CIMdata

PLM Industry Summary

Sara Vos, Editor

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CIMdata News

CIMdata's President, Peter Bilello, to make a Presentation at PI PLMx Hamburg

19 February 2018

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that its President, Peter Bilello, will make a presentation at PI PLMx Hamburg entitled, "PLM's Place Within an Enterprise Application Architecture." PI PLMx Hamburg will take place at the Grand Elysée Hotel, Hamburg, Germany on 19-20 February. Mr. Bilello's presentation will take place during the afternoon of day 2 of the conference, on 20 February.

Like other applications, a product lifecycle management (PLM) solution can and should play a major role in an enterprise's overall application architecture. It is critical that an organization understands the role PLM should play within its application architecture, and what processes are and should be within its scope.

At the core, an enterprise's application architecture should be governed by the organization's Business Platform that defines and manages the organization's business regulations and legal requirements, mission statement, core values and beliefs, and strategic business plan. That Business Platform also needs to provide oversight and governance, as well as enable the organization's enterprise innovation management processes through which it determines where and when it will focus its innovation resources.

In general, input into an enterprise application architecture (EAA) is from an organization's suppliers and the output is to its customers. In the middle are the functions that the enterprise needs to perform to create value. This presentation will investigate this important topic, as well as describe a comprehensive EAA model and PLM's place within it.

Mr. Bilello has more than 26 years of experience in the development of business-enabling IT solutions for research, engineering, and manufacturing organizations worldwide. He has participated in PLM analysis, selection, implementation, and training; CAD/CAM/CAE/CIM implementation and management; synchronous and lean manufacturing consulting; software engineering; and general data management strategy development and support. He has authored numerous papers and research reports on PLM and related topics, and his articles, commentaries, and perspectives have appeared in publications throughout the Americas, Europe, and Asia.

For more information about the presentation or to request a meeting with Mr. Bilello, please visit: https://www.cimdata.com/en/events/cimdata-supported-events/event/381-pi-plmx-hamburg

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; 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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Dassault Systèmes ENOVIA Analyst Event 2017 (CIMdata Commentary)

22 February 2018

Key takeaways:

- *The ENOVIA brand of Dassault Systèmes' **3D**EXPERIENCE platform has a comprehensive strategy and is making solid progress toward their vision with over 2,400 companies in production.*
- *Investments are being made across the lifecycle, including innovation planning and strategic sourcing and operations.*
- *Demonstrations showing multi-CAD integration with competitor's CAD tools, the No Magic systems engineering solution, and quality applications demonstrated progress toward connecting competitive systems into the 3**D**EXPERIENCE platform.*
- *The support for Cloud continues to grow, and the strategy of migrating product development appears to be a good way to bring their installed base forward as identified in recent CIMdata research.*

CIMdata attended the ENOVIA brand update held at Dassault Systèmes' North American headquarters in Waltham, Massachusetts on September 27, 2017. This analyst-only event was hosted by the ENOVIA's executive team. The team gave a comprehensive update on ENOVIA and how the 3**D**EXPERIENCE platform is evolving to meet customer needs. Dassault Systèmes prides themselves as a "scientific" company that makes bets on specific technologies and builds a product strategy around them.

Mr. Keith Charron, VP of Sales, reviewed recent wins in the marketplace including the latest Boeing win. He claimed Dassault Systèmes is experiencing excellent growth of their 3**D**EXPERIENCE platform by noting that over 2,400 customers are on the platform, including over 200 large customers with more than 200 seats in production. While there are earlier releases of the V6 architecture in use, Dassault Systèmes considers 2013x and newer versions to be the platform-enabling releases. An interesting comment by Mr. Charron was that the biggest limit to adoption of the 3**D**EXPERIENCE platform is the availability of implementation resources. Dassault Systèmes is using partners to address this issue. It's interesting that Dassault Systèmes is having the same issue that seems to be a general theme across industries, getting the right people is difficult.

Mr. Stephane Declee, CEO of the ENOVIA brand described his vision of the 3**D**EXPERIENCE platform as a business platform with a portfolio of business applications that can enable transformation from an enterprise-centric model to a value-centric model. Investments in the applications on the platform range from innovation planning at the beginning of the lifecycle through to the supply chain and operations. An example of this value-centric model is the 3**D**EXPERIENCE Marketplace which includes 3**D** supplier catalogs[1] which help Dassault Systèmes end-users and component producers to exchange value—a critical capability CIMdata identifies within the Product Innovation Platform.[2] CIMdata is looking forward to seeing how much traction Dassault Systèmes gets with this service.

Demonstrations showing multi-CAD integration with competitor's CAD tools, the recently acquired No Magic[3] systems engineering solution, and quality applications showed how the technology is progressing to become a business platform able to support the heterogeneous reality of most enterprises. A key web service embedded in ENOVIA is the 3**D**Passport that enables Dassault Systèmes to quickly integrate enterprise level acquisitions such as Quintiq[4] and Apriso.[5]

The role-based apps and Netvibes dashboard approach shown for several authoring tools, including requirements management and change management, should ease 3**D**EXPERIENCE platform adoption. This is due to the simplified interaction that can be provided for solutions that are commonly difficult to use and by embedding applications like SOLIDWORKS and CATIA.

Dassault Systèmes organizes their applications by industry and role. They define 12 industries:

- Aerospace and Defense
- Architecture, Engineering & Construction
- Consumer Goods & Retail
- Consumer Packaged Goods & Retail
- Energy, Process & Utility
- Financial & Business Services
- High-Tech
- Industrial Equipment
- Life Sciences
- Marine & Offshore
- Natural Resources
- Transportation & Mobility

Within each industry they have defined Experiences which combine general and industry specific processes, as well as application configurations that include data models and embedded best practices. For example, the Aerospace and Defense industry includes the Product Planning and Programs

[1] https://3dexperience.3ds.com/3dexperience-marketplace/#part-supply
[2] https://www.cimdata.com/en/resources/complimentary-reports-research/position-papers/item/8484-product-innovation-platforms-definition-their-role-in-the-enterprise-and-their-long-term-viability-position-paper
[3] https://www.nomagic.com
[4] https://www.3ds.com/press-releases/single/dassault-systemes-completes-quintiq-acquisition/
[5] https://www.3ds.com/products-services/delmia/products/delmia-apriso/quality/quality-execution-system/

experience, which supports a variety of roles such as Contract Deliverable Manager and Project Team Member. Given the broad range of the 3**D**EXPERIENCE platform, this packaging strategy makes it much easier to configure and deploy a solution. Each industry has a suite of experiences and roles.

Their support for cloud continues to evolve. Dassault Systèmes' strategy is to support the full platform on the cloud. Given its breadth and depth, this is a big task. Dassault Systèmes chose to migrate product development roles first and it appears to be a good way to bring their installed base forward. Recent CIMdata research identified increased growth in the cloud. At this briefing, Dassault Systèmes announced that 24 of 51 product development roles had been cloud enabled. Overall the platform has more than 250 roles. CIMdata strongly supports this strategy and implementation direction.

While high-level strategy and enterprise level investments are critical, tangible improvements were demonstrated to support ENOVIA end users today. Enhancements to change management, BOM management, mobile, and multi-CAD support help improve productivity by making traceability and change impact analysis simpler and more intuitive to end users.

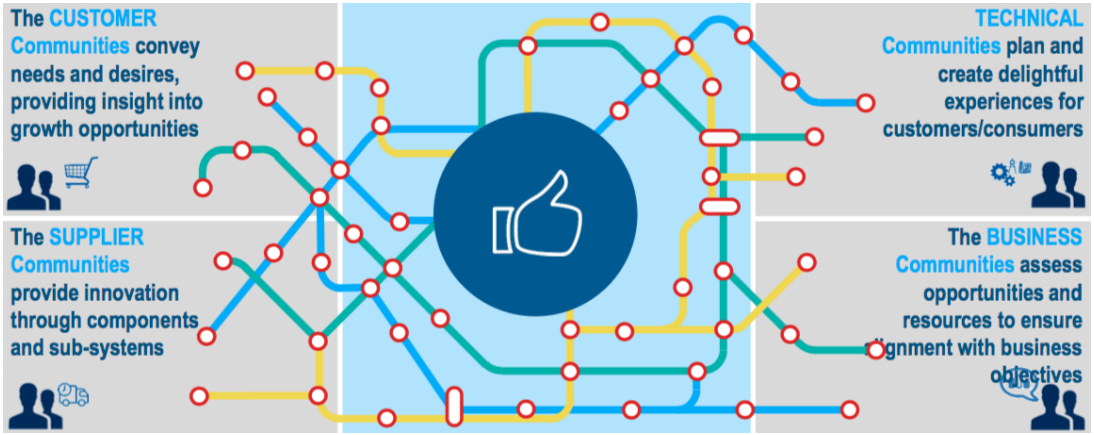

Figure 1—Community Connections Supported by Dassault Systèmes

A critical concept of a platform is that it is an ecosystem that enables the exchange of value between different communities of platform participants as shown in Figure 1. In addition to the 3**D**EXPERIENCE Marketplace noted above, Dassault Systèmes also described their new 3**D**EXPERIENCE Center within the Innovation Center at Wichita State University in Kansas. Its primary goals are to support prototyping new concepts, processes and methods, and educating the next generation aerospace workforce. Wichita is an aerospace center where many of the major manufacturers and suppliers have operations. The center includes 24 labs that will have access to the full **3D**EXPERIENCE platform to support their projects that cover the full range of technical disciplines including material development, biology, structures, multi-physics simulation, **3D** printing, augmented and virtual reality immersive capabilities, propulsion, Multiple Robotic Advanced Manufacturing (MRAM) cells, electronics, and software. CIMdata is looking forward to a future visit to the center and learning more about the center's research.

