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CIMdata News

CIMdata’s Dr. Ken Versprille to Participate in an upcoming Webinar on Collaboration

10 October 2019

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Dr. Ken Versprille, Executive Consultant, will take part in a webinar that will help attendees learn

how to identify the problems in today's extended enterprise collaboration process and adopt a more collaborative approach.

In this webinar, "How to Overcome your Biggest Design Collaboration Challenges," Dr. Versprille will contribute to a discussion on the following:

- The importance behind a seamless, collaborative experience between internal teams, the supply chain, and customers.
- The biggest barriers faced by manufacturing companies when they need to collaborate on product designs.
- How to integrate innovative technology to enable and improve collaboration.

Dr. Versprille has more than 40 years of experience in the application of computer-based solutions to engineering and manufacturing enterprises. His in-depth technical research in three-dimensional geometric modeling; computer-aided engineering; and design, manufacturing, and documentation applications have helped both solution supplier and end-user companies plan more effective use of technology to improve their business strategies. Earlier in his career he spent 15 years at Computervision where he held numerous senior level technical and managerial positions.

Dr. Versprille earned both his MS and Ph.D. in computer science from Syracuse University, where he studied under Steven A. Coons, a pioneer in the computer graphics field. He is recognized for publishing the first description of NURBS (Non-Uniform Rational B-Splines), the mathematical curve and surface formulation that has become an international standard in CAD and Computer Graphics. In 2005, he was awarded a Lifetime Achievement Award by The CAD Society.

The webinar, which is hosted by Vertex, will take place on Thursday 7 November at 10:00 a.m. EST. To learn more or register, visit <https://www.cimdata.com/en/events/plm-industry-events/event/497-webinar-how-to-overcome-your-biggest-design-collaboration-challenges>.

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CIMdata to Host a Free Webinar on Why Sub-optimization is Not an Option

8 October 2019

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "Today's Disruptions: Sub-optimization Is Not an Option." The webinar will take place on Thursday, November 14, 2019, at 11:00 a.m. (EST) and will last for one hour.

Sub-optimization runs rampant in most organizations. Businesses and organizational structures are defined by traditional departmental lines, limited span of control, and associated measurements that significantly hamper a company's ability to make the transformational adjustments needed to maximize success. This webinar will discuss some of today's key lifecycle management-related disruptors that must be understood and dealt with. It will also show how to best drive an end-to-end business transformational approach that avoids the sub-optimization trap that many fall into.

This webinar will help attendees to:

- Understand how to best overcome the sub-optimized way in which their company operates and is organized.
- Learn what they can do about today's numerous and evolving business and technology

disruptors.

- Learn how to identify and best avoid digital failure (i.e., the failure to successfully digital transform).
- Recognize that end-to-end connectivity and the optimization of the product lifecycle is foundational to the objectives of digital transformation.
- Recognize that the reconfiguration of business functions and entities can result in major new business value propositions.
- Understand how holistic end-to-end optimization is the only way to go... sub-optimized is not.

According to Mr. Peter Bilello, CIMdata's President & CEO, and the host for this webinar, "Digitalization is upon us... organizations must step back and adjust in a holistic manner. Those that don't, will fail. There should be no doubt. There are major consequences for organizations and their organizational and data structures, product development, lifecycle management, management of intellectual property, and innovation in general. Failure is rampant because organizations are not willing and/or able to take the holistic, end-to-end approach that is required to be successful."

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, digital transformation, and related topics, and his articles, commentaries, and perspectives have appeared in publications throughout the Americas, Europe, and Asia.

This webinar will be useful to business leaders, those responsible for digital transformation, PLM team leaders, PLM team members, IT leadership, solution providers, and anyone who wants to learn about how sub-optimization is not an option, and what to do about it.

During the webinar attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-today-s-disruptions-sub-optimization-is-not-an-option>. To register for this webinar please visit: <https://register.gotowebinar.com/register/3596402874322118915>.

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Industry X.0 and Reinventing the Product: A Conversation with Accenture – CIMdata Commentary

8 October 2019

Key takeaways:

- Industry 4.0 and digital transformation are having global impacts and Accenture is riding this wave with their Industry X.0 practice.
- To Accenture, Industry X.0 is the digital reinvention of industry, where businesses use advanced digital technologies to transform their core operations.
- Their global Industry X.0 practice has over 13,000 practitioners, and can draw upon Accenture's 500,000+ staff, knowledge, and technology resources.
- Accenture recently expanded their vision with "Reinventing the Product," a new book that combines their vast consulting experience with leading edge industrial research to help

companies navigate this smart connected future.

Research for this commentary was partially supported by Accenture.

Digital transformation and Industry 4.0 are global trends impacting a wide range of industries. CIMdata had the pleasure of speaking with Mr. Eric Schaeffer and Mr. David Sovie, both Senior Managing Directors at Accenture, the world's largest consulting firm.^[1] Both men wear two hats at Accenture. They each lead one of Accenture's industry-focused consulting groups (Industrial for Mr. Schaeffer and High-Tech for Mr. Sovie) as well as leading their Industry X.0 practice, which includes their work in product lifecycle management (PLM). Based on CIMdata's global PLM market research, Accenture has expanded their leadership in PLM-related consulting over the last several years due, in large part, to their role in delivering PLM as part of Industry X.0 engagements. In 2017, Mr. Schaeffer published a book on "Industry X.0" and just this year Mr. Schaeffer and Mr. Sovie co-authored a follow-up, "Reinventing the Product." This new book looks at the on-going transition to smart, connected products and their associated ecosystems, and leverages their consulting work and joint research with other organizations, including the World Economic Forum (WEF).^[2]

According to Accenture:

"INDUSTRY X.0 is the Digital Reinvention of Industry, where businesses use advanced digital technologies to transform their core operations, their worker and customer experiences, and ultimately their business models. New levels of efficiency are achieved in the core of R&D, engineering, production, manufacturing and business support through integrated systems, processes, sensors and new intelligence. Worker and customer experiences are reimagined and redesigned through personalization and advances such as immersive, augmented, and virtual reality. New business models and revenue streams are unlocked by smart, connected products, services and plants that are enabled by new ecosystems."

CIMdata joined the Accenture team on the phone and the interview that follows was edited for clarity.

CIMdata: *Industry 4.0 is an idea that has been around since 2006, formalized by the German government between 2011 and 2013. When and how did Accenture get started on its Industry X.0 vision?*

Eric Schaeffer: Accenture has really been focusing on Industry X.0 since the early 2010s. We created an industry-focused X.0 practice in Dave's area and had a practice in my area, Industrial, which includes all of the products in discrete like automotive, industrial equipment, and life sciences, and a few others. Then we brought these two practices together, realizing there was a lot of commonality and knowledge that could be shared between what was happening in high-tech, and also in aerospace and the automotive industry.

Then we accelerated our growth through acquisitions. We are now a practice with over 13,000 practitioners globally, serving multiple product-related industries. We've built this practice over time working with our ecosystem partners, such as SAP, Dassault Systèmes, Siemens Digital Industries Software, PTC, and Autodesk. We are also working closely with the World Economic Forum. Accenture has been part of multiple research efforts presented at Davos between 2016 and 2019. For example, we presented research on how the Industrial Internet of Things (IIoT) will transform industry. Another was on the digital transformation of industry—DTI—where we discussed the future of jobs and how artificial intelligence is changing roles in specific industries. We do similar work with academic institutions like MIT and universities across the world on different topics.

David Sovie: It depends a bit on the spirit of your question. Industry 4.0 has been around for a while. Now we have Industry X.0, how is it different? We absolutely got some original inspiration from the

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idea of Industry 3.0 going to Industry 4.0. The core of Industry 4.0 is around manufacturing. Our view, and why we chose to call it Industry X.0, is for several reasons. We expanded the definition beyond manufacturing. In a world of smart connected products, it changes everything. If you are a product company, it changes how products are conceived, designed, engineered, manufactured, how they are distributed, and how they are serviced and supported. ...over the lifecycle, particularly now with such sensorized products, data coming off of products, companies are much more than a manufacturer. Our view is a broader, end-to-end view of a smart, connected, AI-enabled product over its lifecycle. It's inclusive of the concept of Industry 4.0 with a center of gravity on manufacturing. Our view is definitely a broader perspective.

CIMdata: *Accenture has acquired dozens of companies over the last several years, many of which could apply to Industry X.0. (See Figure 1 below.) How are you bringing those new competencies to bear?*

Schaeffer: One of the principles of the book is to not destroy the value of the acquisition. Do not destroy what has made these individual companies unique, highly differentiated, and highly successful in the market. The first thing we do, I would not call it an integration, but it is how we interlock the new acquisition to core Accenture. We have to make sure we can tap into what is unique in that acquisition. The second principle is that we stabilize the relationship because though they are not yet fully integrated they can tap into Accenture resources, understanding the breadth of what Accenture brings to these acquisitions. It takes a bit of time for the newly acquired team to fully understand what they can leverage and how to access these resources which they now have in abundance, which was not the case before.



Figure 1—Accenture's Recent Acquisitions in Industry X.0 (Courtesy of Accenture)

Step three is the geographic distribution of some of these acquisitions. How do you bring these acquisitions together? Take, for example, what we are doing in Munich, Germany. We are bringing “together” Zielpuls which is all about electrical and electronic architecture for the vehicle, with designaffairs which is all about the design, with Mackevision, which is all about the digital twin. Bringing these capabilities together, we can bring a far more compelling value proposition to our clients in an end-to-end capability.

Sovie: At the highest level, Accenture, has made about 100 acquisitions in the last three years. We feel that we've developed this as a core competence. In particular, where we've made a lot of acquisitions was in the digital marketing space. Nearly half of the acquisitions were in the digital marketing space.

We are now recognized [by AdAgency and others] as the #1 player in the digital marketing space. We look at Industry X.0, we see it as a similar structure. There are a lot of really interesting boutique companies with interesting skill sets, but pretty fragmented. We believe this is a new addressable market for us. There are companies that expand our addressable market by going after the value chain that we discussed earlier. Companies that focus where product design meets hardware engineering, there are companies focused on connected product software and software engineering, there are some that are more focused on manufacturing and digitizing manufacturing. But overall, we know there's a lot of really good talent out there. We sent you the slide (the image is shown in Figure 1) that shows the 9 companies that are squarely in the Industry X.0 space. And there are other companies that we've acquired that contribute to supporting Industry X.0 that are not in the figure. Expect to see many more acquisitions from us as part of our strategy over time.

Figure 2 shows how we are supporting our customers across the product lifecycle with different elements of our Industry X.0 Framework.

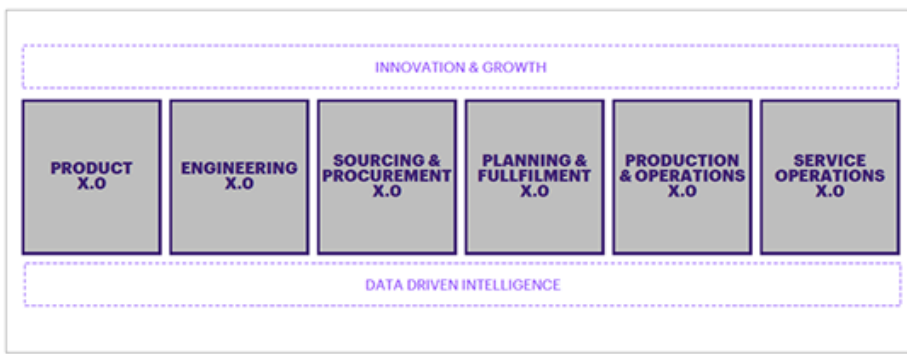


Figure 2—Accenture's Industry X.0 Framework (Courtesy of Accenture)

CIMdata: *What technology partners are critical to your Industry X.0 practice? Other parts of your ecosystem?*

Schaeffer: There are different ecosystems. There is an ecosystem around each functional domain. We have one around PLM which we mentioned. Many of these partners are spread across multiple domains, such as Dassault Systèmes, Siemens, PTC, and SAP.

We have within our Accenture Innovation Architecture, Accenture Ventures, which aims at screening innovation, the startup world, and qualifying different startups so that we and our clients can tap into these startups as required. Then Accenture Ventures also may make minority investments in a very limited number of startups to help them better define their product and service roadmap. That is our ecosystem around startups.

One ecosystem worth mentioning is with our clients because more and more we have innovation partnerships or multi-year agreements with our clients to help them identify the new value spaces—smart and connected value spaces—and then help them redefine their smart, connected product and service roadmap. How do we help our clients go to market? Sometimes we are embedding some of our client's solutions in the solutions we go to market with.

Sovie: One of our core keys to success is our ecosystem. We have some 200 ecosystem partners that we have formal relationships with and alliances in place. We're the #1 partner for the majority of the leading traditional software companies, Eric mentioned some of them in traditional PLM players and MES players. We also have both traditional and emerging partners, and cloud supply chain partners.

If you think about this world of smart, connected products, the cloud players come into play more.

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Companies like Amazon Web Services (AWS), Google Cloud Platform, Microsoft Azure, and in China, Alibaba. We see the combination of software companies: PLM, MES, supply chain, plus the cloud players. Schneider Electric was a quite public example where we signed a multi-year innovation agreement. Faurecia is another public example, an automotive supplier that we signed a collaboration agreement with and those are players that, five years ago, wouldn't have been our ecosystem partners. The last one I'll mention is the semiconductor players. At the core, creating new types of IoT devices relies on chip sets. We've been increasingly working much more closely with semiconductors who are thinking about products that are five years out.

