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## CIMdata News

### *Accelerate and Scale-Up 3D Printing with Wipro 3DAssess – a CIMdata Commentary*

20 June 2019

#### *Key takeaways:*

- *3D printing increases creative freedom while cutting the cost of making complex products.*
- *3D printing is reinventing manufacturing by moving production closer to the end-consumer, opening possibilities for new business models.*
- *Wipro's 3DAssess uses proprietary algorithms to automatically check 3D models for potential geometry, topology, and wall-thickness related issues to validate the overall integrity of the models to be 3D printed.*
- *Wipro's 3DAssess automatically performs manufacturing feasibility assessment through integrity checks, types of material used, type of 3D printers used, manufacturing techniques, and the optimum number of parts.*
- *Wipro's engineering and process consulting service helps integrate 3DAssess with leading PLM solutions for transmitting inputs to 3DAssess and for carrying out detailed redesign of 3D printed parts for robust performance.*

#### **Innovation With 3D Printing**

These days, we hear a lot about 3D printing (or additive manufacturing (AM)), although it is unlikely to replace existing production methods in conventional manufacturing in the near future. Adoption of AM

in mass manufacturing is likely to remain small due to the high cost of materials and processes involved. However, the promise of AM is that it opens the door to entirely new manufacturing capabilities and hence to previously unexplored designs and business models.

AM can help increase creative freedom and consolidation of parts while cutting the cost of making complex products thereby making low-volume manufacturing more efficient. Today, AM is best suited for small-batch niche aerospace, medical, and automotive applications. However, AM could help reinvent manufacturing, by moving production closer to the end-consumer as well as by motivating 3D printing machines owners to creatively resolve their current excess capacity issues.

In combination with other technologies such as big data, artificial intelligence, and blockchain, AM could further change the way products are designed and produced, making it much easier for companies to enter new markets on the design and the manufacturing fronts, on an even footing with existing, capital-intensive incumbents. One can expect much simplification of supply chains, as parts and products are printed in-house instead of assembling components from multiple suppliers.

### **3D Printing for Low-Volume Manufacturing**

Examples from low-volume, specialty parts manufacturing are very encouraging today and innovators can be expected to push conventional design and manufacturing boundaries in the near future.<sup>1</sup> The ability to rapidly solve problems associated with work holding fixtures and jigs is making 3D printing a favorite among manufacturers. Jabil, a manufacturing services company, claims that all their factories have some 3D printing capability for fixtures, jigs, and tooling, and that in their Auburn Hills plant in Michigan, they have saved 35% on tooling costs and 80% on delivery time by 3D printing tools and fixtures. Honeywell Federal Manufacturing & Technologies claims to have printed more than 60,000 tooling fixtures for product testing and saved \$125 million through cost-avoidance in manufacturing of non-nuclear components for national defense systems.<sup>2</sup>

The ability to make repairs for aircraft using 3D printing without grounding them for lengthy periods of time is another important area of application. For example, the part may take two to three weeks to fabricate traditionally but it could be produced within two- or three-days using 3D printing. Given that the cost of storing parts is 25% of the cost of making them and that spare parts often must be stored for the life of the product, 3D printing makes good economic sense.<sup>3</sup> With improvements in 3D printing technologies, industrial equipment manufacturers who usually have a few thousand spare parts in their databases can make them individually, instead of making a batch of them resulting in locked-in inventory cost.

It is expected that once 3D printing proves itself, the industry for dental aligners will make a near 100% switch to 3D printing in a very short amount of time. Also, the hearing aid industry is seeing nearly a 100% transformation to 3D printing. In general, it is expected that at least 10% of all medical devices will be 3D printed in the near future.<sup>4</sup>

Despite this growing interest in AM, 3D printing a precision part is not straightforward. Careful preparation of the 3D model of the part to be printed needs to be carried out before sending it to a 3D printer.

### **Preparing 3D Models for 3D Printing**

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<sup>1</sup> Hitch, John. State of 3D Printing 2019: All Grown Up & Ready to Work. Industry Week. February 2019.

<sup>2</sup> ibid

<sup>3</sup> ibid

<sup>4</sup> ibid

To ensure that 3D printing proceeds smoothly the 3D model of the part must be checked for the following before sending it to the printer:

**Seamlessness**—Unless parts are going to be glued together after the printing process, the model to be printed needs to be made of a single seamless mesh without any openings or “leaks.”

**Hollowness**—The cost of 3D printing is based on volume. Hence, it is necessary that some models be printed as a hollow object instead of a solid one. Essentially, from the solid model, the faces are extruded along the surface normal to create a hollow model.

**No Non-Manifold Geometry**—If during surface extrusion, edges with more than two faces are created, it results in a non-manifold geometry that the 3D printer cannot interpret. Such a situation needs to be identified and remedied.

**Outward Surface Normals**—The surface normals of each face presented to the 3D printer must face outward for the 3D printer to interpret the surface correctly with reference to other surfaces.

**Wall Thickness**—When turning a 3D model into a real 3D print, the wall thickness of the surfaces must be given unless the printed part is expected to be a solid.

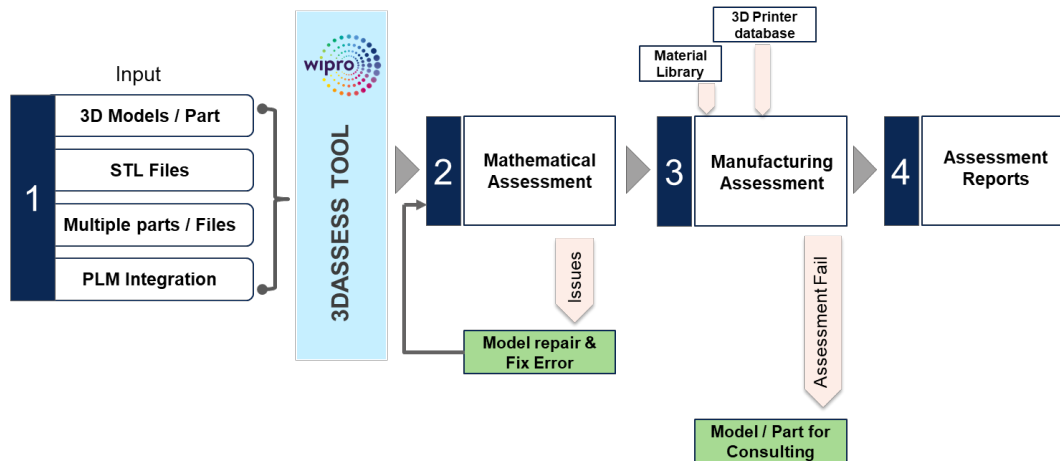
**Self-Intersecting Surfaces**—Intersecting surfaces within the model can make it unprintable and such intersections must be eliminated.

The most common file format is STL (Standard Triangle/Tessellation Language), and most 3D modeling software have the option of exporting the model in an STL file format.

Apart from speeding up early design iterations through 3D printed prototypes, the most common use case for 3D printing is the replacement of conventionally made parts with the 3D printed ones. It saves time for repair and inventory costs. The main question in such a direct replacement is, will the 3D printed part do the job. One can determine, based on the known properties of 3D printed materials, if the replacement part will work or not. However, this may not always be an easy question to answer and will call for some detailed engineering investigation, redesign, and testing. Additionally, the 3D printed replacement part must function when printed several years from when the first replacement part was printed. The question of being able to make a reliable replacement part after several years also needs proper investigation and engineering.

## **Wipro’s 3DAssess for Accelerating 3D Printing**

Manual decision-making about whether a part can be 3D printed is tedious, slow, and error-prone and that can negatively impact the adoption of 3D printing. Wipro’s 3DAssess is a tool for automatically assessing the printability of a part based on the assessment of its 3D model, as well as assessing the manufacturability of the part based on the 3D printing machine planned for use. Additionally, Wipro’s engineering consulting services is offered for redesign of the 3D printed part based on the needs of manufacturability and/or of the part’s performance.



**Figure 1—Wipro’s 3DAssess and Consulting for Accelerating the Adoption of 3D Printing**  
(Courtesy of Wipro)

The procedural steps used in connection with 3DAssess are shown in Figure 1. The 3D model of a part or of multiple parts are received by 3DAssess then: First, a mathematical assessment of the STL file is carried out automatically to determine its suitability for 3D printing, based on Wipro’s mesh integrity analysis algorithms. After the STL file-related issues are resolved, the manufacturability assessment for 3D printing is carried out using Wipro’s manufacturing analysis that focuses on the variables pertaining to design and the supply chain. A combined 3D model assessment and manufacturing assessment report is produced while flagging the need for Wipro’s engineering and process consulting if there are doubts about making the parts or about the ability of the 3D printed parts to perform satisfactorily. A few hundred parts can be assessed for their 3D printability in a single step. The capabilities covered by the 3DAssess tool and the associated consulting are briefly described below:

**Mesh Integrity Analysis**—Wipro’s algorithms incorporated in 3DAssess help carry out different critical checks including wall-thickness, water tightness, flipped normal, and surface self-intersections for the overall integrity assessment of the 3D model that needs to be printed. The checks applied are listed as: duplicate edge, duplicate facet, enclosed hollow object, check, multiple disconnected objects, non-manifold edge/vertex, inconsistent orientation, and holes. The algorithms help identify issues associated with STL files by color-coding them automatically for ease and speed in correcting them.

**Manufacturing Analysis**—Wipro enables detailed analyses for manufacturing feasibility, which includes integrity checks, type of material, type of 3D printer, existing manufacturing techniques, and the required optimum number of parts. Wipro relies on its growing database of 3D printers, OEMs, and materials to make precise recommendations. Wipro’s algorithms also help identify overuse of some materials (e.g., reinforcing fibers, to help save material costs and remove wastage) automatically. Additionally, insights are provided through a comparison of the results of traditional manufacturing with that of 3D printing.

**Assessment Report**—Wipro’s 3DAssess provides a report for every component detailing the material and the machine used along with the quantity of material and time required to complete 3D printing. The manufacturing assessment in the report covers the dimensional check, the minimum order quantity, the lead time, and scrap volume. The detailed report helps reduce the turnaround time for assessing optimization potential by increasing the speed of iterations, which would be quite low if attempted manually.

**Consulting**—Wipro’s engineering and process consultants are engaged at several levels for enabling 3D

printing broadly in organizations of different sizes. At the first level it may involve integration with PLM solutions for product information and ERP systems for supply chain information. In a more detailed scenario, Wipro's consultants help in detailed redesign of parts intended for 3D printing by making sure that the parts perform in a robust manner. Finally, Wipro consultants have the expertise to help plan the transition to 3D printing-based manufacturing at a larger scale.

Wipro's 3DAssess has been leveraged in several industrial applications like:

Parts consolidation in an engine manifold from 15 to 1 while cutting manufacturing lead time by half and improving reliability.

Molding tool improvement with redesigned cooling channels and using 3D printing, reducing cost of tooling by 30% and manufacturing lead time by 50%.

Redesign heat sink with integrated fins to improve dissipation by 17% and used 3D printing to reduce manufacturing lead time by 9 days.

Reduce vehicle accelerator pedal weight by 37% and cost by 7% through topology optimization and 3D printing.

These typical applications of Wipro's 3DAssess show its usefulness in accelerating the acceptance of 3D printing as a viable alternative to conventional manufacturing and after-sales service when parts consolidation, weight reduction, complex geometries, and small volume parts become clearly relevant for improving competitiveness and profitability. 3DAssess helps enterprise-wide decision-making based on analytics about the feasibility of 3D printing in different stages of the product lifecycle.

### **Summary**

CIMdata has been closely monitoring the progress of AM in the industry, as well as looking into the challenges posed by it with regard to PLM. At this point in time, the chances of AM impacting the traditional manufacturing market seriously doesn't appear to be very high. However, AM does open the door to distributed and flexible manufacturing of low volume specialty parts where businesses with excess capacity can play a significant role, giving rise to innovative business models. The main thrust of AM today appears to be in work holding jigs and fixtures, mass customized medical devices, and low volume parts for aerospace and defense applications. However, the AM market is significant enough and progressively growing due to some very creative effort, behooving CIMdata to monitoring it carefully.

Although, AM provides the ability for making complex parts that traditional subtractive manufacturing could not do at reasonable cost, if at all, the process of making those parts beginning from their 3D models is not straightforward. The complexity lies in assessing the topology and the geometry of the parts to make sure that the 3D model when sent to a 3D printer produces a satisfactory part. 3D printers today demand a certain level of preparation of the 3D models before they can print them. Also, by just taking the 3D model of part made by conventional manufacturing methods and correcting it for 3D printing, does not ensure that the 3D printed part will perform as expected because of the material change. A redesign of the part made using 3D printing is often needed. Also, the redesign must take into account the fact that the next replacement part may not be printed for several years.

Wipro 3DAssess algorithmically readies parts for 3D printing based on the analysis of the topology and geometry available from their 3D models. Wipro 3DAssess also helps determine whether parts can be made of certain materials on a chosen 3D printer in desired volume within desired time. Additionally, Wipro's engineering and process consulting services help redesign parts hitherto made by conventional manufacturing methods to be manufactured using 3D printing.

Wipro has considerable experience applying 3DAssess and its consulting services to help manufacturers

and after-sales service organizations to leverage 3D printing to replace traditionally manufactured parts for better performance, reduced manufacturing lead times, and reduced cost of inventory. Wipro's 3DAssess solution, and its engineering and process consulting services jointly form a complete set of capabilities that manufacturers and after-sales service organizations will want to explore when experimenting with 3D printing, while considering innovative products and perhaps business models to disrupt markets to their advantage.

