Invicara platform allows owners to access, validate, and report on model data. The product is currently in use on key projects in North America, Ireland, the United Kingdom, Australia, and Singapore. Invicara is rapidly expanding this solution with significant new capabilities planned for release in 2018.

Invicara's reach to customers and markets will be enhanced through Kingspan's global presence in key market segments such as airports, healthcare, data centers, and retail among others.

Anand Mecheri, CEO and Founder of Invicara notes, "Our relationship with Kingspan opens a new market opportunity for Invicara - providing us with deep context to build powerful solutions on the Invicara platform, enabling product manufacturers to participate in the digitalisation of construction. From the start, Invicara's vision has been to improve the value derived from BIM for the entire ecosystem of the built environment - providing an efficient flow of reliable data for a wide range of workflows."

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## ***Minima Processor Joins ESD Alliance***

23 January 2018

Minima Processor of Oulu, Finland, provider of near-threshold voltage design solutions that employ dynamic margining and ultra-wide dynamic voltage and frequency scaling (DVFS) to minimize energy consumption in system-on-chip (SoC) designs, today joined the Electronic System Design Alliance (ESD Alliance).

As an international association of companies providing goods and services throughout the semiconductor design ecosystem, the ESD Alliance welcomes Minima Processor and values the contribution it will add. "Minima brings an international perspective to the organization as well as a deep understanding into emerging markets, such as IoT," notes Bob Smith, executive director of the

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ESD Alliance. “We welcome Minima to our member company list and expect to offer assistance as it as it launches its product line and moves into the U.S. marketplace.”

Intended for a range of markets, including microcontroller, internet of things (IoT), in-body medical and connectivity, the Minima dynamic-margining approach is a unique, patented intellectual-property (IP)-based methodology for near-threshold voltage design. It combines hardware and software to enable circuits to function at their lowest possible power for any given task, data or ambient condition.

“The ESD Alliance has a well-deserved reputation for assisting small startups with a range of programs, including the MSS reports, import/export regulations and license management working groups,” comments Toni Soini, Minima’s chief executive officer. “Joining was an easy decision for us and we look forward to engaging with these programs as we build our global presence.”

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## ***Navigator Business Solutions Receives SAP® North America Partner Excellence Award 2018 for SAP Cloud Partner Program***

25 January 2018

Navigator Business Solutions today announced it is the recipient of an SAP® North America Partner Excellence Award 2018 for SAP Cloud Partner Program. Awards were presented by SAP to the top-performing SAP partners in the North America region that have made outstanding contributions to driving our customers' digital transformation. Recipients of this year's awards have been – in partnership with SAP – helping customers adopt innovation easily, gain results rapidly, grow sustainably and run more simply with SAP solutions.

"Navigator is thrilled to receive the SAP® Partner Excellence Award," says Grant Fraser, President/CEO, Navigator Business Solutions. "This award highlights Navigator's continued leadership in delivering SAP Cloud ERP solutions and recognizes the value Navigator delivers to our customers providing a competitive edge to excel in their respective industries."

Selected from SAP's wide-ranging partner base, nominations for the SAP Partner Excellence Awards were based on internal SAP sales data. A steering committee composed of regional and global SAP representatives determined winning partners in each category according to numerous criteria such as sales achievement and performance. Awards were presented in a variety of categories, including overall sales, innovation, technology, services and solution-specific areas.

"The SAP Partner Excellence Awards exemplify the shared purpose, commitment and success that allow our partners, together with SAP, to deliver value to our customers on an ongoing basis," said Rodolpho Cardenuto, President, Global Channels & General Business, SAP. "To that end, I am pleased and honored to recognize and congratulate Navigator Business Solutions as the recipient of the SAP North America Partner Excellence Award 2018 for SAP Cloud Partner Program. We look forward to continuing to work closely together with Navigator to realize even greater success in 2018."

Over the past seven years, Navigator has worked alongside SAP to effectively deliver Business ByDesign, providing a capable and scalable Cloud ERP solution that improves the ability to drive innovation, growth and profits for its customers.

Navigator Business Solutions received its award during the SAP Field Kick-Off Meeting Las Vegas, an

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annual gathering of SAP executives, SAP field employees and partners. It is SAP's largest yearly sales meeting, intended to gain and exchange information on SAP's strategy, sales methodology, business growth opportunities and product innovations as well as drive success during the upcoming year.

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## ***Powering Ahead: Klim and Centric Software Speed into the Future***

23 January 2018

Centric Software is delighted to announce the release of a success story about its customer, Klim.

Klim makes high-quality, durable, lifesaving products for snowmobilers and motorcyclists, with a mission to enhance the rider's experience. In the mid-2000s, when Klim entered the motorcycle market, it became impossible to handle an exploding number of SKUs and ever more complex communication with just spreadsheets and email.

Klim decided to invest in Centric Software's PLM solution in 2009, and never looked back. Watch the video and read Klim's success story to discover how Centric PLM helped build a backbone for dominance of the powersports apparel market, how having 'one source of one truth' brought dramatic improvements in efficiency and communication, and how Klim and Centric worked together to develop an innovative field testing solution.

Read the full story to learn more: <http://www.prweb.com/releases/2018/01/prweb15119835.htm>

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## ***RegScan™ Joins SAP® PartnerEdge® Open Ecosystem***

23 January 2018

RegScan™, Inc. today announced that it has joined the SAP® PartnerEdge® open ecosystem. This membership allows RegScan to access resources from SAP with the aim of meeting customer needs for regulatory, audit and compliance content integrated with SAP solutions.

RegScan content can be made available within the SAP Environment, Health, and Safety Management (SAP EHS Management) application as part of its compliance scenario functionality. This currently can be done as part of an implementation project. RegScan is collaborating with the SAP development teams with the intent of enabling import of RegScan data within the standard product.

"We are excited that RegScan's compliance content will be integrated within the SAP S/4HANA® EHS solution. Our membership in the open ecosystem will better help us meet the needs of many of our global clients," said Gretchen Retteghieri, vice president of Business and Product Development for RegScan. "Additionally, we have been working closely with SAP product experts to make this integration smooth and successful."

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## ***Revulytics Gains Momentum Fueled by 100 Percent Growth in Usage Intelligence Customers***

25 January 2018

Revulytics, Inc., today announced strong growth and market expansion in 2017. The company achieved its sixth consecutive year of revenue growth and profitability, extended its leadership position of Compliance Intelligence with new and expanded customer deployments, and gained traction in usage analytics with 100 percent growth of Usage Intelligence customers.

Revulytics customers also touted the specific benefits of software usage analytics. “The entire redesign of our flagship product took 18 months. But it would easily have taken double that time without Revulytics Usage Intelligence to support our decision-making, and our user survey feedback has been overwhelmingly positive,” said Russ Bukowski, Director of Product Design, CNC Software.

The combination of Compliance Intelligence and Usage Intelligence provides software vendors and creators of enterprise applications new and advanced visibility into product usage to increase license revenue, build better products, and drive end-user adoption. Customers saw record-breaking compliance deals in 2017 including seven-figure settlements in China and triple digit year-over-year settlement revenue growth in Russia. Since 2010, Revulytics software usage analytics intelligence has supported customer compliance programs that have generated more than \$2.1 billion in new license revenue. Revulytics technology has been deployed in more than 72 million installations across the globe.

“As Revulytics continues on its upward trajectory of revenue growth, profitability, and stability, it’s rewarding to see the long-term value we’re creating for our stakeholders – from customers to investors to employees,” said Joseph Noonan, President and CEO of Revulytics. “Leading CAD/CAM, EDA, and PLM providers and other software vendors of high-value or widely distributed desktop applications are benefiting from the expanding value of software usage analytics – from our compliance solutions that contribute directly to new license revenue to product management solutions that deliver better applications that their customers love.”

Revulytics continued to enhance the value of its products in 2017. Compliance Intelligence has a proven history of enabling software providers to detect and identify unlicensed use and generate revenue. In 2017 customers completed a major platform upgrade that delivers greater scalability to collect and analyze large datasets and increase identification and validation of infringing organizations, while meeting data privacy requirements around the world.

In addition to making Compliance Intelligence available on the Salesforce AppExchange, key updates enable enhanced collection of WiFi location data to include all active (enabled) WiFi adapters to help increase compliance lead match rates and accuracy. Additionally, the integration of Usage Intelligence data into customers’ compliance dashboards provides deeper insight and evidence of license misuse.