Schaeffer: Just to add on the ecosystem, as you mentioned the semiconductors, I want to bring up the device makers. We also have these partners in our ecosystem, and we're building it progressively with preferred partnerships with engineering companies, mainly mechanical engineering companies, as well as looking around contract manufacturing. Because if you look at the acquisitions we've made over the past 4 or 5 years, you'll see that they are very much around product innovation and design; they are very much around software. They are limited in terms of hardware engineering capabilities. We've acquired a very small company in that space because you need to understand how to design and engineer hardware, "the box," to be able to help and advise your clients on the experience and on the software and all of the digital technologies which you need inside "the box."

But we're not in the engineering outsourcing business where we design and engineer the whole system: hardware, software, digital, and the whole. We are here to help our clients accelerate their own capabilities, augment their capabilities, or help them accelerate their product development process by bringing point skills. In many of my industrial clients, they are very good at hardware, less good at software, and getting their hands on artificial intelligence, analytics, so more of the core digital technologies. And this is where we can help our clients accelerate building their own capabilities in bringing their smart, connected products to market. By providing these software and digital capabilities which they do not always have.

CIMdata: *What do you think is making you successful?*

Schaeffer: There is one that Dave touched on that I'd like to reemphasize that ties back to the book that Dave and I co-authored, "Reinventing the Product."

The way we look at Industry X.0 is to focus on how our clients can leverage digital technologies to drive efficiencies in their operations. That is consistent with Industry 4.0. We also help our clients leverage digital technologies to drive innovation and growth, more focusing on the top-line agenda of our clients. How is digital really transforming the products and services of our clients? We're seeing the value of a product shifting from hardware to electronics, that was a couple of decades ago, to embedded software, to digital technologies. Digital is where the interest and the value now comes from.

The way we position our X.0 practice with clients, or in the market, is really around helping our clients reimagine their products and services, reimagine their supply chain, reimagine their business, and capture trapped value. Here are data points which are interesting for me from a piece of research we released at Hannover Messe in April this year. We surveyed 1,500 companies, industrial manufacturers across the world and close to 70% of the companies we surveyed said that 20-30% of their revenues within the next 3-5 years would be AI-enabled—they would come from smart, connected products and services. 20-30%, that's not anecdotal in terms of revenue, and that won't happen by chance.

The second data point...the challenge many of the executives' face is not the number of Proofs of Concept (PoCs) that they have in their company. There are PoCs all over the place. It's how do you scale these PoCs? How do you cash in the highest return?

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In the same sample of 1,500 companies, only 20% of the companies we surveyed were able to scale more than 50% of their PoCs but, more importantly, these cashed in more than the expected returns. On average they had a 27% ROI for 21% of the companies we surveyed, which is quite high versus the rest of the sample which was between 6 and 8%.

You'll find some of the insights we captured from these companies from the work that both Dave and myself have been doing. What does it take to be able to scale your PoCs and cash in the 20+% return on investment?

We call these the "Markers for Success." There are a few lessons learned here I think we can leverage. This is the core of our Industry X.0 practice, helping our clients capture these new value spaces, reinventing their products and their services, but also helping our clients really accelerate the digitalization of their enterprise.

Sovie: To make it explicit, we do see value in the integrated set of capabilities to allow us to create an integrated transformation for our clients. Our clients can be siloed across engineering versus manufacturing versus supply chain. In general, historically, a lot of the vendors in the marketplace were also pretty siloed. If you believe in this concept of a digital thread that cuts across the whole product lifecycle, which we do, then that can drive an operational transformation where the combination of all these skills is greater than the sum of the parts. We do believe in that and we are seeing clients really only recently starting to realize some value from an enterprise level digital transformation cutting across all of these functions. That integration is a key differentiator for us.

The second part, it's not just about the internal operations, it's actually changing the business model and the experience the product delivers. What do I mean by that? We also talk about that quite a bit in the book. Smart, connected products, it's much more about the experience than the hardware features. Some of the acquisitions we've made in digital marketing, companies like Fjord are fantastic at the experience design. We see us combining experience design with Industry X.0 to help our clients fundamentally rethink what a connected product experience is. Historically products were sold in many cases in a quite transactional way...you made a product, you sold it through a distributor or retailer or a dealer and maybe had a warranty contract. Other than that, you really did not have much of an on-going relationship with the customer experience. It's really different in a connected world. For some of them it's even changing their business model completely, selling it as a service, or into a platform-based business model. For us, when we combine that track with business model innovation or experience innovation, those are pretty big differentiators for us in the marketplace.

CIMdata: *Where does Industry X.0 go from here?*

Schaeffer: I'll start from an industrial perspective. There are a couple areas where we are investing. One is around what we call "Mobility X.0." This is all around autonomous and connected vehicles to start with and then we'll move into the broader mobility sector. It's really helping both the OEMs and the Tier 1 and 2 suppliers address "CASE": connected, autonomous, shared, and electrical. So that is clearly one area. You could have seen through a few of the acquisitions we made that this is an area where we are building up capabilities organically and inorganically in the key markets.

Sovie: There are two ways to view the question. What are we doing at Accenture? And where do we see the market going? At Accenture you'll see us continuing to do acquisitions. We think we're still in early days of creating this end-to-end value proposition and the ability to do it on a global basis. Just like we did in digital marketing, you'll continue to see us do more in this area.

We are seeing these concepts as having real extension outside of just product companies. Take, for example, the concept of a digital twin and thread. We started talking to some of our big cloud providers

about a digital twin for a data center because building a data center is billions of dollars. Or creating the concept of a digital twin and thread for an offshore oil rig, or a utility infrastructure plant. We are seeing the concepts of Industry X.0 apply to a wider range of industries, not just people that make products, manufacture products. It also applies to anyone that has significant infrastructure as part of their business model. So, I do see us expanding this concept into industries that you might not, at first blush, thought this was relevant to.

CIMdata: *Thanks for your time gentlemen, it was a very interesting, thought provoking discussion and look into the ever-evolving state of Industry X.0 at Accenture.*

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Oracle OpenWorld 2019: Augmenting Intelligence Across the Portfolio – a CIMdata Commentary

9 October 2019

Key takeaways:

- Oracle OpenWorld 2019 brought together 60,000 attendees from customers and partners to their sprawling event in downtown San Francisco.
- The company is greatly expanding the use of artificial intelligence and machine learning across their expansive portfolio.
- Oracle PLM Cloud continues to evolve and grow their customer base with more and more Oracle Agile customers making the move.

CIMdata had the pleasure of attending Oracle OpenWorld (OOW) again this year. The event, held September 16-19, 2019 in downtown San Francisco, drew over 60,000 customers and partners. Just as last year, Oracle also held an expansive one-day Analyst Summit leading into the OpenWorld program. This year saw a new venue for the session: Oracle Park, the recently rebranded home of the San Francisco Giants. Using a stadium for such an event is an appropriate image given the large numbers of analysts in attendance that cover hardware, cloud, enterprise software, the Internet of Things (IoT), and the other varied segments in which Oracle competes. The main event was held at the Moscone Center, a large event complex downtown, supplemented by hotel conference rooms in that part of the city. CIMdata attended both the Summit and sessions in the main conference program, gathering the source material to author this commentary.

Travel and/or other expenses were provided by Oracle.

Augmentation Everywhere

At last year's event, Oracle introduced their "second generation cloud," enabled by their autonomous database.^[1] While that message was consistent this year, there was more emphasis on autonomous functions and augmented intelligence across their portfolio. This is consistent with the approaches of other enterprise software leaders, like SAP and Infor, who also need to determine the best way to insert new technologies into their enterprise solutions. For example, in his keynote, Mr. Larry Ellison, Oracle's Founder, Chairman and Chief Technical Officer (CTO) followed up his 2018 announcement of their autonomous database with autonomous Linux, which he claimed was a necessity to best support their autonomous database. He stated that Oracle has worked on this new offering for almost 20 years and it was the world's only autonomous operating system (OS). He claimed this new OS would only be down for 2 minutes a month and was a key factor in helping Oracle patch their whole global infrastructure in 4 hours. CIMdata believes this could appeal to many companies that rely on Linux since failure to apply

security patches and updates has led to many disastrous security breaches in the last few years. Mr. Ellison stated that Oracle Autonomous Linux was 100% compatible with IBM RedHat Linux, another important feature since RedHat is a dominant player in the global Linux market. To emphasize this point, Mr. Ellison stated that in 13 years no RedHat incompatibility bug has ever been filed and that thousands of IBM RedHat Linux applications run unchanged on Oracle Autonomous Linux.

During his keynote, Mr. Ellison also announced an update to their Oracle marketplace with Oracle Marketplace Paid Listings, an ecosystem of third-party enterprise applications that run on Oracle Cloud Infrastructure (OCI). Customers can pay for third-party applications with “Universal Credits” and receive consolidated bills for their Oracle and third-party solutions. It makes sense for customers to receive one bill and CIMdata is pleased to see Oracle introduce this new capability. Mr. Ellison also previewed Oracle’s plans to radically scale up their OCI global footprint, where they plan to expand from 16 regions in 2019 to 36 in 2020 which, according to Mr. Ellison, tops the 25 regions offered by Amazon Web Services (AWS). Providing global accessibility with high performance is a big challenge for all global cloud service providers and this expansion shows Oracle’s continued commitment to the cloud. Mr. Ellison claimed that over 40,000 customers were executing a “significant amount of workload” on Oracle Cloud and these OCI expansions will bring more potential users within range of Oracle’s solutions.

One major benefit claimed for cloud solutions is the ability to stay up to date as enterprise software evolves and, as importantly, to avoid the often-painful upgrade cycle that occurs when major new versions are introduced. In a session entitled “Winning the Apps Battle,” Mr. Steven Miranda, Executive Vice President, Applications Development, reiterated that Oracle plans quarterly updates to their Software-as-a-Service (SaaS) applications, with no plans to return to the days of big releases. Again, this is consistent with other enterprise providers moving to the cloud. All such providers hope to limit disruption in their customers’ business processes while continuing to enhance their applications. Some, like Oracle, will allow customers to “opt out” of new features for a time but when asked during a session focused on Project Portfolio Management (PPM) this ability varies by application. This is particularly important in regulated industries where business applications must be validated, making customers reluctant to introduce changes into validated systems and processes.

In another example of augmented intelligence, during a session entitled “Delivering a Connected and Conversational Intelligent Business,” Mr. Suhas Uliyar, Oracle Vice President of Product Management for Mobile and Integration, spoke about the Oracle Digital Assistant, their offering that bundles a range of augmentation capabilities as shown in Figure 1. Mr. Uliyar claimed that Oracle’s application teams have adopted these augmentation tools to build digital assistants into their applications. This is a good approach, as it supports technology insertion across the portfolio in a consistent way. It will also allow Oracle to update their augmentation capabilities with less impact on other applications. Companies are already seeing benefits from things like chatbots and machine learning applications and CIMdata looks forward to seeing how these capabilities will be employed in their PLM offerings.

During a main tent session hosted by Ms. Safra Catz, Oracle’s Co-CEO, Mr. Miranda drove home this message by suggesting the Oracle will have artificial intelligence/machine learning (AI/ML) “everywhere” in their portfolio. Oracle plans dozens of smart functions across sales, marketing, supply chain, financials, and human resources. During his remarks he cited some early metrics:

- 624 million route recommendations in field service
- 500,000 send-time recommendations in marketing
- 58.5 million product recommendations in email campaigns

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- 4.4 million next best sales action recommendations
- 2x higher lead conversion rate using lead scoring

Of course, these are just counts of actions. The real proof will come as customers see consistent success using these smart applications and expand their reliance on them. This is already happening in other applications and CIMdata believes that over time Oracle will also engender these benefits.

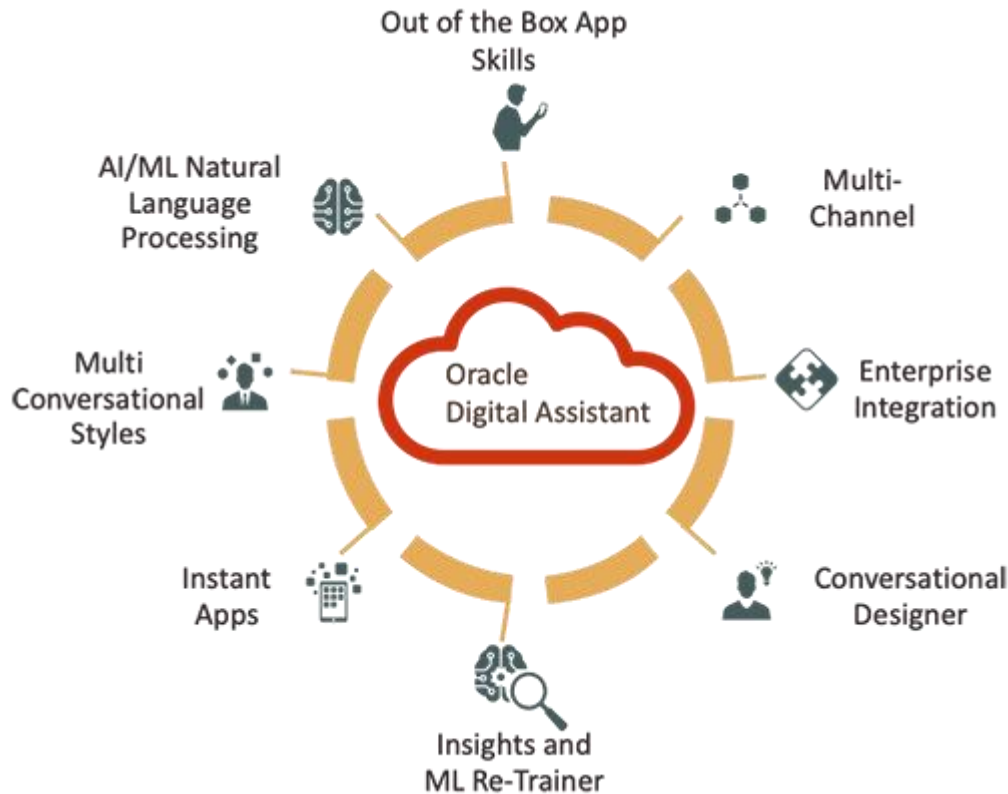


Figure 1—The Oracle Digital Assistant (Courtesy of Oracle Corporation)

PLM Update

Based on conversations with Oracle at OOW, cloud interest and revenues continue to grow. Some larger customers are starting to move off of Oracle Agile on-premise to Oracle PLM Cloud, including a major industrial customer with 7 business units moving from Oracle Agile to Oracle PLM Cloud, with 5 completed and 2 almost completed. The firm will continue to use Oracle Agile as a team data manager (TDM) to help manage engineering work-in-process data, and move bills of material, visualization, and business process to the cloud. This approach is consistent with other solution providers that have cloud PLM offerings such as Autodesk.