Summary

CIMdata is impressed with Dassault Systèmes' vision for their 3**D**EXPERIENCE platform and support for different communities. Dassault Systèmes has made many acquisitions over the years and has leveraged the technology and more importantly the people to expand from a 3**D** CAD tool focus to a product innovation platform. The recent business wins and platform adoption success shows that customers also understand how the platform can help digitalize their businesses. At the core of the

platform, ENOVIA, a proven cPDm-enabling solution provides the technical data and process management as well as advanced security and the apps needed to plan and execute business strategies. The ENOVIA team has continued to expand the breadth of business areas covered, as shown by their innovation management supply chain initiatives, while continuing to improve core cPDm capabilities. CIMdata will be watching to see how Dassault Systèmes continues to expand and execute its product innovation platform vision.

About CIMdata

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

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Oracle Cloud: Ready for Enterprise Use (CIMdata Commentary)

20 February 2018

Key takeaways:

- *Oracle continues to make progress toward its cloud vision across their entire solution portfolio, including product lifecycle management (PLM).*
- *The company believes that artificial intelligence, machine learning, and advanced analytics are essential to survive in today's fast-paced global economy.*
- *Oracle is applying these intelligence technologies at the core of their database offerings, to enhance security, and in their applications to augment functionality and human intelligence.*

CIMdata attended Oracle's 2018 Modern Supply Chain Experience (MSCE) in San Jose, California on January 29-31, 2018. The MSCE is a large-scale business meeting focused on market influencers and decision makers with presentations by Oracle, its customers, and select partners. Over 3,000 people attended from around the world, and the partner pavilion included over 60 partners for Oracle's deep and broad portfolio.

Mr. Richard Jewell, Oracle Senior Vice President for Applications Development, claimed that Oracle's supply chain cloud was "Completely Architected for the Digital World." Mr. Jewell also stated during his session that Oracle was now running its business completely on their own cloud-native supply chain applications, having recently moved from their legacy on-premise applications. A key concept promoted by Mr. Jewell, adaptive intelligence, refers to enhancing applications so that they can learn from examples. Mr. Jewell went on to state that Oracle is hiring data scientists who are building this adaptive

intelligence into their applications and helping to augment functionality and the intelligence of their human users. This move by Oracle is consistent with efforts by Infor and some other major enterprise application providers to make applications more intelligent. Mr. Jewell contrasted Oracle's approach with others who offer intelligence platforms that require companies to hire local data scientists to leverage effectively. CIMdata believes Oracle's approach offers the most benefit to the broad majority of application users. Other companies, like IBM with their Watson portfolio, are offering intelligence functionality that is disconnected from the enterprise application landscape. It is important to note, however, that most of Mr. Jewell's discussion about adaptive intelligence was still describing futures, not generally available solutions. One area of particular interest to the PLM Economy is adaptive intelligence NPD/NPI product optimization which, when realized, will help users learn from previous product development and launch efforts.

One highlight of the MSCE events was their inspirational keynote speaker. Previous meetings brought stars from the sports world. This year, Mr. Paul Hawkin, the Executive Director of the Drawdown Project, highlighted their efforts to understand what actions mankind can take to address climate change. The Drawdown Project is a global collaboration focused on mapping, modeling, and measuring the impacts of 100 different solutions to addressing this problem. The results were stark and, in many ways, surprising. The most surprising aspect of his work is that it has not been done before. The actions are well defined and the data necessary to do the analysis is available from the World Bank and other sources. While carbon sequestration and other technological solutions are top of mind for those concerned with these issues, other actions could actually have a bigger impact. For example, cows produce vast quantities of methane, a greenhouse gas 28- to 32-times more harmful than carbon dioxide. Changing their feedstock to certain types of algae could reduce their methane output by 70% to 90%. As intended, the session was thought provoking about the mother of all supply chains—planet Earth.

The day 2 plenary session featured Mr. Mark Hurd, Oracle CEO, who emphasized the foundational, transformational, and innovative opportunities offered by going to the cloud. To help make his case, Mr. Hurd relayed some troubling, but reasonable facts and figures. According to Mr. Hurd, the average on-premise application is over 20 years old. This number is consistent with recent CIMdata research on cloud-based PLM. Business-to-business IT spend is flat to up by only 1%. If companies want to grow faster they need to win back accounts from competitors. This slow growth contrasts with Mr. Hurd's claims about consumer IT spending growth of approximately 20%. To continue this contrasting picture, Mr. Hurd stated that half the companies that were on the Fortune 500 list in 2000 are gone, or dying, including big names like BlackBerry, Blockbuster, Borders, and Kodak. He also blamed his locale, Silicon Valley, for the death of one major company and the rise of a large global industry. He termed that region "Silicon Valley – Where Simplicity Goes to Die." Mr. Hurd made a strong case that the Valley "beat the hell out of IBM" at every level, making cheaper, more effective hardware and point solutions that bested IBMs offerings. What this did create, however, was heterogeneous computing environments that were extremely difficult to manage. This led to the rise of the systems integration business, which quickly grew from zero to hundreds of billions of dollars globally. Of course, given his talk was about the cloud, the audience knew where he was heading. Today's computing environments cannot meet growing security demands, and are too inflexible to meet the dynamic nature of global value chains. The answer? Oracle, is a company, according to Mr. Hurd, that can offer best of breed solutions in all categories that work in concert as a suite delivered via the Oracle Cloud. With their acquisition binge of the last decade plus, Oracle did indeed add many category-leading applications to their stable. But computing environments will remain heterogeneous from both an application and hosting model (on-premise and cloud) for the foreseeable future. CIMdata knows that Oracle is taking

steps to support this heterogeneous world and Mr. Hurd's presentation, and the agenda overall, would have benefited from including their support for this world as well. In fact, later in the presentation, Mr. Hurd did make this point, talking about evolution strategies not requiring "rip and replace," so it was as much a matter of emphasis as content. How PLM-enabling solutions evolve and are replaced is a PLM research topic that is near and dear to CIMdata.

The PLM track included session on roadmap and vision, as well as a plethora of customer presentations. Based on the material presented, Oracle continues to work the PLM roadmap as defined at last year's MSCE and Oracle OpenWorld events, with one notable update. At last year's MSCE Oracle claimed that CAD data management on the cloud was ready for release. This year, it still showed up as to be delivered. In side conversations with Oracle staff it became clear that Oracle faced some of the same technical challenges that slowed other cloud PLM solution providers like Autodesk. To support this requirement, Oracle is working with partners (mainly xPLM and Zero Wait-State) to support the definition and enablement of "Agile CAD to cloud" use cases, where design files are managed on-premise by Oracle Agile, with some published to Oracle Product Development Cloud as required, as well as developing team data managers to connect other data management offerings to Oracle's cloud PLM suite. While on one level this is a setback, it does help address a critical issue in the minds of industrial companies—protecting their intellectual property. CIMdata does not believe that cloud is less secure than on-premise. In fact, if done right it is much more secure than on-premise applications, hence the statement that the critical issue was in the "minds" of industrial companies.

One customer presentation of note came from Cisco, talking about their Model-Based Enterprise Journey. According to Mr. Benny Yap, Senior Technical Leader of Supply Chain Operations of Cisco, Cisco is moving toward becoming a Model-Based Enterprise (MBE) that relies on Model-Based Development (MBD), where 3D models are used to define parts and assemblies and are shared as needed across the extended enterprise. Mr. Yap claimed that Cisco has been interested in MBE and MBD for some time, but the governing standards were not ready to be used when first published, e.g., ASME Y14.41 on Digital Product Definition Practices was originally published in 2003, and then updated in 2012. According to Mr. Yap, it was the completion of the USS Gerald Ford, all digitally designed using MBD that helped kick-start Cisco's MBD journey. The conversation of Cisco, and even Oracle, around 3D technical data packages (TDPs) that include 3D and associated data in one digital bundle raised a couple interesting questions. First, if the TDP is not dynamically generated when needed for downstream use, how can companies avoid the same problems caused by "old" drawings laying around the shop floor being used when they are out of date? Secondly, if someone is bundling up digital data to share, has the vision of PLM, with value chains readily sharing information through shared systems, failed? The first question can be answered by good data governance. The second is rhetorical and, since the journey is on-going, the answer remains to be seen.

In conclusion, the Oracle Modern Supply Chain Experience was a must-see event for those interested in Oracle and their supply chain/PLM journey. The company continues to make progress on their Oracle PLM Cloud offerings, while still evolving their Oracle Agile solutions per the Applications Unlimited pledge. According to Oracle, companies that two years before were adamantly against considering the cloud are now ready to talk. Again, this is consistent with CIMdata's recently published cloud PLM study, that showed that the vast majority of respondents to our survey are planning to move to the cloud in the next 24 months. Based on what we have heard from Oracle at this event, and others that preceded it, Oracle will be ready when they are.

About CIMdata

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Acquisitions

Accenture Completes Acquisition of Mackevision
19 February 2018

Accenture has completed the acquisition of Germany-based Mackevision, a leading global producer of 3D-enabled and immersive product content.

The acquisition was first announced on January 10 and will add state-of-the-art visualization capabilities to Accenture Interactive's digital services portfolio – strengthening its ability to create compelling, next-generation customer experiences and industrial, extended reality applications. Terms of the transaction are not being disclosed.

Mackevision's creation, visualization and production services are used for online product configurators, digital and print catalogues, virtual showrooms, point-of-sale kiosks and augmented and virtual reality experiences, as well as broadcast video and feature films. Mackevision has developed a differentiated ability to leverage engineering data to construct 'digital twins' of complex physical products. By applying the latest techniques in CGI, visual effects and AR/VR, Mackevision can generate nearly any type of visual content from these twins – effectively turning engineering data into truly immersive product experiences and virtual applications.

Founded in 1994, Mackevision has a team of more than 500 employees and is headquartered in Stuttgart, Germany, with offices in Munich and Hamburg as well as in the United States, United Kingdom, China, South Korea and Japan.

"Mackevision has a deep roster of highly relevant creative and technical talent in emergent capabilities, and operates with mature offerings on a global scale," said Jamie Posnanski, global content practice lead, Accenture Interactive. "It's rare to find this combination in the market. We are highly impressed by the quality of the work, innovation, leadership, culture and, of course, talent of the Mackevision team, and we are excited for what our combined capabilities can mean for clients."