The company also introduced Usage Intelligence v5 for distributed C/C++, .NET, Obj-C and native Java applications on Windows, Macintosh, and Linux with new reporting on environmental data about users’ machines, and user engagement and loyalty reports. Enhanced ReachOut™ functionality enables software providers to create highly personalized customer experiences driven by dynamic in-application messaging and usage analytics insight.

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## ***SAP Increases Commitment to Powering Innovation in France***

22 January 2018

SAP SE CEO Bill McDermott today announced a series of planned investments for SAP's operations in France over the next five years to accelerate the company's digital strategy and support France's growing position as a hub of innovation.

The move includes:

- Opening the second SAP.iO Foundry location in Europe to provide more than 50 startups with mentorship, technology and access to the vibrant SAP ecosystem
- Investment by SAP.iO Fund in French startups in the seed or Series A round
- Spend by SAP of €150 million in research and development annually over the next five years
- Acquisition of Recast.AI to accelerate development of SAP® Leonardo Machine Learning capabilities

Signaling its continued support for France, SAP estimates a more than €2 billion spend over five years, intended to accelerate the company's fast growth in the cloud and advance a technology community focused on machine learning (ML), blockchain, the Internet of Things (IoT) and software as a service (SaaS). The step reflects SAP's global strategy – fueled by the SAP Leonardo digital innovation system – to help every organization become an intelligent enterprise. SAP will focus on startups that build solutions complementary to the SAP Leonardo system to foster fast collaboration and global scale.

"There is a real sense of economic momentum in France," Bill McDermott, CEO, SAP, said after a meeting with French President Emmanuel Macron. "President Macron's bold embrace of the digital world will help France rise to an enviable position as a global innovation leader. We see immense potential in the entrepreneurial spirit of France to disrupt business models, create modern jobs and unleash exciting new opportunities that help the world run better."

For the first time, the incubation and innovation activities SAP undertakes in France include investment in startups with special focus on global impact, such as sustainability and climate change, where France is taking a leadership role. This new focus on social impact will complement the SAP.iO program's strategic investments, which align with core businesses and technologies of SAP. The startups, led by dynamic entrepreneurs, play a critical role in extending SAP's footprint and creating high-value use cases for customers.

### **Recast.AI Acquisition to Accelerate Natural Language Processing Capabilities**

Recast.AI provides a development environment – software, technology and applications – that uses natural language, for example, chatbots. Recast.AI's technology matches the requirements of conversational chatbots and allows high-performance natural language processing that supports more than 20 languages.

The acquisition will help SAP enhance the natural language processing capabilities in SAP solutions to help customers enjoy an improved user experience. SAP aims to simplify complex business interactions and processes by employing conversational user experience technology. The intention is to have applications speak to SAP software users in natural language. SAP created the SAP CoPilot digital assistant, a Web application, and an in-house platform to build conversational applications. SAP intends to use this platform across a wide breadth of its portfolio.

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Recast.AI was founded in 2015, emerging from French coding school "42," and is currently located at the incubator "Station F." The company has grown quickly and today serves international customers in France, including large banks and insurance and tech companies. Recast.AI provides a modern ML-based technical architecture and owns proprietary algorithms that understand natural language. Its team of highly talented data scientists and engineers will strengthen ML development at SAP.

SAP is acquiring Recast.AI through its direct French subsidiary SAP France Holding, a limited liability company. Both companies agreed not to disclose details of the transaction.

SAP France celebrated its 30-year anniversary in 2017. Thousands of organizations in France – public and private – rely on SAP solutions and services to help them run at their best. In addition to hosting two of the 19 SAP Labs of SAP Labs Network, the company opened a flagship SAP Leonardo Center location in Paris last year. The location harnesses technologies such as AI and ML to deliver greater value to customers across the region. Innovation is core to operations in France. It includes plans to develop the France Innovation hub with the opening of Sports Center, an SAP Future Cities initiative and the extension of the SAP Leonardo Center location, which has already hosted more than 30,000 visitors since its opening.

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## ***SAP Unveils New Digital Badges for SAP Global Certification***

25 January 2018

SAP today announced new digital badges for the SAP Global Certification program to help SAP software learners and users promote their proficiency in various subject areas specific to SAP software.

The new badges will help learners promote their achievement online and offline. They also provide a competitive advantage and trusted validation at no additional cost.

Established in 1995, the SAP Global Certification program offers multitiered certification paths for specific subjects. The badges will serve as digital proof of successful completion of these programs for use on websites, social media and SAP Learning Rooms, the social environment of SAP Learning Hub.

“We are thrilled to offer certification holders a digital way to showcase their achievements via social media, and to demonstrate to their employers a commitment to continuous learning,” said Bernd Welz, executive vice president and chief knowledge officer, Products and Innovation, SAP. “The badges will also help individuals to showcase the certifications they hold, and employers to recruit and hire the right talent faster and at a lower cost as education and skill claims can be verified more quickly and more securely.”

Certifications from SAP validate the technical expertise and experience in a specific SAP portfolio. The certifications are globally recognized and demonstrate that professionals have honed their skills through rigorous study and hands-on experience in a chosen field. With this innovation, SAP provides a complete learning offering that ranges from achieving SAP solution proficiency with support of the openSAP platform and SAP Learning Hub to skills validation through the SAP Global Certification program. The badges validate the bearer as a recognized expert in the social and collaborative learning environments provided by SAP.

SAP aims to create a culture of continuous learning, with flexible and open approaches to support and

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manage learning. These new digital badges encourage learning and recognize and promote valuable skills and achievements.

The new digital badges for SAP Global Certification are based on the Open Badges specification supported by IMS Global Learning Consortium Inc. The Open Badges specification is an open technical standard for creating, issuing, managing and verifying digital badges, as defined by the IMS Global Learning Consortium and the Mozilla foundation. The badges were developed in cooperation with Acclaim, a company of Pearson VUE that partners with other brands to recognize individuals' competencies through digital badges. With this additional offering, SAP supports the transition of the testing industry from paper certificates to standardized digital methods of candidate recognition.

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## ***ZWSOFT Contributes CAD/CAM Technologies to Belt & Road***

23 January 2018

ZWCAD SOFTWARE CO., LTD. (ZWSOFT) has been appointed a member of International Alliance of Skills Development for Belt & Road and BRICS Countries (IASDBR) and will contribute CAD/CAM technologies to Belt & Road and BRICS countries.

Together with representatives from BRICS and Belt & Road countries as well as professionals and talents from all walks of life, ZWSOFT participated in the signing ceremony and obtained a membership certificate.

“It’s a great honor for ZWSOFT to join the IASDBR. As the only Chinese enterprise which owns full intellectual property rights for both 2D and 3D CAD/CAM software, ZWSOFT will continuously develop ZW3D & ZWCAD and provide trainings that suit the Belt and Road strategic layout,” said Truman Du, CEO of ZWSOFT.

### **Success is Not Incidental**

IASDBR was established to promote the education, skills and training among Belt & Road and BRICS countries.

Having satisfied the needs of 2D and 3D CAD/CAM designers and engineers for two decades with its powerful and easy-to-use ZW3D, ZWSOFT is deeply expected to cultivate international high-tech professionals and increase the local employment for international enterprises.

Empowered by unique Solid-Surface Hybrid Modeling technology and various design tools, ZW3D can unleash designers’ 3D design ideas which provides them more creativeness and opportunities. In addition, ZWSOFT’s professional technical team is always providing effective and timely assistance. All of these are helpful for vocational skill development, engineering capability training and intelligent technology innovation, so ZWSOFT was selected as an IASDBR member.

### **A Bright and Promising Prospect**

Through IASDBR, ZWSOFT is planning to build and improve an international exchange platform for technical exchanges, standard coordination, skills training and certification among Belt & Road and BRICS countries.

With the support from Chinese Government, ZWSOFT can not only push forward infrastructure

construction at home and abroad but also advance the process of global industrialization through its persistent and unremitting efforts.

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## Events News

### ***FreeWave CMO Scott Allen Joins Panel at IoT Evolution Expo 2018***

22 January 2018

FreeWave Technologies, a leader in industrial, secure Machine-to-Machine (M2M) and Industrial Internet of Things (IIoT) wireless networking solutions, today announced its Chief Marketing Officer, Scott Allen, will join a panel of experts on the impact and uses of the IoT on the factory floor at the 2018 IoT Evolution Expo on January 23 at 9:00 a.m. ET.