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### ***CIMdata Publishes “Siemens Digital Industries Empowers Aerospace Design with NX and Fibersim”***

18 June 2019

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the publication of an eBook titled “Siemens Digital Industries Empowers Aerospace Design with NX and Fibersim.”

The air transport industry is growing at an unprecedented rate. Given its predicted growth and pressure on operating costs in the aerospace and defense industry, intense competition is driving the pace of technological innovation. To increase production rates to meet the high demand from commercial and defense clients, airframe manufacturers need to improve their operational and manufacturing performance. To be competitive, airframe manufacturers look to produce more fuel-efficient aircraft and composite materials are a clear choice to reduce weight. Reduced weight directly translates into fuel efficiency and lower operational costs.

Siemens Digital Industries' answer to the complexity of designing and manufacturing composites is the Fibersim portfolio of solutions. The Fibersim solution supports design methodologies that capture the specifications from design and analysis and guide designers through the manufacturing process.

The eBook introduces the key concepts of composite design, analysis, and manufacturing. It includes a discussion of the fact that composite parts are often designed in context of a larger aero structure assembly. Within the assembly, part dimensions and inter-part interface contact points change due again to the frequent changes that occur during design iterations. All such modifications put a heavy strain on the CAD model assembly relationships. NX provides designers with tools to simplify the creation and editing of inter-part references.

Ken Versprille, Ph.D., Executive Consultant, CIMdata, reflects favorably upon Fibersim's implementation, “The close coupling of design and analysis with the added influence of production manufacturing processes is critical. By covering the full composite product development process from design and analysis through fabrication and inspection, Fibersim delivers an exceptional solution that can sustain its users at the forefront of composite design engineering. Siemens Fibersim solution combined with NX provides industrial customers a winning approach to composite design that delivers measurable business benefits.”

To find out more and to download the eBook on “Siemens Digital Industries Empowers Aerospace Design with NX and Fibersim,” visit [www.CIMdata.com](http://www.CIMdata.com).

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## *CIMdata to Host a Free Webinar on the History & Future of Simulation*

20 June 2019

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, “The Rise of Simulation.” The webinar will take place on Thursday, July 11, 2019, at 11:00 a.m. (EDT) and will last for one hour.

A decade ago, CIMdata's Dr. Keith Meintjes gave a keynote address at a Hewlett-Packard simulation conference. His presentation, "The Rise of Simulation," traced the history of commercial simulation (CAE) tools and made some predictions. In this webinar, CIMdata will take a look at the forces that have driven the current state of product and manufacturing system development. The predictions made 10 years ago will be examined and there will be a look to the future and the steps that companies should be taking to leverage upcoming technology changes and developments. Dr. Meintjes will be joined for this webinar by Don Tappan, who was then with Intel. Don and Keith collaborated in formulating General Motors' global strategy for high-performance computing for product engineering.

This webinar will help attendees:

- Understand the history of simulation from the 1960s, when it was mainly developed in-house by companies and the National Labs, to the 2010s when simulation was everywhere.
- Find out what Moore's Law is and its impact on product development.
- Learn about cultural and deployment considerations.
- Learn more about where we are going with Moore's Law, the human factors, and the importance of innovation.
- Find out how to best leverage future technology changes and developments.

According to Dr. Keith Meintjes, CIMdata Fellow, and the host for this webinar, “The history is still interesting, as are the predictions. We mostly, I think, got it right. This webinar will review what was said 10 years ago, and again take a look to the future from today’s perspective.”

Dr. Meintjes has over 35 years of experience in the development and application of simulation tools to transform product development. His achievements include novel methods for combustion simulation, patents for engine design, and strategic planning for the world’s largest commercial HPC facility. Prior to joining CIMdata, he spent nearly 30 years at General Motors where he was responsible for the engineering requirements for GM’s Global CAE IT infrastructure and was named Senior Technical Fellow. At GM Powertrain he held strategic, planning, and management positions, to embed simulation tools in the powertrain product development process. Earlier, at the GM Research Laboratories, he developed thermodynamic and CFD simulation models for engine performance and combustion and was instrumental in GM’s acquisition of a Cray supercomputer.

This webinar will be useful to a wide audience including product development engineering managers, product design architects, CAE (simulation) managers and engineers, solution providers, and anyone interested in learning more about what really has happened with simulation from the perspective of two practitioners who were involved with Simulation very early on.

To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-the-rise-of-simulation-redux>. To register for this webinar please visit: <https://register.gotowebinar.com/register/517012756400019725>.



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## ***Designed for Progress: 2019 Infor Innovation Summit – A CIMdata Commentary***

19 June 2019

### *Key takeaways:*

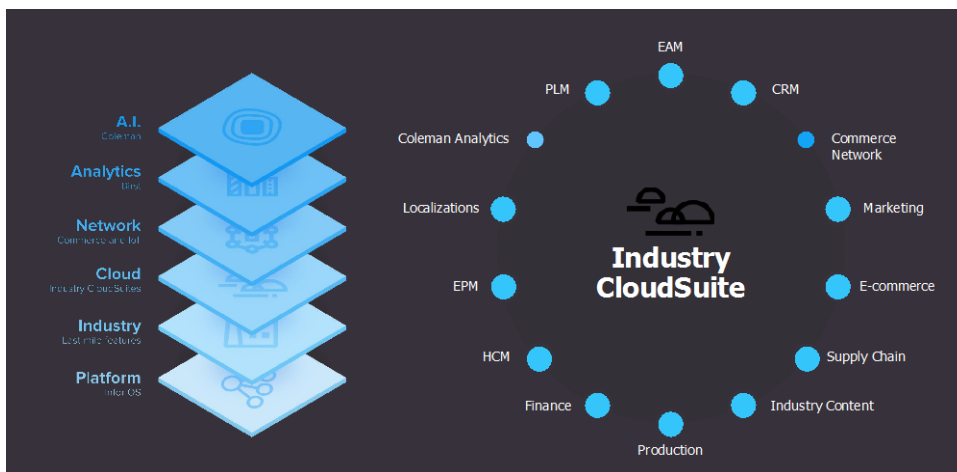
*Infor continues to make rapid progress on their cloud vision and has the customer success to show for it.*

*Their multi-tenant CloudSuite offerings, built on Infor's strongest ERP solutions and delivered by industry, have significant customer uptake and interest.*

*A rich platform of shared services, Infor OS, broadly enables Infor CloudSuite offerings with business intelligence, AI, and common user experience capabilities.*

*Recent equity investments have turbocharged development, helping the company make rapid gains in product capabilities and reach.*

Infor held their annual Infor Innovation Summit event at their Chelsea offices in New York City on June 3 and 4. Approximately 65 analysts with a range of coverage areas got access to Infor's senior leadership and selected customers over the 1.5 days.



**Figure 1—Infor's Industry CloudSuite Strategy**  
*(Courtesy of Infor)*

While the world has embraced the cloud, the enterprise software market has been slower to adapt to this new reality. Infor's move to the cloud has been swift, with 70% of their new software license revenues coming from their CloudSuite customers. To optimize the benefits of the cloud, Infor rewrote five of their best enterprise resource planning (ERP) solutions for the cloud and then built industry-specific functionality around them. Figure 1 highlights aspects of their CloudSuite strategy. The company has worked with Amazon Web Services (AWS) since 2013, which helped engender a cloud-first development mentality. Their 2017 acquisition of Birst gave them a cloud-based analytics solution to put to work on their data lake continually filled from their far-flung applications.<sup>5</sup> As part of this stem and root transition, Infor allowed Hook & Loop, their in-house design agency, a leading role in rethinking how such applications should work, with a particular emphasis on mobile. In fact, the demonstrations at the event were a graphic illustration of the consumerization of IT writ small, with

<sup>5</sup> <https://www.infor.com/news/infor-completes-acquisition-of-birst>

their efforts to make their mobile apps more user friendly rapidly moving upstream into the enterprise applications.

Mr. Charles Phillips, Infor's CEO, kicked off the event by providing an update on company strategy. Infor has been investing strongly in their products since his arrival in 2010 but that effort has been turbocharged by two large investments from Koch Equity Development, the investment and acquisition subsidiary of Koch Industries, one for more than \$2 billion in 2017, and another round in early 2019 of \$1.5 billion. According to the 2019 press release, Infor is considering an IPO in 2019 or 2020, subject to market conditions.<sup>6</sup> Mr. Kevin Samuelson, Infor CFO, described how the Koch relationship began.

Georgia-Pacific tapped Infor to update their ERP installation. The success of the project led to a Koch-internal discussion about the state of IT in their vast conglomerate. When the conversations moved up to Mr. Charles Koch, Chairman and CEO of Koch Industries, Infor was approached about an investment.

Mr. Phillips described a range of strategic investments, not all of which we will describe here. One key initiative was getting all CloudSuites fully integrating Birst, an apparently painful yet essential move. They also expanded their efforts in Coleman Analytics and Coleman Robotic Process Automation (RPA), focused on automating common tasks and providing self-service bots by industry. Infor is a leader in Enterprise Asset Management (EAM) and redoubled their efforts, good news since EAM is a vital link in many IoT and IIoT applications.

Infor has also invested significant time and effort in expanding their partner ecosystem. Their increasing product maturity piqued the interest of Accenture and Deloitte, who signed on as systems integration partners. Their Education Alliance Program will help build the next generation IT decisionmakers weaned on Infor solutions.

Infor will continue to invest in key industry functionality across their twelve industry-focused CloudSuites: Aerospace & Defense; Automotive; Distribution; Equipment Rental; Fashion; Food & Beverage / Chemicals; Healthcare; Hospitality; Industrial; Retail; Public Sector; and Service Industries. Many of these CloudSuites have subsegment-focused capabilities, e.g., "Automotive OEM" and "Aftermarket Service and Parts" in Automotive. Based on the material presented, Infor has also invested heavily in the blocking and tackling of running a global cloud solution provider. They have eight multi-tenant farms around the world running their portfolio, each supported by one instance of Infor Operating Services (Infor OS), their "cloud operating platform." Infor OS provides a set of common shared services that augment the Software-as-a-Service (SaaS) and Infrastructure-as-a-Service (IaaS) capabilities of the cloud service provider. They are built on Krypton, an open source testing tool, to deliver a multi-tenant capable solution that the company thinks can evolve into a testing-as-a-service capability. Infor cloud solutions currently available vary widely by geographic location. Again, another area for investment, planned for 2020-2021. Infor Support is 24x7x52, with regional or local support centers scattered around the globe. Security is paramount and the company discussed their plans to use cloud telemetry to help prevent and manage any security events that may arise. CloudSuite Portal allows their users to administer their implementations, with many tasks automated, making them more efficient and easier to use. The Infor team benchmarked their Service Level Agreements (SLAs) and Service Level Objectives (SLOs) against the industry leaders.

One reason Koch Equity Development decided to invest in Infor was seeing the benefits using Infor applications at Koch-owned business could achieve. Some of those companies presented during the Innovation Summit. Flint Hills Resources, a Koch company, spoke about their move to Infor EAM. The company was a Maximo user, now part of IBM. They won an award for their over 800 Maximo

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<sup>6</sup> <https://www.infor.com/news/infor-announces-koch-investment>

customizations. The result: their last Maximo upgrade took 20 months and cost millions. Georgia-Pacific, acquired by Koch Industries in 2005, was running over 730 applications with 200 data stores. Their IT landscape diagram filled the screen with so many boxes one would be challenged to read them standing right next to it. While they were not pushed toward Infor, Koch was pushing them to digitally transform. Implementing the Infor M3 ERP solutions got rid of sixty boxes on the landscape diagram. Their integrated reference architecture is mostly populated with Infor products, with M3 at the core. Infor also highlighted customers in fashion and retail, including ST Lonia, a Spanish specialty retailer; DXL, an American large and tall man's retailer; and Pharmacy4Less, an Australian discount chemist. In conclusion, Infor packed a ton of detail into the 1.5-day session, with updates across their business and offerings. They are moving apace in their cloud journey and bringing an increasing number of customers from a range of industries with them. Infor is making analytics and augmented intelligence pervasive across the breadth of the application suite, with applications from the desktop to mobile. In fact, Infor's efforts in this regard were one data point leading to CIMdata emphasizing augmented intelligence in our recent global PLM Market & Industry Forum series. Business apps, engineering apps, social, mobile, IoT—they all fill the data lake to the brim, just ready for Birst and Coleman to provide key insights at the point of work. CIMdata is excited to see Infor's progress across many fronts and looks forward to learning more at Inforum, their premier customer event, in the fall.