Accenture Interactive is an early leader in the burgeoning AR/VR services market, having delivered consumer and enterprise experiences for clients such as BMW and Jeep over the past several years, and recently launched the Accenture Extended Reality (XR) practice. The acquisition of Mackevision will help Accenture Interactive significantly accelerate its ability to envision, create and operate XR solutions at scale for its clients and help drive the future of the XR market.

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International TechneGroup (ITI) acquires MechWorks

20 February 2018

International TechneGroup (ITI) announced today that it has acquired MechWorks s.r.l., a product data management vendor based in Bologna, Italy. Founded in 1998, by Ciro Ettorre and Gaetano Tavano, MechWorks focuses on two distinct lines of business:

- MechWorks PDM, a CAD/PDM design data management solution, supporting Autodesk AutoCAD® and Inventor®, Dassault Systèmes SOLIDWORKS®, and Siemens PLM Solid Edge®
- Siemens PLM Teamcenter® CAD integrations; Autodesk AutoCAD and Inventor.

"The MechWorks acquisition is a natural extension for ITI's portfolio of product data interoperability solutions and confirms our commitment to revenue growth," stated Tom Gregory, CEO of ITI. "ITI is a long-established Siemens PLM development partner. We currently develop the Teamcenter integrations for SOLIDWORKS and Creo®. With the acquisition of MechWorks we not only add Teamcenter integrations for AutoCAD and Inventor, we gain an international team of industry experts with a loyal customer base and vendor partnerships. In turn the MechWorks team and their clients will benefit from the strong technology resources available to them as a part of ITI."

"We appreciate the growth opportunity that this acquisition will bring to our solutions," states Ciro Ettorre, co-founder of MechWorks. "ITI's developers and consultants have a reputation of technical excellence and quality service. We know our customers will benefit from us joining ITI."

The MechWorks business shall be incorporated into ITI's PLM Integration, Migration and Consulting business, which is led by ITI EVP, Tom Makoski. Gaetano and Ciro will continue to manage the day to day operations of the MechWorks business. "We are excited to integrate the MechWorks team into our business - Gaetano and Ciro have built a very successful business over the past 20 years and we are proud to build upon that heritage," states Tom Makoski.

The companies will work together to further support the MechWorks PDM business, by nurturing the close working relationships with the existing partners/resellers and key customers, providing quality MechWorks PDM software releases, and leveraging the strong technology background of ITI.

Additionally, ITI will extend the existing, close working relationship with the Siemens PLM sales, services, and product management personnel, to help ensure strong AutoCAD & Inventor integration sales and leverage the ITI integration implementation and legacy PDM data migration capabilities to ensure successful integration deployments.

"Our expertise with PDM and PLM integration, coupled with ITI's CAD and PLM interoperability solutions, will enhance the value we offer our respective customers," added Gaetano Tavano, co-founder

of MechWorks. "The entire MechWorks team is proud to be part of ITI."

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Company News

Adaptive Corporation Receives Platinum Designation in the Dassault Systèmes Partner Program

20 February 2018

Adaptive Corporation was recently named a Platinum Partner in Dassault Systèmes Value Solutions channel for 2018. The Platinum Partner designation is reserved for Partners that are highly engaged in Dassault Systèmes' business and identified as best-in-class performers in the 3DS ecosystem. The award is based on Key Performance Indicators (KPIs), which measure expertise in sales performance and efficiency, strategic alignment and commitment. Other partner designations are Gold, Silver and Bronze.

"Receiving this recognition from Dassault Systèmes is an honor for us at Adaptive," said Eric Doubell, CEO of Adaptive Corporation. "We have tough competition in the Value Solutions channel and we are in great company at the Platinum level. We look forward to continuing our participation in this program as we further build upon our strengths as a reseller for Dassault. Ultimately, this effort helps us improve our ability to execute as an organization and ensures a positive customer experience when companies choose Adaptive Corporation."

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Desktop Metal Announces Strategic Partnership with Dassault Systèmes and its SOLIDWORKS Brand

5 February 2018

Desktop Metal has announced a strategic partnership with Dassault Systèmes' SOLIDWORKS brand to advance design for additive manufacturing (DfAM) through education and an integration between SOLIDWORKS applications and Desktop Metal systems. Today at SOLIDWORKS World 2018, Desktop Metal previewed an advanced software tool, available exclusively to SOLIDWORKS users, that offers a new approach to designing for additive manufacturing. Live Parts™, an experimental technology, explores a new solution to simplify generative design for 3D printing.

"At Desktop Metal, we are committed to making metal 3D printing both accessible and successful for designers, engineers and manufacturing teams," said Ric Fulop, CEO and Co-Founder at Desktop Metal. "In addition to hardware, we believe design for additive manufacturing software tools and techniques are critical to the successful fabrication of strong, lightweight parts that perform. We are excited to partner with Dassault Systèmes on the preview of our latest innovation, Live Parts, and to offer our software tool as a means for educational exploration to the largest community of engineers leading advancements in additive manufacturing."

Live Parts™ Technology Preview

Live Parts, the latest development from within Desktop Metal's research and innovation group, DM

Labs, is an experimental generative design tool that applies morphogenetic principles and advanced simulation to shape strong, lightweight parts in minutes. Powered by a Graphics Processing Unit (GPU)-accelerated multi-physics engine, Live Parts auto-generates designs in real-time. This enables users to quickly realize the full potential of additive manufacturing - including material and cost efficiency, and design flexibility. The tool produces functional parts with complex, efficient geometries that are ideally suited for 3D printing. For users, Live Parts requires no prior knowledge of design for additive manufacturing techniques or guidelines.

Beginning February 6, an early stage version of Live Parts is available to preview exclusively to all SOLIDWORKS users. During the preview of the tool, input from the community will help guide its feature development.

Building Awareness and Integration of Technologies for DfAM

As part of the strategic partnership, Desktop Metal and Dassault Systèmes will be collaborating on the implementation of future features that enable users to have a full additive workflow from design through 3D printing. The companies also are exploring a variety of educational initiatives, such as metal 3D printing certification and curriculum, and joint content programs.

“Advances in 3D technology from 3D printing to materials science are driving tremendous growth for key industries, particularly as applications shift towards production,” said Gian Paolo Bassi, CEO, SOLIDWORKS, Dassault Systèmes. “Partnering with an industry pioneer like Desktop Metal will help our customers to take the guesswork and complexity out of developing products specifically for additive manufacturing - empowering engineers and designers to accelerate complex and critical design applications.”

“We are extremely excited to partner with Dassault Systèmes to offer SOLIDWORKS users access to the Live Parts technology preview, and we look forward to future collaboration on educational and additional software tools specifically suited for designing for additive manufacturing,” said Fulop.

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ESI and Cardenal Herrera University Team Up to Offer a Technological Leap in Virtual Manufacturing

22 February 2018

ESI Group announces the launch of a 5-year joint research program with the CEU Cardenal Herrera University (CEU-UCH) in Valencia, Spain. The aim of this program is to achieve a significant technological leap in the field of virtual manufacturing of materials through the creation of an Endowed Chair at the University and by facilitating high level training in this field.

he Endowed Chair created with CEU-UCH enables both ESI and the Spanish university to conduct, over the next 5 years, advanced research on the topic of virtual manufacturing. The University aims to advance the state of the art of modeling manufacturing processes, to expand its spectrum of competences, and to consolidate its position as a national and international leader in the fields of real time control and the numerical simulation of materials and manufacturing processes. To this initiative, ESI brings its expertise and its software platform for Smart Virtual Prototyping, in expectation of the further development of modeling techniques and numerical methodologies that provide the strong predictive capacity needed to optimize industrial processes and the performance of those processes over

time.

Antonio Falco Montesinos, Professor of Applied Mathematics at CEU-UCH, is appointed Chairman and the research operations of the Chair will be overseen by Anne Chambard, Systems Simulation Platform Product Manager at ESI Group. Over the next 5 years the following topics will be investigated, leveraging the competences available at CEU-UCH, ESI and national, European and international partners:

- robotized systems and processes
- transport and optimal trajectories
- composites forming
- image, vision and uncertainty
- bioengineering and topological optimization involving composites

This joint program will tackle recurring engineering challenges in different sectors. In particular geometric data analysis will be used to achieve better control of automated systems and processes and to reduce computing time for models of equipment, such as robots, that move in trajectories. Here ESI and its partners hope to make progress in robot systems by building a generic mechanism to determine the optimal trajectory. On the subject of Additive Manufacturing, or 3D printing, the program will seek to understand the relationship between a physical object and its discrete combinatorial counter-parts and thereby to create geometric based algorithms for better error control during the manufacturing. Regarding predictive maintenance, this new chair will investigate quality inspection based on artificial vision by extracting the information from real-time images. The team hopes to develop procedures that compute local material parameters and match the empirical data with the real-time simulation, with the objective of developing computational procedures for real-time damage and fracture detection. In the field of image-based decision making related to autonomous vehicles, the research is expected to enable pattern recognition model discovery in both static and dynamic situations.

To support this new program, various cycles of continuous training on virtual manufacturing and advanced numerical simulation will be organized in collaboration within the CEU-UCH and their industrial partners. One important function of the Chair is to create an educational network of national and international experts to support this educational initiative. The joint program will also fund four PhD theses on the above research projects. Overall, these actions seek to address the current shortage of expertise in these critical domains.

The creation of this latest endowed Chair strengthens the link between CEU-UCH and ESI and is complementary to the Chair with Centrale Nantes in France, currently held by, Teacher-Researcher Emmanuelle Abisset-Chavanne at Centrale de Nantes. In sponsoring both Chairs, ESI expresses its commitment to deepen scientific research for the benefit of all industries.

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ESI Group strengthens its position as a major actor in Automotive Innovation in France

22 February 2018

ESI Group announces the appointment of Vincent Chaillou, Chief Operating Officer of ESI Group, as

the new President of ID4CAR, a competitive and industrial cluster of the vehicle and sustainable mobility sector in the Greater West Region of France, on February 15, 2018.