The session “IoT on the Factory Floor” will explore how IoT is being deployed on the factory floor and how it improves the management of production. Panelists will discuss if manufacturing has gotten to the point where Programmable Line Cards are taking advantage of connectivity or are gateways making human intervention easier.

Where: Disney Contemporary Hotel, 4600 North World Dr., Lake Buena Vista, FL 32830

When: January 23, 2018 at 9:00 a.m. ET

Who:

- Scott Allen, CMO, FreeWave Technologies
- Abhishek Joshi, Strategist, Accenture
- Pushkar Ranhan, IoT Evangelist, SAP
- Mark Josephson, Co-founder, Coris (Moderator)

Please reach out to [freewave@10fold.com](mailto:freewave@10fold.com) if you would like to schedule some time to speak with Scott further at IoT Evolution Expo about the application of IoT on the factory floor.

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### ***Kalypso to Present Leading Innovation Strategies and Oracle Cloud Demonstrations at MSCE 2018***

25 January 2018

Kalypso will present leading innovation practices for the digital world and demonstrate how companies can use Oracle Cloud technology to differentiate and build business value at the Modern Supply Chain Experience (MSCE), January 29-31, in San Jose, CA. MSCE is an annual event that brings together Oracle customers, product experts, partners and supply chain thought leaders to share experiences and leading practices on optimizing the supply chain.

Kalypso will show several solution demonstrations at booth 201 that can help companies understand how to grow their top and bottom line with product lifecycle management (PLM) and power innovation

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with digital technologies. PLM demonstrations will include industry-specific innovate-to-commercialize solutions powered by Oracle PLM Cloud for consumer goods, food and beverage, health supplements, and life sciences. Furthermore, Kalypso will feature the release of Formulation and Compliance Workbench 2.0 that is available for chemical, food and beverage, and health supplements manufacturers. The solution enables critical capabilities for building and managing recipes and formulas for formulated manufacturers.

Kalypso will also demonstrate how applying machine learning and advanced analytics to PLM data can improve product development results.

Kalypso will bring Oracle's Internet of Things (IoT) Asset Monitoring application to life with a cold chain management demonstration. Attendees can experience how using IoT, machine learning and PLM can help food and beverage manufacturers reduce cost, protect their brands and power innovation.

On the afternoon of Monday, January 29th, Kalypso will host a workshop with Oracle where they will discuss how existing on-premises PLM users can maximize their investment by incorporating Cloud capabilities and the benefits of that on their migration path to full PLM Cloud solution. For more information and registration to the workshop, visit <http://kalypso.com/msce2018plmcloudwksh>.

WHAT: Maximize Your PLM Investment Now While Preparing for Full Cloud

WHEN: Mon., January 29th, 1:00 p.m.-3:00 p.m.

WHO: Abe Gross, Senior Manager, Kalypso; Sachin Misra, Partner, Kalypso; Thomas Mitchell, Manager, Kalypso; Lance Conard, Principal Sales Consultant, Oracle

WHERE: Room 112

Kalypso thought leaders and some of their clients will be featured in MSCE sessions.

WHAT: Church & Dwight Accelerates Commercialization with Oracle PLM

WHEN: Wed., January 31st, 11:00 a.m.-11:45 a.m.

WHO: George Young, CEO, Kalypso; Kevin Gokey, VP IT, Global CIO, Church & Dwight

WHERE: Room LL 20 B

WHAT: Powering GXP Product Development in the Life Sciences Industry with Oracle Cloud

WHEN: Wed., January 31st, 3:15 p.m.-4:00 p.m.

WHO: Joseph Sener, VP Quality, Device Engineering and Customer Advocacy, ICU Medical; Julie Lacey, Development Engineering Manager, Eli Lilly; Mustafa Poonawala, Sr. Director, Portfolio and Programs, ICU Medical; Sachin Misra, Partner, Kalypso; Todd Hein, Oracle

WHERE: Room LL 20 D

Kalypso will be hosting networking opportunities for attendees Monday, January 29th, 2018 at 7:00 p.m. and Tuesday, January 30th, 2018 at 7:00 p.m.

For more information on Kalypso's full program of events at MSCE, <http://kalypso.com/msce2018>.

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## ***Oracle Modern Supply Chain Experience: Jan 29-31 2018, San Jose***

23 January 2018

As the pace of business accelerates, the rules of supply chain management are changing – increased buyer expectations, shorter product life cycles, new regulations, and fluctuating demand are testing the limits of the traditional supply chain model. At Modern Supply Chain Experience, attendees will learn how to meet these challenges head-on and take the next step in business transformation. Join Oracle in San Jose and take home supply chain strategies that will help get better products to market faster; improve efficiencies and productivity, and streamline processes and communications for success.

Please visit <https://go.oracle.com/modernsupplychainexperience> for more information, including registration.

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## ***OpenText Announces Innovation Tour 2018: The Changing Future of Digital***

25 January 2018

OpenText™ today announced its 2018 Innovation Tour conference series. This global series of events will be held in nine cities around the world from February to May 2018. OpenText executives, including Mark J. Barrenechea, Vice Chairman, CEO and CTO; and Muhi Majzoub, EVP Engineering, will keynote at the events taking place in Tokyo, Singapore, Sydney, Paris, Munich, Amsterdam, Stockholm, Johannesburg and London.

"The world is changing at an incredible pace, and the opportunities for businesses to grow, differentiate, and compete through digital technology have never been more dramatic than today," said Mark J. Barrenechea, Vice Chairman, CEO and CTO, OpenText. "At OpenText, we are helping our customers drive strategic transformation by harnessing the power of their information through extreme automation and insight. By combining enterprise information with applications, security, the Business Network, the Internet of Things, and artificial intelligence, we are defining the future of digital."

Attendees at all Innovation Tour events will experience first-hand OpenText Magellan, a flexible AI and analytics platform designed to enable business insight. Attendees will also see how recently acquired technology from DellEMC, HP, Guidance Software, and Covisint is being integrated with the latest developments in OpenText's next-generation digital platform, Release 16.

Barrenechea continued, "OpenText is The Information Company, and we are empowering our customers to do more with their enterprise information, turning data into insight, and insight into business success. As more enterprise critical information is being created by both humans and machines, organizations require new tools and new approaches to turn that data into insight. OpenText's Innovation Tour presents an unmissable opportunity for customers to connect directly with product and solution experts and OpenText Executives to see the latest product innovation in action and to share their digital ambitions with OpenText and our partners."

In addition to executive and customer keynotes, each event will showcase leading OpenText technology and solutions in dedicated breakout sessions.

For more information, and to register for any of the OpenText Innovation Tour events, please visit: <https://www.opentext.com/campaigns/innovation-tour>.

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## Financial News

***L&T Infotech: USD Revenue growth up 8.5% QoQ and 19.7% YoY; Digital revenues at 33%***

24 January 2018

Larsen & Toubro Infotech announced its Q3 FY18 results today.

In US Dollars:

- Revenue at USD 293.5 million; growth of 8.5% QoQ and 19.7% YoY
- Constant Currency Revenue growth of 8.3% QoQ and 16.4% YoY

In Indian Rupees:

- Revenue at Rs 18,837 million; growth of 7.6% QoQ and 13.0% YoY
- Net Income at Rs 2,828 million; growth of 3.6% QoQ and 14.0% YoY

“Our focus remains on amplifying outcomes for our clients and establish LTI as a next generation IT services company. Large deal win momentum over the last 18 months has helped us deliver an outstanding 8.5% sequential growth in USD revenues in Q3. This superior performance has been driven by contribution from all key verticals and service offerings. Digital now contributes one-third of our overall revenues. The synergies from Syncordis acquisition are helping us initiate new conversations in Europe.” – Sanjay Jalona, Chief Executive Officer & Managing Director

### Recent Deal Wins

- SAP Systems Integration for a large US based Specialty vehicles manufacturer
- A Canada based development capital fund selected LTI’s proprietary record keeping platform, Unitrax for its wealth management requirements
- Digital transformation of sales channels for a multi-national diversified conglomerate leading in Automotive parts & HVAC systems
- Engineer-to-Order Applications portfolio engagement with a US based, Global leader in Industrial Automation
- Fortune 100 Global Pharmaceutical corporation selected LTI for a SAP Analytics engagement
- Robotic Process Automation engagement with one of largest mutual Life Insurers in the US
- Digital Consulting for Applications Portfolio Rationalization and creation of AI based Chatbot for User support for a Saudi Arabia based Petrochemical company
- Engagement with a large US based Property & Casualty Insurer to help them in their enterprise wide transformation journey to modernize core IT System by implementing Insurity

### Client Testimonial

“At MPPMCL, we strive to be ahead of the curve by adopting new-age technologies. This initiative will

maximise efficient power portfolio management through a technology-led decision support system. We chose LTI for this strategic engagement because of its global experience with digital transformation initiatives in the utility sector.” – Sanjay Shukla, Managing Director, Madhya Pradesh Power Management Company Limited (MPPMCL)

<https://www.lntinfotech.com/news-event/usd-revenue-growth-up-8-5-qoq-and-19-7-yoy-digital-revenues-at-33/>

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## Implementation Investments

### *CE Construction Builds for the Future with Infor*

25 January 2018

Infor today announced that CE Construction in Nepal has selected Infor LN as part of its modernization project to catalyze business growth. The implementation is expected to go live in July 2018.