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### ***HCL's DFX Insights'19 – A CIMdata Commentary***

18 June 2019

#### *Key takeaways:*

*The attendees were very open in sharing their positive experiences with the DFMPPro solution.*

*HCL introduced new Thermoforming and Casting modules in DFMPPro.*

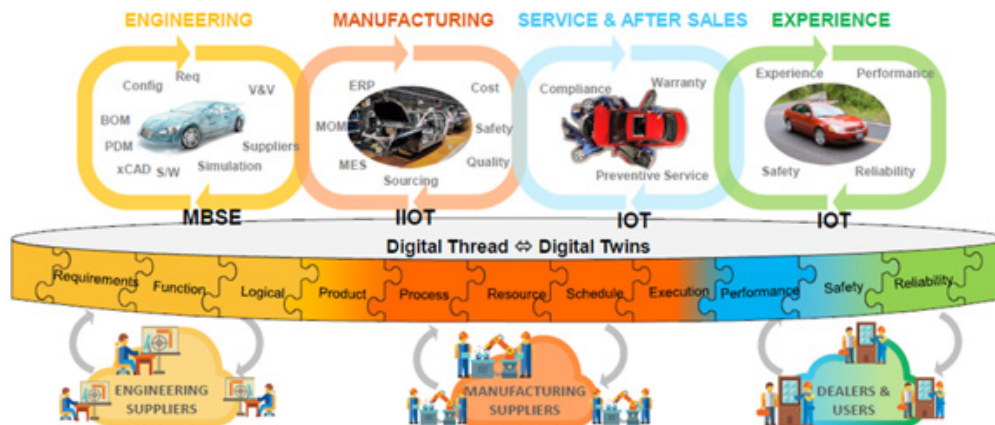
*HCL shared their vision of a future where knowledge capture will be automatic based on actual product operating conditions.*

CIMdata attended HCL's DFMPPro annual users meeting, DFX Insights'19, in Detroit on April 16, 2019. The one-day event was focused on HCL's DFMPPro software solution created to help designers check their product designs for manufacturability and assembly, allowing problems to be found and corrected early in the product design process. DFMPPro offers a suite of rules-based checks to identify product areas that are difficult, expensive or impossible to manufacture and a framework for users to add their own. The event was positioned for users to share best practices and foster a deeper understanding of the *Design for Excellence* (DFX) approach which leads to business success. Attendees from automotive, medical devices, industrial machinery, and consumer products were on hand to proactively participate and discuss the benefits they have obtained from the DFMPPro toolset and to learn from HCL the future enhancements planned for the solution.

Mr. Nambi Chandrasekaran, Global Head – Geometric Tech Products, welcomed the attendees and positioned the day's intent as an opportunity for the participants to learn from HCL experts' and peers' DFX implementation tips and best practices, share success stories, and network with product design experts. Mr. Swadhin Bhide, Director of Product Management for HCL, gave the opening keynote. He set the stage by reporting the results of a survey HCL conducted in late 2018 in which an overwhelming 92% reported that their products increased in complexity over the past five years. The leading causes

# CIMdata PLM Late-Breaking News

were more intricate mechanical designs, added electronics, and the need for different materials.



**Figure 1—Digital Transformation Requires a Product Innovation Platform**  
(Courtesy of HCL)

In addition, Mr. Bhide spoke of the Digital Transformation occurring in all industries as enterprises seek to adapt to new technology. CIMdata has also recognized this trend and has noted that digital transformation is the expansion of digital technology in business processes that change how companies operate and provide value to their customers. Mr. Bhide explained HCL’s position that digital transformation will require a Product Innovation Platform (Figure 1 above) supported by a Digital Ecosystem. He elaborated that a “Design for eXcellence” strategy is an integral part of the Digital Process Chain.

Mr. Bhide also reported on the results of a customer survey they conducted in 2018-2019. A number of insights stood out to CIMdata, including:

53% indicated that their product development cycle is less than 12 months

60% of executives indicate that designs are shared with suppliers before they are frozen

78% track ECO/ECNs and 70% reported costs of more than \$5,000 per ECO/ECN

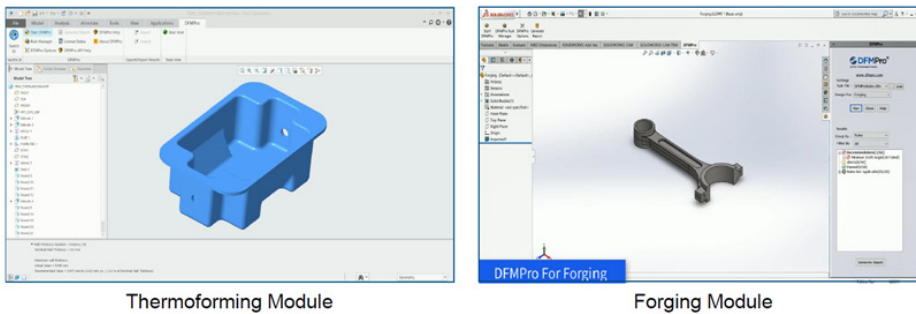
73% of executives report that design rework happens up to 20% of the time because cost estimates do not meet expectations

40% of executives name product quality as the factor driving the use of DFX practices

Throughout the day speakers from a US automotive supplier, a medical device manufacturer, and a consumer products producer all described their use of the DFMPPro suite of tools and the benefits they derive from them in their companies. Most spoke of their company’s experience in introducing DFX into their organizations and the benefits they have been able to gain. One of the more interesting user presentations spoke of the steps they took to enable DFX by first naming an internal “champion” to lead the introduction and then forming a committee to define the most valuable rules they would implement. That was followed by creating start-up guides and demonstration videos for new users of DFX. Their attention to detail impressed CIMdata and their ideas mirrored the advice CIMdata gives their own clients.

Mr. Yogiraj Dama, and Mr. Prashant Chandanapurkar from the product management team at HCL Technologies took the stage to present recent enhancements to the DFX tool suite. At the top of their

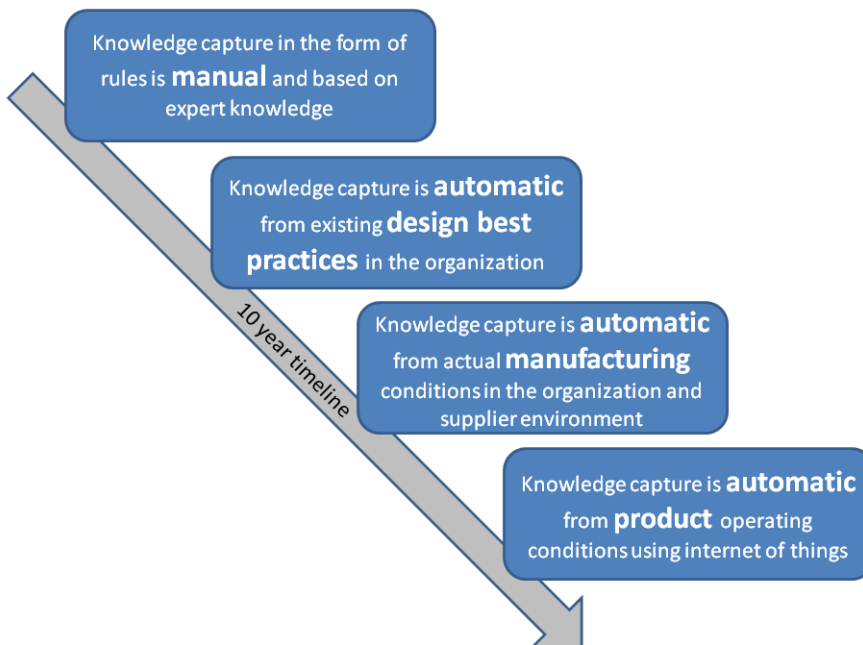
agenda were new modules for Thermoforming and Forging. See Figure 2. These add to the previously existing support for injection molding, sheet metal, machining, casting, welding, tubing, additive manufacturing, and assembly processes.



**Figure 2—DFX’s Newly Added Modules**  
(Courtesy of HCL)

They then described new rules for their additive manufacturing and machining modules, as well as assembly. A DFX Analytics addition and improved user experience were discussed and drew positive audience reactions.

Mr. Dama and Mr. Chandanapurkar closed the conference by sharing HCL’s DFX vision and direction for the future. While being careful to qualify their statements that these were not commitments for delivery and could change at any time, they presented their vision of the future wherein knowledge capture moves from manual to automatic, as illustrated in Figure 3.



**Figure 3—Future Strategy for Knowledge Capture**  
(Content courtesy of HCL)

## Conclusion

CIMdata was impressed by the friendliness and openness of the DFX client attendees at the conference to share their experiences. One could see that this was a “family” of design engineers from different industries all participating in a common journey to better their product development environments. CIMdata was pleased to see the improvements to DFMPPro and the DFX framework that have occurred over the past year and is supportive of HCL’s future vision.

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## *Siemens Spotlight on Innovation 2019 – A CIMdata Highlight*

19 June 2019

On May 22, 2019, CIMdata attended Siemens Spotlight on Innovation 2019 at the Dr. Phillips Center for the Performing Arts in Orlando, FL. The Phillips Center is a Siemens smart building technology partner<sup>7</sup> and is a showcase for various Siemens offerings. During the meeting Siemens claimed it had over 4,000 employees working in the greater Orlando area. During the morning of the one-day event, Siemens conducted a briefing for analysts while the afternoon session included several presentations that highlighted how users of Siemens technology and applications are developing and delivering innovative solutions to many diverse problems.

In the morning session, Raj Batra, President of Siemens Digital Industries (DI) USA, described the 5 DI business units: Software, Factory Automation, Motion Control, Customer Services, and Process Automation. He stated that each of these businesses has either a number 1 or number 2 position in their market. Mr. Batra said Siemens continues to verticalize their business to better leverage their domain expertise and global knowledge to support enterprise digitalization and the integration of software and automation within their customers—more and more of whom want to use manufacturing as a competitive weapon where time to market and first mover advantage continue to be most important.

Mr. Jim Rusk, CTO Digital Industries Software group, described how Product Lifecycle Management (PLM) is a critical component of how they deliver information to their customers and is key to creating a closed-loop digital twin. According to Mr. Rusk, Siemens, powered by a series of strategic acquisitions, is not just focused on PLM software but on delivering a broad range of solutions and technologies (e.g., IoT, MindSphere, etc.) that enable companies to gather a full range of in-service product data and create comprehensive feedback loops between the manufacturing, operational, service, and engineering domains. Mr. Rusk claimed that Siemens has grown their business substantially, both organically and through several critical acquisitions. He further stated that they are embedding generative engineering into their tools, going beyond topology optimization, and linking generative technology with artificial intelligence (AI) and other domains.

Dr. Norbert Gaus, Siemens Corporate Technology, responsible for driving digitalization across Siemens, discussed three areas of importance. 1) Financially, companies need to know how to secure their brownfield investments as part of their IoT strategy; 2) With new smart, connected products there will be more and more communicating among products to support autonomous (systems of systems); and 3) From a research perspective, everything is centered on the digital twin, e.g., how to design products and factories, how to engineer them, and how to operate the products and the factory. companies will need to

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<sup>7</sup> <https://news.usa.siemens.biz/press-release/building-technologies/siemens-and-orlandos-dr-phillips-center-performing-arts-expand-s>

model the product in very different ways but have to be consistent in how things are defined—and stay consistent over time. Finally, these twins will drive applications that feed forward and feed back to the lifecycle.

Next up, Ms. Barbara Humpton, CEO Siemens US, listed their 5 focused business areas: Gas & Power, Smart Infrastructure, Digital Industries (the bread and butter of Siemens), Renewable Energy, and Healthcare. She stated that Siemens, in business since 1847, has been involved in every Industry evolution (1.0, 2.0, etc.) and continues to help define Industry 4.0. According to Ms. Humpton, Siemens has increased its R&D spending 10% over the previous year (to \$1.4 billion). She claimed that Siemens has donated over \$3 billion in hardware and software to US schools in the last several years. She also described programs Siemens US has in place to help US veterans receive free PLM training as they transition to civilian life.<sup>8</sup>

In the first afternoon session, Mr. Mouse McCoy, CEO of HackRod, described how they designed and 3D printed a new motorcycle in two weeks, a new vehicle assembled for the first time at the event. Mr. McCoy also discussed their work with Oak Ridge Laboratories to 3D print a fuel tank with a new combination of materials never used before.

In a great illustration of Siemens STEM outreach, Ms. Ashley Kimbel, an 18-year old high school student from Huntsville, Alabama, described how she designed a prosthetic foot using Siemens tools (mainly the Solid Edge portfolio). Her exciting work landed her a spot on the Today Show and she also had a day in her honor in Huntsville. CIMdata thinks this is a great example of how a dedicated person can use PLM tools to make a positive difference for people's lives.

Mr. Bharat Amin, Newport News Shipbuilding CIO, described how the shipyard was using Siemens tools to improve their ability to design and manufacture aircraft carriers and submarines. In lessons learned, Mr. Amin listed the five things he believes are essential to allow disruption:

1. Nurture trust and relationships
2. Cut through bureaucracy
3. Go against the grain
4. Have an entrepreneurial spirit
5. Be willing to take risks

The afternoon closed with two panels in which several industry leaders described the impact of technology on their businesses and how they were addressing the issues that impact was having on their companies.

The day's events, while short, were another great illustration of the breadth of Siemens reach in many dimensions. They have been a big part of every Industry evolution, including being a key member of the advisory panel to the German government that helped define the Industry 4.0 vision and initiatives. They partner readily with educational institutions, their many industrial customers, and on state-of-the-art buildings like the Dr. Phillips Center. It is this breadth of reach and depth of resources that has really helped Siemens Digital Industries excel in the global PLM market. CIMdata expects this synergy to continue for years to come.

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<sup>8</sup> See CIMdata's highlight: <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/12090-siemens-us-making-a-difference-for-america-s-veterans-highlight>

## Acquisitions

### ***Accenture Acquires Deja vu Security, Seattle-Based ‘Security of Things’ Company***

17 June 2019

Accenture announced the acquisition of Deja vu Security, a privately held company that specializes in security design and testing of enterprise software platforms and internet of things (IoT) technologies.

The Seattle-area company has become part of Accenture Security’s Cyber Defense offerings. Financial terms of the agreement were not disclosed.

Serving some of the world’s largest technology companies, Deja vu Security provides a full range of security services designed to strengthen business applications and increase cyber resilience by integrating security throughout the product development lifecycle. Founded in 2011, Deja vu Security brings to Accenture a deep expertise in the techniques, tools and methods for securing connected devices and IoT networks. The acquisition of Deja vu Security also builds on Accenture Security’s commitment to investing in and innovating next-generation cybersecurity solutions to help protect clients’ business from end to end.