Mr. John Kelley, Oracle Vice President of Product Value Chain Strategy, provided an update to a good crowd including many Oracle Agile users, based on a show of hand's during Mr. Kelley's presentation. Their PLM strategy has been consistent over the last five years, stated Mr. Kelley. Customers using Oracle Agile can stay there. Those that want to use some Oracle PLM Cloud capabilities can work in a hybrid environment. And those that are ready for cloud can adopt as much of the Oracle PLM Cloud needed to address their use cases and vital business concerns.

As described in earlier Oracle commentaries, Oracle refers to their offering as PLM 4.0, Digitally Connected PLM. This is not a reference to Industry 4.0 but to stages of evolution from TDM in the early

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1990s, to engineering centric until the 2010s, when Oracle focused on product launch (see Figure 2).^[2] According to Oracle, Digitally Connected PLM is supply chain and customer centric. At its core is the enterprise product record, Oracle's digital thread that spans from idea through product life. It leverages technologies like the Internet of Things, predictive analytics, and social listening to close the continuous improvement loop back to product development.

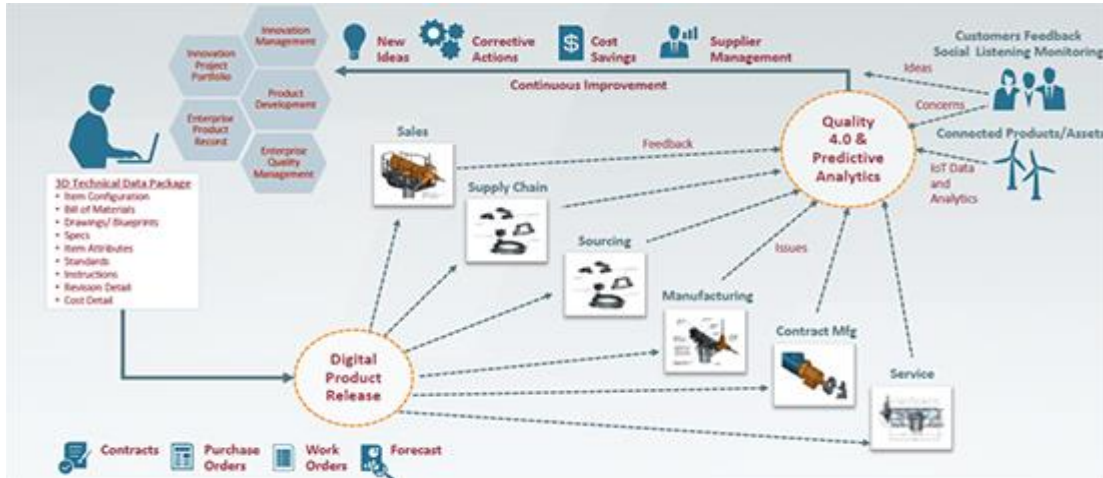


Figure 2—Digitally Connected PLM with Oracle PLM Cloud (Courtesy of Oracle Corporation)

Mr. Kelley did make a very useful distinction about the digital twin at Oracle. Oracle is not focused on the “design” digital twin, sometimes referred to as a virtual prototype, used to support design and simulation. What they care very much about is the “operational” digital twin where they can leverage IoT and ML to optimize manufacturing and product usage. Mr. Kelley stated that Oracle has pre-built solutions for production monitoring, predictive maintenance, and connected workers, among others. These could help customers get a leg up enabling these high value use cases. Mr. Kelley highlighted the example of ML-Driven Preventative Maintenance Planning, where optimizing the factory maintenance schedule can have ripples back into the supply chain. The sessions included discussion of the roadmaps for their cloud PLM modules with three time horizons: the current release (19D), “Next” refers to the next year’s road map; and “Future” is just that, beyond “Next.” Of course, all presentations include Safe Harbor statements that allow for changes, but roadmaps are very important to customers who may be looking for specific capabilities before they will move.

At the Oracle Modern Business Experience event in March 2019. Mr. Kelley spoke about the future of their on-premise applications.^[3] The end of life for Oracle Agile A9 was scheduled for January 2022; August 2022 for Oracle Agile EDM 6 (Eigner); and April 2023 for Oracle Agile PLM for Process. Mr. Kelley stated then that they are working to extend the end of life for all three solutions to December 2025. He was optimistic about getting the change approved in March, and remains so but admitted less progress to date than he had hoped for back in March. When it happens, this will be good news for Oracle PLM on-premise solutions. This gives them more time to make the move to the cloud. As importantly, it gives Oracle more time to evolve their solutions, and build more experience in moving on-premise customers to the cloud.

Conclusion

Just as last year, OOW is just too large to cover. Too many sessions, too many disparate venues. (Yoga at Oracle Park at 6:30 anyone? Based on reports, several hundred did just that.) Oracle is all in on the cloud, literally, with products spanning “chips to fingertips,” as Mr. Ellison used to say. But Oracle has a fine line to walk. As both a leader in enterprise applications AND a global cloud infrastructure provider,

Oracle competes with many software companies that could run on OCI. They need to remain open, as was stated more than once in the sessions attended. With customers wanting to use multiple cloud infrastructure providers, their announced partnership with Microsoft supports that type of openness. Oracle and Microsoft are linking their respective clouds. According to the press release “Enterprises can now seamlessly connect Azure services, like Analytics and AI, to Oracle Cloud services, like Autonomous Database. By enabling customers to run one part of a workload within Azure and another part of the same workload within the Oracle Cloud, the partnership delivers a highly optimized, best-of-both-clouds experience.” Oracle needs to remain open while optimizing their Oracle-centric environment. Sounds like the same issue facing other large PLM solution providers and their evolving platforms, but on a much broader scale.

On the PLM front, Oracle continues to work the plan. Oracle PLM Cloud continues to mature and add new customers. Interest in moving to the cloud continues to grow and Oracle is having some good success, but it will take time. That is why the EOL extension and harmonization are so important. No one likes uncertainty. This gives their legacy customers more time to make the move. According to Mr. Kelley, the Oracle PLM Cloud is ready to adopt now. Early returns suggest that clients are beginning to agree.

^[1]For more information on Oracle OpenWorld 2018, please see <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/11002-securing-our-cloud-future-oracle-openworld-2018-commentary>

^[2]See also the CIMdata commentary about the 2019 Oracle Modern Business Experience event: <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/11726-oracle-modern-business-experience-an-integrated-business-innovation-platform-commentary>

^[3]Op.cit.

Acquisitions

Accenture to Acquire Nytec to Innovate Connected Experiences for Clients

3 October 2019

Accenture has entered into an agreement to acquire Nytec Inc., an award-winning product innovation and engineering company. Founded in 1975, Nytec is headquartered in Kirkland, WA, and has a team of 250 professionals.

Nytec will become part of Accenture Industry X.0, which offers capabilities that drive the digital reinvention of industry. This includes creating new types of products, services and experiences, and better ways to design, engineer, manufacture, operate and support them across their entire lifecycle.

Nytec will expand Accenture Industry X.0’s ability to innovate connected, Internet-of-Things (IoT)-enabled experiences for clients from idea through to realization — an area in which both Accenture and Nytec have already demonstrated success. Nytec is Select Innovation Partner for IoT Equipment Design and Engineering for Carnival Corporation’s Ocean Medallion™ guest experience transformation, while Accenture has been named Premier Innovation Partner for Carnival Corporation’s Global Experience and Innovation Team.

Nytec will add deep expertise in software platform development and engineering to Accenture Industry X.0 that is required to build the underlying IoT infrastructure and systems for connected experiences, particularly for clients in the consumer tech, industrial high tech, hospitality, travel, and consumer goods and services industries.

Nytec operates an end-to-end LEED Platinum certified Product Innovation Center (PIC) in Kirkland, WA where it offers design, prototype development, engineering and support services for manufacturing. Accenture is planning to expand the PIC and bring it into its network of Forges, which is part of its global Industry X.0 Innovation Network of more than 20 facilities. The network combines startup thinking with rapid prototyping, delivery and ramp-up capabilities to co-develop new products and services with clients and bring them to market quickly.

“Our ambition is to become a key partner for clients wanting to transform their business through innovation that is coming from the fusion of software, physical products and connectivity,” said Craig McNeil, Accenture Industry X.0 lead, North America. “We’ve been building the skillset to deliver on this ambition, in part through our acquisitions of hardware engineering company Mindtribe and embedded software development firm Pillar Technology, and with Nytec we will continue to expand it.”

“Our designers, engineers, and manufacturing experts translate complex problems into compelling, simple solutions that deliver the ultimate user experience,” said Rich Lerz, CEO of Nytec. “Becoming part of Accenture Industry X.0 will allow our team to scale services for our clients and get access to the best brands in the world.”

Other acquisitions that have strengthened Accenture Industry X.0 include product design and innovation firm Altitude in Boston, strategic design consultancy designaffairs, and technology consultancy Zielpuls, both in Munich, Germany.

The transaction is subject to customary closing conditions. Financial terms were not disclosed.

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Altair Acquires Polliwog Co. Ltd, Growing Software Toolset for Electronic Design Automation (EDA)

10 October 2019

Altair, a global technology company providing solutions in product development, high-performance computing and data analytics, announced the acquisition of Polliwog Co. Ltd., a high-tech software company based near Seoul, providing EDA software to the rapidly growing electronics industry.

Polliwog expands Altair’s solution portfolio for system-level engineering to the PCB design and analysis market. Its impressive customer roster includes major consumer electronics companies, such as Samsung and LG Electronics. The products include a powerful PCB modeler, simulation solvers, and design verification tools, and integrates seamlessly into customer environments that use any of the leading ECAD PCB design solutions.

The PollEx Modeler imports complete PCB design data and provides users with convenient ways to explore design details and verify manufacturability. PollEx is an open solution, which transfers data flawlessly between different ECAD and simulation environments. Its many features include query, measure, finding objects, and various reporting. It includes integrated solvers for circuit, thermal, power and signal integrity simulation that are easy to use and give instant multi-disciplinary design feedback.

“PollEx shares Altair’s open system philosophy and integrates easily into customer environments that

use any of the leading PCB design tools and deliver innovative and practical solutions, a perfect fit for what we call simulation-driven design,” said James Scapa, Altair’s chairman, chief executive officer and founder. “Polliwog’s powerful PCB modeler and design verification tools allow EDA engineers at small and enterprise customers to collaborate at never-seen-before levels and greatly expands our HyperWorks solution portfolio.”

The integrated design of mechanical behavior and electronics is a trademark of today’s product development. Throughout the last several years Altair has expanded from its foundation of mechanical simulation software into areas of systems simulation and electromagnetics. Polliwog’s PCB solvers and verification tools extend these capabilities further.

“Our business has mostly been focused on Korea where we work with the biggest electronics manufacturers, and we see Altair as the right fit for global expansion,” said Sun Hewh Huh, president and chief executive officer of Polliwog. “As the worlds of mechanical and electronic design are converging, Altair’s culture of simulation-driven innovation is the perfect home for our people and technology.”

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IFS & Astea Announce Definitive Agreement to Strengthen Global Leadership in FSM Business

8 October 2019

IFS, a global enterprise applications company, announced it has signed a definitive agreement to purchase global software company Astea International. The transaction will enable the combined company to serve more customers in more markets, through a broader network of the best talent and partners in the industry.

IFS has driven significant organic growth of its field service software business, with license revenues increasing by 119%* YTD 2019. By combining with Astea, IFS will further expand its global footprint beyond its more than 10,000 customers worldwide, of which 8,000 are in service management. In 2020, IFS anticipates FSM license revenues to grow at more than 40%, approximately 80% of which are forecast to be recurring.

For years, IFS has provided customers in its focus industries solutions that can support a massive range of service management work, from highly complex field service operations, through to transactional field routing functions. By adding Astea to its already robust platform, the combined company will be in an even stronger position to take advantage of major industry trends like servitization to drive more value for customers in all focus industries.

With a similar heritage of rich customer and industry focus, and decades of market expertise, Astea serves midsize and large enterprise customers in Telecommunications, Controls & Instrumentation, Fire & Security, Medical Devices, Manufacturing, Industrial and Retail Equipment verticals. Astea’s customers include blue-chip global brands and Fortune 500 companies across the globe.

“Both organizations, our customers, partners and employees will benefit from our collective domain expertise,” commented IFS CEO Darren Roos. “Astea CEO Zack Bergreen and his team have built a well-recognized FSM player with fantastic blue-chip customers, highly talented employees and a sophisticated product offering. With this acquisition, we will build the most attractive FSM offering in the industry today to push ourselves to do more for our customers.” Roos concluded by saying, “When it comes to customer value, this combination is absolutely greater than the sum of its parts.”