As Nepal's leading construction player, CE Construction, whose primary operations is in General Contracting, Hydropower Development and Real Estate, has embarked upon its most significant IT investment to date and will deploy Infor LN to enhance overall productivity within the organization through improved collaboration within and across departments. This will help the construction leader stay ahead in an evolving industry facing demands to become even more efficient, sustainable and innovative. To drive the company's projected growth, Infor's solutions will provide the scalability and a consumer-friendly user interface to engage the digitally-savvy millennial workforce. Other solutions CE Construction will deploy include Infor Xi, Infor CRM, Infor d/EPM and Infor EAM.

Following a thorough evaluation, Infor was selected for its construction industry expertise, deep industry functionality, fast time-to-value, and end-to-end offerings.

"In a constantly-changing market scenario, we find it imperative to continue on our growth path through the adoption of robust technology solutions. We chose Infor for their comprehensive solution capabilities and their in-depth industry knowledge. We are confident that Infor will help us increase business agility, productivity and empower our people for future growth," said Bijay Rajbhandary, Chairman and Managing Director, CE Construction.

Ashish Dass, Vice President and Managing Director, South Asian Subcontinent, Infor said, "The infrastructure and construction industry is at an inflection point with emerging technologies changing the way stakeholders collaborate and engage. Additionally, this sector is faced with a demographic shift of the workforce and evolving customer demands. Digital transformation is the route to unlocking several opportunities for significant business outcomes. Infor is happy to partner with an industry leader in the construction space and we look forward to a long-term engagement to help the company grow from strength to strength."

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## ***Gerber's Digital Solution is Adopted by Grosso Moda to Meet Speed and Industry 4.0 Trends***

25 January 2018

The need for speed continues to intensify with ever changing consumer trends that evolve as technology makes it possible for ideas to spread quickly – creating the demand for the see now, buy now mindset. To succeed, fashion companies need to adopt technology and embrace digitalization to streamline workflows, which enable greater agility and speed without sacrificing quality and design. "The market evidence and conversations with our customers helped us to see the need for digitalization," said Guus Backelandt, CEO of Grosso Moda. "We've had a long partnership with Gerber and worked together to map out and present a fully digitized workflow including 3D design to one of our leading customers. Their strong, positive response validated the benefits we knew digitalization would enable."

Often in the fashion development cycle, processes are fragmented and complex. Manual processes are slow. By leveraging Gerber's YuniquePLM® Cloud, AccuMark® and AccuMark 3D software, Grosso Moda will empower the creative and design process further while at the same time improving speed, cost and agility. As a longtime user of Gerber's industry-leading AccuMark pattern design, grading, marker making and production planning software, Grosso Moda realized the strength of automating processes. Adding YuniquePLM Cloud to improve the collaboration and organization of the overall design process will help their customer better leverage data so they can focus on the needs of their consumers, ensuring they get the right products to market, at the right time.

"We have enjoyed a long, prosperous relationship with Grosso Moda and are excited to add AccuMark 3D and YuniquePLM Cloud to their mix of Gerber products," said Bill Brewster, vice president and general manager, enterprise software solutions at Gerber. "We think Grosso Moda will be a great example of the power of integration and digitalization."

YuniquePLM Cloud product lifecycle management software serves as a central repository of critical data and eliminates problems companies often face when using multiple Excel spreadsheets, email or tracking documents to communicate throughout the stages of product development and management. YuniquePLM Cloud creates a single version of the truth, connecting a company's creative process with their supply chain and production processes.

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## ***Infor Helps Ring Container Technology Boost Visibility Across Multi-Plant Operations***

22 January 2018

Infor today announced the success seen at Ring Container Technologies with Infor EAM, Infor LN and Infor Ming.le. Infor EAM is an enterprise asset management solution that helps improve asset performance, and uses predictive and preventive technologies to help extend asset life and increase efficiency. It is accessible on any mobile device, deployable in the cloud, and built on modern architecture. In addition, Infor LN, a leading ERP system, is helping Ring Container simplify business operations, offering one solution for multiple industry needs.

Ring Container has 17 plant locations spread across the U.S., Canada, and England, and, prior to working with Infor, was utilizing 18 databases from a software vendor to keep up with maintenance across all those locations and its headquarters. Ring Container was not happy with the visibility between those databases control over who could set up new maintenance parts, or the tracking of maintenance

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costs or invoice processing, as teams had to manually enter information, ultimately creating redundant steps and delays. The teams needed an efficient way of managing how many parts and inventory were on hand, and removing the silos between these locations with a new technology system was the answer. Ring Container turned to Infor to implement an EAM solution that was flexible and highly configurable.

Ring Container had six goals it wanted to achieve with its Infor EAM system: create a common parts list, receive volume purchase discounts, control inventory levels, share parts between plants, control system access so only select users can set up parts, and streamline the invoice process. Ring Container has implemented Infor EAM at all 18 of its facilities, and is pleased with the results. Employees of the organization appreciate that the system is highly configurable and that every screen has multiple user-defined fields. Users can set up shortcuts for KPIs and set alerts and hyperlinks to streamline activities. They also appreciate that the system can be configured with just limited knowledge of SQL. "The advanced reporting is SQL-based, but you don't have to be a developer to write reports in here," says Brandon Busick, EAM project manager, Ring Container. "You just need a basic to intermediate knowledge of SQL. We like that a lot."

Ring Container is also using Infor EAM to generate part requisitions, preventive maintenance schedules with tasks and checklists, and invoicing—which helps to match invoices in the system and sends them straight to accounts payable if they match, streamlining the payment process. The organization is also using Infor EAM Mobile on iPads to replace its old PDAs. The maintenance teams use them to create work orders and set a timer, stopping it when the work is complete. Three plants also are using the iPads and EAM Mobile with scanners to do physical inventory.

"With Infor EAM, the company can now compare maintenance costs across all plants, compare maintenance tasks, and make decisions that help them increase uptime and operate more efficiently. This is a very powerful system that can do a lot of things," said Busick. "There's a lot of room to grow into this system."

Since rolling out Infor EAM, Ring Container has seen big improvements in its maintenance parts inventory and purchasing process. With an enterprise-wide system, any one of the plants can go in and look at the part and see which other plant may have that part. They don't have to order it from scratch and can just ask that other plant to send it over. Ring expects to reduce inventory by 25 percent, largely by eliminating duplication, eliminating obsolete parts, and sharing parts between plants, rather than each plant carrying all parts. The organization has also seen a reduction in data entry because Infor EAM is connected to its Infor LN ERP system, where suppliers have already been entered. Being able to set up a part once for all plants has also helped in this regard. Infor EAM is giving Ring Container insight it lacked when it was running 18 different databases.

"Infor EAM is a purpose-built asset management software that's ready to scale and transform with an organization as it grows and evolves," said Kevin Price, Technical Product Evangelist, Infor EAM. "Infor is proud that organizations such as Ring Container Technologies trust us to modernize their operations and help them better support daily business operations. The great results seen at their organizations are a testament to our commitment to developing leading edge, industry-specific applications."