Accenture has acquired Deja vu Security, ‘Security of Things’ company that specializes in security services to strengthen business applications from end to end by integrating #security throughout the product development lifecycle.

“For technology companies, third-party suppliers and consumers alike, IoT security controls often remain an afterthought — which is why it’s critical that security is built in from the start for any new products, processes or services,” said Kelly Bissell, senior managing director of Accenture Security. “Deja vu Security’s team of innovative specialists brings considerable technical cybersecurity skills, making them a strong strategic fit, and will help our clients reduce the risk of their connected solutions. We are very excited to welcome the Deja vu Security team to Accenture.”

High-profile cyberattacks continue to demonstrate how vulnerable enterprise networks can result in significant business disruption and financial loss. Recent Accenture [research](#) found that companies globally could incur US\$5.2 trillion in additional costs and lost revenue over the next five years due to cyberattacks, as dependence on complex internet-enabled business models outpaces the ability to introduce adequate safeguards that protect critical assets.

Adam Cecchetti, Deja vu Security’s chief executive officer, said, “Today’s announcement is an exciting new chapter for Deja vu Security and our employees. Accenture’s people-focused culture and innovative mindset are core values that both companies share, and our unique capabilities complement each other perfectly. We are thrilled to be joining such a high-caliber global organization.”

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### ***Cognizant to Acquire Zenith Technologies, a Leader in Life Sciences Manufacturing Technology Services***

18 June 2019

[Cognizant](#) announced it has agreed to acquire [Zenith Technologies](#), a privately-held life sciences manufacturing technology services company headquartered in Cork, Ireland. Zenith

## CIMdata PLM Late-Breaking News

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Technologies specializes in implementing digital technologies to manage, control and optimize drug and medical device production for maximum operational efficiency and regulatory compliance.

The acquisition extends Cognizant's capabilities for designing, implementing and managing end-to-end operational and information technology systems for connected biopharmaceutical and medical device manufacturers. Interconnected "smart factories" have become a strategic priority for the industry, with production systems and processes becoming more complex because of research advances and increased demand for large-molecule biologics.

The combined Cognizant-Zenith Technologies expertise will deliver a range of Industry 4.0 capabilities, from factory design consultation, machine sensor and controller instrumentation, supervisory control, and data acquisition, to manufacturing execution systems, batch automation, enterprise resource planning integration and managed services. The company's operating hubs in Ireland, Germany, India, Singapore, the United States and other sites around the world are located near manufacturing facilities of many Cognizant clients. Cognizant is a leading services provider to the life sciences industry, working with all of the world's top 30 life sciences companies.

"Industry 4.0 solutions, encompassing Internet of Things (IoT), automation and analytics, are a strategic focus area for Cognizant," said Brian Humphries, Chief Executive Officer, Cognizant. "In acquiring Zenith Technologies, we expand Cognizant's IoT portfolio and extend our life sciences domain expertise by becoming a single-source provider of end-to-end smart factory capabilities. Together, we are better positioned to help clients realize information and operational technology convergence in their manufacturing operations, and advance the development of life-saving drugs, biologics, specialized pharmaceuticals and medical devices. We look forward to welcoming Zenith Technologies' employees to Cognizant."

"In joining Cognizant, we are bringing together two respected life sciences service provider brands with complementary technology and manufacturing operations expertise," said Joe Haugh, Chief Executive Officer, Zenith Technologies. "It's an exciting time for us, with the life sciences industry embracing digital transformation to enable more flexible and efficient manufacturing facilities to bring new treatments to market faster. Our combined business will drive process excellence through tighter integration of manufacturing processes and systems, the efficient harnessing of information and analytics across the manufacturing value chain, and the adoption of IoT technologies delivering manufacturing 4.0. Together, we are well-positioned to help clients more efficiently produce the life-changing medicines and medical devices for patients who need them most."

The transaction is expected to close in the third quarter of 2019, subject to satisfaction of closing conditions, including regulatory review. Financial details were not disclosed.

Founded in 1998, Zenith Technologies operates on five continents, with 16 locations around the globe. Zenith Technologies works with nine of the world's 10 largest biopharmaceutical manufacturers, implementing and supporting their manufacturing lifecycle software through its Consultancy, Manufacturing Digital and Automation Systems Integration, and Manufacturing Site Services business lines.

A recognized industry leader, Zenith Technologies was named "Pharma Supplier of the Year" at the 2018 Pharma Industry Awards, which acknowledge companies demonstrating innovation and excellence in the Irish biopharma industry.

Zenith Technologies' more than 800 people will become part of Cognizant's Life Sciences business unit.

## Learn More

- [Zenith Technologies](#)
- [Cognizant Life Sciences](#)

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## Company News

### ***Altair Signs Reseller Agreement with NEC for PBS Professional™***

17 June 2019

[Altair](#), a global technology company providing solutions in product development, high-performance computing and data intelligence, has signed a global VAR agreement with multinational technology provider NEC Corporation (NEC; TSE: 6701) to market and sell industry-leading HPC workload manager and job scheduler Altair PBS Professional™. As a result of the agreement, NEC has worldwide rights to bundle the PBS Professional solution with all NEC X86/Linux® systems.

This agreement opened the door to another opportunity for Altair and NEC to collaborate on the porting of PBS Professional to support their SX-Aurora TSUBASA Vector Engine Processor. NEC will contribute code to the PBS Professional open source project, and Altair will include this enhancement in future PBS Professional commercial releases. Used by thousands of companies worldwide, PBS Professional — part of the Altair PBS Works™ workload management suite — enables engineers in HPC environments to improve productivity, optimize resource utilization and efficiency, and simplify the process of cluster workload management.

"NEC has an accomplished history of providing 'connected' value to enterprises and their high-performance computing customers, both domestically and internationally. This partnership with Altair enables us to further expand our 'connected' value in HPC where one-stop connectivity can be provided from the edge to the cloud," said Akio Ikeda, deputy general manager of the AI Platform Division at NEC Corporation. "By combining Altair's workload management technology and NEC's hardware solution, we are confident that we can contribute to the realization of customers' research needs quickly, easily and flexibly."

Altair knows HPC, and PBS Professional is built for high-performance computing. Features include million-core scalability, end-to-end resilience, a flexible plugin framework, and unparalleled security. With PBS Professional you get fast, powerful scheduling with power and topology awareness and GPU/co-processor/FPGA support, plus global customer support with local experts across 25 countries.

"We're excited to deepen Altair's relationship with NEC by bundling PBS Professional with NEC's X86/Linux systems," said Piush Patel, SVP for HPC, cloud, and data intelligence partnerships at Altair. "Now NEC customers will have leading-edge workload management and job scheduling tools built right into their HPC systems."

For more information about PBS Professional, visit [www.pbsworks.com](http://www.pbsworks.com); for the PBS Professional open source project, visit [www.pbspro.org](http://www.pbspro.org).

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## ***Aras and Modelon Announce Strategic Collaboration for Integrated System Modeling to Support Enterprise MBSE in the Digital Thread***

18 June 2019

[Aras](#), the only resilient platform provider for digital industrial applications, today announced a strategic collaboration with their partner, Modelon, an industry leader in model-based systems engineering (MBSE). This will enable customers to incorporate and utilize the globally-used, open standard systems modelling language, Modelica. Aras extends its vision for Simulation Management and mixed-fidelity simulation using a systems-centric, unified data model across all levels of model fidelity, physics and disciplines. Aras provides tool-agnostic simulation automation to meet the demanding simulation needs for connected multidisciplinary products.

Modelon provides software solutions and expert services to organizations that use model-based simulation tools to design and develop technical systems. Modelon's products, based on Modelica and FMI standard technologies, enable companies to focus on delivering a unified picture of product system interaction and performance – from product concept to operation.

Partnering with Modelon, Aras will expand the scope of simulations that can be managed and automated within its low-code enterprise platform. Users of Aras Simulation Management can expect to span the entire spectrum of model fidelity, capturing simulation best-practices and scaling them to more teams throughout the enterprise. Incorporating Modelon's advanced Modelica-based technology increases the use of multi-physics, multi-fidelity system simulation across the product's lifecycle - effectively reducing physical testing, improving requirements verification, and accelerating design space exploration.

“Modelon's mission is to advance open-standard technologies, allowing customers to leverage their tools of choice and share models throughout the product development cycle. By partnering with Aras, we are strengthening our promise to provide customers with open-standard system simulation technologies,” said Hubertus Tummescheit, Chief Solutions Officer of Modelon.

“With this partnership, Aras customers will seamlessly incorporate Modelica system models into their automated simulation processes,” said Malcolm Panthaki, VP of Analysis Solutions at Aras. “They will combine traditional simulation and systems modelling (MBSE) to more easily perform mixed-fidelity system simulation that spans across existing silos. With simulation management from Aras, systems analysis data along with all other simulation data become an integrated part of the enterprise Digital Thread.”

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## ***Arena Solutions Increases Global Reach With Expanded EMEA Partnerships***

20 June 2019

[Arena Solutions](#), the leading provider of cloud-based product realization platform solutions for complex product companies in high tech, consumer electronics, and medical device industries, announces today that it has broadened its sales channel in the EMEA region—adopting a think global, act local approach that considers local customs, language, and culture. This new strategic partnership with solutions provider [eBOM](#) will assist Arena in expanding its customer base throughout Europe and in Israel.

“The new strategy is driven by Arena's continued growth and success in the EMEA region, which has

been strongly supported by eBOM in its previous role as an integrator and VAR,” said Craig Livingston, Arena’s president and chief executive officer. “eBOM is seeing an average increase of 43 percent in annual recurring revenue over the last four years. Its exceptional sales model has contributed greatly to our expansion in the region and we expect it will continue to help us with an expanded global reach.”

Under the new partnership, eBOM will be able to replicate its successful sales model to all resellers in EMEA and Israel by enabling companies to streamline collaboration with distributed teams and supply chains throughout the new product development process.

“We are extremely excited to be able to expand our expertise even further in EMEA and now Israel,” said Daniel Nihlen, CEO and co-founder of eBOM. “Our long-standing relationship and success with Arena positions us to extend best practices and services to our target markets. We look forward to broadening our reach into new geographic areas. Arena’s solutions are helping customers, many of which are producing complex high-tech products, to develop and launch new products faster with better quality and fewer quality issues.”

With eBOM on board, Arena will extend its leadership position internationally as it builds upon its global-leadership competencies. Through unification of product development and quality processes, Arena can help global enterprises accelerate new product introduction to increase competitiveness and profitability.

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### ***Capgemini accelerates in the global airline industry by becoming one of the first business partners of Airbus’ Skywise digital platform***

19 June 2019

**Capgemini signed the “Skywise Partners” Program Agreement with Airbus, to develop and propose the Skywise platform’s data services to airlines. With more than 80 airlines around the world already connected to Skywise, this new agreement forms part of the digital transformation of the aviation sector as a whole, including its entire ecosystem. Signed for a duration of 18 months, this global partnership is the culmination of more than two years of close collaboration between Airbus and Capgemini around the development of the data platform and its solutions.**

As an Airbus data and digital transformation partner, Capgemini has been present in the development of the Skywise platform since its inception.

To ensure the technical and commercial deployment of the services and solutions associated to the platform, Capgemini now has 300 experts trained on Skywise operating around the world<sup>[1]</sup>. These include digital transformation consultants, air and aeronautics specialists, developers, data scientists, and User Experience (UX) design specialists, all of whom will contribute to the development of this partnership, its business and technological footprint in the air transport and aeronautics sector.

The Skywise platform is based on a data lake<sup>[2]</sup>, hosted in the cloud, that allows airlines and other aeronautics players to store, manage and analyze their data and that of their ecosystem more efficiently. Offering visualization, alert management, predictive and machine learning capabilities, Skywise makes it possible to manage a fleet of aircraft over its entire lifespan, integrating all of its operations and maintenance. One of the tangible benefits of the platform is to maximize the availability of a fleet of aircraft, increasing the operational and economic performance of the airline.

For Paul Hermelin, Chairman and CEO of the Capgemini Group: *“This agreement reflects our ambition*

*to become the key partner for strategic programs of global players who are themselves leaders in their industry. Our customers are facing considerable challenges to continue to grow in the new digital economy. Airbus has understood this well and wants to install a market standard for data platforms in the aviation world. Capgemini is fully in line with this approach, bringing its involvement and worldwide presence in this sector as well as its technological expertise in digital integration and transformation.”*

For Marc Fontaine, Digital Transformation Officer, Airbus: *“We are delighted by this acceleration of the Skywise platform through the establishment of an ecosystem of certified developers. Capgemini has been with us since the very beginning and we welcome this new phase of collaboration.”*

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### ***CGTech Joins the National Institute of Aviation Research to Support the ATLAS program***

17 June 2019

CGTech, the developer of VERICUT CNC simulation, verification and optimization software, joins Wichita State University’s National Institute of Aviation Research (NIAR) to participate in the Automated Technologies Laboratory for Advanced Structures (ATLAS). ATLAS investigates the development of manufacturing protocols for automated fiber placement (AFP) and automated tape laying (ATL) for aircraft systems.

“Working with NIAR will help leverage our expertise in AFP and ATL manufacturing,” said CGTech’s Composites Product Manager, Andre Colvin. “Together with the ATLAS program, we will advance the capabilities of advanced automated composites manufacturing.”

“Partnership with CGTech enables us to develop a multi-disciplinary manufacturing environment and an engineering education program to prepare engineers and educators for the Factory of the Future and to aid the current workforce in seamlessly adapting to advancements in the workplace,” said Dr. Waruna Seneviratne, Director of ATLAS.

