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## CIMdata News

### ***CIMdata Announces the Theme for PLM Road Map™ North America 2018***

1 February 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, has announced that the theme for PLM Road Map North America 2018 (PLM Road Map) will be, “Charting the Course to PLM Value Together: Expanding the Value Footprint of PLM and Tackling PLM’s Persistent Pain Points.” This two-day, multi-stream, event will be held in collaboration with PDT North America (PDT) at the Marriott Hotel, Tysons Corner, Virginia, USA on May 15 & 16.

Solution providers continue to push the envelope of PLM capability, while industrial users eagerly embrace the new and press for more. CIMdata’s research reveals that over recent years industry adoption of many leading-edge PLM technologies, such as analytics and big data, the Internet of Things, cloud computing, augmented reality, and additive manufacturing, has matured from investigation and planning to implementation and operational use.

Meanwhile, industrial companies and others are tackling PLM’s persistent pain points with renewed determination. This trend is manifest in the decision of leaders in some industries, such as aerospace & defense, to come together for the common purpose of defining methods and means for remediating the points of friction that erode the efficiency and quality of information flow through product programs, and the complexity and instability that inflate the cost of PLM sustainment.

These companies, operating within CIMdata’s PLM Action Groups and Knowledge Councils, have sponsored research and staffed projects on topics such as PLM technology obsolescence management, model-based definition and the digital thread, model-based systems engineering, multi-view bill of material, and global collaboration within the design chain. The results emerging from these projects are compelling.

PLM Road Map will bring together the perspectives of leading thinkers from aerospace & defense, automotive, and other industries who are expanding the value footprint of PLM and who are tackling the pain points that erode PLM’s value potential. There are many examples to be examined and learned from as industry leaders relate their stories of success and lessons learned while expanding the value footprint of PLM within their companies by implementing these new technologies.

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“CIMdata is committed to delivering high attendee value with our PLM Road Map conferences and we are excited to offer this program in conjunction with PDT,” stated Ms. Cheryl Peck, CIMdata’s Director of Marketing and PLM Road Map Conference Director. “This year’s conference theme is reflective of what we are seeing out in the market. People are looking to move forward and embrace the new technology but are hampered in their efforts to do so by persistent problems that need to be solved before they can deliver on the promise,” added Ms. Peck.

PLM Road Map, in collaboration with PDT, is the must-attend event for PLM industry leaders and PLM practitioners globally—providing independent education and a collaborative networking environment where ideas, trends, experiences, and relationships critical to the industry germinate and take root.

In addition to the events to be held in May, CIMdata and Eurostep will collaborate to co-host PLM Road Map Europe and PDT Europe in Stuttgart, Germany on October 24 & 25, 2018.

For information about the events see <https://www.cimdata.com/en/education/plm-conferences/2018-plmrmna-pdt>

## 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, [www.CIMdata.com](http://www.CIMdata.com); follow us on Twitter at <http://twitter.com/CIMdataPLMNews> ; or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA; Tel: +1 734.668.9922; Fax: +1 734.668.1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands, Tel: +31 (0) 495.533.666.

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## Acquisitions

### *Aras Acquires MRO Capability to Extend Digital Thread to the Field*

31 January 2018

Aras ® today announced it has acquired the Impresa Maintenance, Repair, and Overhaul (MRO), business from Infospectrum. The Impresa acquisition provides Aras with a suite of complementary MRO capabilities to help Manufacturers and Owner-Operators digitally transform development and maintenance of complex products. With the Impresa acquisition, Aras will deliver PLM and MRO on a

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single, modern platform that extends the Digital Thread to the field and provides the foundation for Digital Twin.

The Aras Impresa MRO software will be available as part of Aras enterprise subscriptions and is immediately available at no charge for current Aras subscribers.

## **New Value for Manufacturers and Owner-Operators**

To stay ahead of competition, Manufacturers must continuously innovate next-generation products and offer the flexibility of capacity-as-a-service offerings. As a result, they need to transform how they develop products and plan to service them in the field. Connecting their PLM to MRO gives these companies a path to achieve both goals with a closed loop between product development and field data.

Owner-Operators want to improve how they maintain complex products they own in order to maximize uptime and profitability. As a result, they increasingly want to gain control over product designs to optimize how they service and replace components, from discrete parts to full assemblies. Adding PLM functionality enables Owner-Operators to bring product engineering to their maintenance practices. With a combined PLM and MRO solution, they gain the PLM capability necessary to manage designs, decisions, and part selection related to maintenance and service of their assets.

Manufacturers and Owner-Operators alike must overcome their legacy systems, processes, and fragmented IT architectures to enable these new business goals. They must transform their processes and systems to connect departments, remove operational silos, and create full lifecycle traceability for Digital Thread and Digital Twin for new breakthroughs in products and service.

## **Supporting Quotes:**

- “Companies choose Aras as a digital transformation partner to modernize their most complex engineering and manufacturing processes today and for the future – and have been asking for an MRO application to extend their journey. With the acquisition of Impresa, we are adding a highly-talented team and proven solution to further expand our MRO capabilities and to be first to connect MRO to the Digital Thread on a single platform.” – Peter Schroer, CEO, Aras
- “The ability to understand a product’s configuration is essential for optimizing how it is operated and maintained. Connecting ‘As-Built’ data to ‘As-Maintained’ data is a powerful step forward for Manufacturers who want to maintain these complex assets for their customers.” – Rob McAveney, Chief Architect, Aras
- “Companies maintaining large, complex assets have traditionally tried to transfer information from legacy PLM systems into stand-alone MRO systems or co-mingle MRO and PLM via third-party systems. These approaches often result in mistakes and inaccuracies, and are not sustainable. With Impresa on the Aras PLM platform, companies can transform their processes to track everything from asset configuration to utilization and predictive maintenance.” – Suresh Iyer, CEO, Infospectrum

As part of the transaction, Aras will acquire technology, intellectual property, and subject matter expertise. Aras plans to immediately begin incorporating the Impresa MRO technology onto the Aras PLM Platform to continue to deliver full product lifecycle traceability on a single platform and code base.

For more information about the Aras Impresa MRO solution, companies should attend ACE 2018 in Indianapolis, IN to meet subject matter experts, see demos, and discuss roadmap.

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## Company News

### ***Altair and DesignTech Systems to set up Research-oriented Centre of Excellence in Collaboration with Govt. of India's Science & Tech Park***

30 January 2018

US-based Altair Engineering announces a collaborative effort with its partner in India, DesignTech Systems, and the Science and Technology Park, an institute supported by Dept. of Science and Technology (DST), Government of India, to support the advancement of the Govt. of India's Skill India programme. The objective of this Skill enhancement programme by the Government, is to enable a large number of Indian youth to take up industry-relevant product design skill training that will help them in securing a better livelihood. The agreement to establish an Engineering Centre of Excellence (CoE) for research, innovation and skill building, is therefore expected to benefit a large community of students, Academic Institutes and overall Industry.

Speaking on the occasion of this technical collaboration, Shri. Dilip Band, President of Science and Technology Park, Pune says, "This COE is expected to complement current courses undertaken by the state institutions, aiming at bridging the gap between quality of vocational engineering skills of students and skill level expected of them by the industry. This would enable students to be industry ready thereby giving them an edge for better compensation and helping industry in saving time in re-training the candidate thereby increasing their efficiency. We look forward to this collaboration for the benefit of all."

Adding further, Dr. Rajendra Jagdale, Director General & CEO of Science and Tech Park says "This will promote start-ups in the design domain. The Park is collaborating with several prominent education institutions in Maharashtra and other part of India to set up these centres jointly such as Rayat Shikshan Sanstha, Vidya Pratishthan Baramati, Deogiri education institutes in Aurangabad, Chhatrapati Shahu in Pune and similar institutes. "

Mr. Pratap Pawar Vice-president of STP says "This initiative will give a major boost for imparting high-end technical skills in youth and make them ready for employment or self-employment. Industries in Maharashtra will get a major support by getting high end skilled manpower."

The engineering Center of Excellence will encompass the following labs:

- Product Design Lab
- Additive Manufacturing Lab
- Design Validation Lab
- Manufacturing Assessment Lab
- Flow and Thermal LabCommunication lab for IoT

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- Signal Processing and Communication lab for IoT
- Control Systems and Mechatronics lab for IoT

Pavan Kumar, Vice President South Asia & Managing Director, Altair India, says “We are happy to collaborate with the Science and Technology Park in Pune. These initiatives are designed to use technological solutions and resources to better align technical institutes with industry requirements – by getting diploma and graduate students who are industry ready, and boost entrepreneurship in these budding engineers. Altair offers many programs to foster and promote the engineering discipline by providing real-world experience and skills.”

Speaking on the occasion, Vikas Khanvelkar, Chairman & Managing Director – DesignTech Systems says “In a globalized, technology driven, evolving world of product design & innovation, Altair Engineering in collaboration with DesignTech Systems Ltd., intends to propose the Altair Centre of excellence for research, innovation & skill building with focus on enhancing student exposure to best practices of design, engineering & consideration to enhance possibilities of their employment. The Centre of Excellence can also extend engineering consultancy to small and medium scale manufacturing industries as classified under MSME- (Ministry of Micro, Small & Medium Enterprises).”

Altair has been supporting various education & research initiatives under its Global Skill and Innovation development initiative to harness the technical education eco-system through its experience in the industrial products and services. For more information, on these initiatives, please visit – <https://altairuniversity.com/industry-outreach>.

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## ***CEOs Must Pivot their Workforces to Seize AI-driven Growth and Help Them Work with Intelligent Technologies, Accenture Report Finds***

22 January 2018

Businesses risk missing major growth opportunities unless CEOs take immediate steps to pivot their workforces and equip their people to work with intelligent technologies, according to new research by Accenture.

The Accenture Strategy report, *Reworking the Revolution: Are you ready to compete as intelligent technology meets human ingenuity to create the future workforce?*, estimates that if businesses invest in Artificial Intelligence (AI) and human-machine collaboration at the same rate as top performing companies, they could boost revenues by 38 percent by 2022 and raise employment levels by 10 percent. Collectively, this would lift profits by US\$4.8 trillion globally over the same period. For the average S&P500 company, this equates to US\$7.5 billion of revenues and a US\$880 million lift to profitability.

Both leaders and workers are optimistic about the potential of AI on business results and on work experiences, according to the study. Seventy-two percent of the 1,200 senior executives surveyed said that intelligent technology will be critical to their organization’s market differentiation and 61 percent

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think the share of roles requiring collaboration with AI will rise in the next three years. More than two thirds (69 percent) of the 14,000 workers surveyed said that it is important to develop skills to work with intelligent machines.

Yet, a disconnect between workers' embrace of AI and their employers' efforts to prepare workers puts potential growth at risk. While a majority (54 percent) of business leaders say that human-machine collaboration is important to their strategic priorities, only three percent say their organization plans to significantly increase its investment in reskilling their workers in the next three years.

“To achieve higher rates of growth in the age of AI, companies need to invest more in equipping their people to work with machines in new ways,” said Mark Knickrehm, group chief executive, Accenture Strategy. “Increasingly, businesses will be judged on their commitment to what we call Applied Intelligence - the ability to rapidly implement intelligent technology and human ingenuity across all parts of their core business to secure this growth.”