"It is with great enthusiasm and motivation that I will follow up with other members of ID4CAR on the work done by Yvon Peurou, to strengthen and sustain this European cluster of excellence in the vehicle and sustainable mobility sector. I will do my utmost to maintain the balance between the tremendous innovation driving force that ID4CAR represents and the momentum created by the cluster ecosystem's growth, in particular for our regional SMEs, for whom ID4CAR must be the first partner of their economic development," Vincent Chaillou said.

To create greater value for its customers, ESI Group participates in several competitiveness clusters (in both Rennes and Nantes, cities in the Greater West Region of France). These clusters bring the proximity needed for collaborative work with research and development organizations and the entire industrial ecosystem.

A major influencer in terms of innovation in the sustainable mobility sector, ESI Group has been a member of the ID4CAR Board of Directors for more than six years. The aim of this cluster is to increase the competitiveness of sustainable vehicles and transportation sector in western France through innovative collaborative projects.

Academic and industrial collaborative projects result from this partnership. These include research and university theses, as well as industrial projects with high-quality partners, in fields such as additive manufacturing and the fabrication of composite parts.

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Infor Helps Spanish Students Prepare for the Global Digital Economy

13 February 2018

Infor today announced an agreement with the University Camilo José Cela, an innovative university in Spain with a disruptive academic model based on interdisciplinary, innovation and internationality, in partnership with Infor partner, IG Business Solutions. The agreement will see the Madrid-based university adopt Infor's Enterprise Asset Management (EAM) platform in order to help equip students with some of the skillsets and real-world experience necessary to compete in modern business environments. Specifically, the goal is to help graduates leave the university with appropriate skills for digital transformation programs across the manufacturing and logistics sector, which will become increasingly important as traditional skillsets are retired.

University Camilo José Cela chose to partner with Infor's Education Alliance Program (EAP) to help meet the talent needs of both local and wider European industries. Bringing industry projects and knowledge transfer to students looking to work in logistics and transportation, the university will be integrating Infor's EAM solutions into its undergraduate Transportation and Logistics Sciences course.

Practical classes introducing Infor EAM, and exposure to modern, digital automation processes, are designed to help students develop their skills and employability. As digitalization brings opportunities for innovation and competitive business advantage, there is an urgent need to help ensure demand for future employment skills is met, and this model is structured to help to bridge this gap.

"We are delighted to welcome University Camilo José Cela, in partnership with IG Business Solutions,

to our Educational Alliance Program," comments Mark Stewart, Director, Infor Education Alliance Program, EMEA. "IG Business Solutions brings its Infor EAM knowledge and industry experience to the program, offering real customer projects which are designed to help participating students with future career opportunities. The university offers an exciting vision for their students. It sees industry collaboration as a critical requirement to ensure the next generation of talent is prepared for the future. Through the provision of Infor's EAM solution, together with IG Business Solutions, we look forward to helping students develop the skills that progressive employers seek."

"Through Infor's EAP, University Camilo José Cela's students can learn ways to deliver value and help solve challenges of real companies in the supply chain management and enterprise asset management areas," comments Francesco Sandulli, innovation vicerrector, University Camilo José Cela. "This alliance is designed to help support the strategy of the University Camilo José Cela to transform its students into future outstanding professionals. Working with world-leading providers of business software, such as Infor, reflects the commitment of the university towards new learning methodologies and approaches more focused on teaching our students to solve real world, rather than theoretical, problems. Finally, this alliance can help both institutions develop new business and academic opportunities."

"As Infor's partner in education we look forward to delivering value to all involved, helping to facilitate real world experience through the use of modern software products," comments Ivon Ramalho, CEO, IG Business Solutions. "IG Solutions is highly committed to support both University Camilo José Cela and Infor on software models configuration and execution for logistic operations management."

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La Fondation Dassault Systèmes Expands to India

22 February 2018

Dassault Systèmes, the 3DEXPERIENCE Company, has announced today that it is extending its "La Fondation Dassault Systèmes", global initiative to transform education and research in India. This is the third geography after Europe and US where Dassault Systèmes is introducing La Fondation and it enhances the commitment of Dassault Systèmes for India.

La Fondation Dassault Systèmes, is dedicated to transforming the future of education and research with the learning and discovery capabilities of 3D technology and virtual universes. La Fondation Dassault Systèmes started its operation in Europe in 2015, in the United States of America in 2017 and now expands its scope to India. Launch of La Fondation in India as *Dassault Systèmes Foundation* extends the scope of the foundation's social contribution to India, enabling creation of new learning experiences and encouraging greater interest in science, mathematics, engineering and technology disciplines among students.

The Dassault Systèmes Foundation will provide grants, digital content and skillsets in virtual technologies to qualified non-commercial, non-profit projects proposed by schools, universities, engineering/science colleges, researchers, museums and other foundations located in India. This will foster greater knowledge in the 3D content, technology and simulation applications that have long been used by industry for the design, engineering and manufacturing of most of the products society relies on

today. These technologies can be leveraged to create new education content where the experience in virtual universes greatly improves the learning of science and research, and skill development.

"In 2015, United Nations adopted a set of 17 goals to end poverty, protect the planet and ensure prosperity for all as part of a new sustainable development agenda," said **Thibault de Tersant, President, La Fondation Dassault Systèmes**. "It is in this context that Dassault Systèmes decided to create its foundation, with a strong focus on education to enable everyone to have the level of skills that will both meet the new needs of the industry and provide motivating work. Today, it seems obvious and relevant to extend our action to India, because of its large percentage of young population, out of which 1.5 million engineers graduate every year. La Fondation Dassault Systèmes in India will support projects to enhance their skills, the applicability of their knowledge to the future of the industry."

Sudarshan Mogasale, CEO of Dassault Systèmes R&D centre (3DPLM) in India and Chairman of La Fondation in India, commented "Dassault Systèmes in India has been running many Academia Programs with the objective of transforming engineering education. Our software applications are standard in engineering colleges. With the formation of La Fondation Dassault Systèmes in India, we will take our contribution to education transformation to next level and reiterate our commitment for developing the 'Workforce of the Future'. Dassault Systèmes Foundation India, will launch its full-fledged operations in the next quarter and will call for non-commercial projects in education and research domains."

La Fondation Dassault Systèmes in India also announced two projects they are supporting to initiate its operations in India:

- The formation of 'Innovation Hub' at Bharatiya Vidya Bhavan's Muktangan Exploratory Science Centre in Pune. The Innovation Hub will provide a platform for school students to foster innovation and creativity, problem solving approach and project based learning
- The design and development of 'Solar Powered Passenger Vehicle and Charging station', a project undertaken by Pimpri Chinchwad Education Trust's Pimpri Chinchwad College of Engineering in Pune. This is a research project for Green Energy imitative and exposing engineering students on the mobility of future

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Patti Engineering Named by Siemens as First MindSphere Hybrid OT Partner

21 February 2018

Patti Engineering today announced that Siemens has named the company a MindSphere Gold Partner. The company is the first Hybrid Operational Technology (OT) Partner in the U.S. to expand its existing relationship with the Siemens Digital Factory Division into the new MindSphere Partner Program.

Since 1991, Patti Engineering has worked as a trusted advisor to some of the world's top manufacturers. In addition to being a MindSphere Partner, Patti Engineering is a Siemens Solution Partner certified in Automation, Drives, and was among the first Solution Partners in the U.S. to be certified in Industrial Strength Networks and Industrial Identification. The company has been a Siemens Solution Partner

since 2009.

MindSphere is a cloud-based Internet of Things (IoT) operating system. It is an open platform with the ability to connect to nearly any machine and to build any app to improve plant operations. The challenge for manufacturers, then, is to know where to start. The MindSphere Partner Program creates an ecosystem of experts to assist manufacturers at every stage of implementation.

Patti Engineering was chosen as a MindSphere Hybrid OT Partner because of the company's expertise working on plant floor OT systems and deep understanding of how the actions on the plant floor need to be monitored at the management level. With all the new technologies available to collect data and monitor and simulate plant operations, Patti Engineering can now use Siemens' MindSphere to help companies seize competitive advantages by customizing solutions to meet their unique business needs.

"To optimize the deluge of data available through IoT technologies, domain competence makes the difference," said Paul Kaeley, senior vice president, global partner ecosystem at Siemens PLM Software. "Patti Engineering has the expertise in discrete manufacturers' day-to-day operations and business priorities. We are excited for companies to leverage Patti's 25 years of experience to help make their data actionable."

"Industry 4.0 and IoT are just buzzwords if facilities cannot harness those technologies to make their facilities run better," said Sam Hoff, CEO of Patti Engineering. "For example, we have one customer who has half of its 200 engineers on track to retire within the next five years. Automating data collection and monitoring, closing the loop on digital twins, and analyzing data in new ways can help companies like our customer meet these challenges."

The new partnership comes shortly after the announcement of the availability of the latest version of MindSphere, which is hosted on Amazon Web Services (AWS), the top provider of cloud services worldwide. This allows customers nearly unlimited scale. The new version also includes updates to its application programming interface (API), allowing integration of nearly any type of technology.

"We're very excited to partner with Siemens and our customers to bring solutions that can help profoundly change manufacturing," said Hoff.

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SmartStream hires industry expert Vincent Kilcoyne as head of product management and promotes Christian Schiebl as COO

21 February 2018

SmartStream Technologies today announced the appointment Vincent Kilcoyne as head of product management and the internal appointment of Christian Schiebl as Chief Operating Officer.

Vincent Kilcoyne will be responsible for the management of all product lifecycles from inception to delivery. He brings over 30 years of industry experience in leading and advising financial and technology organisations. He started his career as an analyst programmer for the Bank of Ireland, before spending a number of years designing and implementing a variety of retail banking, trading and equity settlement systems for Anglo Irish Bankcorp.

Prior to joining SmartStream, Vincent has held senior roles in product strategy, pre-sales and product development for leading financial technology organisations, including: Sungard (FIS), Misys (Finastra),

Trema (Ion Trading) and SAS. Vincent holds a BSc in Computer Applications from Dublin City University and a PhD in Artificial Intelligence.