Zack Bergreen, CEO and Founder of Astea noted, “We’ve long admired IFS’s growth and global scale and know that they share our customer-centric approach to Field Service Management. I am grateful for the commitment our employees have demonstrated, which has enabled today’s transformative announcement.” He added, “As I’ve gotten to know Darren and his management team during this process, I can say I’m looking forward to working with the entire IFS organization to offer our customers the best Field Service Management solutions on the market.”

The transaction has been unanimously approved by Astea International’s Board of Directors. The transaction is subject to the approval of Astea’s shareholders, including Astea’s controlling shareholder, the CEO and Founder, who, along with the CFO, has signed a voting agreement in support of the transaction. The transaction is expected to close in Q4 2019.

* H1 2019 vs. H1 2018

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Company News

Atos wins Breakthrough System Integrator Partner of the Year Award from Pivotal

8 October 2019

Atos, a global leader in digital transformation, announces that it has been named a Breakthrough System Integrator Partner of the Year for EMEA by Pivotal Software, Inc., a leading cloud-native platform provider. The award recognizes Atos’ work around Pivotal’s offerings which has driven adoption and customer outcomes. This includes setting up a Pivotal Center of Excellence for Cloud-Native Application Development in Bordeaux, France, and building new capabilities for the Pivotal Platform, including upgrading its SyntBots® intelligent automation platform for Pivotal Application Service (PAS) and Pivotal Container Service (PKS).

In selecting Atos for the award, Pivotal also cited Atos’ success of a large-scale cloud implementation for a European client. The award was presented at Spring One Platform, Pivotal’s annual user conference, which is being held in Austin, Texas from October 7–10, 2019.

“I am delighted to announce that Atos has received the Breakthrough System Integrator Partner of the Year for EMEA award,” said Nick Cayou, Vice President of Global Ecosystem, Pivotal Software. *“The Breakthrough Systems Integrator Partner of the Year Award recognizes partners whose emerging practice around Pivotal’s offerings has grown substantially and become strategically important.”*

“At Atos, our mission is to help our clients succeed by innovating, operating more efficiently and competing more effectively.” said Ashok Balasubramanian, CTO of Atos Business & Platform Solutions. *“We are proud to receive this award, and our close relationship with Pivotal enables us to create cutting-edge solutions that accelerate our clients’ cloud journeys and deliver agility, scalability, and competitive advantage.”*

Atos’ dedicated Pivotal Center of Excellence supports the building of cloud-native applications and will enable Atos to maintain a pool of Pivotal Platform-trained and certified architects ready to help enterprises quickly develop cloud solutions.

As a leader in cloud services, Atos has invested in intensive skill development programs based on Pivotal’s Platform Acceleration Lab (PAL), as well as a patented brownfield migration approach that enables enterprises to quickly move legacy applications and systems to the cloud. PAL encompasses an

immersive, best practices set of courses that enables developers and architects to develop new applications, move applications (replatforming), and modernize existing applications on Pivotal Platform. Atos is running an immersive training experience at its Center of Excellence in Bordeaux, to help application architects and developers quickly acquire skills in Pivotal Platform, microservices architecture, and continuous integration and delivery practices.

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attune achieves SAP Gold Partner Status: Continues growth trajectory serving fashion and lifestyle industry clients

9 October 2019

attune Consulting, announced that the company has been awarded SAP Gold Partner status.

The new Partner status comes as a result of attune's continued success in working with Fashion and Lifestyle customers across the globe. attune has been at the forefront of helping customers implement SAP S/4HANA Fashion and Vertical Business, globally. Their pre-configured solution for S/4HANA Fashion and Vertical Business has been utilized in multiple client projects across retail, wholesale, omni-commerce and manufacturing verticals. attune is also continuing to add to its growing portfolio of fashion-specific cloud applications developed on the SAP Cloud Platform and available via the SAP App Center.

“The Gold Partner status is yet another testimony of attune's commitment to the SAP eco-system as a specialized service provider to the Fashion and Lifestyle industry.” said Vajira de Silva, CEO of attune. “It will further strengthen our relationship with SAP and provide further assurance to our customers of our capabilities.” he added.

attune is also involved in the continuous evolution of the SAP S/4HANA Fashion and Vertical Business solution by providing feedback to SAP based on client projects as well as attune's domain expertise.

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BigID Announces Global Reseller Agreement with SAP

7 October 2019

BigID, a leader in data-centric personal data discovery and privacy, announced a global reseller agreement with SAP. Through this agreement, SAP can sell two BigID powered products under the names SAP Privacy Management application by BigID and SAP Data Mapping and Protection application by BigID. The agreement will enable businesses that use SAP solutions to more readily meet the challenges of data-centric data discovery and privacy by harnessing BigID's advanced Machine Learning-based discovery and intelligence technology. BigID is one of the industry's first data privacy and intelligence platforms that allows customers to rely on actual data discovered across the enterprise and cloud rather than surveys and interviews to ensure privacy compliance.

“SAP is excited to expand our relationship with BigID, a leader in data privacy and personal data protection. This reseller partnership recognizes the importance of privacy considerations to SAP and our customers and demonstrates SAP's commitment to scaling startups with SAP.iO, our strategic business unit supporting early-stage innovation,” said Deepak Krishnamurthy, EVP and Chief Strategy Officer, SAP. “The new SAP solution extensions based on the BigID platform will help our customers manage

risk around data privacy and help them serve their end customers better.”

BigID’s technology complements and integrates with core SAP technology, including SAP ERP, SAP S/4HANA®, SAP HANA®, SAP governance, risk, and compliance solutions and SAP Data Hub.

“BigID’s mission is to help enterprises provide their customers greater data accountability through smarter data accounting,” explained Dimitri Sirota, CEO, BigID. “With privacy regulations like the California Consumer Privacy Act and GDPR requiring companies to know what personal data they collect and process, BigID’s identity-aware data discovery and intelligence technology has seen rapid adoption and recognition. SAP’s agreement to resell BigID is both an incredible recognition and opportunity to reach more enterprises globally.”

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HCL Celebrates 10 Years of Success and Innovation in France

7 October 2019

HCL Technologies (HCL), a leading global technology company, has celebrated ten years of success and innovation in France. Coinciding with the ten-year anniversary, HCL has opened a new, state-of-the-art office in the center of Paris, to support further growth in the region. The ten-year anniversary is not only a significant milestone for HCL, but also signifies its empowered vision for the future and accelerated growth journey in France.

The new Paris office was inaugurated by the Ambassador of India to France, His Excellency Mr. Vinay Mohan Kwatra. In addition to the office opening, HCL held a number of other events to celebrate its anniversary, including the launch of a unique advocacy led program in Paris. The Digital Disruption Decoded forum brought together international experts from leading organizations, local universities and government to jointly set impulses for society and economy in the digital age.

To continue the momentum of celebrations in France over the next year, HCL has a slate of exciting innovation initiatives planned for next year. These include a Hackathon, which will offer an opportunity for HCL’s customers to embark on a transformational journey and develop technology solutions for the next decade, today. HCL looks forward to its ongoing growth in France, paving the way for far reaching success.

“During our 10 years in France, we’ve been committed to co-creating a shared future through relationships and investments that ignite unified growth,” said Sandeep Saxena, Executive Vice President, HCL Technologies. “We’ve established a significant number of long-term engagements with some of France’s biggest and best-known brands, through our vision of empowering trust and technology. This success has been driven by our continued focus on our local facilities and developing a local talent-based delivery organization. Today, as we look ahead to the next 10 years, we stand ready to unlock the true potential of our strategic partnerships and local talent.”

Since 2009, HCL has helped enterprises in France to re-imagine and transform their business through technology-led innovation.

Some key milestones include:

- Today HCL has more than 330 employees located in France, supported by thousands of teammates around the world serving our French clients.
- HCL has invested in two data centers and a delivery center in Lyon to spearhead new-age

research and technology-led innovation, drive further growth and attract more local talent to its workforce.

- Since 2009, HCL has partnered with more than 22 Global 2000 companies in France, including Alstom, Aperam, Luminus (EDF Group), Airbus and Biomerieux supporting them through technology innovation, complex engineering and business transformation.
- HCL's strategic acquisitions including Volvo IT, Geometric and select IBM products for security, marketing, commerce, and digital solutions have further fueled its growth in France.

“Luminus (EDF Group) has embarked on a digital transformation journey with HCL,” said **Leslie Jacobs, IT Director, Luminus**. “We are delighted that HCL is celebrating 10 years of growth and success in France and look forward to continuing our long-term partnership in true innovative spirit.”

“I extend my congratulations to HCL for its successes in France over the last 10 years and wish it all the best for the next phase of its growth,” said **Dominique Raviart, IT Services Research Director, NelsonHall**. “France is an important market for technology companies in Europe, serving as home to a large number of major global organizations undergoing digital transformations. HCL's success can in part be attributed to its decision to create a significant presence and foster a local workforce to support its client engagements in France.”

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Lantek appoints Rodrigo Argandoña as the company's new Chief Operations Officer

7 October 2019

Lantek, a pioneering multinational in the digital transformation of the sheet metal and metal industrial sector, announces the appointment of Rodrigo Argandoña as the company's new Chief Operations Officer. Argandoña will report to Alberto López de Biñaspere, CEO at Lantek, and will serve on the company's Steering Committee.

Rodrigo Argandoña brings over 30 years of experience leading teams involved in the development and implementation of global software solutions in multinational environments. Since 2016, Argandoña has been managing the operations of General Electric (Grid Automation) for southern Europe. During his tenure he achieved a turnover of more than 50 million dollars annually in solutions and services while leading local teams in Portugal, Spain, Italy and Romania. Previously, Rodrigo was vice-president at Aclara Technologies where he collaborated as Design Engineering Manager. The successful growth of the business led to Aclara's acquisition of the electricity meters business operating within GE Energy Management's Grid Solutions subdivision (GE Meters).

He has a degree in Computer Engineering from the University of Mondragón and a Master's in Computing Science from Staffordshire University. Lantek's new Chief Operations Officer is currently completing an MBA at the University of Mondragón.

Rodrigo will be responsible for the international operations in the 14 countries and 20 offices where Lantek has service teams and local projects. As Lantek's new COO, he will oversee streamlining the execution of projects via the Global Project Office.

With the appointment of Rodrigo Argandoña, Lantek continues to increase its leading position in the market and solidifies its firm commitment to the digital transformation of the sheet metal industry.

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OpenText Announces 24-City Cloud Summit

7 October 2019

OpenText™, a global leader in Enterprise Information Management (EIM) announced OpenText Cloud Summit, a global 24-city tour to provide expert coaching and support on the journey to the cloud. The event will help organizations map how EIM applications and flexible cloud architecture combine to deliver innovation, growth and business results.

“OpenText is delivering next generation cloud services and applications to power digital business and a modern workforce. The OpenText cloud enables hybrid workloads and brings enterprise-class security to our customers, while maintaining the reliability and agility they depend on,” said Mark J. Barrenechea, OpenText CEO & CTO. “Our cloud-first approach is redefining the role of information, data and collaboration in the modern workplace.”

Cloud Summit will provide guidance on how leaders can transform their businesses through cloud, including discussions with a global roster of IDC analysts on what a cloud-first future means for the EIM industry and the tactics and strategies companies should be using to get there.

Powerful Cloud-first EIM Applications and Services

OpenText EIM applications continue to define the industry. The wide range of applications, including content services, customer experience, collaboration, capture, sharing and electronic signature, along with innovative archiving and information governance solutions, help companies turn information into a competitive advantage.

- **OpenText Core** is the next-generation of SaaS applications designed to help manage information and content-intensive business processes. OpenText Core Share adds file sharing and collaboration to OpenText Content Services. The addition of apps for compliance, legal, quality, customer experience and now Core Signature, help manage processes and improve productivity.
- **OpenText Business Network** – B2B Services and application-to-application connectivity are key to modern business processes, offering flexible, cloud-based any-to-any integrations for advanced supply chains and business process such as invoicing and accounts payable.
- **OpenText Release CE**, expected in April 2020, will deliver cloud-first versions of market-leading EIM applications. Through automatic updates, containerized apps will deliver an information advantage in a manner designed with reliability and flexibility in mind.

Flexible Cloud for Complex Global Business

Cloud brings both attractive economics and technical benefit. Once companies have a modern infrastructure in place, attention can turn to innovation through compelling new applications and the ability to quickly respond to new trends.

According to IDC, “Running a digital business requires next-generation applications which, in turn, need highly agile and elastic infrastructure. Thus enterprises are migrating their application stacks to the cloud to gain elasticity, agility, and other advantages that are ordinarily unachievable in a legacy datacenter.” *

Barrenechea further added, “It is time to upgrade to the OpenText Cloud and create a modern platform for innovation. The OpenText Cloud is an enterprise-ready global cloud infrastructure with seamless

integration to Google Cloud Platform, AWS and Azure, and the ability to offer hybrid connections to off-cloud apps and services.”

OpenText Cloud Summit Registration Details

Cloud Summit attendees can speak with experts, who will help them assess cloud readiness and scope their unique paths to the cloud. Experts in architecture, cloud economics, and business planning can help companies determine how best to migrate workloads and resources to the cloud. Attendance is free for qualified participants.