The research suggests that there is a strong foundation on which to boost AI skills investment. Sixty-three percent of senior executives think that their company will create net job gains in the next three years through AI. Meanwhile, the majority of workers (62 percent) believe AI will have a positive impact on their work.

The report shows how pioneers are using human-machine collaboration not just to improve efficiencies, but to drive growth through new customer experiences. An online clothing retailer's AI helps its stylists learn more about customers' preferences so that they can offer a unique and highly personalized service. And a sports shoe brand set a new bar in customization and speed-to-market by aligning highly skilled tailors and process engineers with intelligent robots to design and manufacture in local markets.

“Business leaders must take immediate steps to pivot their workforce to enter an entirely new world where human ingenuity meets intelligent technology to unlock new forms of growth,” said Ellyn Shook, Chief Leadership and Human Resources Officer, Accenture. “Workers are impatient to collaborate with AI, giving leaders the opportunity to demonstrate true Applied Intelligence within their organization.”

To help leaders shape the future workforce in the age of AI, Accenture makes the following recommendations:

**Reimagine Work** by reconfiguring work from the bottom up. Assess tasks, not jobs; then allocate tasks to machines and people, balancing the need to automate work and to elevate people's capabilities. Nearly half (46 percent) of business leaders agree that job descriptions are already obsolete; 29 percent say they have redesigned jobs extensively.

**Pivot the Workforce** to areas that unlock new forms of value. Go beyond process efficiencies and prepare the workforce to create new customer experiences. Fuel new growth models by reinvesting the savings derived from automation into the future workforce. Foster a new leadership DNA that underpins the mindset, acumen and agility required to seize longer-term, transformational opportunities.

**Scale up 'New Skilling.'** Measure the workforce's level of skills and willingness to learn to work with AI. Using digital platforms, target programs at these different segments of the workforce and personalize them to improve new skills adoption. Accenture has developed a 'new skilling' framework based on a progression of skill level and using a suite of innovative digital learning methods that maximizes

training investment at speed and scale.

## **Methodology**

Accenture combined quantitative and qualitative research techniques in order to analyze the attitudes and readiness of workers and business leaders with regards to collaborating with intelligent technologies. The research program included a survey of 14,078 workers across skill levels and generations and a survey of 1,201 senior executives. These were carried out between September and November 2017 in 11 countries and (Australia, Brazil, China, France, Germany, India, Italy, Japan, Spain, UK and the USA) and the following industry sectors: Automotive, Consumer Goods & Services; Health & Life Sciences; Infrastructure & Transportation; Energy; Media & Entertainment; Software & Platforms; Banking (Retail & Investment); Insurance; Retail; Telecommunications; Utilities.

The research also included economic modelling to determine the correlation between AI investment and financial performance, in depth interviews with 30 C-suite executives and ethnographic interviews with 30 individuals who have been working with AI.

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## ***Dassault Systèmes Accelerates the Global Industry Renaissance with Launch of Online Marketplace***

1 February 2018

Dassault Systèmes announced that it has officially launched the 3DEXPERIENCE Marketplace, its online ecosystem where today's business innovators will be able to collaborate and transact with other industrials and service providers.

The cloud-based marketplace is a new trading platform for digital design, engineering and manufacturing transactions, with ambition to transform the industrial world in the same way that the world's largest online consumer marketplace has transformed legacy retail, and mobility providers have transformed the transportation sector.

Businesses seeking to identify new manufacturing service providers – including 3D printing – insert specific components within their design environment, or manage their ecosystem of selected service providers and in-house resources, now have access to on-demand manufacturing and intelligent part sourcing services. These will streamline collaborations and overall innovation processes.

As of today, the 3DEXPERIENCE Marketplace already features 50 digital manufacturers with more than 500 machines and 30 million components from 600 suppliers – all recognized experts in their domains. It will allow them to iterate on design and manufacturing specifications, ensure that a part or product can be manufactured, and reduce risk and errors. It will also manage all aspects of a transaction between buyer and seller such as payments, currencies and billing, and provide a record of each transaction for full traceability.

“Today’s Industry Renaissance extends beyond digitalization to the emergence of new players and new categories of solutions, processes and services that prioritize sustainable innovation over productivity,” said Bernard Charlès, Vice Chairman & CEO, Dassault Systèmes. “Based on the 3DEXPERIENCE platform that pioneered the category of business experience platform in 2012, the 3DEXPERIENCE Marketplace transforms the supply chain into a value chain: a single, virtual, social enterprise, pioneering a new way to do business, innovate, and create value in industry. Online platforms and marketplaces have already transformed retail, transportation and hospitality services. Get ready—the industrial world is next.”

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## ***Mphasis partners with HPE's Cloud28+ to provide best in class cloud solutions***

1 February 2018

Mphasis today announced its membership in the Hewlett Packard Enterprise (HPE)-driven Cloud28+, a cloud computing community and digital platform. Cloud28+ provides an online platform for Mphasis' specific solutions and services in the cloud market place.

Together with HPE, Mphasis is further strengthening its hybrid capabilities being deployed across cloud environments. Powered by Mphasis' X2C2™ formula, an industry-specific framework designed to transform enterprises by harnessing the power of cognitive technologies and rich data resident in enterprises, the Cloud28+ collaboration will benefit customers through:

- Access to an extensive cloud services catalog, containing thousands of Infrastructure-as-a-Service, Platform-as-a-Service, and Software-as-a-Service offerings, as well as professional services, cloud software, and deployable apps
- A go-to-market accelerator, allowing new go-to-market opportunities and return on investment for digital products and services
- A custom service aggregator that federates offerings and partners linked to customer's industry or specific use cases

"Mphasis is thrilled to join Cloud28+'s trusted community to accelerate our X2C2™ framework that combines a unique formula of integrated cloud and cognitive technologies, providing agile digital innovation for our customers. This partnership enables a collaborative approach as we can showcase our deep domain expertise through our hyperpersonalized services and offerings," said Elango R, President – HPE Business Unit at Mphasis. "By leveraging Cloud28+'s unique online platform, we're able to establish new partnerships and build customer relations."

Mphasis has published its solutions/products in Cloud28+'s online community global service database:

- DeepInsights
- InfraGenie
- ComPASS

"Central to Cloud28+ is our focus on enabling learning and connections between customers and

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partners," said Xavier Poisson Gouyou Beauchamps, Vice President, Cloud28+ and Service Providers Worldwide, HPE. "Having Mphasis' cloud and cognitive offerings, as well as their active participation in the community, will only enhance our ecosystem and ability to help people easily find the right, trusted solutions to match their business needs."

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## ***NCR and PTC Join Forces to Create Total Premise Service Offer***

11 January 2018

NCR Corporation and PTC announced that they have joined forces to create a next generation service offering that spans a store's entire operation. The new digital connected services enable retailers, financial institutions, and restaurant chains to optimize the total cost of ownership of their IT infrastructure, as well as their administrative spend. PTC and NCR will be showcasing the new offering at NRF 2018 at the Jacob K. Javits Convention Center in New York City, January 14-16.

Enterprises have to converge physical and digital channels to provide the continuous engagement and experience that their customers expect. By outsourcing store IT asset management, combined with near real-time transparency and insights, NCR enables retailers, quick service restaurants, and financial institutions to drive consumer centric outcomes.

"Having an IoT centric platform that can scale with the complex needs of secured ubiquitous connectivity is key in driving digital connected experiences," said Venkat Ramamurthy, general manager, Digital Connected Services Portfolio and Commercialization, NCR Corporation. "Adding PTC's ThingWorx® platform to the NCR portfolio strengthens the services lifecycle management capabilities to be more proactive and predictive in nature. This enables our customers near real-time insights to help minimize their IT spend and elevate their consumer experience."

NCR has one of the world's largest services data warehouses with the intelligence of servicing more than 2.5 million devices from over 300 vendors. By integrating PTC's technology, NCR can now connect all active and passive devices across the front and back end of a store into its database and provide real time insights through advanced analytics to help optimize spend and improve decision making precision.

"We are excited to continue our relationship with NCR and to collaborate on the next generation of IoT offerings for the retail and hospitality industry," said Darren Glenister, vice president of innovation, retail, PTC. "With the IoT, retailers have the opportunity to shape the future of retail and optimize the consumer experience. We look forward to working with NCR to drive the convergence of physical and digital commerce."

The selection of ThingWorx continues the true enterprise relationship between NCR and PTC. In addition to ThingWorx, NCR uses PTC's Creo® software to help with product design, modeling and simulation and PTC's Servigistics® solution to plan and deliver service parts.

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## ***PTC Announces Executive Departure: Craig Hayman to Join AVEVA Group as CEO***

1 February 2018

PTC today announced that Craig Hayman is leaving the company to assume a new role as chief executive officer of AVEVA Group, a UK-based provider of engineering data and design IT systems.

"In just a few short years, Craig has helped PTC transition to a new level of operational discipline across the company," said Jim Heppelmann, president and CEO, PTC. "He has also helped develop a skilled team of leaders who will maintain operational excellence at PTC going forward. It is no surprise that his talents are taking him to the next level in his career, and we wish him well in his new endeavors."

While at PTC, Hayman was primarily responsible for institutionalizing key operational go-to-market processes, such as pipeline management and lead to revenue optimization.

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## ***PTC Continues to Accelerate Subscription Business Model Globally***

17 January 2018

PTC announced that new software licenses for its core solutions and ThingWorx® Industrial Innovation Platform will be available globally only by subscription, effective January 1, 2019, with a few exceptions. PTC previously announced the transition from perpetual licensing to subscription in the Americas and Western Europe effective January 1, 2018. Customers globally will be able to continue to use their existing perpetual licenses and renew support on active perpetual licenses.

"Subscription licensing has been positively embraced by customers throughout the phased rollout, with nearly 70 percent of new software bookings sold as subscription in fiscal 2017," said Jim Heppelmann, president and CEO, PTC. "The ability to license enterprise software by subscription aligns with industry best practices and delivers the value and flexibility customers demand to achieve success in today's highly competitive landscape."

Customers purchasing subscriptions benefit from PTC's faster innovation cycles, a shared commitment to success, cloud deployment options, and increased flexibility with lower upfront costs. In addition, PTC offers incentive programs to enable customers to convert existing perpetual licenses to subscription, affording them access to all the benefits of the subscription model across their entire PTC software footprint.

The exceptions noted above where PTC has not announced plans for a complete transition from perpetual licensing to subscription are China, India, Korea, Russia, Taiwan, and Turkey.

PTC's Kepware product suite will continue to be available through both subscription and perpetual licensing.

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## ***PTC Partners with Microsoft to Help Customers Accelerate Their Digital Transformations in IoT***

30 January 2018

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PTC today announced it has partnered with Microsoft to make available the ThingWorx® Industrial Innovation Platform on the Microsoft Azure cloud platform, capitalizing on the two companies' complementary technologies and together targeting opportunities in industrial sectors, including manufacturing.