ATLAS provides a facility for manufacturers to research advanced manufacturing concepts using various machines, software and processing options. The University recently received a \$2 million grant contract from the U.S. Economic Development Association to develop and demonstrate advanced composite material manufacturing technology.

Since 1988 CGTech’s VERICUT software has been the industry standard for simulating CNC machining. VERICUT’s Composite Applications program and simulate AFP and ATL machines.

The partnership between CGTech and NIAR combines VERICUT’s programming and simulation capabilities for AFP and ATL with ATLAS’s advanced robotics capabilities, including a thermoplastics-capable Coriolis robot and an EI AFP robot.

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### ***Dassault Systèmes Continues to Demonstrate Its Commitment to Life Sciences for Patient Experience by Investing in BioSerenity***

18 June 2019

Dassault Systèmes announced its participation as lead investor in a €65 million Series B financing for

[BioSerenity](#), a startup developing a comprehensive and efficient health solution involving textiles equipped with sensors and online telehealth services to diagnose and monitor chronic pathologies. Three of the startup's existing investors, BPI, Idinvest and LBO, also participated in the round. Dassault Systèmes will retain a seat on BioSerenity's board of directors.

The funds will be used to further develop BioSerenity's solutions beyond their initial focus on cardiovascular, neurology and sleep disorders, to grow its business internationally, and to develop new solutions for telemedicine.

Founded in 2014 and headquartered in Paris, BioSerenity – which has been part of the [3DEXPERIENCE Lab](#) – is developing wearable medical devices and digital point-of-care solutions that leverage textile innovation and artificial intelligence, as well as electronic patient-reported outcome (ePRO), internet of things and cloud technologies.

The startup provides hospitals and healthcare professionals with a portfolio of fully-operated care services. BioSerenity also provides pharmaceutical companies with turnkey solutions for companion diagnostics. This full-stack approach helps hospitals run acts less expensively and more efficiently, helps patients receive the right diagnosis faster, and helps treatment development and delivery with the collection of clinical and real-world data.

“Healthcare industry growth will be led by connected medical devices offering possibilities to collect patient data in a cost-effective, continuous way that ensures patient adherence and comfort, and helps the medical community diagnose and treat conditions early on, paving the way for outcome-based care. This is precisely the purpose of BioSerenity,” said Claire Biot, Vice President, Life Sciences Industry, Dassault Systèmes. “For many years, Dassault Systèmes has been investing in building up the first end-to-end collaborative platform to accelerate innovation in the Life Sciences industry for patient-centric experience.”

“With this new round of financing, we not only receive the means to pursue our growth, we also reinforce our partnership with Dassault Systèmes, a company that is at the forefront of innovation in healthcare,” said Pierre-Yves Frouin, President, BioSerenity.

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### ***Infor Announces New India Business Unit to Accelerate Strategic Growth and Increase Customer Intimacy***

18 June 2019

[Infor](#), a global leader in business cloud software specialized by industry, announced the India Business Unit (IBU) as a new separate region -- comprising India, Nepal, Bangladesh and Pakistan -- to further accelerate progress and tap growth opportunities in this vast market. Additionally, Ranga Pothula is named managing director and general manager for the IBU to drive the next phase of growth. This move lowers the center of gravity and puts - more so than ever - the Infor customer at the pivot of all engagements, a shift that is aimed to enhance customer satisfaction and experience.

“India has long been a strategic market for Infor, one that is instrumental to the growth of our overall business. With an IPO in the cards, India and other regions need to fire on all cylinders,” said Charles Phillips, chief executive officer. “The new IBU is Infor's strategic response to the immense market opportunities afforded by digital technologies such as cloud, mobility, artificial intelligence and IoT in accelerating innovation across public and private sectors in India. Ranga is well-placed to lead IBU into

unprecedented growth – having been at the helm of both R&D and CoE services across multiple products, and growing global delivery services ten-fold under his charge in his two decades with Infor.”

This announcement reinforces Infor’s long-term commitment and investments in this market to date, with India today being the company’s top two largest locations in the world with over 3,000 people in the region.

Commenting on his new challenge, Ranga Pothula said, “Infor has a robust product innovation and growth roadmap that places a laser-sharp focus on delivering exacting customer demands for last-mile functionality specialized by industry. Furthermore, as digital transformation continues to sweep enterprise and SME businesses in India and beyond, Infor is well-positioned to deliver mission-critical business software in the cloud. I look forward to further scaling our IBU operations by sharpening focus on global delivery, servicing offerings, technology developments, and strengthening customer and partner relations.”

This year marks Ranga’s 22 years at Infor. During his tenure, Ranga played key roles in product development, delivery services, managed services (IMS) and has been responsible for global delivery services operations in India, the Philippines, Egypt and Poland over the past four years. Ranga was previously president of HYSEA (Hyderabad Software Enterprises Association 2016-2018), is APICS- and PMP-certified and a key member of Infor Hyderabad process improvement.

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### ***L&T Technology Services establishes its presence in Hi-Tech campus, Eindhoven to enhance customer centricity in the Netherlands***

14 June 2019

L&T Technology Services Limited, a leading global pure-play engineering services company, announced setting up of an office in Eindhoven, Netherlands. Expanding its footprints in the Netherlands augments well with LTTS’ increasing growth traction in the European market on the backdrop of rising demand for new-age digital engineering services. Located in the High-Tech Campus, the office will act as a focal point to serve LTTS’ local customers and prospects better in their digital journey.

With 49 innovation labs in India and R&D design centres around the world, LTTS specializes in advanced technologies including IIoT, 5G, Artificial Intelligence, Collaborative Robots, Digital Factory and Autonomous Transport. The Netherlands business ecosystem can now benefit from LTTS’ expertise in engineering, design, product development, smart manufacturing and digitalization.

“LTTS expects to play a significant role in the coming years in charting the digital roadmap for the larger Eindhoven area. Through LTTS’ GLOCAL strategy, the Company aims to serve its near-shore customers by developing leading-edge services and solutions that enhance their end offerings,” said Gaurav Gupta, Chief Business Officer, Europe, L&T Technology Services Limited.

#### **Strengthening relations with India**

The NFIA, Brainport Development and the Brabant Development Agency (BOM) have been working towards building bilateral trade relations with India’s high-tech industry. As part of this, the industry bodies identified LTTS as a significant player.

“The new-age opportunities arising out of demand from businesses for digital transformation has given rise to newer avenues of bilateral trade co-operation between economies such as India and the

Netherlands,” said Ruben Fokkema, Business Developer of Brainport Development. “Brainport has many connections with India, not only in engineering, but also in health, robotics and more. We welcome LTTS to the Brainport region and are confident that the local businesses will greatly benefit from the globally acclaimed ER&D services offered by the Company.”

### Engineering the Change Drive in Europe

In order to showcase its presence in the region, L&T Technology Services organized a special pitstop in Eindhoven on June 12th at the High-Tech Campus as part of its ER&D Hackathon bus tour to drive innovation and collaboration. The journey began in Manchester and culminates in Munich on June 15<sup>th</sup> with a power-packed hackathon, that aims at discovering new solutions for scaling Industry 4.0 and digital transformation across various industries and engineering the change for the next billion people.

During a 5-hour stop-over, technical demos were set up, showcasing the new wave of LTTS prototypes that can transform businesses. An expert panel comprising of industry stalwarts discussed the upcoming disruptions and paradigms in engineering technology. The Hon’ble Alderman of the city of Eindhoven, Mr. Stijn Steenbakkens, began the day inaugurating the event and an official welcome to the team of L&T Technology Services in Eindhoven.

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### ***Materialise Receives FDA Clearance for Cardiovascular Planning Software Suite***

13 June 2019

Materialise, a global 3D printing software and solutions company, has received FDA clearance for its Mimics Enlight cardiovascular planning software suite. The first release will support clinicians planning complex transcatheter mitral valve replacement (TMVR) procedures.

Mimics Enlight is based on the strengths of Materialise’s Mimics Innovation Suite, which has helped clinicians produce patient-specific 3D models for more than 20 years. Created in collaboration with Henry Ford Health System in Detroit with Dr. Dee Dee Wang, MD, FACC, Director of Structural Heart Imaging, and leveraging the Henry Ford Innovation Institute’s patented workflow, Mimics Enlight is intended to support patient selection and planning for structural heart and vascular therapy. The software is the first of its kind to include consistent methods of taking critical measurements. This enables clinicians to reliably plan and screen patients for cardiovascular procedures. The TMVR workflow provides a streamlined, easy-to-use clinical workflow for planning complex procedures to correct mitral regurgitation, a disease affecting nearly one in 10 people age 75 and older.

“We believe in the power of our mission to create a better and healthier world,” said Bryan Crutchfield, vice president and general manager of Materialise North America. “We work very closely with teams at our partner hospitals and medical device companies to identify areas where 3D planning and printing can improve their ability to plan procedures. With the FDA clearance of Mimics Enlight, we are expanding the 3D toolkit for cardiologists working to treat patients with complex cardiovascular issues, starting with mitral valve replacement.”

Each mitral valve replacement differs due to a patient’s unique anatomy, making procedural planning crucial to the successful implantation of TMVR devices. Accurate measurements during planning are vital for predicting patients’ risk for left ventricle outflow tract (LVOT) obstruction, a complication resulting in obstruction of blood flow out of the left ventricle to the rest of the body.

“Materialise has a wealth of medical technology and experience built throughout two decades of

development and implementation of the Mimics Innovation Suite,” said Brigitte de Vet-Veithen, vice president of Materialise Medical. “That expertise in delivering patient-specific solutions serves as the foundation for Mimics Enlight Mitral’s ability to consistently view and measure each patient’s complex mitral valve anatomy. Using a 3D model created in Mimics Enlight Mitral improves physicians’ ability to understand and plan procedures before entering the cath lab and gives them the reliable measurements critical to successful implantation of TMVR devices in highly diseased hearts.”

Leveraging Materialise’s expertise in creating accurate patient-specific 3D anatomical models, Mimics Enlight Mitral gives clinicians accurate 3D models for consistency in taking measurements like Neo-LVOT to screen patients for TMVR therapy, plan procedures and determine the appropriate size and positioning of TMVR devices.

Materialise, a leader in software solutions and 3D printing services in the medical and industrial markets, helps medical professionals improve procedural planning and communications through innovative 3D solutions. With Mimics Enlight, clinicians and hospitals will be able to scale their 3D modeling solutions for cardiovascular procedures, knowing they are working with a trusted partner in the medical device field.

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### ***Oracle Data Cloud and Reddit Collaborate to Build Brand Safety Solution for Dynamic User-Generated Content***

18 June 2019

Oracle Data Cloud announced a first-of-its-kind collaboration with Reddit to provide new brand safety controls for advertisers around a real-time feed of user-generated content (UGC). Leveraging Oracle’s Contextual Intelligence technology, the integration will provide real-time content review and classification across industry-standard brand safety categories, giving advertisers greater control over where, and around what content, their campaigns run.

“Given the tremendous volume and dynamic nature of content across the Reddit platform, Oracle’s Contextual Intelligence will offer the ideal solution to provide real-time brand safety for Reddit advertisers,” said Kurt Kratchman, Group Vice President for Product Development and International, Oracle Data Cloud. “With Oracle’s Contextual Intelligence deployed across the majority of the addressable footprint of the open web, our collaboration with Reddit serves as a natural extension into the UGC space, as we help advertisers ensure their advertising strengthens their brands.”

User-generated content has historically presented a challenge for brand safety services, as many third-party solutions do not accurately describe or categorize the scope and scale of dynamic content online. Oracle’s Contextual Intelligence integration with Reddit is a solution designed for UGC that looks not only for specific terms but also for the context in which they are used, to help advertisers place their ads in safe and brand-appropriate contexts on the Reddit platform.

"Among Reddit’s strongest propositions for advertisers is the depth and authenticity of conversations across thousands of interest-based communities,” said Jen Wong, Reddit’s Chief Operating Officer. "Our current approach to brand safety includes effective moderation at the platform, community and campaign levels, and we’re thrilled to leverage Oracle’s Contextual Intelligence to offer yet another layer of brand safety that’s 3rd-party verified and customized for Reddit’s engagement. Our work with

Oracle will be the first time a UGC platform has embarked on a verified brand safety solution for custom feeds, and we're excited to evolve the product and relationship to meet the demands of the market.”

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### ***PTC Forms Strategic Alliance with Vodafone Business, Enabling Customers to Develop New IoT and Augmented Reality Applications***

12 June 2019

[PTC](#) and Vodafone Business announced from the [LiveWorx<sup>®</sup>](#) digital transformation event a strategic alliance that builds on an existing three-year [relationship](#) and will enable customers across multiple industry segments to rapidly develop and deploy revenue-generating IoT and AR applications.

Commencing in June 2019, this alliance will combine the strengths of both companies to enable customers to more simply create an end-to-end solution to solve business challenges. These challenges could include improving the customer experience, reducing the cost of operations, or building better products and services. By enabling smart decision-making capabilities, supporting rapid development, and tapping into existing expertise, the companies aim to significantly reduce extended development processes, enabling companies to scale at a much quicker pace.

“This strategic alliance demonstrates our commitment to one another and to the companies around the world that are choosing our solution for their digital transformation journeys,” said Jim Heppelmann, president and CEO, PTC.

“The opportunities for IoT and AR solutions in all industry sectors are enormous and we want businesses of all sizes across the globe to be able to leverage the power of IoT to drive better outcomes for themselves and their customers,” said Stefano Gastaut, IoT director, Vodafone Business.