Cloud Summits are scheduled for the following cities and dates:

| | |
|-------------------------------------------|-----------------------------------|
| San Francisco, Boston, Milan - November 5 | New York - December 3 |
| Chicago - November 7 | Stockholm, Eindhoven - December 4 |
| London - November 11 | Atlanta, Detroit - December 5 |
| Dusseldorf - November 14 | Dallas - December 10 |
| Toronto, Melbourne - November 19 | Houston - December 12 |
| Paris, Johannesburg - November 20 | Los Angeles - January 23 |
| Washington, Singapore - November 21 | Dubai - January 29 |
| Madrid - November 27 | Tokyo - Coming Soon |
| Munich - November 28 | |

Find your city and register online here: <https://www.opentext.com/info/opentext-cloud-summit>

*“*Source - Five Phases of Cloud Migration: A Workload-Centric Discussion on Planning Through the Journey, IDC Document # US45328519, July 2019*”.

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Oracle Cloud Infrastructure Momentum Accelerates with New Hires

8 October 2019

Oracle announced plans to hire nearly 2,000 employees worldwide to work on its growing Oracle Cloud Infrastructure business. The new roles, which include software development, cloud operations, and business operations, will support Oracle’s rapidly expanding infrastructure customer base, and come as the company rolls out new product innovations and rapidly opens cloud regions around the globe.

“Cloud is still in its early days with less than 20 percent penetration today, and enterprises are just beginning to use cloud for mission-critical workloads,” said Don Johnson, executive vice president, Oracle Cloud Infrastructure. “Our aggressive hiring and growth plans are mapped to meet the needs of our customers, providing them reliability, high performance, and robust security as they continue to move to the cloud.”

Oracle Cloud Infrastructure’s portfolio has experienced significant growth. Recent product innovations include new automated cloud security services, the launch of Autonomous Linux, and a host of new

cloud data services. Only Oracle Gen 2 Cloud is built to run Oracle's leading suite of enterprise cloud applications and uses machine learning to deliver category-defining autonomous services, including Oracle Autonomous Database and Oracle Autonomous Linux. Additionally, Oracle is the only cloud infrastructure company in the world that delivers enterprise applications. This gives customers huge cost and competitive advantages and enables them to extend their applications as they grow.

In the past year, Oracle has opened 12 new Gen 2 Cloud regions and currently operates 16 regions globally, the fastest expansion by any major cloud provider. Continuing its rapid cadence of Oracle Gen 2 Cloud region launches, Oracle plans to add 20 more regions by the end of 2020, bringing the global footprint to 36 total regions. Eleven countries or jurisdictions will have region pairs that facilitate enterprise-class, multi-region, disaster-recovery strategies to better support those customers who want to store their data in-country or in-region.

Today, Oracle is the only company delivering a complete and integrated set of cloud services and building intelligence into every layer of the cloud. Oracle Cloud Infrastructure's growing talent base will ensure customers continue to benefit from best-in-class security, consistent high performance, simple predictable pricing, and the tools and expertise needed to bring enterprise workloads to cloud quickly and efficiently.

In addition to rapid hiring, Oracle will make additional real estate investments to support the expanded Oracle Cloud Infrastructure workforce.

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Oracle Opens Retail Innovation and Technology Center in Portugal

10 October 2019

Competition to build retail mindshare and customer loyalty has never been more fierce. Brands must continually evolve their products and deliver a personalized approach to win the hearts and minds of customers. Delivering the technology that helps them do exactly that, Portugal Country Leader Bruno Morais, and Mike Webster, senior vice president and general manager Oracle Retail, today unveiled a new Innovation and Technology Center in Porto. The center will focus initially on delivering breakthrough retail innovations leveraging the latest technologies, including artificial intelligence and machine learning.

“Oracle Portugal is delighted to see Oracle's Global Retail business unit's commitment to and investment in people and technologies in Porto. Similarly, we are delighted to contribute to the development of Porto through the creation of this global technology and innovation hub,” said Morais. “As it is true for all Oracle offices, we will actively foster community support and get involved in local causes to enrich the area wherever we can.”

Porto is a vibrant city that delivers a balance of history and innovation. A report by CBRE states that Porto ranks in the top ten fast pace and growing technological clusters in the “EMEA Tech Cities: Opportunities in Technology Hotspots.” The technology team, including many developers, will be dedicated to creating bespoke integrations and enhancements to the Oracle Retail portfolio and re-usable assets that deliver increased value to customers.

In the past year, Oracle has logged roughly 13,000 person-days of development, focused on continuous innovation with Micro-Apps that integrate with the base code of the Oracle Retail portfolio.

“Porto is home to a strong pool of tech talent coveted by major tech employers in Europe to Portugal. So

it made sense to expand our existing, globally renowned team of Oracle Retail solution delivery experts in Porto by creating a complementary center for innovation in the area,” noted Webster. “We believe that innovation listens more than it speaks. Our consulting team works hand in hand with our retail customers to understand their unique challenges and needs and translate those into technology extensions that align with our broader roadmap. The Innovation and Technology Center will be critical in delivering these customer-driven enhancements to our global retail community.”

As an example, a fast-fashion retailer had wondered how a key season was performing and trading, both locally and globally. To address this need, Oracle Retail Consulting developed a simple but effective solution, called Lifecycle Inventory Planning (LIP), that extends and integrates to forecasting and planning solutions. LIP overcomes typical item/store/day parameter management by using a revolutionary method to set system parameters coupled with machine learning. The data science model was able to help the retailer obtain an end-of-life inventory projection based on the forecast, inventory availability, and the replenishment rule setup—improving worldwide planning. This is just one of the many innovations generated by the Porto development team to-date.

The Oracle Innovation and Technology Center is located in the Centro Empresarial Lionesa Business Resort, near the beautiful River Leça and the Leça do Balio Monastery, which is convenient for the airport, main highways, and trains. Oracle will continue to draw talent from nearby Universities specializing in Business and Information Technology from the surrounding areas.

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Events News

CONTACT at the PM Forum 2019: accelerate engineering projects agile and hybrid

11 October 2019

As main sponsor of the 36th Project Management Forum, CONTACT Software shows how companies can benefit from agile and hybrid methods with the Project Office project management solution and implement engineering projects faster.

The most important conference for project management in Europe will take place in Nuremberg from the 22nd to the 23rd of October 2019. Around 1,000 decision-makers and project managers will be discussing the most important trends and topics in the industry. CONTACT Software presents the latest version of its project management solution Project Office to the public. The focus is on agile and hybrid methods for engineering organizations and efficient product development. CONTACT thus underlines its position as a leading provider of professional solutions for value-adding project and process management.

Consistency instead of data silos

The goal of bringing products onto the market within the set cost and time frame that inspire customers is often far from reality in many companies. "The reason for this is often a deep gap between the management and execution levels in the projects. This is extremely hindering for product development. Project Office closes this gap", explains Udo Leischner, Product Manager for Project Office at CONTACT Software

Project Office supports the consistent linking of task and result structures. Expected results can, for example, be registered as document templates in the project plan and automatically defined as

documents and deliverables in the project. The company Weidmüller explains the advantages in its customer presentation "Fast delivery". The specialist for industrial connection technology has been able to automate its project processes for customer-specific offers to such an extent that calculations only take a few seconds instead of several days.

Implement innovations faster

The development of innovative, smart products is becoming increasingly complex. Agile methods are the key to accelerating engineering projects and implementing new requirements faster. Project Office combines classical methods with agile methods like task boards in connection with iterative methods like Scrum and continuous practices like Kanban or interval-controlled boards to hybrid project management. Project organizations are thus able to directly link binding plan specifications with self-organized detailed planning on the basis of milestones and quality gates.

How companies benefit from Project Office and agile methods will be demonstrated by Udo Leischner in his lecture "Hybrid Project Management: Adaptation of agile Methods for Product Development Organizations".

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Hexagon Announces URI President Dr. David Dooley as Keynote Speaker for HxGN LIVE Smart Manufacturing Day on October 17, 2019

8 October 2019

Hexagon's Manufacturing Intelligence division announced today it will host HxGN LIVE Smart Manufacturing Day on Thursday, October 17 at its North American headquarters located in Quonset Business Park, North Kingstown, RI. University of Rhode Island (URI) President Dr. David Dooley will kick off the day of technology discovery with a keynote address at 9:30 am. With doors opening at 8:30 am, Hexagon will present a full track of educational and hands-on sessions tailored to give the engineering and manufacturing community a dynamic, interactive experience of learning and working with Hexagon subject matter experts (SMEs). The morning track will feature a PC-DMIS Users' Group meeting followed by lunch. The open house continues in the afternoon with Technology Round Robin sessions and guided tours in the factory. The Press is cordially invited to this event, and should RSVP to Belinda Jones, Hexagon Public Relations, via email.

The day-long event provides continuing education sessions developed to help users improve quality and productivity by making factories smarter. The PC-DMIS Users' Group meeting will offer insider tips, access to Hexagon software experts, and robust coverage of enhancements found in the newly released PC-DMIS 2019 R2 measurement software. Following lunch, Hexagon will feature a Technology Showcase, a guided tour of portable arms and white light systems, laser trackers and manufacturing intelligence software, automated CMMs, and tours of the Quonset Point factory. SMEs will host the popular Metrology Masters program encouraging customers to bring in their challenging parts for consultation on the best approach to measurement and production. Attendees will also have networking time with other users and experts in the late afternoon.

"We are delighted to open the doors of our North American headquarters to local-area customers, industry guests, and companies interested in the transformative power of Smart Manufacturing," states Bridget Benedetti, Director of Marketing and Customer Experience, Hexagon's Manufacturing Intelligence division. "We have a special day planned for our guests focused on continuing education for our best-in-class solutions. The afternoon program offers technology discovery and one-on-one

consulting with our SMEs who are solving issues everyday using global Hexagon resources, ideas, innovations, projects, and industry best practices."

During the Technology Showcase, Hexagon will demonstrate its Absolute Arm with the RS6 Laser Scanner and the Leica Absolute Tracker ATS600 direct scanning laser tracker. Hexagon's all-new robotic loading cell will make its New England debut at this event. Other featured products include the GLOBAL S CMM, the 7.10.7 SF CMM, the Optiv 443 Performance and the AICON PrimeScan. In addition to PC-DMIS measurement software, attendees can also see demonstrations of MSC Software and Production Software solutions for smarter ways to improve quality and productivity.

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Financial News

Infosys: Double Digit Growth for the Fourth Consecutive Quarter, Coupled With 1.2% Operating Margin Expansion in Q2

11 October 2019

"Our performance was robust on multiple dimensions – revenue growth, digital growth, operating margins, operational efficiencies, large deal signings and reduction in attrition," said **Salil Parekh, CEO and MD**. "All these are clear signs that we are progressing well in our journey of client-centricity and maximizing value for our stakeholders."

- Q2 20 revenues grew year-on-year by 9.9% in USD; 11.4% in constant currency
- Q2 20 revenues grew sequentially by 2.5% in USD; 3.3% in constant currency
- Q2 20 Digital revenues at \$1,230 million (38.3% of total revenues), year-on-year growth of 38.4% and sequential growth of 10.7% in constant currency
- Q2 20 operating margin at 21.7%, 1.2% improvement over Q1 20
- H1 revenues grew by 11.9% in constant currency
- H1 operating margin at 21.1%, within the margin guidance for the year
- Declared interim dividend of ₹8 per share (approximately \$0.11 per ADS*)
- Increased lower end of FY 20 revenue guidance; revised guidance is 9%-10% in constant currency
- Maintained FY 20 operating margin guidance range of 21%-23%

**USD/INR exchange rate as of September 30, 2019*

"Q2 witnessed another quarter of all-round growth in industry segments and geographies which is a testimony to our strong credentials and client relevance", said **Pravin Rao, COO**. "Large deal wins were \$2.8 bn. We are especially pleased by the reduction in attrition driven by our focus on enhanced employee value proposition."

"We saw expansion in operating margins during the quarter driven by improvement in operational parameters and cost efficiencies", said **Nilanjan Roy, CFO**. "We took the first step towards implementation of our new capital allocation policy by increasing interim dividend by over 14% compared to FY 19."

2. Capital Allocation

The Company completed its share buyback of ₹8,260 crore on 26th August, 2019. With this the company completed the additional capital return program of upto ₹13,000 crore announced in April 2018.

3. Client wins & Testimonials

- We were selected by **Toyota Material Handling North America (TMHNA)** for a cloud-based IoT telematics product implementation along with application support and development for its SAP Platform. As the development partner for TMHNA Global Telematics Solution (GTS), an industry leading cloud-based IoT offering, Infosys is enabling remote monitoring and diagnostic capabilities including vehicle access control, system maintenance, condition sensing and location tracking.
- We were selected as a strategic partner by **Movement Mortgage**, a fast-growing mortgage bank in the U.S., to lead its digital transformation and accelerate growth. Infosys will support Movement Mortgage's 650 locations in 47 states to ensure the smooth transition of business models in key projects, with the aim to increase business volume and leverage the company's fintech services to develop mortgage industry specific solutions for Infosys customers.
- In collaboration with Microsoft, we announced a long-term strategic partnership with **JG Summit Holdings, Inc.**, one of the largest and most diversified conglomerates, headquartered in Manila, Philippines. As a technology services partner, Infosys is helping formulate and execute the digital transformation strategy for JG Summit, based on Microsoft Azure, an open, hyper-scale, enterprise-grade cloud platform, along with SAP S/4 HANA. The collaboration will offer JG Summit seamless implementation and migration to Microsoft Azure cloud platform, to develop an agile and robust digital infrastructure for its business processes.
- EdgeVerve Systems, a subsidiary of Infosys, was selected by **Al Ahli Bank of Kuwait** to steer its automation journey using AssistEdge Robotic Process Automation (RPA). We are working the bank in their process automation journey, driving cost efficiencies and streamlining its operations.
- We have partnered with one of the largest utility companies to transform its IT Service Management. The program, leveraging ServiceNow, is helping our client significantly improve end-user experience, enhance employee productivity and deliver business agility. Infosys will also deliver a comprehensive solution for organization change management and user training as a part of this program.