PTC and Microsoft will align the technology and expertise of both companies to deliver a robust solution for Industrial IoT and digital product lifecycle management. At the core of the solution are Microsoft Azure IoT and the ThingWorx Industrial Innovation Platform, which together enable customers to innovate their products and operations with IoT connectivity, rich contextualization, business systems orchestration, and breakthrough user engagement via mixed reality. Extending these services is PTC's full portfolio of solutions including Creo® and Windchill® for design, manufacturing, and service, and Microsoft's HoloLens mixed reality headwear.

Central to the collaboration is PTC's selection of Microsoft Azure as its preferred cloud platform for manufacturing customers. PTC also will be offering a managed service of ThingWorx delivered on Azure, leveraging Azure services, including Azure IoT Hub. Customers will be able to capitalize on the many benefits of Azure including speed, security, scale, and global reach. ThingWorx, combined with Microsoft Azure IoT, will provide customers with faster time to a production-ready solution, faster time to iterate and refine, access to a rich trove of engineering data, and flexibility.

PTC and Microsoft will continue to pursue joint customer opportunities in operational settings such as discrete, process, and hybrid manufacturing, oil and gas, and utilities. One recent exemplary customer win is Colfax, a leading diversified industrial technology company that provides gas- and fluid-handling and fabrication technology products and services to customers around the world. Colfax will employ PTC ThingWorx and Microsoft Azure for its company-wide Industrial IoT initiatives. "These two industry leaders coming together makes perfect sense," said Ryan Cahalane, vice president of Digital Growth at Colfax. "With ThingWorx and Azure, Colfax will be able to capitalize on the opportunities inherent in the Internet of Things to quickly grow and scale its operations."

"This collaboration combines Microsoft's expertise in the intelligent cloud business with PTC's leadership position in IoT, product design, manufacturing, and service," said Jim Heppelmann, president and CEO, PTC. "This is exactly the combination customers require to unlock the value in their digital transformation journeys."

"We are pleased that Azure is PTC's preferred cloud platform to help accelerate digital transformation in IoT, particularly for customers in the manufacturing industry," said Jason Zander, corporate vice president of Microsoft Azure. "Combining PTC's platform with the speed, scalability, and intelligence of Azure will enable customers to accelerate industrial innovation."

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## ***Purdue University and the Institute for Process Excellence (IpX) Announce Partnership***

29 January 2018

Purdue University and the Institute for Process Excellence (IpX) announce a partnership to provide professional education certificate programs to industry clients in the areas of CM2, product lifecycle management (PLM) and model-based definition (MBD). Under this partnership, Purdue students will be introduced to enterprise configuration management curriculum content in targeted undergraduate programs preparing students to help solve the most complex challenges facing global organizations. In order to achieve successful transformation in the landscape of tomorrow, businesses must invest in world-class resources in order to reshape legacy processes and systems.

The ability to evolve and tailor instruction for a variety of learners across the product lifecycle is a critical aspect of any educational program. Each job role has unique needs when authoring and consuming digital product data within day-to-day operations. Nathan Hartman, the Dauch Family Professor of Advanced Manufacturing and Director of the PLM Center, promotes such a model when building educational programs with industry, and the partnership with IpX directly supports that effort.

"The PLM Center at Purdue University is pleased to partner with IpX in the development of professional education programs for industry that combine PLM, MBD, and configuration management fundamentals," Hartman said. "IpX has rich domain expertise in complex industry sectors, and when paired with the experience and educational expertise of the Purdue PLM Center, it will provide an effective option for companies looking to provide high value educational options for their employees."

Speaking about the partnership, Joseph Anderson, Vice President of Services for IpX said, "The mission of IpX is to provide students and industry clients with a method to achieve their transformation strategy, improve their core business operating model, embrace the digital wave, maximize efficiency, and implement sustainable growth initiatives. The partnership with Purdue will provide a full suite of educational and solution services built upon a foundation of industry experience."

### **About the Purdue PLM Center of Excellence**

The PLM Center in the Polytechnic Institute is an interdisciplinary research center at Purdue University. The center fuses the talents and resources of experts from the Purdue Polytechnic Institute, the colleges of Engineering and Science and Krannert School of Management into a single focused entity that serves as an industry resource. Through research, training and implementation of PLM tools and methods, the Center provides its partners in business and industry with knowledge and tools to improve their bottom line.

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

29 January 2018

SAP 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.

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

# CIMdata PLM Industry Summary

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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.

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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## ***Siemens and BRIDG partner to develop Digital Twin solutions for semiconductor manufacturing***

25 January 2018

Siemens announces today a partnership with BRIDG to drive the development of Digital Twin technologies for the semiconductor industry by providing Siemens' PLM software portfolio to enable BRIDG's research and development activities. The combination of expertise will help establish the first Digital Enterprise Solution for semiconductor manufacturing at the BRIDG wafer fabrication facility located at NeoCity in Osceola County, Florida. With an in-kind software grant valued at more than \$30M, this partnership creates an important milestone—the first ever digital enterprise implementation in the semiconductor industry. Siemens' Digital Enterprise solutions enable manufacturing companies to streamline and digitalize their entire business process, seamlessly integrating suppliers into the mix. Designed as one of the world's most flexible and adaptable fabrication facilities, BRIDG is focused on the manufacturing development of advanced technologies in smart sensors, imagers, advanced devices and 2.5D/3D chip integration.

Through this partnership, the new BRIDG Digital Enterprise site will feature the complete Siemens product lifecycle management (PLM) portfolio, ranging from requirements management, product design, simulation, manufacturing and yield management to product performance analytics. Manufacturers in the semiconductor industry can use this digital enterprise solution to help improve manufacturing throughput, improve product quality and reduce costs. The initial deployment includes the [Tecnomatix®](#) portfolio for plant simulation, Camstar™ Semiconductor Suite and Calibre™ Design and Manufacturing Solutions from Siemens' recent acquisition of Mentor Graphics.

“The opportunity for BRIDG to team with Siemens to lead the semiconductor industry in the digital mapping of the device building blocks associated with the manufacturing of advanced microelectronics is tremendous,” stated Chester Kennedy, chief executive officer, BRIDG. “This program will establish digital duplicates for model-based systems that lay the foundation for semiconductor design for manufacturing. Partners like Siemens help us develop and provide commercialization infrastructure, as well as the capability for proof of concept, custom development and pilot production. This also leverages the existing Siemens relationship with our visionary stakeholder, the University of Central Florida, and further solidifies Siemens' commitment to our region. We look forward to working with Siemens to be the global leaders in the digital transformation of semiconductor manufacturing.”

“BRIDG is in a unique position to advance innovation in the semiconductor industry as well as other industries with their smart manufacturing wafer fabrication facility dedicated to new product launch in the IoT segment,” said Rob Rudder, vice president, Siemens PLM Software. “Siemens is proud to partner with BRIDG and provide our Digital Enterprise Solution to help accelerate innovation in the manufacturing development of advanced technologies in smart sensors.”

Siemens' Digital Enterprise Solutions can help semiconductor manufacturers improve manufacturing throughput, product quality and overall cost-effectiveness across the lifecycle of their products from ideation to realization and utilization. For example, the use of a single source of configuration data across applications helps teams collaborate more effectively, which can reduce cycle times and improve the overall throughput. The simulation of products with a digital twin, prior to actual manufacturing, can help companies eliminate future processing errors and improve their fabrication outputs. Change management, manufacturing execution software (MES) and yield management technology within the solution enable semiconductor manufacturers to more easily identify quality issues and their root causes

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in real time. Additionally, compressing the new product introduction (NPI) cycle and helping to eliminate disparate legacy systems can help save money and streamline system maintenance.

Siemens has nearly 5,000 employees in the state of Florida spanning power generation, transmission and distribution, energy efficient buildings and infrastructure, medical imaging and healthcare diagnostics technologies. The company's software and hardware solutions have helped automate processes and increase efficiency in areas ranging from manufacturing to city infrastructure, and even theme parks. This in-kind software grant is the third Siemens has announced in the state of Florida in the last year. Previously, it was announced that in-kind academic software grants were made to the University of Central Florida and Florida Institute of Technology. These grants illustrate Siemens' commitment to working with the Florida High Tech Corridor on research and development that can help accelerate innovation and manufacturing.

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## ***SimuTech Group Named ANSYS' Americas Channel Partner of the Year 2017***

1 February 2018

ANSYS has named SimuTech Group, Inc. its Americas Channel Partner of the Year 2017. The award was announced January 15, 2018 at the ANSYS sales kickoff meeting in Orlando, Florida.

"SimuTech continues to be one of our star channel partners," said Robert Thibeault, ANSYS Director of Worldwide Channel Business Development. "They've shown outstanding double-digit sales growth for 2017."

"We're very honored to accept this award. It reflects the hard work and service not just from our outstanding sales team, but our company as a whole: engineers, marketing, and our support staff," said SimuTech Group President Dr. Rick James.

ANSYS provides a broad portfolio of simulation software for many industries, including aerospace, automotive, defense, turbomachinery, electronics, and many others. SimuTech Group is an engineering services company that specializes in sales, support, training, and consulting for ANSYS software.

"We plan to continue double-digit sales growth and best-in-class support of ANSYS software in 2018," said Ken Lally, SimuTech Group Owner & Director. "I'm especially excited about the upcoming commercial release of ANSYS Discovery Live, which will offer our customers real-time, nearly instantaneous simulation."

This award is the second time ANSYS has named SimuTech Group as a Channel Partner of the Year, and SimuTech has also been recognized by ANSYS as an Elite Channel Partner since 2014. ANSYS leadership considers customer satisfaction ratings, business growth, and overall sales volume when it selects its Elite Channel Partners.

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## ***Stratasys Awards TriMech as 2017 Top Stratasys Reseller***

31 January 2018

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TriMech, a reseller of Stratasys 3D printers and SOLIDWORKS 3D CAD software, is named the 2017 Top Reseller of the Year by Stratasys.

As a Diamond Level partner of Stratasys 3D printers, TriMech helps customers accelerate time to market, leveraging a wide range of applications from rapid prototyping and production parts to manufacturing tools. TriMech's expanded technical support team includes Additive Manufacturing Applications Engineers, dedicated Support Engineers, Field Service Engineers and multiple 3D printing labs across the East Coast for local services support, assuring prompt uninterrupted service. With 68+ years combined Stratasys solutions experience, the engineers at TriMech help customers conquer design and manufacturing challenges.

"We are honored to receive the Top Reseller award for total hardware and material growth and to be recognized for our dedication to helping clients gain a competitive advantage in their industry," Marcel Matte, President of TriMech, said. "As a trusted Stratasys partner since 2009, TriMech helps our clients benefit from a greater depth of expertise, more specialized training options and faster technical support than ever before."

Not limited to PolyJet and Fused Deposition Modeling technology, TriMech also offers the entire SOLIDWORKS product portfolio, Artec 3D scanners, Desktop Metal printers, CAMWorks software, rapid prototyping services, staffing and other engineering solutions to provide their client base with a complete engineering solution. From Maine to Florida, TriMech services more than 25 offices and 16,000+ clients including Fortune 500, federal agencies, Department of Defense and small to mid-sized engineering and manufacturing firms.

"With the acquisition of two industry-leading companies, CADD Edge and CAPINC, TriMech is one of the most respected technology solutions providers for Stratasys technologies," said Rich Garrity, President of Stratasys Americas. "They are an invaluable partner, committed to providing the high-quality service our clients have come to expect."