Christian Schiebl has moved from head of SmartStream's Corona business to Chief Operating Officer in order to manage global operations and to drive the successful delivery of solutions to clients. Christian brings with him 30 years of experience in the financial information and technology sector. His experience spans from software development, professional services to building global businesses with international client wins. With a Masters and PhD from the Technical University in Vienna and an MBA from the University of Economy in Vienna, his career started in developing software with universities such as MIT, Berkeley and TU Vienna. From here he moved to a principal consulting role, and prior to SmartStream he held various management positions at companies including Digital Equipment Corporation (DEC), Compaq and Management Data.

Haytham Kaddoura, CEO, SmartStream, states: "Our key priority is to hire high calibre candidates, both Vincent and Christian are excellent additions to the executive management team, both have an outstanding knowledge of the industry and the know-how to keep our customers resilient, in a highly competitive market."

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Sopheon Named "Best in Category" in Annual Readers' Choice List

20 February 2018

Sopheon has been named to the Consumer Goods Technology Top Providers list for the eighth year in a row. The magazine's readers also recognized Sopheon and its Accolade® Enterprise Innovation Management software with the highest total score in its category.

As part of the magazine's annual Readers' Choice Survey, executives from consumer goods organizations were asked to identify the new product development and introduction (NPDI) solutions that best support their efforts to deliver new products to market, as well as their satisfaction levels with each provider. Responses were then ranked on a scale of 1 to 5, with the company's total scores computed by multiplying the number of votes received by average user satisfaction ratings.

"We are thrilled to be honored by Consumer Goods Technology and all of the industry executives who took the time to vote for Sopheon's Accolade solution," said Andy Michuda, chief executive officer at Sopheon. "Accolade is playing a key role in our client organizations to enable the new enterprise innovation management operating models that are having a sizable impact on the successful execution of innovation strategy, and we're proud to have earned the recognition as the top provider in the industry."

The company's Accolade software supports better and faster decision-making by enabling transparency, harmonization and alignment across the enterprise. Introduced to the market in 2001, Accolade digitalizes enterprise innovation strategy and execution. It captures critical enterprise-wide data for better visibility, connecting all business groups and providing a single source of truth through shared decision-making models and criteria.

"Consumer goods organizations understand how critical innovation is in the digital economy to realizing sustainable growth, profitability and competitive differentiation. Yet, many industry leaders are operating with outdated and disconnected twentieth century tools while attempting to compete in the twenty-first century digital era," said Michuda. "We're grateful to be recognized as one of the leading

companies supporting the entire innovation management and new product development lifecycle for consumer goods firms."

Dozens of the world's most successful, innovation-driven companies – including market leaders in consumer goods, food and beverages, chemicals, industrial manufacturing, high-tech, aerospace and defense – use Accolade to digitalize their innovation operating models.

"Technology has become a critical driver of business success, and the popularity of our annual Readers' Choice rankings reflects that importance," said Peter Breen, editor-in-chief of Consumer Goods Technology. "The solution providers recognized in our listings are delivering such invaluable support that clients are willing to take the time required to endorse them. That speaks volumes about the level of service they offer."

To learn more about how Sopheon supports execution of innovation strategy, visit our strategy execution resource hub.

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Stratasys and USA Luge Go for Gold with Additive Manufacturing at 2018 Winter Games

14 February 2018

Advancing its winning track-record as a global leader in applied additive technology solutions, Stratasys today announced the company has teamed with USA Luge to inject additive manufacturing into its quest for gold in Pyeongchang, South Korea this month. Harnessing the power of Stratasys Fused Deposition Modeling (FDM) 3D printing technology, the luge team is now able to more rapidly and cost-effectively build and test customized racing sleds tailored to the body of each athlete.

USA Luge is tapping into a wide range of high-performance materials from Stratasys to 3D print key layup and sacrificial tools used during manufacturing of carbon-fiber composite sleds. The advanced functionality of FDM enables an unprecedented level of customization not possible with standard composite fabrication – a critical success factor in racing sleds that often travel at speeds upwards of 87 miles per hour.

Additive manufacturing is key for engineering mandrels for the racing team's Doubles Tower – a composite structure at the sled's front, used to accurately position riders' legs during competition. Extremely difficult to fabricate due to complex, trapped-tool geometry – the structure guarantees proper athlete fit and position while racing. Leveraging the Stratasys ST-130 sacrificial (wash-out) tooling material, team designers were able to 3D print the mandrel, layup and cure the composite structure, and wash-out the tooling material – all in less than one week.

"Competitive luge racing is an extremely demanding sport where fractions of a second are the difference between winning and losing. Our riders depend on comfortable, aerodynamic sled designs to win races," said USALuge Technical Programs Manager, Jon Owen. "In teaming with Stratasys, we've become much more competitive on the world stage – continuously adjusting designs and running them on the track much faster than traditional processes. Additionally, we've balanced both comfort and performance by tailoring the sled to each rider's body, while minimizing fabrication cost and time."

Based on the success of Doubles Tower construction, Team USA has pushed the technology even

further by 3D printing the entire sled body layup tool. This particular design incorporates a removable middle section, allowing tool length to adjust based on each rider's height. Driven by these efforts during prototyping, designers are currently using this same tooling for final sled components during competition.

"Stratasys customers push the limits of performance, efficiency, and reliability for 3D printed rapid tooling, prototypes and production parts. Partnering with USA Luge highlights a perfect example of an environment where our additive manufacturing technology enables customers to meet critical needs in specialized applications," said Scott Sevcik, Vice President of Manufacturing Solutions at Stratasys. "We're proud to partner with Team USA, one of the best teams in winter sports, to help them apply the power of FDM technology to keep moving faster, in the shop, and on the track."

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Tech Mahindra to develop AI & Blockchain solutions in Canada to invest CAD 100mn in Canada over next 5 years

22 February 2018

Tech Mahindra today announced a strategic investment in Canada. An investment of CAD 100 million dollars is planned over next 5 years to establish a new 'Center of Excellence' (COE) in Canada. The announcement comes as the Prime Minister of Canada, The Right Honorable Justin Trudeau visits India to promote enhanced bilateral collaboration between Canada and India.

This strategic initiative will focus on major technologies such as Artificial Intelligence and Blockchain, which are driving innovation across industries and will cater to the exponentially growing need for AI and Blockchain application especially in the 'Fintech' and 'Smart Cities' spaces. It will pave the way for Canadians and Indians to access cutting-edge technology, while creating a niche talent pool and job opportunities in next-gen technology areas.

Tech Mahindra's expanded Canadian presence will help foster stronger connections with the Canadian innovation ecosystem, both in the business community and in academia. Canada is a natural choice for the COEs given its innovation culture, ready and skilled talent pool and vision of the connected future. Digital and AI technologies are also strategic to the Govt. of Canada and form key superclusters in the overall all economic landscape.

1. Center of Excellence – 'AI & Blockchain' – Toronto
   This COE based out of Toronto will work on major technologies such as AI and Blockchain to lead the innovation curve globally with focus on areas like 'Fintech' and 'Smart Cities'
2. Partnership with Academia & Start- Ups
   COE will focus on jointly developing cutting-edge business solutions in Digital Technologies in close collaboration with the leading academic institutes, innovators and accelerators in the start-up ecosystem like the Vector Institute.

Innovation is key to Canada's innovation and skills plan, working to make Canada a world-leading center for innovation, creating better and well-paying jobs, and helping strengthen and grow the middle class.

On the subject, The Honorable Navdeep Bains ,Minister of Innovation, Science & Economic

Development of Canada said, "Our government is working tirelessly to promote Canada as an ideal destination for global businesses with high growth potential. The implementation of our Innovation and Skills Plan, Strategic Innovation Fund, Innovation Superclusters Initiative and Global Skills Strategy provide businesses with a stable and predictable environment favorable to long term growth and job creation. We are committed to supporting new well-paying Canadian jobs and industry growth in emerging technologies such as Artificial Intelligence and Blockchain. That is why we welcome this major project by Tech Mahindra to establish a new Centre of Excellence in these growth areas in Canada. Given the recent announcement of the SCALE.AI superclusters, this new partnership will contribute to reinforce Canada's position as a global leader in artificial intelligence and Blockchain technology."

"This strategic partnership between the Canadian govt. and Tech Mahindra has tremendous socio-economic synergy, considering the common values of both countries. The partnership will focus on the future technologies like AI and Blockchain and draw from the best of the both worlds, leveraging tech capability of India and the Innovation edge of Canada. We at Tech Mahindra are excited to forge ahead with this partnership", said Mr. C. P. Gurnani, CEO & MD, Tech Mahindra.

On the shifting sands of technology and fast changing market needs, innovation is key to survival. The Indo-Canadian Innovation partnership draws from the best learning's and skills of both developed and developing economies in shaping the digital future.

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TraceParts becomes the first content partner of Dassault Systèmes' 3DEXPERIENCE Marketplace

20 February 2018

TraceParts has announced a strategic partnership with Dassault Systèmes to integrate its 600 3D catalogs and 30 million part numbers into the new 3DEXPERIENCE Marketplace, which was publicly launched during the recent SOLIDWORKS World Conference in Los Angeles.

3DEXPERIENCE Marketplace | PartSupply is a free content service hosted by Dassault Systèmes. It provides access to a comprehensive, smart library of sourceable 3D components from hundreds of worldwide qualified suppliers. It offers intelligent search capabilities combining 3D similarity and semantic searches powered by Big Data technology.

"We're extremely pleased to further strengthen the long-term strategic business relationship established with Dassault Systèmes some 20 years ago, when TraceParts became one of the first SOLIDWORKS Solution Partners. Back in 2001, TraceParts desktop library was the very first CAA V5 Software Partner application in the field of 3D content for CATIA. With this in mind, it was natural for us to team up with Dassault Systèmes again to feed their 3DEXPERIENCE Marketplace with over 30 million of our 3D models," explains Gabriel Guigue, TraceParts Managing Director.