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### ***PTC Named 2019 Technology Partner of the Year for Edge and IoT Solutions by Hewlett Packard Enterprise***

18 June 2019

[PTC](#) announced that Hewlett Packard Enterprise (HPE) has named PTC its “2019 Technology Partner of the Year for Edge and IoT Solutions.” PTC was recognized for its innovative solutions and delivery of meaningful business results for PTC-HPE joint customers. In 2018, PTC won “Momentum Partner of the Year for Intelligent Edge Solutions,” and this year’s recognition represents PTC’s ability to build on that achievement.

The HPE Partner of the Year Awards recognize organizations across HPE’s partner ecosystem that have demonstrated outstanding performance, raising the standard for business excellence and customer satisfaction. Since 2016, through the HPE Technology Partner Program, PTC and HPE have helped companies develop initial proofs of concepts that have led to expanded factory roll outs of standard edge and bespoke hybrid architectures, enabling improved efficiencies in performance, cost, and productivity.

“We are proud to be recognized for our success in meeting customer challenges with jointly delivered

innovative solutions,” said Catherine Kniker, divisional vice president of strategic alliances, PTC. “We are excited to build on our efforts with HPE to help customers unlock value from the convergence of the physical and digital worlds.”

PTC and HPE’s initial alliance, which converged operational (OT) and information technologies (IT) through PTC’s [ThingWorx® industrial IoT innovation platform](#) and HPE’s Edgeline and Pointnext solutions, has continued to evolve, most recently with the addition of PTC’s [Kepware® industrial connectivity software](#) and [Vuforia® augmented reality products](#) to the companies’ joint offerings. Enterprises that leverage the full joint-offering suite may achieve: accelerated deployment through validated solutions that address IT and OT components in a secure fashion; shortened time-to-insight ratio where data is generated, thereby reducing cost and risk; and condensed market readiness timelines through rapid innovation and accelerated expansion.

“It’s an honor to award partners who have excelled in their collaboration with HPE, growing mutual business opportunities with collaborative solutions for our joint customers,” said Paul Hunter, senior vice president of worldwide partner sales, HPE. “HPE is committed to innovating new solutions and enabling mutual growth together with our partners.”

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### ***Sigma Labs and Materialise Sign MOU to Integrate Real Time Melt Pool Analytics with Advanced Control Technology for Serial Production***

18 June 2019

Sigma Labs, Inc. (“Sigma Labs”), a provider of quality assurance software, and Materialise NV, a leading provider of additive manufacturing software and 3D printing solutions, signed a non-binding Memorandum of Understanding to cooperate in integration of the Materialise MCP Controller with Sigma Labs’s PrintRite3D technology. Combining the sophisticated control technology with in-situ process monitoring for metal additive manufacturing will give customers maximal control on the production process, allowing them to become even more productive.

The two companies are partnering to integrate this inspection tool with the Materialise Control Platform (MCP). The MCP is an embedded hardware solution that answers the growing need for broader and more straightforward control over the AM process by giving full control to the end user. The companies have identified the potential to integrate the MCP with Sigma Labs’s PrintRite3D® real-time meltpool analytics anticipating that the result will be a unique integrated product solution for volume manufacturing.

John Rice, CEO of Sigma Labs, said, “I believe that this project has the potential to be an important leap forward for the metal additive manufacturing industry. Sigma Labs and Materialise are collaborating to be able to present a unique, integrated product solution for volume manufacturing, with machine validation, process validation, and in-process-quality-validation in production. The requisite business relationship to best take this initiative to market is under joint review by the companies. It is a great privilege for Sigma Labs to partner with Materialise on this project because Materialise is one the preeminent technology founders in the AM space with deep knowledge of the software and the control systems tools required to operate in complex and dynamic environments. Accustomed to the legacy of classical machine tooling and CNC equipment in manufacturing metal parts, few yet appreciate that 3D metal printing is a total reinvention of how metal is created into metal parts. In the laser-powderbed process there are several machine and process factors that cause machines to be unrepeatably. The

solution for managing these variables is better controls and software tools that drive additive manufacturing machines, like a self-driving automobiles. Materialise and Sigma Labs are allying on what I believe may become a significant breakout towards this solution.”

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### ***TCS Teams Up with SAP to Transform Surgical Kit Handling with an IoT and Blockchain Solution Powered by SAP® Leonardo***

17 June 2019

Tata Consultancy Services, (TCS), a leading global IT services, consulting and business solutions organization, has partnered with SAP to launch an Intelligent Field Inventory Management (iFIM) solution, powered by SAP® Leonardo, which leverages IoT and blockchain to help medical device manufacturers streamline surgical kit handling.

Medical devices are manufactured and delivered across the globe. As a result, the supply chain process of distributing surgical kits to hospitals as well as collecting unused inventory is highly fragmented. The complex logistics make it challenging to ensure that the right kit is delivered at the right place and at the right time. Another challenge is ensuring surgical kit efficacy and sterility throughout the supply chain.

TCS’ iFIM Solution, powered by SAP Leonardo, uses Internet of Things (IoT) to build traceability of inventory and blockchain to enable greater visibility of that inventory to all stakeholders in the ecosystem – manufacturers, distributors/representatives and hospitals. This will significantly streamline and simplify surgical kit handling, improve patient outcomes, optimize field inventory and ease regulatory compliance. Additionally, quicker turnaround of returned kits boosts revenue recognition for the manufacturers. SAP Leonardo IoT business and technical services enables iFIM to integrate with core systems and to effectively scale to meet the dynamic business requirements of the life sciences supply chain.

*“We have been partnering customers in the medical devices and life sciences industry, using our deep domain knowledge and expertise in digital technologies to reimagine key elements of their value chain and launch innovative products that give them competitive differentiation in a Business 4.0™ world,”* said **Vikram Karakoti, Head, Life Sciences Business Group, TCS**. *“The iFIM Solution leverages SAP’s intelligent enterprise portfolio to utilize IoT and blockchain to help our customers digitally transform their loaner and consignment kit business models and deliver superior outcomes for all stakeholders in their ecosystems.”*

*“TCS’ iFIM solution supports our life sciences customers in accelerating their Business 4.0™ digital transformation journeys,”* said **Akhilesh Tiwari, Global Head, Enterprise Application Services, TCS**. *“Our partnership with SAP and our willingness to continually invest in building innovative industry-specific solutions leveraging the power of new-age technologies, make us the preferred innovation partner for our customers.”*

**Carol Mackenzie, Global Vice President, Life Science Industries, SAP SE**, added, *“We are excited to partner with TCS on this solution for the medical device industry. By leveraging TCS’ industry expertise and commitment to quality delivery and customer focus, we are helping life science businesses make the transformational move to an intelligent enterprise.”*

TCS’ life sciences offerings are designed to help customers embrace emerging digital technologies to accelerate product innovation, enrich customer experiences, and increase productivity. A part of TCS’

Co-Innovation Network (COIN™), the Life Sciences Innovation Lab provides customers with an ecosystem to research emerging trends, develop proofs of concept and co-innovate on industry leading solutions.

TCS' services portfolio encompasses interactive design, advisory, consulting, implementation and other support services and helps customers evaluate digital offerings such as SAP S/4HANA®, SAP® C/4HANA, SAP® SuccessFactors®, SAP® Ariba®, and SAP® Cloud Platform, and to define their roadmap, architecture, and strategy. At TCS' innovation and demo centers in Cincinnati-US, Paris-France, Mumbai-India, and Tokyo-Japan, customers can gain a first-hand experience of innovative solutions using SAP's new products.

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## ***TCS Wins 2019 Pega Partner Award for Excellence in Digital Transformation***

20 June 2019

Tata Consultancy Services (BSE: 532540, NSE: TCS), a leading global IT services, consulting and business solutions organization, announced that it has been recognized for Excellence in Digital Transformation in the 2019 Pega Partner Awards. The award recognizes TCS for developing and delivering digital process automation (DPA) solutions for clients within the financial services industry. Solutions include digital technologies such as AI and automation to transform business processes and reimagine the customer experience.

Using TCS' [Business 4.0™](#) thought leadership framework and [Machine First™](#) approach, TCS has delivered global business projects with Pega that enable seamless digital transformation for customers, allowing them to radically rethink their key business processes and achieve performance breakthroughs that meet their digital goals.

*“Adopting a machine first approach to digital transformation is helping enterprises successfully augment human capability with automation and AI to support complex problem solving and better decision making,”* said **PR Krishnan, Global Head, [Enterprise Intelligent Automation and Artificial Intelligence Unit, TCS](#)**. *“TCS is honored to receive the Excellence in Digital Transformation award from Pega, and we are excited to see our partnership evolve across ecosystems to build intelligent enterprises that improve customer experiences and business operations.”*

*“We're happy to acknowledge TCS' high performance with this Excellence in Digital Transformation award,”* said **Ken Nicholson, Vice President, Global Alliances, Pegasystems**. *“We honor and celebrate our alliance partners, who play an essential role in delivering transformational business outcomes for our mutual clients, and we're proud to acknowledge the role TCS has played in this respect.”*

TCS is a Pega Global Alliance partner with one of the largest service practices around, spread across North America, Europe, APAC, India, and the Middle East. Over the past 19 years, TCS has executed large, complex, multi-geo transformational projects for some of the largest corporations across industries, with offerings that include robotic process automation, business process and decision management systems, conversational systems (chatbots/virtual agents), natural language processing, machine learning, and AI-led solutions.

This builds on Pega's previous recognition of TCS in its PegaWorld Partner Awards program, including: Partner Excellence in Thought Leadership: Agile Enterprise (Digital Process Automation, 2018),

Advanced Practice Development (2017), and Best Transformation Project (2016).

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## ***Wipro Launches Pivotal Software Center of Excellence in Dallas, Texas***

19 June 2019

Wipro Limited, a leading global information technology, consulting and business process services company, and Pivotal Software, Inc., a leading cloud-native platform provider, announced today the official opening of the Pivotal Center of Excellence at Wipro's Dallas office, to accelerate the innovation and digital transformation capabilities offered to joint customers. Wipro will expand its Dallas footprint and hire locally to help deliver these capabilities and other innovations.

In addition, Wipro will expand the design services it offers clients by opening a new Designit studio in Dallas. Designit, which is part of Wipro, provides strategic design, service design and design thinking services from its other US locations in New York City and San Francisco and 16 studios around the world.

### **A Strategic Partnership for Digital Transformation**

The Pivotal Center of Excellence in Dallas will serve as a co-creation lab for both Wipro and Pivotal to build new solutions with their joint customers as well as demonstrate examples of digital transformation outcomes they have achieved with clients. Wipro's Pivotal relationship is operated through its digital transformation arm Wipro Digital and includes an existing Center of Excellence in Bangalore, India. Wipro Digital team members are building and transforming cloud-native applications for clients as well as transforming the way that clients build software with the Pivotal platform.

Wipro joined Pivotal's partner program in 2017, and in 2018 the two companies built a strategic partnership together. By March 2020, Wipro Digital will have over 2,000 knowledge workers trained to build and support Pivotal solutions. Additional Centers of Excellence are planned around the world as well.

"Pivotal is thrilled to work with Wipro to leverage its world-class and industry-leading technology expertise and vast service offerings," said Bill Cook, President and COO, Pivotal. "Wipro Digital has a similar digitally-born culture which is a great fit for Pivotal and our joint customers. Our initial projects have been very successful, and we look forward to many more ahead."

"We're proud of what our partnership with Pivotal has accomplished for our joint clients and are excited to see what new innovations our teams will create in the near future. We also look forward to new team members joining us, as the Dallas area has proven to have access to talented people, capable of building next-generation solutions," said Rajan Kohli, President, Digital, Wipro Limited.

Rahul Shah, Vice President, Global Head—Solution Design and Partnerships, Digital, Wipro Limited added, "Pivotal and Wipro Digital are ideal and natural partners due to Wipro Digital's deep commitment to and investment in new ways of working."

### **Expanding Innovation in Dallas**

Dallas is a major market for Wipro in the US, given the presence of many large companies as well as being home to some of Wipro's most established enterprise customers. Wipro first began expansion in Dallas in 2017 and has grown dramatically since. The company continues to hire locally to build solutions in cybersecurity, data analytics, and full-stack development.

Wipro has become an attractive employer, particularly for applicants to its college-graduate program, Ascent, which begins with six to eight weeks of training at full-time pay. Most Ascent applicants graduate from universities within the Dallas region including University of North Texas, University of Texas at Dallas, Southern Methodist University and others.

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## Event News

### ***Ralf Hartmann of Airbus Defense & Space to Keynote ASSESS 2019 Congress***

18 June 2019

[ASSESS Initiative](#), a broad reaching multi-industry initiative to facilitate a revolution of enablement that will vastly increase the availability and effectiveness of Engineering Simulation is proud to announce that Ralf Hartmann, Vice President and Technical Advisor “Digital Design, Manufacturing and Service” (DDMS) within the Digital Transformation Office (DTO) at Airbus Defense & Space will be a keynote speaker for the upcoming [ASSESS 2019 Congress](#), to be held at [Chateau Elan Winery & Resort](#), Oct 27<sup>h</sup> -29<sup>th</sup>, 2019. Mr. Hartmann’s keynote presentation’s title is “Multidisciplinary Integration Towards the Digital Twin.”

“The Digital Twin is THE most relevant opportunity and challenge in product development today and in the upcoming decade.” said Ralf Hartmann currently Vice President and Technical Advisor “Digital Design, Manufacturing and Service” (DDMS) within the Digital Transformation Office (DTO) at Airbus Defense & Space. “Although in many areas artefacts of its implementation have been demonstrated, there is still a major journey ahead of us.”