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## ***Kingspan Turns Up the Heat with Infor***

24 January 2018

Infor today announced that sustainable energy innovator Kingspan Environmental has invested in a suite of Infor applications. Designed to support the goals of Kingspan Environmental, the first phase of the investment is set to go live in late 2018, with 1,200 users across 20 sites globally.

The Infor suite, which includes Infor LN, Infor d/EPM and Infor CX, forms the single largest IT investment made by Kingspan Environmental and replaces a current system that no longer supports the aggressive goals for growth within the Division.

Infor LN will help standardize a range of key business processes including quality control and production on the shop floor and tracking goods through manufacturing. Elsewhere, Kingspan Environmental will use Infor applications to improve existing sales and operational planning and demand forecasting capabilities.

Following a thorough review of the market, Infor was chosen on the basis of its partnership approach, the established track record of Infor within manufacturing, and both the integration capabilities and strong user interface (UI) of the software.

"As Kingspan Environmental has expanded, we have outgrown the capabilities of our current system," explained Richard Mayrs, Head of IT, Kingspan Environmental. "We have developed separate systems for different entities within the Kingspan Environmental division, leading to a lot of manual work to reconcile and integrate the systems. By standardizing on a single, multi-company system, we will not only have consistent and unified operations and information, but a base for further growth and acquisitions.

"Companies such as Kingspan Environmental that are growing quickly know they need to invest in technology that will act as a platform for where the company will be in five years, not just where it is now," said Phil Lewis, vice-president, global solution consulting, Infor. "That means a first stage of standardizing operations and reporting to get a unified view of the company and to ensure each company in the Division is pulling in the same direction. After that, new technology can be injected into processes such as sales and operations planning and improvements tracked to demonstrate clear ROI."

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## ***Mycronic Selects Aras Innovator & Minerva for Enterprise PLM***

16 January 2018

Minerva, Aras Certified Gold Partner in enterprise Product Lifecycle Management (PLM) software, today announced that Mycronic, a Swedish high-tech company that has been active in the electronics industry for more than 40 years, has selected Aras Innovator® as the successor to ENOVIA SmarTeam for standardizing the management of product data, design and development processes.

Key drivers in Mycronic's selection were speed of implementation, breadth of functionality and cost effectiveness. "Aras provided more functionality at less cost than the other leading PLM systems we evaluated," explained Britta-Karin Spåls, CIO at Mycronic. "We were able to download, get training and through our organization prove to ourselves that the Aras solution had the flexibility we require. We felt comfortable with the effort required for making changes and the functionality out of the box", said

Britta-Karin Spåls.

Mycronic, like many of other companies have started to question product capabilities and the large cost from traditional PLM players. “It is interesting to see the change in the market as more and more companies become smarter buyers. A big brand, many customer logos and fancy slides is no longer enough” explained Leon Lauritsen, VP at Minerva, Aras Certified Gold Partner working with Mycronic.

Mycronic will replace their current SmarTeam implementation with Aras in the first phase and at the same time enhance several capabilities. Upon completing phase one, Mycronic will look into extending their Aras implementation with many of the other capabilities offered in the suite. Implementation in the next phase will be a step by step approach starting with integration of electronic drawings and document management.

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## ***Renaissance Services Receives Air Force Contract***

23 January 2018

Renaissance Services, Inc. of Fairborn, OH recently received a \$2.9M Air Force contract to support production of gearboxes and housings for out-of-production aircraft and engines. The contract, from the Air Force Life Cycle Management Center, located at Wright-Patterson AFB, OH combines 3D printing with structural castings to significantly reduce the time and cost to produce critical components for Air Force legacy systems. Renaissance was selected for the program to apply its proven capability in the 3D printing of ceramic tooling for sophisticated aerospace castings.

The RECHARGE program, short for Rapid Engineered Castings: Housing for Aircraft & Reliable Gearboxes for Engines, was awarded as an Air Force Rapid Innovation Fund effort to transition promising leading-edge technologies to production.

Renaissance co-founder and RECHARGE Program Manager, Robert Morris describes the need for the program: “The Air Force has a long list of critical parts for aircraft and engines that have not been produced for years. It’s not uncommon for production sources to be unknown, tooling to be nonexistent, and essential technical data to be very limited. Many of these parts start as castings. These parts can cost upwards of \$50,000 each and have lead times of more than a year. By applying our 3D printing capability to produce ceramic molds, we can then work with the foundry to produce a casting to significantly reduce the lead time and address the need.”

Morris notes that the Renaissance approach feeds data directly from CAD models into its 3D printing equipment to generate the ceramic molds in a week or less. The molds are then shipped to a foundry to be used for production of castings. Renaissance and the Precision Castparts (PCC) Structural foundry in Tilton, NH recently went from ceramic mold generation to finished casting for an Air Force engine gearbox in less than 30 days. According to Morris, this represents a lead time improvement of 90% or more when compared to the current methods for producing similar castings.

In addition to its relationship with PCC Structural, Renaissance has enlisted the expertise of other foundries across the country as members of the RECHARGE team. Each foundry brings an important capability to the effort, including the ability to work with a wide range of materials such as aluminum, magnesium, and nickel-based alloys. An important program objective is to have a production-ready network of foundries that can rapidly respond to the needs of the Air Force.

Renaissance's PERFECT-3D Division produces the 3D printed ceramic mold components at its fully integrated facility in Fairborn. Over the course of the RECHARGE program Renaissance and its partners will produce gearboxes and housings that meet the requirements for use on Air Force systems. A production-ready network will be ready to provide complex components rapidly and affordably. As Morris states, "It's going to be an interesting couple of years as we prove that legacy systems don't have to stand at the back of the line to have their critical needs met."

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## Product News

### *Datakit announces the version 2018.1 of its CAD conversion tools*

24 January 2018

The latest update of Datakit's CAD data exchange software range is now available.

This new version of CrossManager, CrossCad/Plg and CrossCad/Ware adds several improvements to Datakit's interfaces:

- These applications can now read new versions of CAD formats: **SOLIDWORKS 2018, NX 12 and DWG 2018.**

- CrossManager is now able to convert 3D models to .prc files. This format allows to encapsulate 3D data in a PDF. Thus, CrossManager enables to integrate models coming from most of 3D formats in a PDF. Conversion to PRC is available from more than 20 CAD formats.

- The Revit format (.rvt files) reading is now available, expanding Datakit's BIM data conversion offering, begun last year with the IFC format.

This new reader enables software vendors to add Revit import capabilities to their own application by using CrossCad/Ware. It also enables end users to convert Revit files to IGES, STEP, 3DPDF and PRC with CrossManager.

This new interface is able to read geometrical data along with colors and instances contained in Revit 2017.x files

This version also benefits from **the constant improvement of the dozens of CAD converters provided by Datakit**. Indeed, they are maintained constantly, in order to improve their quality and to process new entities, while optimizing the execution time.

Datakit tools remains independent of any external API, so it does not require any third-party license to work.

Users wanting to try Datakit software can download it and get a trial license on CrossManager and CrossCad/Plg official pages.

Software vendors interested in CrossCad/Ware, the API enabling them to integrate Datakit technology in their own applications, can visit the API description page and contact Datakit to get information relevant to their activity.

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## ***Elysium Launches “Drawing Validator” to Facilitate PTC Creo Parametric Users in Their 2D Drawing Validation Process***

22 January 2018

Elysium, a global interoperability solutions provider, launched “Drawing Validator” for Creo® Parametric software from PTC Dec. 19, 2017. “Drawing Validator” has been developed under joint effort with PTC. The product’s value lies within its ability to provide a high-quality validation check. This is made possible by leveraging the semantic information extracted using the API (Application Programming Interface). Utilizing this tool will save users’ time and streamline the communication process between departments. The partnership between Elysium and PTC. will further continue as the “Drawing Validator” technology will be integrated into PTC ThingWorx® Navigate™ app in the upcoming year.

With a growing global trend for MBD (Model-based Definition), Elysium’s CAD validation technology is deployed at many globe-spanning enterprises and has contributed to maintain their competitiveness. Beside such trend, many companies still rely on 2D drawings when it comes to ECO (Engineering Change Order) management and communication with the manufacturing sector and suppliers. However, there are no validation tools specifically designed for 2D drawings in manufacturing, and 2D drawing validation is typically conducted by human eyes, sometimes with little help from a graphic validation tool. Thus, there is a hidden, yet common headache among design engineers. Engineers may spend hours, or even days, and are still unable to highlight all the significant differences. Using a graphic validation tool provides another obstacle; the comparison result includes many redundant detections, e.g., difference on the position of views, annotations, and/or BOM (Bill of Material) tables.