4. Recognitions

- Ranked 3 in the Forbes list of The World's Best Regarded Companies for 2019
- Won the United Nations Global Climate Action Award in the 'Climate Neutral Now' category
- Recognized as a leader in Gartner Magic Quadrant for IT Services for Communications Service Providers, Worldwide
- Recognized as a leader in Software Product Engineering Services PEAK Matrix™ Assessment 2019 by Everest Group
- Recognized as a leader in the DevOps Services PEAK Matrix™ Assessment 2019 by Everest Group
- Recognized as a leader in IDC MarketScape: Worldwide Intelligent Automation Services 2019

Vendor Assessment

- Recognized in HFS Top 10: Digital Front Office: CX Design, Sales, And Marketing
- Recognized in HFS Top 10: Banking and Financial Services (BFS) Sector Service Providers
- Recognized in HFS Top 10: Cloud Migration and Management Services 2019
- Recognized as a Leader in NelsonHall's Smart IT Services in Utilities
- Recognized in HFS SAP SuccessFactors Services Top 10 Report
- Recognized as 2019 Working Mother & AVTAR Best 100 Companies for Women in India and '2019 Champion of Inclusion' in the Most Inclusive Companies in India Index
- Won the 2019 Oracle Excellence Award for Global Partner of the Year in CX – Sales Cloud
- Won the Oracle Excellence Award for NA partner of the Year for Emerging Technologies
- Recognized as the 2019 Global Alliance SI Partner of the Year by Microsoft
- Recognized as the Microsoft US Service Partner ACR Winner for the FY20 Microsoft One Commercial Partner Winners Circle program

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TCS Delivers Steady Growth in Q2

10 October 2019

Tata Consultancy Services, a leading global IT services, consulting and business solutions organization, reported its consolidated financial results according to Ind AS and IFRS, for the quarter ending September 30, 2019.

Financial Highlights for Quarter Ended September 30, 2019

- Revenue at \$5,517 million, +5.8% YoY
- Constant Currency revenue growth: +8.4% YoY
- Net Income at \$1,139 million, +1.8% YoY
- Operating Margin at 24%; Net Margin at 20.6%
- Earnings Per Share at \$0.3, +3.8% YoY
- Net Cash from Operations at 108% of Net Income
- Total Dividend per share of ₹45 per share including ₹40 as special dividend

Record date 18/10/2019; Payment date 24/10/2019

Business Highlights for Quarter Ended September 30, 2019

- Digital revenue: 33.2% of total, +27.9% YoY
- Life Sciences & Healthcare continues to outperform, +16% YoY; Communications & Media grew +11.8%
- UK and Europe lead growth: +13.3% YoY and +16% YoY respectively
- Net addition of 14,097 employees: highest ever number of employees onboarded in a quarter
- Continued investments in organic talent development:
 - 322K+ employees trained in digital technologies

- 391K+ employees trained in Agile methods
- Industry-leading talent retention: IT Services attrition rate at 11.6% LTM

Commenting on the Q2 performance, Rajesh Gopinathan, Chief Executive Officer and Managing Director, said, *“We ended the quarter with steady growth despite increased volatility in the financial services and retail verticals. We remain confident as the medium and longer term demand for our services continues to be very strong, as evidenced by our Q2 order book – the highest in the last six quarters.”*

He added, *“Digital disruption across multiple industries is making rapid, scalable innovation a critical imperative in the Business 4.0™ world. In the auto sector, our scale in advanced engineering R&D skills and depth in digital technologies like AI and IoT are making us the preferred innovation partner to leading OEMs, embedding us deeply into their product R&D value chain. Our strategic partnership with General Motors for their next generation mobility initiatives is a powerful illustration of this.”*

N Ganapathy Subramaniam, Chief Operating Officer & Executive Director, said, *“Our point of view on anchoring or participating in digital ecosystems, and the Business 4.0™ framework, are clearly helping clients in their growth and transformation journeys. We continue to make significant investments in differentiating digital capabilities that are helping us participate in key growth areas of our clients technology spend – be it their cloud transformation, data maturity or in advancing their automation agenda.”*

He added, *“Our products and platforms are seeing increased client adoption and market coverage. During the quarter, we launched a unified TCS BaNCS Asset Servicing platform for asset managers, broker-dealers and custodians and a comprehensive Site Feasibility Assessment platform within our Advanced Drug Development platform suite. Our diversified industry and geography presence, and largest Agile Ready workforce, together with our Machine First™ approach to continuous improvement and innovation augurs well for our future growth.”*

V Ramakrishnan, Chief Financial Officer, said, *“We have been gearing up for growth despite the volatility. Our margins in Q2 reflect our continued investments in our people, and in building the capacity we need to fulfill our strong order book.”*

For full figures please visit <https://www.tcs.com/tcs-financial-results-q2-fy-2020>

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Implementation Investments

Accenture Selected by TenneT to Integrate Business Processes on SAP S/4HANA® Platform

8 October 2019

Accenture will support TenneT, a leading European electricity transmission system operator, in integrating numerous business processes on SAP S/4HANA®. This integration is designed to increase efficiency of processes across TenneT’s operations in the Netherlands and Germany.

TenneT handles electricity transmission services, system services and facilitating the energy market. TenneT’s collaboration with Accenture is the next step in harmonizing TenneT’s business processes across both markets, including finance, HR, warehousing and logistics, procurement, maintenance and preservation, and asset management.

TenneT will use Accenture myConcerto, a fully integrated digital platform that will standardize and accelerate TenneT's migration to SAP S/4HANA to deliver more business value. Accenture will team with TenneT to create a blueprint and roadmap that delivers the required business value and mitigates risk during project execution.

"TenneT not only wants to enable the energy transition, but also to advance it," said Carina Krastel-Hoek, Senior Manager Financial Services Corporate at TenneT. "Therefore, it's important that we harmonize, optimize and further automate our internal processes. SAP S/4HANA provides a modern, flexible and standard solution that is intended to provide better insight into processes in the Netherlands and Germany. Accenture understands the challenges of a complex transformation project and has demonstrated that it has the right accelerators and the right team to execute this modernization in a controlled way."

Roy Ikin, managing director in Accenture's Resources group in the Netherlands, added: "We're not just helping TenneT implement a new technology platform, we understand the organizational challenges the company is facing now and in the future. By working with them to manage this, we can make sure the implementation of SAP S/4HANA is sustainable and deliver this strategic project for TenneT in a controlled and predictable way and prevent disruptions to the business and its customers."

As part of the program, Accenture will also provide change management services to help enable successful execution and help TenneT employees in both countries get the most value from the new system.

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Atos wins a contract with leading Spanish airport operator AENA to improve passenger experience and airport operations

8 October 2019

Atos, a global leader in digital transformation, has signed a 12-million-euro contract with **AENA**, the first airport operator in the world in terms of passenger traffic, to manage and transform its airport core applications which are used to run the 46 airports, of which AENA is in charge, in Spain. The initial 3-year contract is worth 11,800,000 euros and is extendable for another 2 years.

Currently AENA uses various customized enterprise applications for the management of airport operations and spaces, its passengers, and for the management of activities related to the services that it provides the airlines.

This contract will ensure that current applications are managed effectively. It will also incorporate the design, development and integration of new applications based on disruptive technologies such as biometric recognition systems for passenger boarding or access to restricted areas, Video and Artificial Intelligence (AI), Big Data and Data Analytics or the Internet of the Things (IoT), in order to offer customers, users and passengers an optimal experience and to make AENA's airport operations more efficient.

Approximately 25% of the activities in the contract will relate to the maintenance of current applications and 75% will be for the development of new applications and functionalities, which will be scaled progressively to the rest of the airports according to their specific needs.

AENA manages 46 airports and 2 heliports in Spain and one in Luton and participates directly and indirectly in the management of another 16 airports in Latin America^[i]. In the last three years, more

than 743 million passengers have passed through Spanish airports which are managed by AENA.

[1] This includes 12 airports in Mexico, 2 in Colombia and 2 in Jamaica.

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British Heart Foundation Selects Trimble's Manhattan Software for Retail Real Estate Portfolio Management

9 October 2019

Trimble announced the British Heart Foundation (BHF) has selected Trimble's Manhattan™ Integrated Workplace Management System (IWMS) to streamline their real estate management of 738 shops and stores across the U.K.

With the BHF committed to supporting the lives of the 7.4 million people in the U.K. living with heart disease, profits from the charity's retail outlets already account for around a third of the total funds raised by the BHF each year. The resulting cost savings from optimizing its real estate performance with Manhattan will enable BHF's retail outlets to further contribute to life-saving research.

"After a thorough evaluation, we chose the Trimble Manhattan system to help us to streamline our processes and reduce our property management costs. Manhattan will provide instant access to accurate and up-to-date information about all aspects of our store portfolio. It will even give us a single view so we can manage our properties as efficiently as possible on many different levels," said Mike Taylor, commercial director at the BHF. "With such a large store portfolio, it's vital that we keep innovating in order to help raise even more funds for vital heart research."

Manhattan is a modular, enterprise software solution for planning, managing and optimizing an organization's real estate portfolio. It is designed for the entire facility lifecycle to streamline processes, improve control, maximize resource utilization and help reduce total costs—from initial planning and negotiations to managing live leases, IASB/FASB compliance, processing maintenance and analyzing performance.

The BHF plans to introduce Manhattan's advanced functionality and automated process capabilities in phases with implementation initially focused on lease, transaction, maintenance management and reporting.

The software will also allow a more systematic approach to lease management and provide real-time reporting, based on centralized property data and lease information. Manhattan's broad functionality is expected to be able to cover most, if not all property management requirements going forward. The system's modular design allows for a flexible approach to changes; modules can be added in phases.

"We are proud that the BHF has chosen Manhattan to support its property management team," said Chris Cronin, business area director, Trimble's Real Estate and Workplace Solutions (REWS).

"Manhattan has the capability to simplify management processes, boost efficiency, improve strategic decision-making and ultimately, enable the charity's retail activities to make an even greater contribution to the funding of life-saving medical research."

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Infosys Selected as One of the Main Suppliers to Deliver Digital Transformation Services to Volvo Cars

7 October 2019

Infosys, a global leader in next-generation digital services and consulting, today announced that it has been selected as the main supplier to deliver Volvo Cars' digital transformation services for its Enterprise Digital Commercial Operations Applications and Products.

As part of this engagement, Infosys will offer next generation application services leveraging its Global Delivery Model (GDM), agile delivery, automation and other service optimization levers to deliver effective service operations. Based on the Scale Agile Framework (SAFe), Infosys will enable transformation of application management and application development deliveries to a 100 percent agile operating model.

Infosys will also leverage Fluidio, a leading Salesforce Consulting Partner in Nordics which it acquired in 2018, to bring best-in-class Salesforce capabilities and localization to accelerate Volvo Cars' next generation retail and consumer experience roadmap.

Jasmeet Singh, Executive Vice President and Global Head of Manufacturing, Infosys, said, "We are delighted to be selected as one of Volvo Cars' main suppliers in its transformation journey to extend digitally advanced customer experience and create a scalable, cost effective and agile operating model. The association with Volvo Cars reaffirms our strategic commitment to offer an industry leading and localized solution to drive its digital transformation agenda to achieve the strategic business goals."

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Jurassic Fibre Partners with TCS to Launch Ultrafast Broadband in South West England

1 October 2019

Tata Consultancy Services, a leading global IT services, consulting and business solutions organization, announced that the TCS HOBS™ (Hosted OSS/BSS) platform is powering Jurassic Fibre's new, ultrafast full fibre optic broadband offerings to towns and rural communities in the South West of England.

Launching today, Jurassic Fibre plans to build and operate a fibre-to-the-premises network across the South West of England. Customers across the region will benefit from reliable connectivity at previously unavailable gigabit speeds, giving individuals access to 21st century digital lifestyles, and future proofing local communities and businesses.

Leapfrogging over legacy technology stacks, Jurassic Fibre adopted TCS HOBS, the next generation end-to-end, modular, SaaS platform, as its digital core to manage its business operations. Its key capabilities include product portfolio management, digital customer engagement, collaborative selling, contract management, dynamic orchestration, revenue management, partner management, device management, network inventory management, and assurance.

The platform leverages cutting-edge technologies including microservices, natural language processing, machine learning and big data, to deliver improved experiences for employees and customers alike.

"Jurassic Fibre was conceived as a digital, consumer centric, disruptive challenger to the incumbent operators. We see TCS' cloud-based HOBS platform, combined with the expertise and commitment of

the TCS team, as the right foundation to realize our vision,” said Michael Maltby, CEO, Jurassic Fibre. “Today’s announcement is a big step forward for connectivity in the region and is absolutely vital as more and more of the world goes truly digital.”

“TCS HOBS is fast becoming the preferred digital core for progressive communication service providers looking to rapidly launch new offerings, and deliver a super customer experience,” said Carol Wilson, Head, Communications, Media and Information Services Business (Europe and UK), TCS. “We are delighted to partner Jurassic Fibre with the TCS HOBS platform and help them deliver ultrafast internet to enterprises and consumers.”

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Pandora Partners with TCS for its Digital Transformation

7 October 2019

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, has been selected by Pandora, a world-leading jewellery design and manufacturer, based in Copenhagen, as a strategic IT partner.

The agreement with TCS marks a major milestone in Pandora's global IT transformation, which is part of Programme NOW, the company's brand relaunch and business turnaround plan. TCS will leverage its proven Machine First™ Delivery Model (MFDM™), powered by ignio™, its award-winning cognitive automation software, to enable the digital transformation. As the service integrator and manager, TCS will be responsible for the applications landscape and the end-user management, that will be aligned to Pandora’s key business metrics.