TriMech continues to strive for long-term growth and success for clients and to be a leading partner for both SOLIDWORKS and Stratasys across the United States.

"TriMech and Stratasys share a common vision of the future of additive technologies and are driven toward a like goal — improving our customer's product design and manufacturing workflows," said Pat Carey, Vice President of Stratasys. "Together, we're able to provide premier 3D printing solutions and drive adoption with our customers."

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## ***UN Environment and Ellen MacArthur Foundation sign new circular economy agreement***

26 January 2018

The Ellen MacArthur Foundation and UN Environment have entered into a new agreement to scale up and accelerate the shift towards a circular economy. Such an economy supports sustainable consumption and production systems which are central to achieving the Sustainable Development Goals.

On 24 January, at the World Economic Forum Annual Meeting in Davos, Ellen MacArthur and Erik Solheim, Executive Director of UN Environment, announced an agreement that will see the organizations focus their joint efforts on stimulating public-private sector engagement with circular economy solutions. This will include strengthening the scientific basis for policy decisions, including at city level, to decouple economic development from environmental degradation.

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The announcement was made alongside the launch of the World Economic Forum's Platform for Accelerating the Circular Economy (PACE). PACE brings together companies, organisations and governments to create innovative partnerships that drive actions at global and regional levels to decouple economic growth from resource use.

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## ***WARR Hyperloop joins CONTACT University***

29 January 2018

CONTACT Software encourages excellence in education and research with its international university program. Now the team behind the spectacular success of Elon Musk's SpaceX Hyperloop competition is joining the CONTACT University community: WARR Hyperloop from the TU Munich.

CONTACT Software supports universities, colleges and research institutes with a cooperation offer that makes state-of-the-art software and practical knowledge available to students and scientists for the development of smart products. As a new CONTACT University member, WARR Hyperloop is now using CIM Database PLM and CONTACT Workspaces to develop the next transport capsules for Elon Musk's visionary high-speed system.

WARR Hyperloop is part of the scientific working group for rocket technology and space travel (WARR) at the Technical University of Munich. The multidisciplinary team, with around 35 members, designs prototypes for the concept of a high-speed train designed by Elon Musk, which travels at almost sonic speed in a tube with partial vacuum. In order to drive the project forward and demonstrate its technical feasibility, Tesla founder Musk launched an international design competition.

The SpaceX Hyperloop Pod Competition is about the cabin capsule in which passengers are to be transported through the tube - the so-called pod. At the first competition in January 2017, the "TUMler" competed in the final round against MIT from Boston, among others, and were the only finalists to bring their capsule to the finish line. At the second competition at the end of August 2017, the Munich team won again and set a new world record with 324 km/h.

"Like CONTACT's solutions, WARR Hyperloop stands for innovation," says Michael Murgai, member of the executive board at CONTACT Software. "Hyperloops could revolutionize the mobility of the future. And we are proud to be a part of this technological advance."

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## Events News

### ***ANSYS Technology Day***

31 January 2018

Date: February 6, 2018

Location: Tinker Air Force Base

Building 3001 – Patriot Room

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3001 S. Douglas Boulevard  
Oklahoma City, OK 73130  
USA

Modeling and Simulation is one of the key pillars of the USAF Digital Engineering Environment Initiative (DEE). As a partner in this DEE initiative, ANSYS offers a comprehensive software suite that spans the entire range of physics, providing access to virtually any field of engineering simulation that a design process requires.

Please join us as ANSYS presents how Tinker scientists and engineers can improve design efficiency, drive innovation and reduce physical testing with physics based simulation in the areas of structures, fluids, electromagnetics, and systems. We will have a technical session on each topic, including demos and applications relevant to the Air Force Sustainment Center.

## **Systems Overview**

As product complexity grows, so does the challenge of integrating the individual components in a system to ensure they work together as expected. Systems modeling and simulation helps you create a complete virtual prototype to understand and optimize the critical interactions between physics, controls and the environment throughout the product development process. Then by combining system modeling with sensors and big data, you can develop a digital twin of your product to manage its performance and maintenance after it has been deployed.

ANSYS offer the most advanced technologies for 3-D physics simulation, embedded systems and software design.

## **Structures Overview**

From designers and occasional users looking for quick, easy and accurate results, to experts looking to model complex materials, large assemblies and nonlinear behavior, ANSYS has you covered.

ANSYS structural analysis software enables you to solve complex structural engineering problems and make better, faster design decisions. With the finite element analysis (FEA) tools available in the suite, you can customize and automate solutions for your structural mechanics problems and parameterize them to analyze multiple design scenarios. You can connect easily to other physics analysis tools for even greater fidelity.

A complete range of analysis tools is available to analyze single load cases, vibration or transient analysis; you can also examine linear and nonlinear behavior of materials, joints and geometry.

## **Fluids Overview**

Computational Fluid Dynamics (CFD) is a tool with amazing flexibility, accuracy and breadth of application. But serious CFD, the kind that provides insights to help you optimize your designs, could be out of reach unless you choose your software carefully. To get serious CFD results, you need serious software. ANSYS CFD goes beyond qualitative results to deliver accurate quantitative predictions of fluid interactions and trade-offs. These insights reveal unexpected opportunities for your product—opportunities that even experienced engineering analysts can otherwise miss.

While ANSYS CFD empowers experienced analysts to deliver deep insights, serious CFD is not just for experts modeling rocket ships and racing cars. Engineers at every level across diverse industries are

getting great value from CFD.

## **Electromagnetics Overview**

Electromagnetic, Electronics, Thermal & Electromechanical Simulation

In today's world of high performance electronics and advanced electrification systems, the effects of electromagnetic fields on circuits and systems cannot be ignored. ANSYS software can uniquely simulate electromagnetic performance across component, circuit and system design, and can evaluate temperature, vibration and other critical mechanical effects. This unmatched electromagnetic-centric design flow helps you achieve first-pass system design success for advanced communication systems, high-speed electronic devices, electromechanical components and power electronics systems.

Other application areas include: High Frequency EM, Antenna Design/Placement, Wireless and RF, PCB and Electronic Packaging, Electromechanical and power electronics, Electronics Thermal Management.

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## ***Discover how Optimization Drives Development in Times of Industry 4.0***

30 January 2018

[Altair](#) invites technical managers, R&D engineers, structural and mechanical engineers and everyone interested in simulation driven design methods to its "ATCx: L'Ottimizzazione guida la Progettazione ai tempi dell'Industry 4.0". The event takes place on February 20th, 2018 at the Università degli Studi di Padova - Polo Meccanico in Padova, Italy.

In times of growing competitiveness and ever shorter development cycles, engineers face the challenge to develop better, lighter, and powerful components for increasingly complex systems and innovative products. A simulation driven design product development approach and optimization can lead the way to reach these goals while keeping development times down. With its focus on industry 4.0, the conference is dedicated to topics around thermal, CFD, structural simulation, and design for 3D printing and will feature presentations from Altair experts and a wide range of industry leaders. The event will introduce the most important innovative technologies available today and demonstrate how those tools are used to develop the innovative products of tomorrow. In addition it will also discuss the emerging technologies most used in the Industry 4.0 environment.

Confirmed speakers come from renowned companies such as Ducati, Protesa (Sacmi Group) and others showcasing how simulation has helped them to reach their development goals. The second half of the day will feature workshops that will offer hands on experience with Altair's simulation tools.

“With this event we are reaching out to technical managers, R&D engineers, structural and mechanical engineers and everyone interested in simulation driven design. In addition to presenting our innovative solutions for simulation driven design we are showing attendees how to include the software in their development processes,” said Giulio Turinetti, Business Developer at Altair. “This ATCx event will provide a unique opportunity to meet with experts from Altair's software development team and application specialists from various renown companies to discuss the potential of Altair's solutions for Industry 4.0 and to learn all about how Altair's solutions and can be leveraged to create a competitive

advantage.”

Conference language is Italian. For more information on this cost free full day event and to register, please visit: [http://www.altairatc.com/EventHome.aspx?event\\_id=1142](http://www.altairatc.com/EventHome.aspx?event_id=1142).

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## ***FARO @ BIM & Digital Transformation 2018***

31 January 2018

Dates: 07 Feb, 2018 - 07 Feb, 2018

Location: Strathclyde University Technology and Innovation Centre Cowcaddens Road Glasgow - G4 0BA

FARO is delighted to announce that we will be attending the BIM & Digital Transformation Scotland 2018 Conference.

A full-day conference examining Scotland’s ‘digital revolution’ for the built environment, bringing together industry experts to discuss innovative ways to improve performance, efficiency, data management and reduce costs, as well as examine new technologies and subsequent impact across the public and private sectors.

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## ***SME, AMT and Leading Companies Partner to Bring Advanced Manufacturing Technology to the Smart Manufacturing Experience in Boston this Spring***

30 January 2018

SME and AMT – The Association for Manufacturing Technology are ramping up for what's planned to be the leading smart manufacturing event in the U.S. – Smart Manufacturing Experience 2018. The event, which will take place April 30 through May 2, at the Boston Convention Center, will be co-sponsored by SME, AMT and founding partners Mazak, The Robert E. Morris Co., and Methods Machine Tools, all leaders in advanced manufacturing delivering solutions in additive manufacturing, digital manufacturing, automation and more to major manufacturers around the world. Smart Manufacturing Experience 2018 was created to ensure that industry players are engaged and fully prepared with the most current smart manufacturing technologies.

This event will focus on how advanced technologies such as additive manufacturing and 3D printing, automation and robotics, advanced materials, precision machining, precision measurement and 3D scanning, digital manufacturing, and the Industrial IoT (Internet of Things)/big data are revolutionizing the industry. These technologies provide full factory visibility, asset tracking, product lifecycle management, enhanced part geometries, improved part performance, reduced complexity, lights-out manufacturing, repeatable quality, responsive work environments and more.

"Partnering with companies such as Mazak, The Robert E. Morris Co., and Methods Machine Tools ensures that the Smart Manufacturing Experience will deliver real solutions to manufacturers that they can use today," said Debbie Holton, vice president, SME Events & Industry Strategy. "These companies

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are committed to advancing manufacturing productivity, performance, and profitability using smart manufacturing technologies throughout the manufacturing value chain."

The Robert E. Morris Co. and Methods Machine Tools will feature some of their most well-known product lines including 3D Systems, Desktop Metal, Okuma, and Matsuura, while Mazak highlights its commitment to digital manufacturing, which extends to the factory at its U.S. headquarters that is MTConnect enabled and digitally connected.

"It is our goal, every day, to help our customers do more with less," said Lou Olson, president, The Robert E. Morris Co. "The Smart Manufacturing Experience will be an excellent opportunity to engage with area manufacturers and other advanced technology suppliers who share our passion for improving manufacturing productivity, profitability, and quality with the most highly sophisticated tools and resources currently and imminently available to them."

Smart manufacturing encompasses the tools and processes that allow manufacturers to see and react to the performance of their machines and integrated systems with analytics in real time. It enables machines to talk to one another, control operations remotely, predict challenges and even share live data throughout the supply chain. All of this makes way for improved productivity, increased energy efficiency, higher-quality products, safer plant floors, and better employment opportunities.