The DDMS responsibility is to ensure the full multidisciplinary digital integration of all domains along the full lifecycle. This includes the reengineering of all processes and data models, the harmonization of all relevant authoring and backbone applications and the associated transformation and change management. The special challenge is the broad diversity of the product portfolio to be served reaching from “Military Aircrafts” across “Unmanned Aerial Systems”, “Communications, Intelligence & Security” and “Space Systems”. Ralf joined the DTO office in July 2017 after having worked in Space Systems for 30 years in the area of robotics, automatic control, simulation, S/W development and primarily Systems Engineering. Ralf is a member of the Airbus Systems Engineering Steering Group (SESG) and the INCOSE Corporate Advisory Board representative of Airbus Defense and Space. He received a Diploma in Electrical Engineering from the University of Karlsruhe and he is a certified project management professional (GPM/IPMA).

Ralf Hartmann is an INCOSE member since 1996 and a founding member of GfSE, the German Chapter of INCOSE. He was the president of GfSE in 2000 and the INCOSE Director for Strategy from 2008 until 2014. Under his sponsorship the actual SE Vision 2025 has been developed. In 2005 Ralf was selected as an INCOSE Fellow.

“We are very honored and excited to have Ralf Hartmann present at our Congress,” says Joe Walsh, CEO & Co-Founder of the ASSESS Initiative. “Airbus Defense & Space have been a world-renowned driving force for the advancement of Digital Transformation leveraging Engineering Simulation.”

[The ASSESS 2019 Congress](#) is the 4th annual congress for ASSESS organized to “enable” both strategies and relationships related to significantly increasing the use and benefit of Engineering

Simulation. Key business drivers are forcing a “simulation revolution” to overcome the issue of required expertise which is limiting the expansion of Engineering Simulation usage. The theme of the ASSESS 2019 Congress is “Advancing the Engineering Simulation Revolution.”

[Registration for the ASSESS 2019 Congress](#) is by invitation only and is limited to 105 attendees. Registration will close either when all available seats are taken but no later than October 24, 2019.

The ASSESS Initiative was formed to bring together key players, both users and developers of simulation software, to guide and influence the software tool strategies for performing model-based analysis, simulation, and systems engineering with a vision “To significantly expand the use and benefit of software tools for model-based analysis, simulation, and systems engineering in the engineering applications domain.”

The [ASSESS Initiative Membership](#) program provides the ability for the ASSESS Initiative to expand its efforts and community benefits beyond the annual congress. The ASSESS Membership Program is appropriate for all organizations engaged in Analysis, Simulation, and Systems Engineering activities related to Engineered products & processes. The ASSESS Membership Program is offered in individual or group memberships. Active ASSESS Initiative Members receive access to [Members Only](#) content on the ASSESS website and a discount on the ASSESS Congress Registration Fees.

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## Financial News

### ***American Software Reports Preliminary Fourth Quarter and Fiscal Year 2019 Results***

19 June 2019

American Software, Inc. reported preliminary financial results for the fourth quarter and for fiscal year 2019. Key fourth quarter financial highlights:

- Subscription fees were \$3.8million for the quarter ended April 30, 2019, a 47% increase compared to \$2.6million for the same period last year, while software license revenues were \$1.7million, a 42% decrease compared to \$2.9 million for the same period last year, reflecting our continued transition to the SaaS engagement model.
- Cloud Services Annual Contract Value (ACV) increased approximately 36% to \$17.3 million as of the quarter ended April 30, 2019 compared to \$12.7 million as of the same period of the prior year.
- Total revenues for the quarter ended April 30, 2019 were \$26.3 million, a decrease of 11% over the comparable period last year.
- Recurring revenue streams for Maintenance and Subscription Cloud Services were 56% of total revenues in the quarter ended April 30, 2019 compared to 46% in the same period of the prior year.
- Maintenance revenues for the quarter ended April 30, 2019 decreased 1% to \$10.8 million compared to \$10.9 million for the same period last year.
- Professional services and other revenues for the quarter ended April 30, 2019 were \$9.9 million compared to \$12.9 million for the same period last year.
- Operating earnings for the quarter ended April 30, 2019 decreased 59% to \$1.0 million compared

## CIMdata PLM Late-Breaking News

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to \$2.5 million for the same period last year.

- GAAP net earnings for the quarter ended April 30, 2019 increased 48% to \$1.9 million or \$0.06 per fully diluted share compared to \$1.3 million or \$0.04 per fully diluted share for the same period last year.
- Adjusted net earnings for the quarter ended April 30, 2019, which exclude non-cash stock-based compensation expense and amortization of acquisition-related intangibles, were \$2.7 million or \$0.09 per fully diluted share compared to \$2.0 million or \$0.06 per fully diluted share for the same period last year.
- EBITDA decreased by 27% to \$3.1 million for the quarter ended April 30, 2019 compared to \$4.2 million for the same period last year.
- Adjusted EBITDA decreased by 23% to \$3.5 million for the quarter ended April 30, 2019 compared to \$4.5 million for the quarter ended April 30, 2018. Adjusted EBITDA represents GAAP net earnings adjusted for amortization of intangibles, depreciation, interest (expense)/income & other, net, income tax expense and non-cash stock-based compensation expense.

Key fiscal year 2019 financial highlights:

- Subscription fees were \$14.0 million for the twelve months ended April 30, 2019, a 58% increase compared to \$8.9 million for the same period last year, while software license revenues were \$7.1 million, a 54% decrease compared to \$15.3 million for the same period last year, reflecting our continued transition to the SaaS engagement model.
- Total revenues for the twelve months ended April 30, 2019 decreased by 4% to \$108.7 million compared to \$112.7 million for the same period last year.
- Recurring revenue streams of Maintenance and Subscription Cloud Services were 55% of total revenues for the twelve month period ended April 30, 2019 compared to 47% in the same period of the prior year.
- Maintenance revenues for the twelve months ended April 30, 2019 were \$45.4 million, a 4% increase compared to \$43.8 million for the same period last year.
- Professional services and other revenues for the twelve months ended April 30, 2019 decreased 6% to \$42.2 million compared to \$44.7 million for the same period last year.
- For the twelve months ended April 30, 2019, the Company reported operating earnings of approximately \$5.3 million compared to \$13.5 million for the same period last year, a 61% decrease.
- EBITDA decreased by 34% to \$13.0 million for the twelve months ended April 30, 2019 compared to \$19.6 million for the same period last year.
- Adjusted EBITDA decreased 30% to \$14.8 million for the twelve months ended April 30, 2019 compared to \$21.0 million for the twelve months ended April 30, 2018. Adjusted EBITDA represents GAAP net earnings adjusted for amortization of intangibles, depreciation, interest income & other, net, income tax expense and non-cash stock-based compensation.

The full release is available at <https://www.amsoftware.com/wp-content/uploads/2019/06/ASI-Q4-FY19-press-release-FINAL-with-PL.pdf>

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## **Oracle - Q4 FY19 GAAP EPS Up 36% to \$1.07 and NON-GAAP EPS Up 23% to \$1.16**

19 June 2019

Oracle Corporation (NYSE: ORCL) today announced fiscal 2019 Q4 results and fiscal 2019 full year results. Total Quarterly Revenues were \$11.1 billion, up 1% in USD and up 4% in constant currency compared to Q4 last year. Cloud Services and License Support revenues were \$6.8 billion, while Cloud License and On-Premise License revenues were \$2.5 billion. Total Cloud Services and License Support plus Cloud License and On-Premise License revenues were \$9.3 billion, up 3% in USD and 6% in constant currency.

Q4 GAAP Operating Income was up 2% to \$4.3 billion and GAAP operating margin was 38%. Non-GAAP Operating Income was up 4% to \$5.3 billion and non-GAAP operating margin was 47%. GAAP Net Income was up 14% to \$3.7 billion and non-GAAP Net Income was up 3% to \$4.1 billion. GAAP Earnings Per Share was \$1.07, while non-GAAP Earnings Per Share was \$1.16.

Short-term deferred revenues were \$8.4 billion. Operating cash flow for fiscal 2019 was \$14.6 billion.

For fiscal 2019, Total Revenues were \$39.5 billion, slightly higher in USD and up 3% in constant currency. Cloud Services and License Support revenues were \$26.7 billion, while Cloud License and On-Premise License revenues were \$5.9 billion. Total Cloud Services and License Support plus Cloud License and On-Premise revenues were \$32.6 billion, up 2% in USD and 4% in constant currency.

Fiscal 2019 GAAP Operating Income was \$13.5 billion, and GAAP operating margin was 34%. Non-GAAP Operating Income was \$17.4 billion, and non-GAAP operating margin was 44%. GAAP Net Income was \$11.1 billion, while non-GAAP Net Income was \$13.1 billion. GAAP Earnings Per Share increased 251% to \$2.97, while non-GAAP Earnings Per Share was up 16% to \$3.52.

“In Q4, our non-GAAP operating income grew 7% in constant currency—which drove EPS well above the high end of my guidance,” said Oracle CEO, Safra Catz. “Our high-margin Fusion and NetSuite cloud applications businesses are growing rapidly, while we downsize our low-margin legacy hardware business. The net result of this shift away from commodity hardware to cloud applications was a Q4 non-GAAP operating margin of 47%, the highest we’ve seen in five years.”

“Our Fusion ERP and HCM cloud applications suite revenues grew 32% in FY19,” said Oracle CEO, Mark Hurd. “Our NetSuite ERP cloud applications revenues also grew 32% this year. These strong results extend Oracle’s already commanding lead in worldwide Cloud ERP. Our cloud applications businesses are growing faster than our competitors. That said, let me call your attention to the following approved statement from industry analyst IDC.”

*Per IDC’s latest annual market share results, Oracle gained the most market share globally out of all Enterprise Applications SaaS vendors three years running—in CY16, CY17 and CY18.*

“We added over five thousand new Autonomous Database trials in Q4,” said Oracle Chairman and CTO, Larry Ellison. “Our new Gen2 Cloud Infrastructure offers those customers a compelling array of advance technology features including our self-driving database that automatically encrypts all your data, backs itself up, tunes itself, upgrades itself, and patches itself when a security threat is detected. It does all of this autonomously—while running—without the need for any human intervention, and without the need for any downtime. No other cloud infrastructure provides anything close to these autonomous features.”

The Board of Directors also declared a quarterly cash dividend of \$0.24 per share of outstanding common stock. This dividend will be paid to stockholders of record as of the close of business on July 17, 2019, with a payment date of July 31, 2019.

### **Q4 Fiscal 2019 Earnings Conference Call and Webcast**

Oracle will hold a conference call and webcast today to discuss these results at 2:00 p.m. Pacific. You may listen to the call by dialing (816) 287-5563, Passcode: 425392. To access the live webcast, please visit the Oracle Investor Relations website at <http://www.oracle.com/investor>. In addition, Oracle's Q4 results and fiscal 2019 financial tables are available on the Oracle Investor Relations website.

A replay of the conference call will also be available by dialing (855) 859-2056 or (404) 537-3406, Passcode: 9955119.

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## Implementation Investment

### ***Acacia Communications Adopts Cadence Palladium Z1 Enterprise Emulation Platform to Accelerate Optical Networking Development***

19 June 2019

Cadence Design Systems, Inc. (NASDAQ: CDNS) today announced that Acacia Communications, Inc. has adopted the Cadence® Palladium® Z1 Enterprise Emulation Platform to accelerate the development of its DSP ASICs for optical networking applications. Using Palladium Z1 emulation technology, Acacia was able to accelerate execution by months over the traditional simulation-only approach for ASIC verification. With Cadence's cloud-based usage model, Acacia was able to compile the full multi-hundred-million gate digital content for the platform locally, upload the image, and run tests of thousands of frames across many modes of operation in overnight regressions via the Palladium Cloud.

For more information on the Palladium Z1 emulation platform, please visit [www.cadence.com/go/PalladiumZ1](http://www.cadence.com/go/PalladiumZ1).

Acacia selected the Palladium Z1 platform for the development of its DSP ASICs due to the platform's ability to execute synthesizable models at speeds far greater than classic simulation, enabling Acacia to execute tests that were not previously possible, while also helping ensure that the ultra-low-power requirements were being met.

“In order to build a high-performance, low-power optical module, we needed a solution that could accommodate designs of up to 650M gates,” said Jon Stahl, director of ASIC at Acacia Communications. “The Cadence Palladium Z1 Enterprise Emulation Platform was the best choice, meeting our complex requirements for our DSP ASIC development. The Palladium Z1 platform proved to be easy to adopt, manage and scale, providing our engineering teams with the ability to deliver high-quality, innovative designs while adhering to tight deadlines. In particular, we found the cloud-based model, the debug features, and the top-notch support, to be compelling reasons to choose this solution.”

The Palladium Z1 Enterprise Emulation Platform is part the Cadence Verification Suite, comprised of best-in-class core engines, verification fabric technologies and solutions that increase verification

throughput. The Verification Suite supports the Cadence Intelligent System Design strategy, enabling SoC design excellence.

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## ***Atos signs contract with international retailer Damart to migrate its infrastructure to the cloud with Google Cloud***

18 June 2019

**Atos, a global leader in digital transformation, has signed a 6-year contract with Damart, the international fashion and home-shopping retailer and brand of Damartex Group, to digitally transform its business by moving its infrastructure to the cloud. Damart will use a cloud solution combining Google Cloud Platform (GCP) and Atos' Digital Private Cloud platform.**

Atos will fully manage the migration of Damart's infrastructure, currently hosted in Damart's local and Atos datacenters, to a mixed cloud solution, based on GCP public cloud platform and Atos' Digital Private Cloud platform.

Atos' expertise in end-to-end cloud orchestration and management will enable Damart to take advantage of Google Cloud's Artificial Intelligence (AI) and Machine Learning (ML) capabilities, so that it can run AI-powered workloads leveraging ML analytics for valuable business insight and enable them to develop new business opportunities.