Peter Cabello Holmberg, CIO, Pandora, said, *“Our agreement with TCS marks an important milestone for Pandora. Now we have our future-ready IT setup fully in place to support the Programme NOW objectives. And I am convinced that TCS with its global scale, retail expertise and cutting-edge solutions in relation to automation and AI will prove a perfect match for Pandora.”*

Ruchikar Dalela, Country Head, TCS Denmark, added, *“I am proud that the most recognised jewellery brand in the world has chosen TCS as a strategic technology partner. We are looking forward to supporting a transformation in which technology can enable nimbleness and agility across Pandora’s products and markets. MFDM will streamline, scale-up and de-risk its back-office operations and help accelerate transformational initiatives that enhance the customer experience.”*

TCS’ MFDM leverages automation, robotics and artificial intelligence to help enterprises achieve their business outcomes faster, with reduced risk. The core principle of this model is to pair humans with, and not versus, machines. It uses the ability of machines to solve complex problems faster, better and handle large volumes and breadth of coverage, while humans provide inputs for machines to learn to solve complex problems better. The resultant machine intelligence delivers multi-fold productivity improvements and elevates customer experience to newer highs.

At the core of the MFDM framework is ignio, which has a unique and innovative cognitive capability that blends artificial intelligence, machine learning, and advanced software engineering to make enterprise IT resilient and self-healing. It uses its context awareness to pre-empt problems and autonomously resolve a lot of the incidents that do occur.

Today, customers are increasingly deploying ignio to transform business operations as well. It is the only automation software in the marketplace that spans enterprise IT (AIOps), workload management,

ERP operations and business operations, with a common core. Currently, ignio has over 110 customers across Global-2000 companies, distributed across the retail, manufacturing, telecom, and banking and financial services sectors.

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Riachuelo Empowers Teams to Achieve Greater Collaboration with Centric PLM

7 October 2019

Riachuelo, one of the top three retail chains in Brazil, has selected Centric Software's Product Lifecycle Management (PLM) solution. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury and consumer goods companies to achieve strategic and operational digital transformation goals.

Riachuelo was founded in 1947, selling fabrics at low prices in high street stores. In 1979, as part of the Guararapes Group, Riachuelo began to offer ready-made clothing. 70 years later, Guararapes is the largest fashion group in Brazil and the parent company of Lojas Riachuelo, one of Brazil's largest retail chains with 315 stores nationwide.

Riachuelo had purchased a PLM solution a few years ago, but were dissatisfied with its lack of flexibility and support. The company needed a new platform to give teams improved visibility, speed and collaboration, ultimately reducing costs and time to market.

"The dynamism of the current market demands more agility and innovation when developing and bringing new products to market, so it is necessary to create collections in the shortest possible time to market, minimizing costs and maximizing perceived value and quality," explains Flávia Martino, Trend Research, Product Design and Product Development Project Manager at Lojas Riachuelo.

"We knew the right PLM solution would help us to improve control, agility and cross-area collaboration. We wanted more reliable information with fewer errors, reduced rework and costs and a way to eliminate manual and decentralized processes."

"Centric PLM suits Riachuelo's way of working," says Martino. "It's highly flexible and can deliver real integration between manufacturing and retail. Centric's apps bring the mobility and speed we need to develop collections, quickly. The Centric team is focused on customer needs and building a win-win relationship."

"With Centric PLM in place, we expect decreased time to market, reduced time to sample creation, process standardization, productivity gains, better product data governance and cost savings."

"We are delighted to announce that Riachuelo has chosen Centric as a PLM partner," says Chris Groves, President and CEO of Centric Software. "Riachuelo is investing in the future by giving teams a digital platform to boost communication, speed and efficiency, and we are looking forward to seeing their results with Centric PLM."

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Scanfil selects Siemens Opcenter to digitalize operations

8 October 2019

Siemens Digital Industries Software announced today that Scanfil, an international contract manufacturer and system supplier for the electronics industry headquartered in Finland, has selected Siemens Opcenter™ Execution Electronics to begin implementation of their digitalization strategy. Scanfil will use Siemens Opcenter Execution Electronics (formerly Camstar Electronics Suite), to improve manufacturing processes required to meet increased customer demand and quality.

“Siemens is a recognized leader in the manufacturing operations management space, but it is also the breadth and depth of Siemens’ entire Xcelerator portfolio that led us to select Siemens for our digitalization strategy,” said Markku Kosunen, Chief Technology Officer at Scanfil. “This is a significant step in our digitalization journey, and we are excited to implement Siemens’ technology to help deliver greater value to our customers. This comprehensive package enables for example, full connectivity through Siemens’ IoT solution.”

Scanfil is currently working through its first phase of implementation of the Siemens Opcenter solution, with plans to complete it in early 2020 and follow with a global roll-out. With this investment, Scanfil expects improved quality, productivity and faster throughput across the entire value chain. The global implementation will ensure flexibility and visibility to operations worldwide.

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South Western Railway Keeps Track of Rolling Stock with Infor

7 October 2019

Infor, a global leader in business cloud software specialised by industry, today announced that South Western Railway, part of FirstGroup-MTR a leading transport operator in the UK, has selected Infor Enterprise Asset Management (EAM). The solution is part of a project designed to consolidate and modernise maintenance processes at the train company, and support compliance with ISO 55001. Fully implemented, serviced, and hosted by Infor partner Sapphire Systems, the solution is expected to go live for 200 users.

Operating more than 1,800 services each weekday to over 200 stations across the South and South West of England, maintenance is crucial to the smooth running of South Western Railway’s services. As part of an initiative to increase control, visibility, and compliance of its rolling stock, the rail operator selected Infor EAM from a shortlist consisting of Infor and SAP. The decision to choose Infor EAM was based on the look and feel, flexibility and agility of the system, and endorsements from other companies within FirstGroup. Sapphire Systems was selected as the implementation and ongoing support partner, based on its in-depth expertise within the transportation sector.

Infor’s best-in-class asset management software is expected to expedite and enhance decision-making at the rail provider by allowing asset defects to be instantly logged via tablets, and the relevant engineers to be dispatched efficiently. Through having all data in one place, managers can plan and allocate resources appropriately to increase the availability of services, while ensuring compliance with ISO 55001.

“Infor EAM will allow us to view everything in one place, driving greater efficiency and the agility to react and rectify defects quickly,” comments Adam Carter, head of continuous improvement, South

Western Railway. “The user friendliness of Infor EAM, combined with Sapphire’s in-depth knowledge, has resulted in a faster roll-out, allowing us to utilise the benefits of the system much quicker.”

“In the transportation industry, standards are everything, and having a system that facilitates both ISO 55001 and maximising availability for the smooth running of the fleet is paramount to success,” comments Kevin Price, Infor EAM technical product evangelist. “Having the visibility not only to plan maintenance and manage warranties effectively, but to detect and rectify defects as they are spotted, is only possible by having the best EAM systems. Through its deployment of Infor EAM, South Western Railway is amongst those leading best practice.”

“As the transportation sector evolves and matures, we are seeing increased demand for solutions that help to drive greater visibility, proactivity, and productivity across substantial asset bases,” comments Ian Caswell, CEO of Sapphire Systems. “Infor and Sapphire’s combined experience and expertise in this field represents an extremely compelling proposition for transport organisations looking to enhance their asset management, and allows them to take advantage of reduced TCO and risk via our hosted service, Sapphire Anywhere.”

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Product News

HCL Releases HCL Digital Experience 9.5 to provide more power and simplicity for digital experiences

7 October 2019

HCL Technologies (HCL), a leading global technology company, announced the general availability of HCL Digital Experience (DX) 9.5, founded on the former IBM WebSphere Portal and IBM Web Content Manager software, a recognized and proven digital experience management platform. Using HCL DX, organizations can seamlessly blend digital content, transactional applications, and data into compelling, personalized digital experiences delivered to virtually any digital touchpoint. The new release provides many significant business and technical benefits, including:

- Unsurpassed Standardization and Flexibility – Production Docker & Kubernetes support means initial install and subsequent updates of HCL DX software take minutes, not hours or days, and provides unmatched flexibility and portability, so you can select the deployment model and platform of your choice.
- Accelerated Time-to-Market – A reimagined practitioner experience, a beautiful set of out-of-box templates, as well as the forthcoming and new native digital asset management capability, help empower business users to create, manage, and publish memorable experiences more effectively – ultimately delivering the experience customers demand in a timelier manner.
- Liberated Experience Delivery – Developers can deliver cutting-edge experiences to any and all digital touchpoints, leveraging the latest front-end frameworks and the new self-describing OpenAPI set of REST services. Greater consistency across touchpoints lead to more revenue opportunities.
- Lower Total Cost of Ownership – Kubernetes orchestration for automated provisioning, load balancing, auto-scaling, self-healing (and more) dramatically reduces total cost of ownership.

“Docker support provides an open standard for packaging and distributing containerized applications on

virtually any platform,” said Darren Oberst, CVP and Head of HCL Software. “This means installation and subsequent updates of digital experiences can be done in minutes, providing unmatched time-to-market.”

For more information on HCL DX, please join one of our upcoming complimentary HCL DX Inspire events, to be held in October in Raleigh, North Carolina, and Milan, Italy.

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Infor Integrates Amazon Business

10 October 2019

Infor, a global leader in business cloud software specialized by industry, today announced its integration of Amazon Business. Infor now delivers integration and consulting solutions that help joint customers throughout their procurement journey. Specifically, Infor® CloudSuite Supply Management Procurement Punchout gives customers access to the ease and simplicity of Amazon Business, while leveraging processes and workflows of Infor CloudSuite Supply Management and the power and usability of the Requisition Self Service system. Available today, Infor Healthcare customers now have access to Amazon Business, so they can drive spend management with thousands of suppliers in one easy-to-use location. And, thanks to a familiar user interface, this solution offers easy access to up-to-date item information, improving accuracy, reducing errors, and ultimately increasing productivity.

Within Infor Procurement Punchout, Amazon Business is represented by an icon on the Infor Requisition Center home page. When a user clicks on the Amazon icon (called "punching out"), the Amazon Business catalog appears in a separate browser session. From the Amazon Business catalog, Infor Requisition Center users can choose items and return them to the Infor Requisition Center application. This allows Infor customers the freedom of having large catalogs of supplies to choose from without the requirement of maintaining those items in the item master, which is time consuming to maintain and keep current and clean.

“Infor is excited to integrate Amazon Business, providing our customers with access to hundreds of millions of supplies for work. We’re always looking for new avenues to help our customers realize benefits quickly, and this was a perfect synergy for us,” said Mark Weber, senior vice president, Infor Healthcare. “Our healthcare customers are focused on maintaining budgets, business efficiency, and realizing bottom-line results. Now, when a supplier’s catalog is maintained by Amazon Business, there is less internal item maintenance, reducing the time and money spent on item master maintenance. Requesters can only purchase what has been agreed upon between the customer and Amazon Business, helping to reduce rogue spending occurrences.”

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SAP Empowers Intelligent Enterprises with New Data-Driven Cloud Services

8 October 2019

SAP SE announced enhancements to its business technology platform to enable intelligent enterprises to thrive in an Experience Economy. These updates help customers quickly turn data into business value.

The announcements were made at the SAP TechEd conference being held October 8–10, 2019, in Barcelona, Spain.

“Our business technology platform brings SAP HANA and analytics closer together with SAP Cloud Platform so users can make smarter, faster and more-confident business decisions,” said Juergen Mueller, SAP chief technology officer and member of the Executive Board of SAP SE. “SAP ensures high levels of openness and flexibility including out-of-the-box integration, modularity and ease of extension in cloud, on-premise and hybrid deployment models. With this open and flexible approach, SAP is committed to helping our customers achieve superior business outcomes.”

By bringing together SAP technology into one “stack” with a single reference architecture, the business technology platform from SAP delivers required services for modern enterprises. It encompasses database and data management, application development and integration, analytics, intelligent technologies and services to help organizations extend their SAP applications, integrate their landscape and build new applications to improve business processes. With the business technology platform customers can benefit from easy access to SAP data and out-of-the-box business content that helps turn data into business value. Additionally, partnerships with hyperscale vendors and seamless interoperability with their technologies deliver a high level of scalability and flexibility.

SAP HANA Cloud Services to Infuse Intelligence into Data

Comprising SAP Data Warehouse Cloud solution, SAP HANA Cloud and SAP Analytics Cloud, SAP HANA Cloud Services combines all data and analytics capabilities in these solutions as one set of interconnected services to store, process, govern and consume large volumes of data.

SAP Data Warehouse Cloud, a business-ready data warehouse in the cloud, offers users a self-service solution to easily and quickly tie all their business data together and translate it into value for their specific line of business. With a simple and flexible pricing model, customers can avoid the high up-front investment costs of a traditional data warehouse and easily and cost-effectively scale their data warehouse as data demands continue to grow. SAP Data Warehouse Cloud can be deployed either stand-alone or as an extension to customers’ existing on-premise SAP BW/4HANA solution or SAP HANA software. More than 2,000 customers are registered for the beta program for SAP Data Warehouse Cloud, and general availability is planned for Q4/2019. Get more information here.

“Now, our people are even more efficient thanks to SAP Data Warehouse Cloud,” said Stefan Fruehauf, PwC Partner and Global Leadership team member. “Connecting all this data from around the world has had an enormous impact on our business users.”

“SAP Data Warehouse Cloud gave us all the tools to create a single data landscape,” said Andreas Foerger, manager of the Analytics and Reporting team at Randstad Germany. “We were able to combine cloud and on-premise data with internal and external sources. Thanks to the data virtualization capabilities, we can connect all our data without creating redundancies. The semantic layer that SAP Data Warehouse Cloud comes with helps us sync all our data from different sources in a way that makes perfect sense to the business.”