This manufacturing transformation is also referred to as the Fourth Industrial Revolution. From small shops to global OEMs, the demands of a "smart manufacturing enterprise" require new technologies, as well as the willingness of manufacturers to incorporate advancements as part of their operations. In a 2016 Advanced Manufacturing Media survey, 43 percent of manufacturers polled said they were considering/evaluating the implementation of smart manufacturing solutions into their operations over 24 months. As more manufacturers add new technological advancements to their operations, the industry will realize exponential growth. According to a new Grand View Research study, the global smart manufacturing market is estimated to reach \$395.2 billion by 2025 – up from \$172.34 billion in 2016.

"Manufacturing is in an era of disruptive transformation unlike anything seen before," said Douglas K. Woods, president, AMT. "It is imperative that companies learn how to best implement and leverage these technologies to stay competitive, whether it's advanced robotics, artificial intelligence, machine learning, or any other technology that supports the connected factory. We are excited to have Mazak, the Robert E. Morris Co. and Methods Machine Tools on board to sponsor an event focused on the world's most advanced smart manufacturing technology."

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## ***Zero Wait-State to Present the Best Ways to Integrate Engineering and Design Data into Both On-premise and Cloud-based PLM at Oracle's MSCE 2018***

29 January 2018

Zero Wait-State will present the best ways to connect computer-aided design (CAD) product data management (PDM) to both on-premise and cloud-based PLM during Oracle's Modern Supply Chain Experience (MSCE), January 29-31, in San Jose, CA. The educational session, "CAD and the Cloud: Strategies and technologies for collaboration with Oracle PD", is being co-presented with one of Zero Wait-State's key customers, Zebra Technologies, and will address the best ways to integrate engineering

and design data into PLM.

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. In addition to the presentation, Zero Wait-State will be in the PLM Showcase to demonstrate their superior automation solutions for Oracle's Agile PLM as well as their new interfaces for Oracle's cloud-based PLM platform. DesignState, one of ZWS' flagship integration frameworks, will be featured as part of Cisco's MSCE presentation where they will address how Cisco's Digital-Supply-Chain strategy is transforming and streamlining its digital product release process.

Stephen Porter, founder and CEO of Zero Wait-State, commented, "It is a great opportunity to share information with the Oracle community on the benefits of engineering integration and the best practices on how this is accomplished. Connected products and the Internet of Things (IoT) make engineering integration an essential step for fully benefiting from these technology trends."

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## Financial News

### ***Dassault Systèmes Announces IFRS and non-IFRS New Licenses Revenue Up 16% in Fourth Quarter and Up 11% for 2017 at Constant Currency***

1 February 2018

Dassault Systèmes announces IFRS unaudited financial results for the fourth quarter and year ended December 31, 2017. These results were reviewed by the Company's Board of Directors on January 31, 2018. This press release also includes financial information on a non-IFRS basis with a reconciliation included in the Appendix to this communication.

See more here: <https://www.3ds.com/press-releases/single/dassault-systemes-announces-ifrs-and-non-ifrs-new-licenses-revenue-up-16-in-fourth-quarter-and-up/>

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## Implementation Investments

### ***Architectural Lighting Works Chooses KBMax for 3D Configurator to Accelerate Business Success***

1 February 2018

KBMax today announced that Architectural Lighting Works (ALW) has transformed its business with KBMax's 3D configurator and CAD automation software, empowering ALW to connect with its customers, partners, and employees in an entirely new way. Inside sales and external reps will use [KBMax](#) to visually configure architectural lighting fixtures with thousands of options. Working with KBMax, ALW will also integrate with Salesforce CPQ to give them a cutting-edge solution for complex

configuration and quote to cash.

"Combining KBCMax with Salesforce CPQ gives us a complete solution for sales and engineering," said Andreas Dankelmann, VP of Operations at ALW. "We evaluated other options and their powerful configurator was the most robust and easy to use, and their CAD automation with SolidWorks is very powerful."

"ALW is another great fit for the KBCMax Salesforce CPQ integration," said Kevin Jackson VP of Sales at KBCMax. "Using our configurator will help ALW improve their selling and manufacturing processes."

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## ***China's Modern Lily Brand Chooses Centric PLM***

30 January 2018

Lily Brand has selected Centric Software to provide its Product Lifecycle Management (PLM) solution.

"There were a few key reasons we wanted a PLM system," explains Mr. Liu, CIO at Lily Brand. "First, we needed to set up a well-coordinated management platform for our business colleagues that could cover planning, design and R & D. With the implementation of projects, we wanted to transform our R & D process. Second, we wanted the process of R & D to become more visible and controllable. We wanted to manage the whole workflow to minimize risks. Finally, it is important for us to retain and pass on our core ideas by establishing a basic library. We believed that PLM platform would help keep the identical standard throughout the business scope and boost our internal and external coordination efficiency."

After an in-depth consideration of several PLM solution providers, Lily Brand selected Centric Software.

As Mr. Liu says, "The Centric team are very professional and understand the fast-changing fashion industry. Most importantly, they know Lily Brand's business requirements and pain points deeply. Centric PLM is a dedicated fashion PLM solution rather than a universal PLM, and we are confident it will help to ensure success for us."

Lily Brand will begin implementing Centric 8 PLM in 2018 and expects to see significant benefits across a variety of areas.

"Centric PLM is not just a normal IT program – choosing Centric is a crucial part of our digitalization strategy that will optimize merchandise management and product design," continues Mr. Liu. "We need a real digital transformation, not directly moving the current workflow from offline to online systems, but optimizing our business processes and organizational structure to achieve internal and external coordination and efficiency."

"We'll be able to do this with the support of the Centric team's profound business knowledge, and we're looking forward to conducting a long-term cooperative business relationship with Centric Software," concludes Mr. Liu. "We anticipate that Centric will help address our business targets with a successful PLM implementation, and furthermore, we want to set a good example for the fashion industry with a win-win situation for both the fashion business and the PLM provider."

"We would like to welcome Lily Brand as our latest customer in China," says Chris Groves, President

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and CEO of Centric Software. “Lily Brand is a fast-growing and exciting brand producing clothing in the competitive young women’s fashion sector, and we are proud to be part of their future plans. We look forward to working with the team from Lily Brand as they begin implementing Centric PLM and seeing a positive impact on data access and efficiency.”

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### ***Colfax Selects ThingWorx Platform on Microsoft Azure to Accelerate IoT Initiatives Across Its Businesses***

1 February 2018

PTC today announced that Colfax Corporation (“Colfax”), a globally recognized manufacturing and engineering technology company, has selected the ThingWorx® Industrial Innovation Platform powered by Microsoft Azure to align its Internet of Things (IoT) efforts and increase the pace of development.

Colfax Corporation is a leading diversified industrial technology company that provides air and gas handling and fabrication technology products and services to customers around the world under the highly-recognized Howden and ESAB brands.

Building on its Colfax Business System (CBS) and culture of continuous improvement, Colfax has launched a major digital transformation effort recognized as Data Driven Advantage (DDA). Colfax has selected the ThingWorx platform to increase efficiencies and accelerate progress across its development teams, leveraging ThingWorx and Colfax’s application expertise to bring new products to market more rapidly and enhance service levels.

“Empowering our business platforms with greater transformational digital capabilities is integral to our growth strategy,” said Ryan Cahalane, vice president, Digital Growth, Colfax. “ThingWorx not only supports our existing businesses, but also can contribute to more rapid integration of acquisitions. With ThingWorx and Microsoft Azure IoT, we can focus more on what we do best and improve customer experiences.”

Recognizing the importance of the cloud for enterprise IoT, Colfax selected a proven platform that could support industry leading cloud offerings and serve as the foundation of their IoT initiatives today and in the future. ThingWorx, combined with Microsoft Azure IoT, will allow Colfax to fully leverage its existing Azure investment, unlock unprecedented value, and quickly grow and scale its operations. Azure IoT offers a rich set of built-in connectivity and device security features, enabling reliable and secure bidirectional communication between millions of IoT devices.

“ThingWorx, combined with Microsoft Azure IoT, provides Colfax with a complete IoT platform that can handle everything from connecting critical devices, to building applications, to analyzing invaluable operational data,” said Jim Heppelmann, president and CEO, PTC. “This will enable Colfax to transform the way they service and support their products, and we look forward to helping them succeed.”

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## ***Groupe DEYA, Global French Manufacturer, Implements PROS Smart CPQ to Modernize Selling Strategies***

30 January 2018

PROS® today announced Groupe DEYA has implemented the PROS Smart CPQ solution in its Blocfer Division. The company, a global manufacturing powerhouse, is providing its sales teams with new guided selling capabilities that enable them to respond more quickly to customers in the digital era, with PROS configuration, pricing and quoting solution. Groupe DEYA plans to implement the solution across the entire span of its portfolio companies around the world.

Groupe DEYA globally manufactures a comprehensive range of storage solutions for residential and commercial markets. Included in its suite of products are cabinets, door frames, security doors, shaft enclosures, glazing units, scaffolding platforms and toe boards. The company sells across multiple channels and brands, including Deya and Kazed.

“We manufacture a broad range of products offered through a highly technical catalog that spans a number of channels,” said Groupe DEYA CIO Didier Glaine. “Our customers come to us with complex specifications, and our goal is to simplify the configuration and ordering process with guided selling. Now we’re able to harmonize offers and provide immediate responses for every request, with automated quote approvals that accelerate the sales cycle.

“With PROS Smart CPQ, we’ve also automated production times for every configuration, fully integrated with our Salesforce CRM and Microsoft Dynamics ERP platform,” Glaine continued. “Our catalogs are now immediately updated, which also lessens the burden on our IT teams. In 2018, we will extend the use of Smart CPQ to additional subsidiaries around the world. We appreciate the collaborative partnership we have with PROS, which enables us to better serve our customers and our sales teams.”

PROS Smart CPQ automates and simplifies configuration, pricing and quoting processes, empowering sales to instantly create accurate, personalized solutions for each customer. Companies are able to deliver the most profitable and compelling offers. Using artificial intelligence and machine learning, PROS Dynamic Pricing Science™ provides prescriptive insights into willingness-to-pay at the individual customer level, giving sales teams the ability to offer the right product at the right price in real-time for every customer.

“In the digital era, the requirements for speed and transparency have never been more acute, and dynamic pricing is required in virtually every environment,” said PROS Vice President, Professional Services, Sebastian Mamro. “Today, customers expect immediate, personalized responses across every selling channel, which is requiring organizations to redefine how they serve customers with a modern commerce strategy. Groupe DEYA is an international innovator, and they implemented PROS Smart CPQ to leverage its advanced machine learning and AI technology with personalized and frictionless buying experiences. We appreciate their confidence in PROS for this strategic global project.”

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## ***Robin Systems Chosen by USAA for its Big Data Analytics Pipelines***

31 January 2018

# CIMdata PLM Industry Summary

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Robin Systems today announced that USAA has deployed Robin Cloud Platform to power its Big Data infrastructure.

“We chose Robin Cloud Platform because it allowed us to simplify and automate how our analytic pipeline is managed,” said Eric Smith, USAA Chief Data and Analytics Officer. “Our Big Data infrastructure has been growing dramatically, and we needed a solution that made it easy to manage and scale these applications that was also consistent with our cloud roadmap. Robin checked all these boxes, and we have been very pleased so far with the efficiency and agility improvements achieved with their platform.”