3DEXPERIENCE Marketplace | PartSupply brings seamless part-content integration to CAD users' fingertips, within their CATIA or SOLIDWORKS 3D design environment. It is an invaluable tool for millions of CAD users in the field of machinery, tooling, manufacturing and maintenance since it boosts their productivity by allowing them to concentrate on their design tasks rather than having to redraw purchased parts.

"This new content partnership brings a lot of additional marketing exposure to the hundreds of part

vendors who work with TraceParts to publish their 3D catalogs on a genuine multi-CAD cloud platform. Not only do they get highly qualified leads to fuel their sales activities, but they also position themselves as marketing pioneers in terms of seamless product-data syndication. By simply uploading their digital product information onto the TraceParts Publishing Network, they instantly benefit from an fantastic audience of over 17 million engineers and designers worldwide," adds Gabriel Guigue.

TraceParts catalogs can be downloaded free of charge from the 3DEXPERIENCE Marketplace | PartSupply website at https://partsupply.3dexperience.3ds.com

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Uptima Appoints Industry Veteran Bill Butler as its New CEO

21 February 2018

Uptima announced today the appointment of industry veteran Bill Butler to the role of chief executive officer.

Butler brings deep sales and product expertise to Uptima from the Quote-to-Cash industry, particularly in cloud-based configure price quote (CPQ) and contract management (CLM) software. Past roles at CallidusCloud (being acquired by SAP), Cameleon Software (acquired by PROS) and FPX (acquired by HGGC) enabled Butler to hone his skills at creating and managing exponential revenue growth and building strong and effective partnerships.

Butler has lived and worked in Canada, South Korea, Japan and the U.S., and is based in Uptima's headquarters in San Jose, CA. He focuses on how technologies can be turned into business solutions, identifying and quantifying the value of customer needs, and building the teams that can build solutions effectively and generate dramatic growth, profitability and customer satisfaction.

He joins Uptima as the company enters an exciting new growth phase, leveraging relationships with software vendors including industry leaders Apttus, ServiceMax, Arena Solutions, Impartner, and Salesforce. Uptima optimizes the effectiveness of customer's sales forces, field service teams, and partner channels.

"After being in this market for many years with the vendors of Quote-to-Cash software, it's obvious how critical successful implementations of these tools are for both our customers and the software vendors," said Butler. "With Uptima's stellar reputation for successful implementations and satisfied customers, Uptima is becoming a key part of the enterprise software ecosystem both in North America and EMEA. Our goal is to continue to grow the business in both regions and expand our ability to help our customers be successful, and maximize the ROI from their software investments."

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Events News

USDM Life Sciences Hosts Live Workshop on Global UDI for Medical Devices Featuring Industry Leaders Jay Crowley and Grant Hodgkins

21 February 2018

USDM Life Sciences announces a live workshop with Jay Crowley and Grant Hodgkins.

"I'm excited to discuss the globalization of UDI," said Jay Crowley, VP of UDI Services and Solutions at USDM life Sciences. "As UDI-like regulations continue to materialize around the world, we must pay particular attention to issues of control and visibility."

As more countries, regulators, and payors introduce Unique Device Identification (UDI) and UDI-like requirements, the common overarching goal is to bring visibility, control, and connectivity to the many regulatory and commercial related activities of medical devices. These activities cover the total lifecycle of a device – including design, manufacturing, distribution, and post market surveillance – and will ultimately include long-term safety, effectiveness, and value. All of this necessitates a level of control and visibility over products and processes that may not exist today, and which may require new systems to support these activities.

The workshop will discuss:

- An overview of the direction of these global initiatives
- The need for visibility and control of your devices and product data
- Information on the related systems and processes
- Live Q&A

Jay Crowley is the Vice President of UDI Services and Solutions at USDM Life Sciences. He was Senior Advisor for Patient Safety in the Food and Drug Administration's Center for Devices and Radiological Health. Jay developed the framework and authored key requirements for the FDA's Unique Device Identification system.

Grant Hodgkins is Vice President of Supply Chain Services and Solutions at USDM Life Sciences. With over 30 years of experiences in the Life Sciences, Grant assists USDM Life Sciences clients with Pharmaceutical Track and Trace, Enterprise Resource Planning (ERP), Product Information Management (PIM), Product Lifecycle Management (PLM), Manufacturing Execution Systems (MES) and other commercial enterprise solutions.

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Implementation Investments

Bombardier teaming with Siemens on new opportunities to optimize its product development processes

20 February 2018

Bombardier is working with Siemens to further explore and extend the Teamcenter® portfolio for

product lifecycle management (PLM) to optimize its engineering processes to develop, produce and support its products.

"Using Teamcenter to establish an integrated solution spanning across engineering disciplines and downstream users could facilitate the use of consistent processes and leverage collaboration across the enterprise. Bombardier looks forward to what we can achieve from these capabilities," said Brigitte Larivière, head of Value chain and Functional experience, Bombardier Information Solutions.

Teamcenter provides an integrated single source of information and data for programs spanning across mechanical, electrical, systems, software and wire harnesses, for visibility and traceability throughout each stage of the development process. Combined with the use of a digital twin and a globally common process, once implemented Teamcenter can provide Bombardier improved quality of information within an integrated execution strategy.

"Implementing Teamcenter can help provide Bombardier with greater flexibility in their product development cycles, which is critical in today's competitive production environment," said Bob Jones, executive vice president, Siemens PLM Software. "Insight from the digital twin at each stage of the development cycle will inform and enable better products, ultimately benefiting their customers."

Siemens helps global manufacturers facing today's challenge of delivering products that meet technical and performance requirements, at cost and on schedule. Supply chains are continually being transformed to optimize productivity while maintaining a highly dynamic and virtual workforce. Solutions from Siemens PLM Software take advantage of industry-leading practices to enable aerospace companies to manage entire product lifecycles. For further information on our solutions for the aerospace industry, please see https://www.plm.automation.siemens.com/global/en/industries/aerospace-defense/index.html.

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British Lifestyle Clothing Brand Barbour Selects Centric PLM

20 February 2018

Barbour has selected Centric Software to provide their Product Lifecycle Management (PLM) solution.

Neil Thursby, Head of Technology at Barbour said, “We first started looking into a PLM solution because we were working with an older PDM system which our business had outgrown. We needed an innovative solution to help us improve visibility and collaboration during product development that also allowed for seamless remote access.”

Thursby continued “We found that Centric’s solutions are intuitive to use and have one hundred percent out of the box functionality that will help us to achieve our goals without costly and time-consuming customization. Centric is renowned as the PLM market leader and is clearly passionate about pushing the boundaries of PLM. We needed an innovative solution that was flexible and easy to use – Centric 8 PLM was an obvious choice.”

“Most of our PLM users will be across design, product development, garment technician and sourcing roles” Thursby says. “Once we start working with the Centric team to get the system in place, we’re confident that we will see great improvements in visibility, productivity and speed to market. We’re looking forward to having a single version of the truth that everyone can work from within the business.”

"We would like to extend a warm welcome to Barbour, one of Britain's most prestigious and historic brands," says Chris Groves, President and CEO of Centric Software. "We are proud that Barbour chose Centric PLM and look forward to supporting their business as they move into the future."

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Kärcher Advances its Digital Transformation with Dassault Systèmes

22 February 2018

Dassault Systèmes announced that Kärcher has adopted the 3DEXPERIENCE platform to digitally transform its existing processes worldwide and be first to market with efficient, resource-conserving cleaning systems, products and services.

Kärcher will rely on the "Single Source for Speed" industry solution experience based on the 3DEXPERIENCE platform. The company can integrate its product development processes, improve collaboration and knowledge sharing for up to 1,200 employees, and reduce product development and production costs.

"We planned to deploy the 3DEXPERIENCE platform on premise to strengthen our brand performance, innovation and quality, but once we understood the values and benefits that the 3DEXPERIENCE platform on the cloud can bring to our business, we clearly chose the cloud," said Michael Stritzelberger, Executive Vice President, Kärcher. "We support our enterprise-wide strategy to digitally transform to the cloud while gaining the flexibility and agility to innovate for customers."

Following this first phase, Kärcher intends to extend its use of Dassault Systèmes' 3DEXPERIENCE platform to create a digital twin for system engineering, configuration, manufacturing, after sales services, and packaging design.

"Successful industrial equipment companies must be able to define and manufacture quality products tailored to customer preferences and service them anywhere in the world at record speed, despite growing market competition, complexity and costs," said Philippe Bartissol, Vice President, Industrial Equipment Industry, Dassault Systèmes. "The 3DEXPERIENCE platform is for any company—large or small—seeking a robust digital environment that facilitates the design, simulation, manufacturing engineering, service engineering and decision-making needed to make this happen."

A renowned member of the German Mittelstand – Germany's midsize companies that are world leaders in their market segments – Kärcher is a family-owned enterprise that achieved turnover of 2.5 billion euros in 2017 and employs over 12,300 people in 67 countries. Kärcher has long used Dassault Systèmes' design and engineering applications implemented by its partner CENIT.

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Leading German Automotive Manufacturer Chooses Aras

21 February 2018

Aras® today announced that the BMW Group is implementing the Aras PLM Platform as its backbone for test data management. This system will support planning, scheduling, execution, and documentation

of vehicle tests and test results at various stages of vehicle development.

The Aras PLM Platform will enable traceability of results and play an important role in development of production vehicles. Aras' high degree of flexibility to meet specific requirements associated with the tests was a significant factor for the BMW Group. As part of the implementation, the Aras platform will connect a large number of existing IT systems to exchange data. More than 5,500 employees from the BMW Group's Engineering division are anticipated to be using the Aras platform.

Andreas Mueller, Senior Vice President EMEA at Aras, said, "The automotive sector thrives on bringing new models – and new vehicle technologies – to market as quickly as possible. With a flexible platform for managing the product lifecycle, manufacturers can gain a clear advantage over the competition. We're delighted that the BMW Group has chosen Aras." The Aras PLM Platform will initially assist with processes involving integral safety test management, with drive train development and passive safety to follow at a later time.