“With SAP Data Warehouse Cloud, we now have a tool at hand that goes far beyond the modeling capabilities of a BI tool,” said Andreas Madsen, senior data and analytics partner at VELUX. “We can give our business users flexibility, but also make sure that we govern and protect the data. Our business users are empowered. They can easily get the important information they need when they need it. This solution bridges the gap not only between the on-premise and the cloud world but also between IT and business. Everyone is operating more efficiently.”

Customers can preregister for a free trial of SAP Data Warehouse Cloud at www.sap.com/trial-data-warehouse-cloud.

SAP HANA Cloud is natively built for the cloud to bring customers the simplicity and speed of SAP

HANA for all their data. It offers one virtual interactive access layer across all data sources with a scalable query engine, decoupling data consumption from data management. Users are equipped with a simplified, unified data access layer to streamline data processing while consolidating and harmonizing data integration in their intelligent applications. SAP HANA Cloud can be deployed either as a stand-alone solution or as an extension to customers' existing on-premise environments, allowing them to benefit from the cloud and the ability of SAP HANA to analyze live, transactional data. General availability for SAP HANA Cloud is planned for Q4/2019. Get more information here.

The latest release of **SAP Analytics Cloud** was announced at SAP TechEd Las Vegas and includes enhancements for enterprise planning. These updates enable business users to automate typical planning processes using new tools such as a wizard that simplifies the creation of planning workflows by automatically creating calendar tasks for planning process contributors. The new "builder tool" creates different versions of rolling forecasts. Improved "data actions" include prompts and variables to cover the same calculations across plans to help save time by maintaining a single, complex calculation rather than managing multiple versions. Additionally, SAP Analytics Cloud is planned to be embedded in SAP SuccessFactors solutions as well as SAP S/4HANA and made available in Q4/2019, giving companies better insight into their HR and business data to improve people and organizational decisions. Get more information here.

"SAP Analytics Cloud is increasing the efficiency of our planning cycles by 40 percent to 60 percent by spending less time gathering and preparing data," said Richard Masci, head, Financial Systems, Airbus Americas Inc. "This is a huge savings for us."

To further help developers, the embedded edition of SAP Analytics Cloud is planned to be offered as a service under the SAP Cloud Platform Enterprise Agreement. Developers can easily activate this analytics service to quickly build and integrate analytics into their applications through live connectivity with SAP HANA.

Latest Major Release of Leading On-Premise Business Intelligence Suite

SAP recognizes that every customer's journey to the cloud is unique and many organizations are operating in a mixed landscape with on-premise, cloud and hybrid deployments. The 4.3 release of the SAP BusinessObjects Business Intelligence suite aims to support customers with on-premise enhancements while providing tighter integration with SAP Analytics Cloud. Benefits of the new version include an improved user experience, enhanced ease of deployment and support for the latest industry standards. A beta program is planned for Q4/2019.

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Siemens presents extended Digital Enterprise portfolio for more effective use of digital data

2 October 2019

At "SPS– Smart Production Solutions" 2019, Siemens is presenting industry-specific applications and future technologies for the digital transformation in the manufacturing and process industries under the slogan "Digital Enterprise – Thinking industry further!". At the heart of the over 4000 square meter booth are products, solutions and services from the Digital Enterprise portfolio, which help customers to reduce their time-to-market and to increase productivity, flexibility and efficiency.

Siemens is introducing a newly developed complete system for industrial operation and monitoring: the web-based visualization system comprises Simatic WinCC Unified visualization software and a new

generation of Simatic HMI Unified Comfort Panels. With Sinumerik One, Siemens presents the CNC system for the digital age. By seamlessly combining the virtual and real world, this system makes machine tools more productive, reduces time-to-market and increases machine performance. As part of Digital Connectivity, Siemens is also presenting new CloudConnect products. They enable data from each plant to be transferred quickly, easily, and securely to the cloud.

The integration of cutting-edge technologies in the portfolio provides companies in all industries with new, extensive opportunities to make better use of the rapidly growing volume of data in industry: these range from the use of artificial intelligence and Edge computing to future factory and process automation. Data sovereignty always remains with the data owner. Using the example of the automotive industry, Siemens will demonstrate at the fair how development and production times can be reduced regardless of the engine concept (diesel, gas, electric). Fully automated manufacturing concepts with high quality and accuracy as well as industrialized additive manufacturing lead to increased performance, shorter setup times and a transparent battery development and production process. The strengths of modular process plants are illustrated at the booth using a “plug and win” separator unit from GEA, which is automated with Module Type Package (MTP) and supported by web-based applications as well as digital services based on MindSphere. These apps increase the transparency and efficiency of the plant through the optimization of control circuits and maintenance schedules.

AI services to improve plant availability and product quality

Siemens service experts support digital transformation with a comprehensive approach of services from consulting via implementation through to optimization. This also applies to AI-based services, which connect the field level to Edge and the cloud. Data are analyzed both locally on the machine and subsequently in the cloud using AI-based algorithms. This enables the customer to predict unscheduled machine downtime and to adjust product quality. With Predictive Services, Siemens presents modular service packages for the early detection and correction of faults. In addition, with “Closed Loop Analytics Services”, Siemens shows how data analytics and AI can be used to unlock previously untapped potential in the production and process environment. Therefore, reduction of test applications, increase of manufacturing throughput and improvement of machine learning models through new data in MindSphere can be achieved.

Easy data transfer to all popular cloud platforms

Siemens is also introducing innovative CloudConnect products for Digital Connectivity at the fair. They enable data from each plant to be transferred quickly, easily, and securely to the cloud. Siemens is also presenting PlantSight, the cloud-based portal for all plant information. With this solution, data can be efficiently consolidated, contextualized, validated and above all visualized. This creates a comprehensive, seamless digital context across a range of information sources and data formats. Plant operators can benefit from the excellent reliability and quality of the information and the resulting increase in operational availability and reliability for their plants.

Simatic PCS neo is a completely new development in terms of system software and is based entirely on web technologies. It provides brand new opportunities for companies in process industries in the age of digitalization. Besides direct and secure system access from any location and from any device with an HTML5-capable browser, Simatic PCS neo offers unique usability with all relevant information available within a single workbench. An optimized, easy to use GUI for all tasks and system users means that any information can be reached with just a few clicks. A consistent object-oriented data model increases efficiency in engineering and operations with clear and accelerated workflows.

Setting new standards for industrial operation and monitoring

At SPS, Siemens is introducing a newly developed complete system for industrial operation and monitoring: the web-based visualization system initially comprises Simatic WinCC Unified visualization software and new generation Simatic HMI Unified Comfort Panels. The new system provides the user with a solution for HMI and SCADA (Supervisory Control and Data Acquisition) applications, and in the future also for Industrial Edge, Cloud and Augmented Reality scenarios. A further product innovation is the compact drive-based Simatic Drive Controller. The device integrates the Simatic S7-1500 controller with Motion Control functionality directly into the modular Sinamics S120 multi-axis drive system. With the Simatic Drive Controller, synchronizations (gear or cam synchronization) can be implemented between axes that are on different CPUs. This makes it easier to distribute power over several CPUs and provides the basis for the easy implementation of modular machine concepts.

New Security Services protect productivity

Digitalization is leading to further increases in networking – right down to the sensor level. For automation, it is particularly important to be protected against possible risks. To support users in this area, Siemens offers a comprehensive, wide-ranging protection concept that complies with the recommendations of IEC 62443, the leading standard for security in industrial automation. A new concept being presented at SPS is Industrial Security Services specifically for Simatic automation systems, which include solutions for appropriate security configurations and efficient management of weak points.

Innovative solutions for digitalization in drive technology

At the trade fair, Siemens is also presenting its digitalization portfolio for the drive train: this covers the entire value chain from design through planning and engineering to production and services. With innovative products such as the new Sinamics G120X converter series, Simatic Micro-Drive and Sinamics S210 servo drive systems, plus Simotics low-voltage motors, Siemens offers a hardware portfolio that combines with intelligent software to create transparency along the drive train and to ensure reliable operation. New interfaces and connectivity modules in the form of Sinamics Connect 300 for low-voltage converters and Simotics Connect 400 for mains-operated motors enable machine and plant builders and users to acquire data from the drive train. This data can be used to create digital data models such as a digital twin and therefore for the overall optimization of machines and plants. With existing low-voltage converters, Sinamics Connect 300 ensures that data is sent to the cloud, while in future Siemens will also offer the option of retrofitting running low-voltage motors in the field with the Simotics Connect 400 connectivity module. This will enable low-voltage motors to send operating data to the cloud-based Sidrive IQ Fleet app without the need for any structural modifications. In addition to the Sidrive IQ Fleet MindSphere app, the Analyze MyDrives app can be used to obtain important information on the status of drives, leading to fewer downtimes and the increased productivity of machines and plants.

Solutions for an intelligent and secure electrical infrastructure

The electrical infrastructure is crucial for the smooth operation of automated production plants. Integrated in digital environments, it ensures secure, reliable and efficient power supply for plants, machines and buildings. It also provides important data for increasing energy efficiency and for optimized production processes and predictive maintenance. At the trade fair, Siemens is demonstrating how low-voltage systems, communicative protection and measuring devices and industrial switching technology can be optimally integrated into automation and cloud systems. The 7KN Powercenter 3000 IoT data platform will also be presented. As a central gateway, it collects and processes energy and status data from electrical consumers and forwards the bundled data to automation or open cloud-based

IoT systems such as MindSphere. Using Sivacon 8PS busbar trunking systems with innovative powerline technology, data can be transferred from the measuring and switching devices installed in the tap-off units directly via the conductors on the busbars – an additional data cable is no longer required. With the Sirius portfolio for industrial control technology, machine and control cabinet builders benefit from a universal system of switching devices, which helps them to find the ideal solution for all switching and control tasks. The devices are part of Totally Integrated Automation and support efficient project engineering and flexible use. They are also able to acquire machine data and make it available for detailed analytics in higher-level systems and IoT environments.

On November 26, 2019 at 13:00 we will be holding our traditional Siemens press conference at SPS with Klaus Helmrich, Member of the Managing Board of Siemens AG and CEO of Digital Industries, in the St. Petersburg Room (NCC East, Level 2).

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Stratasys Introduces Digital Anatomy 3D Printer Bringing Ultra-Realistic Simulation and Realism to Functional Anatomical Models

7 October 2019

3D printing company Stratasys Ltd. is further extending its commitment to the medical industry with the new J750™ Digital Anatomy™ 3D Printer. Designed to replicate the feel, responsiveness, and biomechanics of human anatomy in medical models – the system improves surgical preparedness and training while helping bring new medical devices to market faster.

3D printed heart model produced on the new Stratasys J750™ Digital Anatomy™ 3D Printer - replicating the feel, responsiveness, and biomechanics of human anatomy (Photo: Business Wire)

Today, medical professionals have a choice of cadavers, animal, traditional, or virtual reality models which all have significant limitations. Unlike animal models that only approximate human anatomy and may raise ethical concerns, or cadaver models that cannot retain live-tissue feel and require a controlled environment, the Digital Anatomy 3D Printer recreates actual tissue response - and can be used anywhere without specialized facilities. It also lets users focus on specific pathologies.

“We believe in the potential of 3D printing to provide better health care, and the Digital Anatomy 3D Printer is a major step forward,” said Stratasys Healthcare Business Unit Head Eyal Miller. “We’re giving surgeons a more realistic training environment in no-risk settings. We also anticipate this will enable medical device makers to improve how they bring products to market by performing design verification, validation, usability studies and failure analysis with these new models.”

The new 3D printer has already been tested at several organizations. The Jacobs Institute, a Buffalo, N.Y.-based medical innovation center focused on accelerating device development in vascular medicine, has been testing the Digital Anatomy 3D Printer to re-create key vascular components for advanced testing and training. “3D printing has been wonderful for recreating patient-specific anatomy compared to cadavers or animal models; however, the final frontier for organ model realism has been live-tissue feel and biomechanical realism,” said Dr. Adnan Siddiqui, Chief Medical Officer, Jacobs Institute. “That’s exactly what the Digital Anatomy 3D Printer gives us. We believe these models give us the best opportunity to recreate human physiological conditions to simulate actual clinical situations and to study new devices to establish their effectiveness before introducing them to patients.”

In conjunction with the 3D printer itself, Stratasys is also introducing three new materials –

TissueMatrix™, GelMatrix™, and BoneMatrix™ - used to create cardiac, vascular, and orthopedic 3D printing applications. A Blood Vessel Cleaning Station that removes support material from inside 3D-printed blood vessels is also being released.

The new Stratasys 3D printer is expected to see adoption primarily by medical device companies, which require new ways to drive faster adoption of technologies and procedures - and academic medical centers, which are under increasing pressure to conduct training outside of the operating room to minimize risk to patients. The solution also supports efforts to move from time-based surgical training to proficiency-based evaluation.

The J750 Digital Anatomy 3D Printer builds on Stratasys's investments and growing success in the healthcare market, both with medical practitioners and device makers. Last November, its J750 and J735 3D Printers and the Objet30 Prime 3D Printer were validated by partner Materialise for use with FDA-cleared Materialise Mimics inPrint software for creating anatomical models used in patient care. The company has worked closely with the Veterans Health Administration on applying both FDM® and PolyJet technologies to a variety of healthcare settings, including a jaw reconstruction application that reduced surgical time by 80-100 minutes. Additionally, Bordeaux University Hospital in France recently integrated the Stratasys J750 in their process to 3D print life-like transparent and color models of patient kidneys for complex tumor removal cases.

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