“It is an honor to be entrusted as the infrastructure platform for some of USAA’s mission-critical applications,” said Premal Buch, CEO of Robin Systems. “Robin Cloud Platform is now fully battle tested, certified and run in production scale. It is exciting to see growing adoption of our platform where customers start by adopting Robin for one flavor of NoSQL or Big-Data and expand their use into more applications and entire complex distributed pipelines as they experience the Robin benefits.”

Robin Cloud Platform is a Container-based pure software solution that sits between the application and the infrastructure and enables 1-click application workflows for the user by letting the applications auto-configure storage, compute and networking across on-premise and cloud-based environments. It has REST APIs and hooks to interface with the rest of the ecosystem and requires no changes to the applications. Robin also offers a Free and Fully Featured Community Edition (CE) of its Cloud Platform for Enterprise Databases, Big-Data and NoSQL. Download your copy with up to 5 nodes.

Enterprise applications designed for a specific on-premise or a specific cloud deployment can be hard to port since there is a strong dependency between application workflows and infrastructure. Compute, network and storage APIs vary dramatically across On-Premise and various clouds’ infrastructure stacks. Robin’s application aware compute, network and storage layers decouple applications and infrastructure so that the applications can be easily moved around and the infrastructure can be anywhere – on-premises, in AWS or in Azure. Robin lets you 1-Click extend or migrate entire application clusters across these boundaries, for any app – modern or legacy.

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## Product News

### ***ANSYS Tames Product Complexity and Spurs Productivity with Release 19***

30 January 2018

The next generation of ANSYS industry-leading engineering simulation simplifies workflows and ensures accurate results, enabling users to deliver revolutionary products while reducing costs and time to market. ANSYS®19 empowers engineers to develop groundbreaking products, from autonomous vehicles to smarter devices to more electric aircraft, at an unprecedented pace.

Products are becoming more complicated as the digital and physical worlds continue to merge. Companies are faced with unrelenting pressure to drive innovation and increase product quality while reducing cycle times, costs and risk. ANSYS 19 helps engineers manage complexity and enhance

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productivity, empowering users to provide even more accurate answers across the broadest range of applications – making simulation even more pervasive.

ANSYS 19 delivers enhancements across the entire industry-leading portfolio – from structures to fluids and from systems and semiconductors to electromagnetics. Long-time users will notice dramatic improvements in time to solution while new users can take advantage of state-of-the art functionality.

"With the digital revolution accelerating the pace of disruption and product innovation, engineers must overcome extraordinarily sophisticated design and engineering challenges to deliver breakthrough products faster than ever," said Eric Bantegnie, vice president and general manager, systems business unit, ANSYS. "With ANSYS 19, engineers can use simulation pervasively to tame complexity and spur innovation at every level, resulting in the next generation of smarter, more cutting-edge products."

## **Highlights of the release include:**

**Taming Complexity.** ANSYS 19 tames complexity by supporting and empowering engineers with tools that improve reliability, performance, speed and ease of use.

From support for Architecture Analysis and Design Language (AADL) to Human Machine Interfaces (HMIs) to radar cross section (RCS) calculations, ANSYS 19 simplifies user experience across every discipline.

In the embedded suite, ANSYS 19 includes new support for AADL-compatible avionics systems modeling. AADL-based modeling empowers organizations to understand and control their system costs, but also maximizes critical performance characteristics such as system reliability, integration, security and availability. By modeling systems in AADL, companies can more effectively integrate subsystems and components that have been procured from many subcontractors – enabling users to more quickly identify and address interoperability issues. Capable of modeling software and hardware components, ANSYS 19 provides the broadest and most proven toolset to support the design of avionics systems for military applications that are compliant and conform to the FACE technical standard.

Advancements in autonomous technology across industries demand increased functionality and testing within applications. With ANSYS 19, engineers can design and implement complex and state-of-the-art embedded HMIs. From designing cockpit displays for aircraft to infotainment and dashboard displays for automobiles, to control room displays for industrial applications, ANSYS 19 accelerates the development, deployment and testing of safety-critical HMIs.

In the electromagnetics suite, ANSYS introduces RCS analysis using HFSS SBR+. This technology is ideal for engineers designing autonomous vehicles, advanced detection systems and stealth technology, these capabilities enable users to digitally explore and optimize more design iterations in less time.

"At AirLoom Energy, our goal of revolutionizing wind energy capture depended on an impossible task: developing a transverse flux permanent magnet linear generator. After two leading experts in machine design told us that an intrinsically 3-D machine requiring finite element analysis would be impossible to implement practically, ANSYS provided the solution we needed," Robert Lumley, founder, AirLoom Energy. "With ANSYS tools, we characterized dozens of topologies and tens of thousands of geometries, optimizing our generator and achieving patent success."

Predicting the impact of temperature in electronics products has become paramount to delivering reliable, high-performance, electronics. Thermal impact on the design is a key driver for material selection, cooling strategy and form factor decisions that ultimately determine the size, weight and cost of the final product. ANSYS 19 delivers a robust, integrated electromagnetic-thermal workflow that

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predicts crucial thermal effects within electronics designs.

"To design the highest performance connectors, interconnect systems, packages, optical engines and cables, Samtec requires design software that is accurate, predictable and fast," said Scott McMorrow, chief technology officer, Signal Integrity Group, Samtec, Inc. "The work ANSYS is doing to create a seamless integrated electro-thermal design flow combined with 3-D component technology delivers capability that will help us continue to revolutionize the electronic connector industry."

New to the systems suite, ANSYS® medini™ analyze is now available for functional safety analysis in applications for automotive, aerospace and defense, rail, nuclear and other safety-critical industries. By implementing step-by-step modeling, analysis and verification processes that conform to applicable safety standards, this update simplifies and automates the analysis of failure modes and their coverage by safety mechanisms under a wide range of operating scenarios.

Next-generation automotive, mobile and high-performance computing applications require advanced systems on chips that are bigger, faster and more complex. ANSYS 19 for semiconductors provides comprehensive simulation solutions that simultaneously solve for various design attributes such as power noise, thermal properties, reliability and performance across the spectrum of chip, package and system. The big data simulation platform in ANSYS 19 enables rapid design iterations across multiple operating conditions and its actionable analytics can be used to prioritize design fixes to accelerate time to market.

**Spurring Productivity:** ANSYS 19 delivers solutions that greatly enhance productivity and create a more seamless workflow at every stage — empowering engineers to accomplish more in shorter timelines. From improvements at the solver and technology level that result in even faster, more powerful product performance to updates that ease time-to-certification, ANSYS 19 improves time to market and engineers' productivity.

In the fluids suite, ANSYS 19 empowers engineers to produce better results in less time and with less effort. New functionalities significantly reduce the computational effort needed for spray nozzle designers to optimize product performance. ANSYS 19 uses the volume of fluid model to directly track interface instabilities and surface tension effects that give rise to ligament and droplet formation — resulting in fast, accurate spray breakup and droplet distribution with minimal effort. While it was previously computationally impractical to calculate droplet size distribution using conventional methods, the new functionality reduces the computational effort significantly.

In the structures suite, breakthrough updates to the ANSYS separating, morphing, adaptive and re-meshing technology fracture method enhance speeds and automate the remeshing approach. The industry-first material force fracture parameter enables the user to go beyond the traditional linear elastic fracture mechanics assumptions. Advances to the non-linear adaptivity capability in ANSYS 19 empower engineers to conquer non-linear problems in applications like sealing and forming materials.

"Ansys simulation software has been the key enabling tool to allow us to design highly integrated RF structures for 3-D printing that are 10x smaller and 90 percent lighter than traditional fabrication processes allow," said Michael Hollenbeck, chief technology officer, OPTISYS. "Ansys simulation software's powerful optimization capabilities have allowed us to shorten our design cycles by 30 to 50 percent, and effectively move all prototyping from hardware into simulation."

In the mechanical and electromagnetic suites, ANSYS 19 increases the number of built-in high-performance computing (HPC) cores from two to four. Combined with faster and more scalable solvers, the additional HPC cores deliver significant computational power and result in additional capacity. To

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increase flexibility, customers can also use the same ANSYS HPC license to enable all ANSYS products. These changes make licensing more consistent and easier for customers to deploy across their organizations.

"ANSYS' open-cloud approach is perfectly aligned with our hybrid HPC strategy," said Bill Mannel, vice president and general manager of HPC and AI, Hewlett Packard Enterprise (HPE). "Powered by HPE's high-performance computing solutions, ANSYS 19 enables the enterprise to run more jobs, faster — allowing engineers to spend less time prototyping and more time focusing on customer needs."

As aerospace and automotive vehicles become more autonomous, the applications used in these industries become more complex, requiring multirate capabilities. Multirate applications are common in embedded software but come with challenges that must be performed manually, including data handling between functions at different rates and scheduling these functions for execution. With ANSYS 19, the multirate application support in the embedded suite provides a seamless flow to capture and verify multirate application architecture in an application code that is portable, qualifiable and certified — enabling faster times to certification and qualification.

In the 3-D design suite, ANSYS 19 empowers engineers at every level to explore new design spaces with simulation, regardless of their experience level. With ANSYS 19, engineers can produce lighter-weight, stronger designs in a shorter amount of time through enhancements in topology optimization. ANSYS now provides shape optimization updates while solving — providing engineers additional control over the final design in a shorter amount of time. Printing enhancements also enable users to more quickly smooth, repair and optimize topology optimized shapes for downstream use.

"Reducing vehicle fuel consumption and emissions are top priorities for the automotive industry, and reducing vehicle weight is one of the most effective ways to achieve those goals," said Sachin Hardikar, computer aided engineering engineer at KSR International. "KSR International engineers used the ANSYS topology optimization solution to largely automate the process of redesigning a brake pedal to reduce its weight. Using ANSYS, we reduced structural optimization time from seven to two days, while achieving a 21 percent weight savings, which is considerably more than could have been accomplished using conventional methods. ANSYS 19 will help us continue to achieve substantial weight savings without having to invest significant engineering resources."

For more information about the features and enhancements available in ANSYS 19, visit [ANSYS.com/19](https://www.ansys.com/19).

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## ***Inspire 2018 Software Release Accelerates Pace of Product Innovation***

1 February 2018

[Altair](#) announced the release of [Inspire 2018](#) simulation-driven design software. Available through its [solidThinking](#) channel partner network and directly to its [HyperWorks](#) user community, Inspire 2018 marks another milestone in [Altair's leadership in generative design, optimization and simulation](#).

"Inspire 2018 enables designers and engineers to leverage simulation in new and inventive ways to accelerate the development of high-performance, innovative products," says James Dagg, CTO for User Experience at Altair. "Inspire integrates well into large manufacturing enterprises for rapid simulation

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and lightweighting insights, and has an intuitive user experience that is ideal for small and medium-size businesses with little or no simulation experience.”