“It is a game changer,” says Mr. Kazuhiko Fukuoka, Senior Assistant Manager of Fabrication Design, Stationary Plant Engineering, Engineering & Technology Center of Niigata Power Systems Co., Ltd. (\*1). “Drawing Validator dramatically reduces the lead time and increases the efficiency in our 2D drawing check process; especially when working on large assembly models as it detects differences on the number of elements, values of dimensions, and annotations based on parametric values in Creo Parametric native data. Our conventional method, an image comparison tool, checks for differences by overlaying two drawings. This always required manual filtering and examination by human eyes as the comparison result contained redundant differences such as slight change on the layout position of detail drawings, and such differences were reported as a difference on the whole detail drawing which was hard to understand what had been changed and judge whether the changes were important or not. In the scene where the detection of unintended changes is also integral, it is fundamental that only, but all the significant differences are detected. We see a great potential in this new product that this will enhance not only the 2D drawing validation process, but across the entire manufacturing process.”

“We believe that Elysium’s Drawing Validator will bring remarkable value to our customers,” states Mr. Kevin Wrenn, Divisional Vice President & GM, PLM Segment, PTC. “Drawing Validator informs design changes to industrial engineers and production engineers who work mainly with 2D drawings and reduces costs to outsource specialists to confirm design changes on drawings. The planned inclusion of Drawing Validator as a ThingWorx Navigate app is expected to make designing processes more efficient by enabling users to access and confirm these design changes easily and with certainty.”

“Elysium is pleased to announce the enhanced collaboration with PTC, and the release of Drawing Validator,” states Mr. Hiroshi Yano, President and COO of Elysium. “This will contribute to significant lead time reduction in 2D drawing validation after every engineering change, and more importantly, deliver a peace of mind as engineers can trust in the result and concentrate on their actual work. This

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will also improve the quality of communication with approvers, other divisions and suppliers—share the revised drawing in a timely manner along with HTML report for better understanding. Our future enhancement plan includes the support for other CAD systems so that Creo Parametric users in a multi-CAD environment can also utilize this solution without a restriction on the file format.”

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## ***Kalypso Announces Formulation and Compliance Workbench Release 2.0***

24 January 2018

Global consulting firm and Oracle PartnerNetwork (OPN) Gold Cloud Select member Kalypso today announced the launch of the second release of Formulation and Compliance Workbench for Oracle product lifecycle management (PLM), an application that helps process manufacturers integrate formula prototyping and development with their PLM and manufacturing solutions.

“Formulation and Compliance Workbench bridges the gap between recipe and discrete product development for the many organizations struggling with a lack of traceability and error-prone data due to the use of spreadsheets or clunky, siloed applications for formula development,” said Prashant Jagarlapudi, senior product manager at Kalypso. “This solution allows process industry manufacturers to optimize recipe development practices and compliance validations, and integrate them with PLM and downstream manufacturing applications to improve product quality and reduce time-to-market and compliance risk.”

Formulation and Compliance Workbench is built on Oracle’s platform as a service (PaaS), provides a unified data model with Oracle Product Development (PD) and Product Hub (PH), and allows seamless transition with other Oracle Cloud enterprise applications. Release 2.0 builds on the foundational formulation capabilities of the first release including rapid formula prototyping; cost, compliance and attribute rollup; where used analysis; snapshots and formula comparison and includes:

- Label and ingredient statement development
- Requirements-based formulations
- Regulatory certification integration
- Oracle manufacturing integration

“Regardless of where process manufacturers are in their PLM journey, Formulation and Compliance Workbench helps companies to more fully digitize their design and manufacturing operations while adopting recent technology practices like cloud,” said George Young, CEO of Kalypso. “For existing Oracle Agile and Agile PLM for Process users it provides an option to move to the cloud; for manufacturers looking to implement PLM, Oracle PLM Cloud with this solution is the most complete, integrated, cloud-based option on the market.”

Kalypso will demonstrate Formulation and Compliance Workbench at booth #201 at the Modern Supply Chain Experience, January 29th-31st in San Jose, CA. For more information <http://kalypso.com/msce2018>

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## *Latest additions to Siemens' Simcenter greatly extend system simulation capabilities*

23 January 2018

Siemens announces the latest release of Simcenter Amesim™ software, its market-leading 1D mechatronic system simulation platform. Formerly LMS Imagine.Lab Amesim™ software, this release ramps up system simulation productivity by offering a greatly improved user experience and better integration in overall design processes. Two new products, Simcenter Webapp Server and Simcenter Embedded Software Designer, extend the system simulation capabilities of the Simcenter portfolio. New releases of Simcenter System Synthesis and Simcenter Sysdm further facilitate system simulation architecture creation and model management. With these additions to the Simcenter™ portfolio, a robust suite of simulation software and test solutions, engineers can make accurate designs earlier in the development process, accelerating design cycles and resulting in more successful products.

Simcenter Amesim is an integrated, scalable system simulation platform that allows users to virtually assess and optimize mechatronic system performance through the design cycle. Ready-to-use multi-physics libraries, combined with application and industry-oriented solutions, let system simulation engineers rapidly create models and accurately perform analysis. Simcenter Amesim supports the functional mockup interface (FMI) and Modelica®, can be coupled with major CAE, CAD and controls software packages, as well as with other Simcenter solutions and Teamcenter® software. This flexibility allows for easy integration with a variety of enterprise processes. The latest release offers greatly optimized modeling workflow and a completely redesigned user interface to improve ergonomics and overall productivity through standardization with other Simcenter solutions.

“Thanks to the responsiveness of the Siemens PLM Software team, new capabilities introduced in Simcenter Amesim have enabled us to increase effectiveness in modeling and studying syphoning effects in our fuel system,” said Michael E. Herbstreit, associate technical fellow, Engineering Platform Systems of The Boeing Company.

Simcenter Amesim supports new applications that focus on current industry challenges, such as fuel economy, pollutant emission reduction and e-mobility trends. For the automotive industry, the latest release of Simcenter Amesim includes enhanced capabilities for real driving emissions estimation, valvetrain and lubrication system modeling, underhood heat exchanger pre-sizing, as well as battery and electric motor design when coupled with Simcenter STAR-CCM+® software. This release also comes with new functionalities for aircraft electrification as well as for propulsive and fuel systems design, applicable in the aerospace industry. For industrial machinery, the latest release introduces a tool that helps frontload controls validation through connections to various kinds of real and virtual programmable logic controllers (PLCs) from Siemens or third parties.

"Our partnership with Siemens PLM Software gives us proven responsiveness and efficiency when creating new component models using Simcenter Amesim -- components which are at the heart of innovative trends like thermal management in the cars of the future," said Jérémy Blandin, 1D simulation manager in the research and innovation department of Valeo Thermal Systems.

This release of Simcenter Amesim strengthens integration throughout the Simcenter portfolio. Users can now benefit from embedded Simcenter STAR-CCM+ technologies to create more accurate models at early design stages when working on underhood or cabin thermal management applications. CAD import capabilities can now be used by automotive manufacturers for multi-body systems and volumetric pumps design, torsional vibration and engine cooling applications as well as by the aerospace industry for environmental control, landing and fuel systems.

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The use of system simulation can be extended to the enterprise level with the new Simcenter Webapp Server, which will be available later this year. With web-based access and pre-defined system model parameterization in custom graphical user interfaces (GUIs), Simcenter Webapp Server greatly simplifies the mechatronic systems engineering workflow and therefore helps extend the use of system simulation throughout the company. Simcenter Webapp Server can support project engineers with system integration activities and offer technical sales staff direct access to evaluate the performance of mechatronic products. The solution is fully compatible with Teamcenter Active Workspace: web apps can be stored in Teamcenter, and users can access and run them directly using Teamcenter Active Workspace.

Embedded electronics and smart software continue to drive innovation and product differentiation. New Simcenter Embedded Software Designer has been developed to extend the concepts of digital twin to software engineering. By using this architecture-driven, model-based software development environment, software project engineers can easily create specifications for software code implementation, integration and verification. Simcenter Embedded Software Designer helps bridge the gap between software modeling and coding, improve software quality and increase productivity through enhanced traceability and greater re-use of software modules.