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Sinocare selects Siemens' MES Solution to transform their digital enterprise

23 February 2018

Siemens today announces that Sinocare, a leading Chinese high-tech manufacturer of biosensor technology and rapid diagnosis testing products, has selected the Camstar Enterprise platform to build its manufacturing execution system (MES). The MES project aims to help Sinocare realize visibility, traceability and regulatory compliance enforcement in the production process, and build a foundation for future global operation.

Established in 2002, Sinocare has grown to be one of the leading providers of rapid diagnosis testing and monitoring products for medical use in China. Its leading products include blood glucose monitoring systems and mobile sample testing devices. Due to recent global expansion, the company found an urgent need for a digital enterprise platform to improve its manufacturing operation, as well as conform to regulatory pressure from FDA, CFDA and ISO. Sinocare has been looking for suitable MES solutions to overcome these challenges and digitally transform manufacturing operations.

"As we are expanding and growing our global footprint, we face the challenges of visibility, traceability and regulatory compliance enforcement in production process, and all these factors influence product quality and operation cost in this industry," said Gu Zhongfei, director of manufacturing, Sinocare. "Siemens understands our working process and needs with its in-depth industry expertise. We see Siemens' Camstar has been deployed in many medical device enterprises as the reliable MES system, and we trust Siemens in building our digital transformation to help us realize the goal of global manufacturing."

The CamstarMedical Device Suite, Siemens' leading MES system for companies of this sector, helps prevent process errors and supports paperless manufacturing and electronic device historic records (eDHR). According to Sinocare, the Camstar Medical Device Suite is the most effective solution to assist medical and diagnosis device companies to deal with challenges of keeping balance among reducing production costs, ensuring regulatory compliance enforcement and maintaining a high level of product quality. In the long term, Sinocare plans to fully achieve global manufacturing with the MES system and fully transform to a digital enterprise with Siemens' solutions.

“Being selected by a company such as Sinocare, with a long term vision for smart manufacturing, endorses the direction of the Camstar solution suite,” said Rene Wolf, senior vice president of Manufacturing Operations Management Software, Siemens PLM Software. “The latest version of the solution has a strong focus on out-of-the box capabilities, as well as interoperability and interfaces, making it more suited than ever to realize the full potential of the digital enterprise.”

With the latest release, medical device and diagnostic manufacturers can now leverage advanced scheduling features to eliminate non-value-added activities, balance production demand and capacity, analyze the impact of unexpected events and run what-if analysis to compare production alternatives and optimize the manufacturing schedule. In addition, new integration with the Teamcenter portfolio enables closed-loop product development and manufacturing to enforce production processes and quality. Highlighting shop floor manufacturing deviations through 3D images, escalating them back to engineering for analysis and driving process improvement engineering changes back to manufacturing are key benefits of the Siemens’ digital enterprise value stream.

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Team Penske forms technical partnership with Siemens

22 February 2018

Announced today, Team Penske and Siemens have entered into a new technical partnership. Under the multi-year agreement, Siemens will help enhance Team Penske's performance with full access to a wide variety of software products to enable advanced digital design and simulations. Team Penske race teams will utilize Siemens' software across their computer-aided design (CAD), engineering, simulation and machining platforms. Utilizing this software, Team Penske can create a digital twin of their race cars, which can help engineers simulate engine configurations, innovate new parts and predict race results in real-time.

"Team Penske is excited to welcome Siemens as a key technical partner, beginning with the 2018 season," said Roger Penske. "Siemens is a company and a brand that is known worldwide for its superior technology and engineering. Our teams will benefit from Siemens' expertise and support and we look forward to helping grow the Siemens footprint in the world of motorsports."

Team Penske is partnering with Siemens PLM Software to adopt an integrated virtual environment for digital modeling and simulation. Siemens' PLM tools allow Team Penske to keep large amounts of data well organized and accessible for review by anyone within the team, and also enables engineers to quickly iterate through design concepts with the digital twin to arrive at near-optimum solutions within a high-intensity, short timeframe environment. The digital twin is the key to making effective, data-driven design changes at a very rapid pace, and thus, helping improve the results at the racetrack every week.

"We are proud to team up with Team Penske, an American icon in motorsports. As a racing team with extremely challenging requirements on development time and accuracy, Team Penske will be able to fully leverage the unique capabilities of our software solutions," said Lisa Davis, Managing Board member of Siemens and CEO of Siemens USA. "Our integrated industry solutions, combined with the expertise of the entire design and racing team from Team Penske, will help create world-class vehicles."

Utilizing Siemens' PLM tools allows Team Penske to quickly analyze thousands of electronic data streams full of critical on-track performance information, and apply changes to the race car's digital

twin. These changes are then reviewed for performance and durability in a virtual environment, which allows low-cost, high fidelity simulation of the results. With Siemens' technology, Team Penske is able to capitalize on this streamlined digital process and quickly transition to the physical stages of manufacturing, quality assurance, installation onto the race car, and validate performance in the physical environment. This entire process can be completed with high-impact components in as little as a few hours.

"We are excited to partner with Team Penske and be a part of their strong legacy of championship racing," said Tony Hemmelgarn, president and CEO, Siemens PLM Software. "We look forward to supporting Team Penske with our software to help streamline designs, speed results, and deliver the most successful racing teams yet."

The partnership will also include Siemens as an associate sponsor on the Team Penske cars competing in the Monster Energy NASCAR Cup Series, the NASCAR XFINITY Series, the Verizon IndyCar Series and the Virgin Australia Supercars Championship. Siemens branding will be featured on all Team Penske Indy cars and on the uniforms worn by Team Penske drivers and teams competing in NASCAR.

The 2018 Monster Energy NASCAR Cup Series season began last weekend with the 60th anniversary running of the Daytona 500, where Team Penske cars earned fourth- and seventh-place finishes. The 2018 Verizon IndyCar Series season begins on the Streets of St. Petersburg in Florida on Sunday, March 11.

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UCAS Appoints Infosys as its Core Technology Partner up to 2021

15 February 2018

Infosys today announced that UCAS has extended its existing partnership with the company to support its business strategy up to 2021.

UCAS delivers critical admissions and information services to students, schools and higher education providers. Every year it supports more than a million applicants from over 100 countries; 6,000 registered centres; 1,200 schools; and 388 universities and colleges.

Every summer UCAS runs and delivers the single biggest infrastructure event within the UK education sector. Its systems manage millions of applications; process over 10 million exam results; answer 35,000 customer calls on A level results days; and respond to 15,000 social media enquiries. Not only is this period critical for the life chances of individuals, it has huge implications for the future prosperity of the UK society, economy and beyond. During the five critical days, including SQA Results Day and leading up to A Level Results Day, UCAS supports the placement of students equating to around £6 billion (around $8 billion) in tuition fees alone.

In the last three years, UCAS' partnership with Infosys has reaped immediate dividends, with system outage times slashed by 90 per cent, while UCAS customer satisfaction scores with UCAS peak periods of confirmation and clearing, have jumped from 60 to 94 per cent.

As part of the renewed engagement, Infosys will provide a wide range of digital services that will enable UCAS to continue to develop technology capabilities that connect learners to multiple destinations, such

as universities, awarding bodies, schools and other organisations, using a dynamic digital suite of systems that responds to a rapidly changing higher education sector in the UK. Infosys will now concentrate on helping UCAS achieve its ambitious targets on lowering costs, optimising and enhancing services for students, delivering more robust security, and providing business-as-usual (BAU) services between legacy and new digital systems.

UB Pravin Rao, Chief Operating Officer, Infosys, said, "The renewed engagement with UCAS bears testament to the success we have helped the organisation achieve to date. We're very enthusiastic about the journey ahead and welcome the opportunity to power UCAS' vision for the future of Education, by developing a truly agile digital enterprise, that is able to cater to the requirements of increasingly demanding students. We look forward to working with UCAS and helping the organisation deliver its 2020 strategy and vision."

Clare Marchant, UCAS Chief Executive, said, "This is a significant milestone for UCAS. On joining in 2017, one of my first impressions was the strength and professionalism of the partnership with Infosys. This has enabled substantial service improvements and stability around key business events, particularly for confirmation and clearing when hundreds of thousands of students are using our services simultaneously to find out if they have a university or college place."

Fatuma Mahad, Director of Technology and Operations and UCAS, said, "This is absolutely right for UCAS. Our ways of working together have cemented a partnership which I feel helped us create a model for future success."

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Product News

CE's Oceans SDK enables multi-CAD data integration in Enterprise Applications

20 February 2018

CCE announced an update to Oceans SDK. Oceans SDK (OSDK) is CCE's proprietary technology that allows enterprise applications to work with product data in CAD files without access to the CAD software. Enterprise applications such as PLM, ERP, MRP etc. currently achieve this is by using expensive royalty-based API's licensed from CAD software OEM's and creating individual plug-ins for each supported format. Using OSDK simplifies the application architecture without compromising on the functionality. OSDK provides access to native product information stored in files of all major 3D CAD formats, via a unified API architecture, and without the need for a CAD license.

In the first major release of 2018, OSDK has been enhanced to support all the latest CAD versionsfrom formats like CATIA V5, CATIA V6 (3DXML), SOLIDWORKS, NX, Inventor, Creo, Solid Edge and JT. OSDK was also enhanced to provide "edit" capabilities for file properties to help propagate changes done on the enterprise application side, back to CAD, thereby updating the source CAD data and repairing broken file references. Edit capabilities are currently available for CATIA V5, SOLIDWORKS and NX formats.

OSDK is the outcome of fifty man-years of complex interop software development based on CCE’s well-known ODX libraries that provide native access to major CAD systems, and is currently used by leading Independent Software Vendors for their CAD-independent viewers and translators.

"Today's globally competitive marketplace demands manufacturing companies deal with complex products and shrinking development times. This creates the need for a synchronized workflow from design and engineering through manufacturing and delivery. Real-time visibility is critical to making time-sensitive decisions on procurement from the extended supply chain. Tools like Oceans SDK that help reduce complexity and cost when interfacing with multiple CAD formats provide a significant competitive advantage for enterprise application providers and help them win new business and grow profitably", says CCE's V.P. Sales & Marketing, Vinay Wagle.