Applied at the very beginning of clean-sheet design programs and for design exploration of current production parts, Inspire simulation-driven design software allows designers and engineers to:

- rapidly assemble and simulate dynamic mechanical systems to automatically resolve loads on system components for optimization and analysis
- generate weight-efficient design proposals unique to specified conventional or additive manufacturing processes with Altair’s industry-leading [topology optimization technology](#)
- simulate the performance of competing design concepts for static loads, normal modes and buckling
- directly export Inspire CAD geometry to 3D printers to produce high-performance, quality parts

Andy Bartels, Inspire Program Manager explained, “In order to stay competitive while pushing the innovation envelope, simulation must drive the entire design process from the early concept design phase all the way through to production. We continue to add tools to make Inspire more beneficial to its users in each step of the design process.”

Inspire 2018 includes new advancements to:

- Generate optimized lattice and mixed solid - lattice structures, visualize simulation results in 3D, and export lattice designs in .stl file format for 3D printing
- View and interactively assign loads to load cases and import / export design loads in .csv file format with the new Load Cases Table
- Design for additive manufacturing with overhang shape controls to help reduce overhangs to create more self-supporting structures
- Automatically optimize the fit of PolyNURBS CAD geometry to generative design results with the new PolyNURBS Fit Tool

“Inspire 2018 is available immediately to clients as an application software download and later this year as a cloud-based offering,” says Dagg. “Branded as Inspire Unlimited™, the cloud offering of Inspire will include additional functionality such as secure data management, team collaboration tools, and on-demand high-performance computing (HPC).”

Visit [altair.com/Inspire2018](http://altair.com/Inspire2018) to view video demos, register for a webinar introduction to Inspire 2018,

and to request a free trial.

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## ***Mentor offers free HyperLynx design rule checking (DRC) tool to the hardware engineering and PCB design community***

30 January 2018

Mentor, a Siemens business, today announced a new e-commerce offering of its market-leading HyperLynx® design rule check (DRC) tool. To mitigate the pressure from adhering to layout guidelines from IC vendors and standard bus technologies while meeting EMI/EMC, safety and corporate routing standards, Mentor is offering a free version of the HyperLynx DRC tool, which includes eight design rules, at no cost to any PCB designer or hardware engineer.

Design rule checking helps determine if the physical layout of a PCB or chip meets the minimum physical spacing and electrical requirements to reduce the likelihood of manufacturing or signal integrity (SI) or power integrity (PI) or EMI/EMC issues. Using built-in rules that can be parameterized, the user has immediate access to design verification technologies that are prevalent in the PCB design industry, without barriers to tool adoption.

“Interconnects are no longer transparent in high-speed digital and mixed-signal products, and even in many of the simplest IoT boards. If designers do not pay attention to design rules for signal integrity, power integrity and EMC, chances are the board is not going to work the first time. Of all the problems to watch out for, avoiding signals passing over a gap in their return plane alone accounts for most of the EMC and crosstalk problems even in ‘low speed’ designs. Having confidence you don’t have this problem in your next board will increase your chance of first-pass success,” stated Eric Bogatin, dean of Signal Integrity Academy. “I am encouraged to see Mentor addressing these challenges head-on by delivering its core DRC solution free of charge to ensure that the general engineering community can begin to tackle these issues.”

Every PCB design, regardless of signal speed or frequency, should be evaluated for SI, PI, EMI/EMC and safety issues prior to fabrication to prevent costly design re-spins. By providing HyperLynx DRC with eight design rules free of charge (such as impedance and differential pairs), Mentor enables the hardware engineering and PCB design community to go beyond manual checking and the limited spacing-measurement rules built into PCB layout tools and immediately reap the benefits of advanced design and electrical rule verification technology.

The HyperLynx DRC tool increases a firm’s competitive advantage, eliminates process bottlenecks, and reduces a design’s time to market by enabling users of all experience levels to run the parameterized DRCs iteratively during the PCB design cycle. This increases the likelihood of getting the design right the first time during simulation or prototyping. Because rule parameterization can be saved, the know-how of experienced PCB designers, hardware engineers, and SI/PI experts can be retained and used, even when they are not available.

HyperLynx technology provides fast and accurate design analysis in a single, unified environment for design optimization. With eight DRC rules, the HyperLynx DRC free version lets users accelerate their design’s electrical signoff by conducting automated checks for electromagnetic interference (EMI), electromagnetic compatibility (EMC), signal integrity and power integrity to ensure design success. The

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HyperLynx DRC tool can be used as a standalone product or within any Mentor PCB from vendors such as Cadence, Zuken or Altium. PCB layout data can also be imported using industry-standard ODB++ or IPC-2581 formats.

For individuals or organizations that require additional rules for advanced design projects or for greater coverage of potential design violations, such as crosstalk coupling and multiple vias, Mentor is offering a powerful set of 22 rules for subscription at low cost. A three-month subscription of the HyperLynx DRC “Gold Edition” product with 22 rules is available for \$299 (USD) and an annual (12-month) subscription option is available for \$995 (USD). Users with specialized needs can consult a Mentor representative who can help customize a rule-set or a design ecosystem, such as rules from FPGA or IC vendors, to accelerate their designs for implementation on specific vendor devices.

“With this announcement, engineers and PCB designers worldwide can take advantage of our HyperLynx DRC tool and develop higher-quality products. We believe open access to these rules represents a major advancement in PCB design productivity throughout the industry,” said AJ Incorvaia, vice president and general manager, Mentor Board Systems Division. “We want to ensure that every PCB design is verified for optimum performance. Although there is no obligation to do so, we believe users will choose to upgrade to the more powerful version of HyperLynx once they experience what it can do for them.”

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## ***ModusLink’s Poetic® Now Supports Full Product Lifecycle***

1 February 2018

ModusLink Corporation, a wholly owned subsidiary of [ModusLink Global Solutions Inc.](#), today announced that its entitlement management software, [Poetic®](#), now supports the full product lifecycle with the implementation of several new features. These improvements, which include JSON-based API technology, enhanced cloud services, and subscription web services, maximize the value from embedded systems, allowing connected devices to stream real-time analog or digital telemetry data directly into [Poetic](#) and enabling purchase-to-renewal relationship management.

Poetic adds value to the digital supply chain by allowing brands to more easily go beyond the initial sale to the subscription experience, and it underscores ModusLink’s focus on total integration and the enablement of continuous product relationships. Poetic now features tools that seamlessly allow for the collection of data across the entirety of a product’s lifecycle, from inception to recycling.

ModusLink's Poetic system has emerged as a solution capable of rapidly addressing manufacturers' entitlement management needs, allowing manufacturers to remain competitive and to maximize the opportunity for increased revenue.

Poetic features are designed to address the pain points that brands face when offering their products as a service. More specifically, ModusLink has improved:

- Subscriptions – Providing secure access to global payments and cloud billing
- Technology – Improved IoT cloud technology to rapidly respond to the needs of your business
- Job Upgrades – Modes have been added that allow publishers to better support email

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notifications and SKU replacements, as well as more easily configure product upgrades in high volume

- Web Services – Enhancements have been made to process messages using an event-driven, single threaded process, to update contract sites during a similar activation, and to allow publishers to create new subscriptions in Poetic

“2018 is already trending toward huge advancements for IoT and connected devices, so these upgrades come at a critical time for brands to use Poetic to capitalize on these trends,” said Murt O’Donnell, Information Technology Program Director at ModusLink. “We expect this to enable our customers to more seamlessly predict growth and maximize their opportunities for expansion, as more brands look to monetize their products and upsell their customers long after the initial sale.”

The upgrades to Poetic are part of a series of enhancements ModusLink has made to its full suite of digital commerce offerings in recent months. Learn more about recent news about the company’s [financial management services](#) and [integrated data warehouse platform](#), as well as [Poetic](#), on the company’s website.

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## ***OpenBOM Announces Support of Cloud Service Integration with Box***

29 January 2018

[OpenBOM](#) now offers its users the ability to also upload and link CAD data in a Bill of Materials (BOM) to Box, a leading cloud content management platform. By doing so, OpenBOM now offers CAD users a useful and secure path to the the cloud. With Box, all a team's files are securely and centrally managed in the cloud making it easier than ever for everyone on the team to practically access cloud connected information in their Bills of Materials. Moreover, OpenBOM now serves as a useful and practical means for desktop CAD system users to cloud enable their CAD design and data. This gives them the benefits of storing and sharing 3D CAD files and auto generated neutral geometry file formats in the cloud they can share and collaborate with remote team members, contract manufacturers, and suppliers. Together with Box, OpenBOM features include:

- Ability to reference data in a BOM to Box;
- Providing CAD systems users, such as SOLIDWORKS, Autodesk Inventor, Solid Edge, etc. ability to automatically link and share items in their BOMs using Box; and
- Provide desktop CAD system users the ability collaborate across teams and organizations using advanced cloud technology.

"We are excited to extend 3rd party cloud file storage access in Bills of Materials to Box," said Oleg Shilovitsky, CEO and cofounder, "including the ability to upload CAD and PDF data to Box connected to their bills of materials, share them amongst teams which include contractors, suppliers, and other vendors and collaborate in real-time."

"The need for organizations to move fast and operate in a modern way is more important than ever before," said Niall Wall, Senior Vice President of Business Development and Emerging Business at Box. "The manufacturing industry requires the most advanced security and enterprise-grade collaboration tools, and we're excited to provide OpenBOM customers with the ability to connect data in

their Bills of Materials to Box."

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## ***OPTIS Unveils Light Simulation Software Aimed at Lighting Industry***

30 January 2018

[OPTIS](#) today announces it will debut its SPEOS solution dedicated to the lighting industry, SPEOS Lighting for SOLIDWORKS, at SOLIDWORKS World 2018. This iteration of SPEOS, directly integrated into the leading CAD platform SOLIDWORKS, is a light simulation software based on the physical laws of optics that allows virtual prototyping of tomorrow's lighting systems. The technology will be available for demonstration at SOLIDWORKS World 2018, the largest gathering of manufacturing and engineering professionals, taking place Feb. 4-7, 2018 at the Los Angeles Convention Center.

In addition to allowing for the virtual design of the future product and controlling and understanding the behavior of light, SPEOS Lighting for SOLIDWORKS also offers the ability to test and validate the ergonomics of the future product in virtual reality.

"Providing users of SPEOS Lighting for SOLIDWORKS with a virtual reality experience now allows us to address not only lighting manufacturers, but all trades, such as architecture and interior design, that use light to bring their projects to life," said Nicolas Orand, Product Manager at OPTIS.

The application of this new light simulation software across a variety of trades highlights a host of issues SPEOS Lighting is addressing for SOLIDWORKS – ranging from the design of light beams for a luminaire, to the design of a solar panel, to the simulation of intelligent sensors. OPTIS helps its customers lead tomorrow's lighting market by providing the technology that allows them to innovate on topics such as adaptive and intelligent light, wireless communication as Li-Fi, solar energy or smart cities.

"OPTIS is committed to enabling the lighting industry to create tomorrow's products today by avoiding the costly and time-consuming process of physical prototyping," said Jacques Delacour, CEO and Founder of OPTIS. "With SPEOS Lighting for SOLIDWORKS, we allow users to create innovations in lighting, such as connected and autonomous luminaires, green lighting or even lighting focused on humans - all compatible with virtual reality."

In an effort to allow SPEOS users for SOLIDWORKS to explore more possibilities, the software is HPC-ready (High Performance Computing), meaning it is possible to obtain high-quality simulation results in a short time.