Simcenter System Synthesis helps simulation architects and project engineers deal with increasing amounts of variants and configurations. This integration environment offers efficient post-processing capabilities to enable users to create heterogeneous system simulation architectures from available models and evaluate system performance in a productive, interactive way. The latest version of Simcenter System Synthesis will come later this year with new advanced architecture-creation functionalities.

Simcenter Sysdm, a tool-agnostic environment for system simulation data and model management, enables collaboration, overall efficiency improvements and enhanced simulation quality. The latest version of Simcenter Sysdm delivers new capabilities for model lifecycle and collection customization as well as client-server configuration.

“This latest release of our system simulation solutions not only brings enhancements aimed at helping our customers design products of the future, it also reinforces integration with other Simcenter solutions to provide a comprehensive simulation and test suite to drive innovation throughout every product development stage,” said Jan Leuridan, senior vice president of Simulation and Test Solutions for Siemens PLM Software.

For further information on the latest Simcenter enhancements, please see <http://www.siemens.com/plm/simcenter-system-simulation-solutions-16>.

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## ***SAP and Esri Geo-Enable the Intelligent Enterprise***

24 January 2018

SAP today announced that Esri, the global leader in geographic information systems (GIS) and spatial analytics, now supports the SAP HANA platform, a market-leading in-memory data and application development platform, as an enterprise geodatabase.

This allows Esri to provide customers with greater insights, improved business decisions and a swifter

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ability to innovate. Esri and SAP customers will benefit from enhanced performance and scalability as well as full integration of both enterprise and spatial data. The announcement was made at DistribuTECH Conference 2018, taking place Jan. 23–25.

Whether on premise or in the cloud, the Esri geodatabase powered by SAP HANA allows spatial data to be integrated and delivered across organizations and accessed from one place for true IT landscape consolidation. It also lowers total cost of ownership (TCO) and administration costs.

“The full unification of SAP HANA and Esri is a very big win for our expansive joint customer base,” said Bernd Leukert, member of the Executive Board of SAP SE, Products & Innovation, SAP. “We have many customers running SAP, non-SAP and Esri solutions. They will now be able to streamline their IT architecture with one underlying platform powered by SAP HANA. This will not only support immediate return on investment by reducing redundancies and improving performance, but also pave the way for further innovation by connecting GIS and enterprise systems and data.”

The partnership between SAP and Esri brings powerful location intelligence to enterprise data and applications. It will allow businesses to thrive through spatial analytics and advanced visualizations, and by embedding geospatial data into core business processes.

“We’re extremely proud to announce SAP HANA as a supported enterprise geodatabase,” said Jack Dangermond, founder and president, Esri. “GIS and mapping combined with the richness of business data and business processes is a very powerful combination that can benefit every industry. Together, SAP and Esri are making GIS, mapping, advanced visualizations and spatial analytics available to everyone across the enterprise.”

## **Fairfax Water to Geo-Enable Its Organization for Deeper Customer Insights**

Fairfax Water is Virginia’s largest water utility, responsible for providing nearly 2 million people with clean drinking water. Now that SAP HANA is a supported Esri enterprise geodatabase, the utility will be able to geo-enable its organization to ensure customers receive the highest possible water quality.

“We’re very excited about the Esri enterprise geodatabase support for SAP HANA,” said Jeff Smith, business process analyst EAM, Fairfax Water. “It will simplify our IT landscape, increase processing performance, provide seamless integration between our enterprise SAP data and Esri GIS data, as well as allow us to geo-enable our entire organization. Ultimately, we will be able to make better and faster critical business and operational decisions.”

## **Omaha M.U.D. Looks to Geospatial Analytics to Serve Its Citizens Better**

The Metropolitan Utilities District (M.U.D.), a political subdivision and public corporation, operates the drinking water and natural gas systems for Omaha, Nebraska, and surrounding areas. By deploying Esri’s ArcGIS on the SAP HANA platform, Omaha M.U.D. aims to provide its field personnel with more timely and powerful analytics by simplifying and digitalizing its manual utility inspection system.

“Deploying Esri’s ArcGIS directly on the SAP HANA platform will allow us to perform real-time analytics on our business data without the tedious data preparation and conversion processes we do today,” said Tommy Acers II, manager, geographic information systems, Omaha M.U.D. “Removing these manual tasks will reduce IT efforts, increase the timeliness and accuracy of our analysis and help our field personnel operate more effectively and efficiently. We also anticipate completely new use cases and capabilities, which the integrated platforms that SAP and Esri will offer us.”

## **First SAP + Esri Spatial Hackathon to Invigorate the GIS Developer Ecosystem**

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The SAP + Esri Spatial Hackathon is designed to generate innovative geospatial customer use cases by combining Esri's ArcGIS and the capabilities of SAP HANA. The participants compete to solve real-world problems using modern technology approaches and methodologies, including spatial, graph, analytics, machine learning and AI. There will also be a challenge that supports United Nations Sustainable Development Goals. GIS developers, enterprise architects, application developers, data scientists, business intelligence professionals and students are welcome to enter the contest taking place on March 3, before the Esri Developer Summit. For more details, check out the [blog](#).

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## ***Siemens PLM Software Teams with Launch Forth to Offer Professional CAD Software to 185,000 Innovators***

25 January 2018

Siemens PLM Software and Launch Forth are joining forces today to empower and educate the future workforce by offering free professional CAD software to a co-creation community of 185,000 innovators that are focused on product development, idea generation and creating solutions for challenges both big and small.

As businesses and lines of work trend towards a global gig economy, Siemens and Launch Forth hope to enable and support the future workforce by providing them with the tools and tutorials they need to learn and grow within their career. According to Forbes, 57.3 million people makeup the freelance community in the U.S. alone.

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

Members of the Launch Forth community will receive an exclusive version of Siemens Solid Edge software called the “Launch Forth Community Edition”. This version will be full featured with unlimited usage, but will watermark any exported 2D files.

Solid Edge is a portfolio of affordable, easy-to-use software tools that address all aspects of the product development process – 3D design, simulation, manufacturing, data management and more, thanks to a growing ecosystem of apps. Solid Edge combines the speed and simplicity of direct modeling with the flexibility and control of parametric design – made possible with synchronous technology.

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

San Francisco-based Launch Forth, an enterprise-level SaaS platform, is itself an example of a business

## CIMdata PLM Industry Summary

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built to respond to the growing trend of the gig economy. Powered by an open-innovation community of over 185,000 solvers, Launch Forth members participate in projects sponsored by enterprise-level clients including HP, Inc. General Electric, Co., Local Motors and Airbus from anywhere in the world on their own time. Within these projects, members have an opportunity to collaborate with minds from around the world, team up to work together to solve perplexing issues, compete for prizes by submitting their own ideas, models and solutions while also building their professional reputation.

Since its inception, Launch Forth has tested the ability of a shared community membership model to develop never-before-seen products and revolutionary ideas in the industrial testing, home appliance and consumer electronics industries.

GE Fuse accepted the challenge and developed eight products with the community in less than a year, including an on-wing inspection device for airplane engines and a universal x-ray adaptor. Wanting to push the boundaries even further, HP Inc. and Launch Forth have partnered to co-create a city for the first million people to live on Mars. Launch Forth also worked with Airbus to develop a drone services portal.

The free Siemens software will be given to all existing Launch Forth community members and any new members starting July 1, 2018. Launch Forth Membership is free. For more, visit [LaunchForth.io](http://LaunchForth.io).

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### ***Tech Mahindra and AT&T Bring AT&T FlexWare<sup>SM</sup> to More Businesses Around the World***

23 January 2018

In yet another step toward expanding its relationship with AT&T, Tech Mahindra, a specialist in digital transformation, consulting and business re-engineering, will now make available AT&T FlexWare<sup>SM</sup> to its global clients as well as use it internally.

AT&T FlexWare is a transformative, global network infrastructure solution. It reduces hardware requirements and streamlines operations so companies become more agile and responsive to their IT and business needs. The platform makes it easy to set up and manage virtual network functions (VNFs) on a single device reducing dependence on physical network appliances. This helps businesses become more agile and save costs.

Tech Mahindra intends to combine AT&T FlexWare with its System Integration and Services Portfolio, and offer the solutions to its global clientele who are undergoing digital transformation.

This collaboration will deliver a unique bundled offering of AT&T network and management services and Tech Mahindra's expertise in service management.