OSDK provides an easy, plug-and-play solution to all such enterprise application providers, thereby providing them with a significant edge over competition. OSDK's single API for all the CAD formats makes the integration development very simple and keeps the maintenance costs low. OSDK can also be used to develop lightweight browser-based CAD interfaces for ERP/PDM/PLM systems in addition to desktop-based integrations.

For additional information, please visit http://www.cadcam-e.com/development-tools/oceans-sdk.aspx.

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Flexxible IT Launches Channel Program with HP, Inc. Targeting SMBs With Integrated Workspace Appliance

21 February 2018

Flexxible IT today launched a unique "one-stop-shop" channel program with HP, Inc. that features pre-integrated workspace solutions targeting small and midsize enterprises who need to deploy an on-premises workspace or hybrid cloud solution.

The program is designed to deliver all the necessary components that an enterprise user needs, including:

- Citrix and Microsoft® software, pre-integrated and ready to deploy;
- several options of Mobile Thin Clients or Desktop Thin Clients with keyboard and display for the client side; and
- the Flexxible|SmartWorkspaces solution, delivering automated and rapid deployment, single-pane-of-glass administration, and more.

The solution integrates everthing needed, including the hypervisor, storage replica for HA, Citrix XenApp and XenDesktop, Windows 10, Windows 2016, Microsoft Azure Overflow, Microsoft Office 365, Microsoft Azure Backup and NetScaler.

*** Resellers interested in participating in the channel program can visit our website for more information. ***

HP, Inc. and Flexxible IT are working together on this channel program to provide the right end-user experience and simplified infrastructure management for SMEs, combined with simplified procurement and economics that make sense for users that need to start at smaller scales then seamlessly add capacity as demand grows.

This joint solution is also a unique opportunity for the channel resellers to grow in an existing market with a simplified corporate solution, reaching a multitude of new customers that want to focus on

workspace security, secure access, modernization, user satisfaction and IT operations simplification.

Supporting Quotes
“Working with HP, Inc. we’ve developed this channel program to bring a fully integrated solution to companies that need a workspace solution that seamlessly delivers the software products they depend on while operating efficiently at smaller scales and still providing a seamless path for growth. Customers now have the most advanced workspace solution in the market in a cost-effective form factor that fits their needs as they grow.”
—Sebastian Prat, CEO and founder, Flexxible IT

“This new channel program offers a new level of simplicity when procuring, sizing, configuring, installing and managing an on-premise workspace solution. Combining HP’s best in class Thin Clients and Device Management software and Flexxible IT’s focus on delivering Citrix solutions to enterprises of many sizes, the channel now has a new powerful yet simple alternative solution that can be deployed quickly that wasn’t available before.”
—Jeff Groudan, vice president, global head of HP Thin Clients, HP, Inc.

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G+D Mobile Security Provides a Holistic Automotive Security Management Framework as a Service

21 February 2018

At the Mobile World Congress 2018 in Barcelona, G+D Mobile Security presents a holistic Automotive Security Management Framework as a Service (FaaS). This new concept provides comprehensive security features for new and evolving business models where connected car, mobility and autonomous driving services are being designed and monetized. G+D's Automotive Security Management Framework as a Service provides a security foundation for this increasingly relevant service development. The framework can be customized by car manufacturers and service providers to configure and manage their individual security policies to address the evolving business needs. G+D Mobile Security demonstrates the new Automotive Security Management Framework at this year`s Mobile World Congress in Barcelona (February 26 - March 1) in Hall 7, booth 7A41.

The framework establishes and manages a secure end-to-end communication channel between G+D's secure gateway client running on an in-vehicle central gateway for the Electronic Control Unit (ECU) environment and remote entities such as web services, cloud platforms, and/or users' mobile devices. It integrates intrusion detection capabilities to monitor unauthorized attempts to access in-vehicle data resources that will be further reported to specialized cloud security centers.

The framework service solution consists of the following security components: an automotive secure gateway combined with a Sm@rtSIM CX in-car embedded Secure Element (eSE), G+D Identity and Access Management Service, G+D Key Management Service and the support of an automotive secure Software Update Over-the-Air (SOTA). This combination of state-of-the-art security technology, product and solution components, aggregated in one deployment framework and ready-to-use service, reduces development efforts and time-to-market for car manufacturers and service providers.

"G+D Mobile Security brings all the necessary security products and their respective lifecycle

management services together in one management framework to accommodate automotive security deployment needs for services ranging from connected car, cloud mobility and automotive cyber security," states Alois Kliner, Head of the Cyber Security Divison at G+D Mobile Security. "Our security innovations and solutions follow global and regional security standards and guidelines to mitigate customer security risk over time."

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Occam Technology Group Launches IoT Hardware Brand OccamSmart

15 February 2018

Occam Technology Group is officially entering the IoT product market with its own offering of LoRaWAN-focused products under the OccamSmart brand.

Occam Technology Group has, for the last two decades, been known for its expertise as an embedded systems engineering firm but is now expanding its operations to include its own line of Internet of Things hardware and products under the OccamSmart brand.

Over the last three years, Occam Technology Group has made a name for itself as one of the leading engineering authorities in LoRa technology and the LoRaWAN protocol. LoRaWAN is a rapidly-growing Low-Power Wide Area Network (LPWAN) communications standard for large-scale and long-distance Internet of Things applications, such as smart cities, precision agriculture, and factory deployments.

“Occam Technology Group entering the product market comes as a result of two years of internal research and development, and as a realization that much of the needed supporting IoT infrastructure technology was developing at a much slower pace than connected sensors and devices,” Chief Technology Officer and Founder Raymond Carr stated.

Gordon Ryerson, Occam Technology Group’s managing director, added: “due to our long history as an embedded engineering firm, we find ourselves uniquely positioned and capable of designing secure and reliable IoT technologies in a market that is largely being served by startup companies with less sophisticated product development experience.”

Occam Technology Group showcased prototypes of its various hardware products and components at the recent LoRa Alliance All Members Meeting in Amsterdam, where the company’s LoRa-focused laboratory equipment as well as its proprietary mPCIe form-factor Smart Gateway card created excitement and significant interest.

The company will release its first OccamSmart products for general availability later this month.

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Secure Thingz and Data I/O to Support End-to-End Security Solution for Cypress' PSoC 6 MCUs

21 February 2018

Secure Thingz and Data I/O Corporation announced they will be collaborating with Cypress Semiconductor Corp. to address the growing market demand for secure microcontrollers (MCUs).

Because the need for security is so high, the market for secure elements and secure microcontrollers is anticipated to grow to 4 billion units in the next 5 years. To better address the IoT device market, Cypress, the leader in advanced embedded system solutions, is offering the PSoC® 6 MCU to bridge the gap between expensive, power hungry application processors and low-performance MCUs. Secure Thingz and Data I/O are working with Cypress for easier delivery and implementation through an end-to-end solution that includes secure development, manufacturing and downstream provisioning.

"End-to-end security spans the life of the IoT device," said Jack Ogawa, senior director of Embedded Security at Cypress. "PSoC 6 MCUs have been designed with this in mind, offering the ability to establish a root of trust. Our collaboration with Secure Thingz and Data I/O provides a complete provisioning solution that leverages their expertise in security and secure programming."

The solution will leverage Secure Thingz' Secure Deploy architecture and the Data I/O SentriX™ Secure Provisioning Platform. The Secure Deploy architecture features a high-security framework, ensures simple management of critical intellectual property within the development process, and secures key management targeted for development, manufacturing and applications ("root of trust"). The architecture integrates seamlessly into the SentriX™ Platform. The SentriX Secure Provisioning Platform enables a cost-effective hardware based security approach for IoT OEMs and electronic manufacturers of all volumes.

"Securing billions of connected devices is a Herculean task, and it needs to be a shared responsibility across the supply chain," said Krishna Anne, CEO of Secure Thingz. "Secure Thingz believes that the best approach is building in security from inception and developing a robust chain of trust across the entire product lifecycle. Our collaboration with Cypress and Data I/O reflects the kind of innovative partnership required to better protect our connected world."

Cypress' PSoC 6 MCU

The ultra-low-power PSoC 6 MCU architecture offers the processing performance needed by IoT devices, eliminating the tradeoffs between power and performance. The PSoC 6 MCU contains a dual-core architecture, with both cores on a single chip. It has an Arm® Cortex®-M4 for high-performance tasks, complimented by an Arm® Cortex®-M0+ for co-processing tasks, and with security built-in, to protect IoT systems.

Secured connections must be established between hardware, cloud applications and servers, and finally users and services. The PSoC 6 MCU architecture supports multiple, simultaneous trusted applications without the need for external memories or secure elements. PSoC 6 offers scalable secure memory for multiple independent user-defined security policies, preventing IoT devices from becoming a security liability. PSoC 6 provides a new standard for IoT security. Cypress is ready to work with early adopter customers.

"OEMs and consumers are concerned IoT devices are vulnerable to cyber attacks and weaponization. Many security experts agree a hardware-based approach is the preferred method to secure IoT devices," said Anthony Ambrose, President and CEO of Data I/O Corporation. "Data I/O is excited to partner with Secure Thingz and Cypress to support PSoC 6 MCUs on the SentriX Secure Provisioning Platform for OEMs of all sizes and volumes."

The Secure Thingz Secure Deploy Architecture

The Secure Deploy architecture is an advanced integrated solution for delivering the supply chain of trust. The Secure Deploy architecture has been designed to enhance and simplify security

implementations across the lifecycle of product creation, manufacturing, and management. This enables organizations to build upon secure foundations to protect their intellectual property across the life cycle of their products.

The Data I/O SentriX Secure Provisioning Platform

Data I/O's SentriX Platform is a comprehensive, flexible and cost-effective system to provision roots of trust in security conscious markets such as automotive and IoT. The SentriX Platform provisions secure elements, authentication ICs and secure microcontrollers one device at a time. This enables customers of all sizes and demand profiles to take full advantage of the latest silicon enabled security features without disruptive change to their production and logistics flows.


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