"Thanks to the HPC technology, it is possible to create multiple high-quality design and product validation scenarios at a faster rate," added Orand. "For example, a luminaire may be prototyped both on and off or illuminating in different colors. Above all though, it decreases time-to-market for these products."

Finally, SPEOS Lighting for SOLIDWORKS allows the calculation of the glare, and thus offers the possibility to control the intensity of lighting as well as the content of the future product. Users are easily able to validate performance and meet criteria and regulations without physical prototypes or physical measurements.

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## **ReverseEngineering.com® Releases 2018 for SOLIDWORKS®**

31 January 2018

ReverseEngineering.com 2018 for SOLIDWORKS is a reverse engineering application, fully integrated into SOLIDWORKS. Users can easily process point clouds, hard probe, and 3D laser scan directly in SOLIDWORKS. Tube measure and quick settings tooling dialog are two features new to the software.

“Engineers and product designers often struggle with the management of large 3D point clouds from 3D scanners. ReverseEngineering.com addresses those problems and provides specific tools to simplify workflow in real time,” said Braxton Carter, CEO, ReverseEngineering.com, HighRES, Inc.

### **Tube Measure**

Quickly create a pipe or tube by sweeping a circle along an automatically generated path. Measure manifolds and add the bends in afterwards. Tube measure reduces time to model complex tubes and makes it more accurate than previous modeling methods.

### **Hard probe tooling alignment**

Quick tool alignments have been consolidated with probe compensation. Hard probe direct to a drawing for inspection or dimensioning in real time.

### **Exceptional Support**

With ReverseEngineering.com for SOLIDWORKS, users get support from an experienced team who have been supporting complex reverse engineering applications for over 21 years.

ReverseEngineering.com supports multiple portable CMMs including Faro arms, MicroScribe, Romer arms, Kreon arms, BIG 3D Creator Optical Tracker, Faro Focus, and stand-alone point clouds.

New capabilities and enhancements include:

- No wait time when processing gigabytes of point cloud scan data with Voxel thinning.
- Automatic function generates profile curves through a point cloud allowing users to define and order equal number and spacing of points for parametric spline creation.
- Enhanced lock plane simplifies your work flow, users can define point to plane snap tolerance capture with a hard probe or 3D scanner.
- ReverseEngineering.com for SOLIDWORKS includes a standalone Integrated Point Cloud module that doesn't require a SOLIDWORKS license to visualize points, hard probe or laser scan.

For more information on ReverseEngineering.com, please visit [www.revereengineering.com](http://www.revereengineering.com).

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## *Stibo Systems Releases Latest Master Data Management Offering*

1 February 2018

[Stibo Systems](#) today announced availability of the latest release of its award-winning MDM platform, STEP Trailblazer 8.3, in addition to the latest capabilities for [Product MDM](#), [Customer MDM](#), and [Product Lifecycle Management \(PLM\)](#)—providing enhanced ease of use, built-in business workflows and advanced integrations that speed customers’ time to value.

As the market continues to evolve and consumers expectations continue to increase, this latest release delivers capabilities in high demand, allowing companies to deliver a faster return on their MDM investment. To meet these demands, Stibo Systems continues to enhance and provide robust and flexible data models, standard workflows and optimized user experiences based on decades of business-focused expertise serving highly competitive markets.

“Stibo Systems has without question the most flexible and scalable MDM platform on the market today, and this latest release adds even more advanced features and performance enhancements focused on driving customer value,” said Prashant Bhatia, Chief Marketing Officer and Head of Product Strategy, Stibo Systems. “In line with our Business-first mindset, on top of this platform we are making it easier for our customers’ to meet their ever-changing business challenges with key improvements to solutions across the board. This comprehensive, integrated offering will enable organizations to establish a Digital Business Core™ of operational information across the enterprise, ensuring high-quality and enriched data throughout the product lifecycle while providing a 360-degree view of customers.”

This latest release includes the following enhancements:

- Product MDM—allows organizations to acquire and consolidate product data from a variety of internal and external systems. Businesses can fully manage and enrich every aspect of each product record, while distributing and synchronizing this master data across all critical enterprise channels. Advanced features improve ease of use and data quality with guided navigation and an enhanced global search bar, as well as built-in integration capabilities to Acrolinx and automated workflows with integration to translation services such as SDL. [Click here](#) for more information.
- Customer MDM—serves as a central repository for B2B and B2C customer data, while leveraging matching and linking algorithms in association with business rules to merge and resolve disparate records from source systems into a single view (“golden record”) of the company or customer. This release further enables the solution’s Customer 360 capabilities by providing a unified Customer MDM experience with intuitive, icon-based navigation, advanced record merging capabilities and a configurable records-matching algorithm. [Click here](#) for more information.
- SpirePLM®—provides flexible data models and processes to efficiently manage products from ideation to end-of-life; optimizing new product development and change management processes, while also promoting collaboration throughout the organization. This release targets the apparel design process, enhancing collaboration across the enterprise by using digital storyboards to convey concepts, themes and motivations behind new products. [Click here](#) for more information.
- STEP Trailblazer 8.3 platform—delivers powerful enhancements, including API improvements and business functions that boost STEP Trailblazer’s openness and connectivity. An easily accessible Configuration Governance Wiki eases the process of capturing, collaborating and contributing configuration information throughout the platform, while the In-Memory Database

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Component optimization accelerates system start-up times and search performance. [Click here](#) for more information.

Release 8.3 of the STEP Trailblazer platform and the Product MDM, Customer MDM and SpirePLM solutions are available from Stibo Systems and all authorized distributors. The individual solutions can be delivered standalone with the STEP Trailblazer platform, or they can be delivered in an integrated package. [Contact us](#) for more information.

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## ***Synopsys Expands Coverity Support for New Programming Languages, Secure Coding Standards, and DevOps Toolchain Integrations***

30 January 2018

[Synopsys, Inc.](#) today announced its Coverity® 2018.01 release, the newest version of its industry-leading static analysis tool, which analyzes source code to detect critical quality and security defects early in the software development life cycle. Coverity 2018.01 extends the tool's support for new programming languages, coding standards, and development tool integrations.

Coverity 2018.01 highlights:

- Introduces support for Scala and VB.NET
- Provides full support for SEI CERT C coding standard rules (2016 edition)
- Includes enhanced plugins for Jenkins continuous integration (CI) server to enable automated testing in DevOps environments

"Secure, high quality software is becoming increasingly an imperative for business success and the well-being of end users in the face of the growing threat landscape," said Andreas Kuehlmann, general manager of the Synopsys Software Integrity Group. "In parallel, the pace and process by which software is developed are changing dramatically. For this reason, the tools used to find defects and potential security vulnerabilities throughout the development life cycle need to evolve as well. By supporting new programming languages, secure coding standards, and out-of-the-box integrations with modern development tools, Synopsys enables organizations to expand their software portfolios and embrace new development paradigms like DevOps with the assurance that their code is high quality and secure."

The new enhancements and features of Coverity 2018.01 include these:

- Expanded language coverage: Coverity enables organizations to proactively build security and quality into their applications, even as they broaden their software portfolios and embrace new languages, frameworks, and technologies such as mobile and microservices. With each release, Synopsys continues to expand Coverity's support for new [programming languages](#) while strengthening its security analysis for existing languages. Coverity 2018.01 adds support for two new languages: Scala, commonly used in microservices-based application development, and VB.NET. The latest Coverity release also provides enhanced security analysis for Swift, PHP, Python, JavaScript, Java, C#, and Node.js. With these additions, Coverity supports the key programming languages used to build embedded and enterprise software.
- Support for secure coding standards: Coverity enables organizations to [comply with coding](#)

# CIMdata PLM Industry Summary

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[standards](#) that promote the security, reliability, and safety of critical embedded software. With the latest 2018.01 release, Coverity fully supports SEI CERT C (2016 edition), an industry standard for secure coding. In addition to CERT C, Coverity also supports all versions of the MISRA coding standard and is ISO 26262 certified.

- Integration with modern development toolchains: Coverity is designed to support [rapid and automated development workflows](#), with support for and integration with many of the popular development tools. Coverity 2018.01 provides plugins for the latest IDEs, including Visual Studio, Eclipse, IntelliJ, Android Studio, and many others. For streamlined security testing, the latest release also supports out-of-the-box integration with Jenkins continuous integration (CI) server. Coverity's new Jenkins plugin has improved Jenkins Pipeline support, which enables retrieval of found issues by project and has enhanced data-filtering capabilities.

Learn more about [Coverity Static Analysis](#) on the website.

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## ***Teamcenter Product Cost Management 8.2 Capabilities Announced***

31 January 2018

Cost estimators and other decision makers need accurate information for decision-making and they need this information earlier than ever. To address these needs we continuously improve our solution for Product Cost Management. The new version 8.2 provides enhanced capabilities which supports manufacturers to increase visibility of cost drivers in the early stages of product development, helping them to avoid costly engineering rework downstream before the start of production.

### **Optimized calculation process by updating existing work plans in Teamcenter Product Cost Management**

To avoid a manually executed synchronization by cost engineers, which is very time consuming and error prone, the new version provides a new capability to update BOMs (bill of materials), BOPs (work plans) and BOEs (plant resources such as tools and machines) within Teamcenter Product Cost Management (TcPCM) at a glance. These synchronization activities can be automated and cost engineers can focus on value adding activities as calculation, controlling, and analysis of cost drivers.

### **Improved calculation efficiency through automations in Excel or web service import**

The new version provides several enhancements to increase automation during the data import stage which consequently results in efficiency improvements for cost engineers.

### **Possibility to save calculation results as master data material**

Cost calculation can now be saved or “published” as a master data material; and therefore, improve the calculation re-use and automation.

## **Increased flexibility of calculation engine to support further use cases**

OEM's and suppliers demand more precise and transparent costing to be better prepared for negotiations with customers or suppliers and have a better understanding of underlying cost drivers. As a result, the new version 8.2 includes additional direct material cost types to support a more specific calculation and roll-up of product or commodity costs.

## **Increased consistency with the improved validation framework**

Validation is an important part of TcPCM to ensure consistency and avoid errors by showing corresponding warning or an error message. With the improvement of this capability, hard-coded validation was replaced with the possibility to generate custom specific validations.

## **Custom terminology for more consistency within calculations**

Possibility to re-name fields to reflect custom terminology by generating a company or even department specific terminology as a parallel structure to the TcPCM terminology.

## **Consistent and reliable tool cost estimates through advanced feature recognition with NX Feature2Cost**

The new module NX Feature2Cost supports OEMs, suppliers and tool makers in the tool costing process. It recognizes important geometrical information like general part dimensions, ribs, undercuts, bends, etc. and drives them into actual cost drivers. In case of analysis, TcPCM can start NX, pass a geometry file and wait for the result after further interaction of the user with NX. NX provides two feature recognition modules, NX Feature2Cost Molding and NX Feature2Cost Stamping. These modules are able to automatically analyze the geometry file, provide capabilities to manually modify the feature recognition and corresponding cost drivers and then pass them back to TcPCM. Within, there are a crucial input into the actual tool cost calculation which is carried out based on existing capabilities within TcPCM.

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