Ashish Julka, Senior Vice President, Tech Mahindra said, "This is another significant milestone in our strategic relationship with AT&T. AT&T FlexWare is a state of the art product which we believe delivers significant value to enterprise customers in their network transformation journey. With Tech Mahindra's strengths in System Integration combined with a transformative solution from AT&T, it is a win-win for all stakeholders."

"AT&T FlexWare enables intelligence at the edge that will help businesses analyze, protect and refine their networks. And it's adaptable. You can easily revise for future changes and incorporate new technologies to stay ahead," said Roman Pacewicz, chief product officer, AT&T Business. "Having

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Tech Mahindra on this journey with us will make the platform available to more businesses globally.”

AT&T FlexWare is available in more than 200 countries and territories (subject to conditions), almost all of which are covered by Tech Mahindra’s footprint.

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## ***Tech Soft 3D Releases HOOPS Communicator 2018 Toolkit for Web-Based Engineering Applications***

24 January 2018

Tech Soft 3D today announces the release of HOOPS® Communicator 2018 software development toolkit (SDK), a powerful toolkit for building advanced web-based engineering applications.

For those developing architectural engineering and construction (AEC) or building information modeling (BIM) applications, HOOPS Communicator now supports AutoCAD DWG files and point clouds. This is in addition to already supporting IFC, an interoperable file format for construction. These tools provide a robust environment for visualization, query and navigation of construction models.

HOOPS Communicator 2018 supports advanced workflows such as product lifecycle management (PLM) and product configurators with major improvements such as the ability to aggregate models. Assemblies can be easily separated into their constituent parts which can be combined on-demand or quickly swapped out for different revisions.

"Users of engineering applications demand advanced graphics capabilities, putting intense pressure on developers. With HOOPS Communicator 2018 we encapsulate and streamline much of the complexity of delivering advanced graphics," said Guido Hoffmann, HOOPS Communicator Product Manager. "New features such as x-ray rendering mode and being able to apply materials to geometry on the client for improved visual fidelity are key items that we know are expected when creating complex 3D engineering applications for the web.

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## ***u-blox Introduces World's Smallest LTE Cat M1 and NB-IoT Multimode Module With Quad Band 2G Fallback***

23 January 2018

u-blox today announced the SARA-R412M, an LTE Cat M1, NB-IoT, and quad band 2G (EGPRS) module with worldwide coverage. Measuring just 16 x 26 mm, the module is the world's smallest to provide both LTE and quad band EGPRS support in a single design. The flexibility extends further with dynamic system selection as Cat M1, NB-IoT, and EGPRS in single mode or as a preferred connection that does not require a module reboot to switch between modes. It brings a rich feature suite optimized for LPWA (low-power wide-area) IoT applications that require the assurance of 2G connectivity to guarantee broad geographic coverage, even in areas where LTE Cat M1 and NB-IoT are not widely available yet. New IoT devices deployed in the field today can activate on existing 2G networks and still leverage the benefits of LTE Cat M1 and NB-IoT technology once it becomes available.

The SARA-R4 series covers a whole host of IoT applications, especially those reliant on long-term, low

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power use or requiring connectivity deep within buildings. Examples include gas, water, and electricity metering, city street lighting, building automation, HVAC (heating, ventilation, and air conditioning), industrial monitoring and control, telematics, insurance, asset and vehicle tracking, security systems, alarm panels, outpatient monitoring, and many consumer wearables.

"The u-blox SARA-R412M provides customers that require 2G fallback a solution that preserves both the 16 x 26 mm form factor and the precise pin assignment used for the LTE Cat M1 and NB1 SARA-R4 products," says Patty Felts, Principal Product Manager, Cellular, at u-blox. "Not only does this enable customers to easily sunset or migrate from other u-blox 2G, 3G, and 4G modules, it also strengthens u-blox's leadership position of offering among the world's smallest global hardware designs."

## **Broad capabilities in a single hardware**

SARA-R412M enables global solutions based on a single hardware version, allowing developers to select their own desired frequencies and operator configurations. SARA-R412M ensures data integrity between applications via secure communication protocols, notably including two-way authentication between client and server, a strategy often utilized with cloud services.

Critical firmware updates can be delivered with the u-blox proprietary uFOTA (firmware over the air) client/server solution that uses LWM2M, a light and compact protocol that is ideal for IoT applications. This allows end-users to continue using the same hardware when features and functionalities are updated, making it well-suited for critical applications running on devices that may be deployed in the field over long periods of time.

## **Low power consumption and extended range**

SARA-R412M provides an extended temperature range of -40 to +85°C, and supports Power Save Mode (PSM) and Extended Discontinuous Reception (e-DRX) for LTE Cat M1 and NB-IoT connectivity, which can extend battery lifetime for up to 10 years.

3GPP Coverage Enhancement allows the module's Cat M1 connectivity to reach deeper into buildings and basements, and even underground with NB-IoT when compared to other air interface technologies such as GSM or Cat 1.

The module will be available later this year.

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## ***Unified Office Adds IoT Infrastructure Management to Total Connect Now sm Managed Business Communications Service***

22 January 2018

Unified Office, Inc. announced today its new Total Connect Now Operations Performance Suite™2.0 (TCNOPSTM 2.0). An Internet of Things (IoT) based operational performance service, TCNOPSTM 2.0 now not only monitors and analyzes IoT data but adds the ability to automatically or dynamically control thermostats and other components such as air conditioners, refrigeration equipment, make tables, stove exhaust vents, heaters, security and video systems, safe doors and other devices. TCNOPSTM will take actions based on trigger events generated from the IoT data that is collected and other internal intelligence. Most IoT systems simply monitor and receive IoT data; Unified Office has taken this one step further by enabling customers to make changes and control

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machines and other systems on their premises either manually or dynamically based on intelligence gathered by its underlying TCNOPSTM analytics engine. TCNOPSTM is also predictive in nature and can proactively spot underlying subtle changes in the devices being managed and report on them before they suffer a potential outage.

“Not only do people have important things to say but machines do as well and what they have to say is often mission critical to a business. They deserve the highest quality of service and the most reliable infrastructure,” said Ray Pasquale, CEO & Founder of Unified Office. “TCNOPSTM 2.0 uses our highly reliable, broadband based highest quality routing transmission network (HQRPTM) to deliver and report business critical information utilizing the same platform that is the foundation of our Total Connect Now sm VoIP business communications system.”

For example a thermostat can be set to a limited temperature range(s) so that when the temperature goes above or below a certain level a predetermined action takes place to conform with existing compliance regulations and an alert is sent to management. This integrates with the Unified Office Operations Management Suite that provides analytics for all of a customer’s services and is easy to configure.

Customers can view all indicators as well across all of their stores or offices, down to a single store or office location from any device, anywhere they happen to be at any time and manage them as well.

“Downtime on these critical systems can cost SMBs dearly in terms of regulatory compliance, lost revenues and potential reputational damage,” said Tom Phelan, CTO of Unified Office. “Network unavailability can derail any IoT system and the critical business functions that rely on it. This data gets top priority on our network. TCNOPSTM 2.0 is a simple, easy to use, pragmatic work horse for our clients that takes no time off.”

- TCNOPSTM is one of the IoT only offerings built from the ground up to solve pragmatic business problems for SMBs
- Unified Office not only monitors and analyzes IoT data but it also controls devices that are set to react to that data.
- Unified Office’s Highest Quality Routing Protocol (HQRPTM) transmission network provides superior VoIP/UC and IoT services without the need for costly dedicated T1 access lines or MPLS tunnels.
- Unified Office uses the same highly reliable, secure broadband connection (HQRPTM) to deliver and report business critical information as it uses for our Total Connect Now sm business communications system which offers high quality, high reliability business VoIP services.
- TCNOPSTM extends beyond simple, real-time basic monitoring to proactive and predictive analysis, which can eliminate component failure before it becomes a problem.
- Unified Office’s cloud is elastic and engineered to scale as needed to meet the demands of the largest of companies.

TCNOPS 2.0<sup>TM</sup> enables Quick Serve Restaurants (QSRs) and other SMBs to dramatically improve their operational performance and effectiveness using Unified Office’s new Internet of Things (IoT) based operational performance suite. TCNOPSTM integrates alerting and reporting functions for business-critical information into Unified Office’s industry leading Visual Performance Suite<sup>TM</sup> (VPS), advanced analytics platform.

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