This fully-managed cloud solution will provide Damart with a flexible, agile, scalable and secure infrastructure and bring the benefits of increased operational efficiency, fast application deployment, agility, cost optimization and faster time to market.

As a [global Leader in Managed Security Services \(MSS<sup>\[1\]</sup>\)](#) Atos brings its expertise in security and protection to ensure that Damart has all the access and control requirements that European and global regulations demand.

*"We chose Atos as the trusted partner in our digital transformation journey because of its strong expertise and experience in cloud solution development and management. By moving to the cloud, and more specifically a hybrid cloud model, we will have the flexibility to support the fluctuations in our network consumption throughout the year. This will enable our business to become more agile, responsive and flexible to be able to accommodate the continuing shift in how customers shop, now and in the future."* said **Thomas MASUREL, CEO, Damart**.

*"We're delighted that Damart has chosen Atos as its partner in digital transformation. The benefits of adopting a hybrid cloud strategy go beyond reducing costs and increasing productivity and will enable Damart to remain competitive in today's every-changing retail landscape."* said **Wim Los, Senior Vice President, Enhanced Google Alliance, Atos**.

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## ***Baylor University Selects Oracle Cloud Applications to Gain Competitive Advantage***

20 June 2019

To compete more aggressively at the pinnacle of higher education, [Baylor University](#)—the oldest continuously operating university in Texas—has adopted [Oracle Cloud Applications](#). With cloud-based

applications for finance, planning and human resources, Baylor will be able to improve productivity and business insights by transforming administrative operations and employee experience and gaining real-time access to data from across its growing operations.

From its beginning as a small Baptist college in 1845, Baylor has grown to serve more than 16,000 students annually and has become a world-class brand in higher education. Oracle Cloud Applications play a supportive role in Baylor's aspiration to become a preeminent research university as outlined in the institution's academic strategic plan, [Illuminate](#).

To stay at the forefront of higher education as it continues to evolve, Baylor is replacing its manual systems with an integrated suite of applications that can provide real-time insights into key business processes. To meet these needs and gain a competitive edge over peer-institutions, Baylor selected [Oracle Enterprise Resource Planning \(ERP\) Cloud](#), [Oracle Enterprise Performance Management \(EPM\) Cloud](#), and [Oracle Human Capital Management \(HCM\) Cloud](#)

"Education is evolving and the technology that drives our organization forward needs to reflect modern education best practices," said Becky King, associate vice president of IT, Baylor University. "Shifting to Oracle Cloud Applications will help us introduce modern best practices that will make our organization more efficient and reach our goal of becoming a top-tier, Christian research institution. Moving core finance, planning and HR systems to one cloud-based platform will also improve business insight and enhance our ability to respond to changing dynamics in education."

With Oracle ERP Cloud, Oracle EPM Cloud and Oracle HCM Cloud, Baylor will be able to take advantage of the cloud to break down organizational silos, standardize processes and manage financial, planning and workforce data on a single integrated cloud platform. Oracle Cloud Applications' common and intuitive interface enables rapid user adoption, delivers enhanced employee experience and improves productivity.

"To compete at the leading edge of higher education, institutions need real-time visibility across the entire organization in order to respond to rapidly changing educational needs and expectations," said Hari Sankar, Group Vice President, Product Management. "With Oracle Cloud Applications, Baylor will be able to make smarter decisions about the direction of the organization while delivering better experiences to end users, improving its agility and enabling it to better compete in higher education."

For additional information on Oracle Cloud Applications visit [oracle.com/cloud/applications](https://oracle.com/cloud/applications).

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### ***Husky Energy Selects AVEVA to Drive its Digital Transformation and Value Chain Optimization***

19 June 2019

AVEVA, a global leader in engineering and industrial software, has signed an agreement with Calgary-based integrated oil and gas company Husky Energy to deliver an end-to-end supply chain management solution for Husky's downstream business. The cloud-based solution will enable Husky to plan and schedule its enterprise value chain from crude supply to product distribution through a single and unified system.

"We have adopted our operating model to feature integrated optimization, increasing the total revenue and gross margin captured across the entire value chain," said Pat Conrath, Director of Optimization at Husky. "AVEVA's technology provides an enterprise cloud solution that enhances collaboration, agility and transparency across our value chain, helping us make decisions that deliver added value to the

integrated business.”

Husky identified a need to automate business processes, including integrating and standardizing its value chain activities across the downstream business. AVEVA’s Spiral Unified Supply Chain Management solution will enable Husky’s team to plan and schedule its end-to-end downstream value chain.

“All too often, embedded process silos based on point solutions cost companies both time and profitability. AVEVA’s comprehensive software portfolio gives our clients the highest levels of efficiency and enables true value chain optimisation,” said Harpreet Gulati, Vice President of Planning and Operations at AVEVA.

AVEVA’s Spiral Unified Supply Chain Management is designed to address each component of the value chain, from feedstock data management, trading, production planning and network optimisation, to scheduling and performance monitoring. Visit our website to learn more about [Spiral Unified Supply Chain Management](#).

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### ***Indian TAAL Tech improves performance with CIM Database PLM***

18 June 2019

Based in Bengalore, India, TAAL Technologies Pvt. Ltd. is a global provider of engineering services, embedded services and IoT solutions. Customers include aerospace and defense companies, power generation, oil and gas, industry and transportation.

The varying requirements of OEMs for multi-CAD data management, project management or engineering collaboration pose major challenges for companies such as TAAL Tech. One difficulty is often the complete integration into the customer's processes. CONTACT's multi-CAD PLM platform ensures seamless integration into development processes. Users can quickly access the latest project data and collaboration with clients runs smoothly. TAAL Tech thus significantly shortens development times and can map the entire project process much faster, more transparently and more efficiently.

"With CIM Database we can work with our customers faster and more efficiently"

(Vishwas Gupta, General Manager Business Development at TAAL Tech)

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### ***La Maison Simons Innovates with Centric PLM***

17 June 2019

La Maison Simons, the leading Canadian fashion retailer, has successfully implemented 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.

La Maison Simons was founded in 1840 and is led by the fifth generation of the Simons family. The Quebec-based retailer employs over 3,000 people and sells an innovative mix of private-label and branded fashion and home goods across the world.

“We had to adapt to remain current,” explains Tanya Luongo, Business Analyst at La Maison Simons. “Working with Excel and emails was laborious and prone to errors. We needed PLM to reduce product

development times, improve supply chain visibility, enhance budgeting clarity for merchandise planning and standardize our processes.”

Following an exhaustive selection process, La Maison Simons chose Centric 8 PLM.

As Luongo says, “Centric PLM is best equipped to map our internal processes while offering guidance on best practices. The solution covers the entire product lifecycle and can be integrated with our ERP solution. Centric’s impressive customer list and rapid growth were also important in our decision.”

After a smooth implementation using Centric Software’s Agile Deployment<sup>SM</sup> methodology, La Maison Simons went live on Centric PLM.

“Our imports team spends much less time entering data and feels that they contribute more to their real work,” says Luongo. “The merchandise planning module has transformed budget visibility from our ERP solution, enhancing our ability to plan and follow through effectively.”

“With Centric, we’re able to overcome every challenge, and my confidence and trust has grown in the Centric team. We look forward to continuing to work with the Centric team and strengthening our community using the Centric 8 solution,” says Richard Simons, Vice President of Buying and Owner at La Maison Simons.

“Innovation is in our DNA and the opportunities for future innovation with Centric are endless,” he concludes.

“We are delighted that La Maison Simons has successfully implemented Centric PLM,” says Chris Groves, President and CEO of Centric Software. “Their culture of innovation is a great fit for Centric and we look forward to collaborating further.”

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### ***KGI Bank Prepares for its Next Phase of Growth with TCS BaNCS***

18 June 2019

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that its customer, KGI Bank in Taiwan, has successfully deployed TCS BaNCS for its corporate and consumer banking operations, creating a strong foundation for its next phase of growth.

KGI Bank’s IT landscape had become very complex, with multiple legacy core banking systems acquired through various mergers. These systems were hampering the bank’s ability to grow, keep up with changing customer needs, and limiting its plans for international expansion. KGI Bank decided to replace them and move to a single, modern, integrated banking solution that would support its growth and transformation agenda. Following numerous rigorous evaluations, KGI Bank selected TCS BaNCS to help achieve both its short term goals and its strategic objectives. The successful implementation unified the Bank’s corporate and consumer banking businesses, and is one of the fastest core banking deployments in Taiwan.

**Leo Weng, CIO, KGI Bank**, said, “*The successful deployment of TCS BaNCS has helped us establish a robust technology environment to support our growth objectives and unify a wide range of business functions spanning deposits, loans, channels and payments for both corporate and consumer banking. We also decided to tackle both local and foreign currency deposits with this initiative, which in Taiwan is a full-fledged project by itself, and I am happy to say that in record time we were able to achieve these*

*goals with the help of the continuous support from TCS and our staff, including our CEO. We are now able to consolidate information across service channels and business lines to have a single view of the customer, enabling a superior experience and better risk management. TCS BaNCS has helped us improve time to market for new products, effortlessly meet the heavy processing workloads and performance requirements of retail banking, while improving operational efficiencies. With TCS, we believe that we have selected the most reliable partner for our long-term expansion into the Asia-Pacific region and beyond.”*

Commenting on the successful deployment of TCS BaNCS at KGI Bank, **Venkateshwaran Srinivasan, Head, TCS Financial Solutions**, said, *“KGI Bank now has a firm foundation to accelerate its digital transformation journey, evolve into a future-ready organization and expand into the Asia-Pacific markets. By empowering its digital initiatives and significantly improving time to market, this deployment of TCS BaNCS is representative of one of the key principles of the TCS Business 4.0™ framework, where we empower our customers to drive exponential value.”*

TCS BaNCS helps banks and financial institutions cater to customer needs throughout their life journeys, based on anticipated requirements and over the devices of their choice. Designed on the *Digital First, Cloud First* philosophy, the solution comes with a high performing processing engine and open banking capabilities. It is a collection of loosely coupled components, services and APIs that implement standards from BIAN and IFX for a wide range of technology environments seamlessly, laying the framework for both digital and analytics preparedness. It supports a variety of products and services covering assets and liabilities and can fit the business and operating model of a bank with an assured 24x7x365 availability, as evidenced at the 450 sites where it is installed successfully.

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## Product News

### ***Aras Bolsters its Low-Code Platform with Enhanced Supplier Collaboration***

20 June 2019

[Aras](#), the only resilient platform provider for digital industrial applications, today announced the availability of Aras Innovator® 12. The release features significant usability updates to the Aras web interface enabling greater efficiency for users across the extended enterprise. Platform enhancements also include even more powerful low-code capabilities for application modeling, graph visualization and supply chain security.

#### **Interface Redesign**

Organizations are facing a turning point where skilled workers are retiring and a new generation is expecting software that works more efficiently with a simpler user experience. According to IDC [\[1\]](#), the two most important factors in workplace transformation are higher employee engagement and increased employee productivity which both require better software usability.

Aras Innovator 12 introduces an entirely new client experience to help people get their work done faster. The simplified interface makes Aras even easier to learn and use while a navigation redesign helps users find the information they need in fewer steps. Additional productivity improvements span all aspects of the suite.

#### **Powerful New Low-code Application Modeling Capabilities**

In Version 12, Aras continues to extend the platform’s modeling engine by adding new low-code capabilities called the Content Modeling Framework and Technical Documents Framework. These enable the creation of sophisticated data models composed of content at the paragraph, section and field level. The related items are collectively treated as a single entity for the creation and management of documents with impact analysis of changes.

## **Enhanced Supply Chain Security**

Version 12 further enhances secure web access to include new permission capabilities for need-to-know scenarios and geopolitical boundary related access restrictions. In addition, connected instance sync has been added to the platform for inside and outside the firewall deployments with supplier data from projects, programs or workspaces. The capabilities cover a wide range of supplier collaboration use cases while enabling companies to dynamically set-up and reconfigure highly specific supply chain access.

## **Digital Thread Visualization**

Version 12 also adds graph view capabilities for users to visualize and navigate data structures throughout all applications on the platform – subject to user permissions – using a node-edge graph. Users can quickly see multiple views of data relationships in the Digital Thread for visual analysis of information across the lifecycle.

“Our digital transformation in engineering is intended to redefine usability for greater user productivity,” said Dirk Spindler, Senior Vice President R&D Processes, Methods & Tools at Schaeffler. “We contributed design ideas, inputs and use cases to the new user experience in Aras and are excited for this latest release.”

“Aras Innovator 12 is all about making complicated things easier – supplier access, application modeling, Digital Thread traceability, business-critical application usability – so we can all be more productive,” said John Sperling, Senior Vice President of Product Management at Aras. “Whether you’re trying to hire and retain tech-savvy workers or changing suppliers as trade policies fluctuate, Aras has unique features to support your global operations.”

## **Availability**

Aras Innovator 12 is available immediately and an open distribution download is available at [Downloads and Support](#).

Aras subscribers are guaranteed compatibility and receive upgrades with upgrade services on all applications including customizations. For more information, visit the [Subscriber Portal](#).



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## ***Autodesk Introduces PlanGrid Advanced RFIs and Project Hub to Boost Project Visibility and Extend Workflows to the Field***

18 June 2019

[Autodesk](#), Inc. announced availability of PlanGrid Advanced RFIs and Project Hub, two powerful new additions in the PlanGrid platform that give construction teams greater visibility into a project’s progress and unforeseen challenges. Advanced RFIs automate the Request for Information (RFI) workflow to speed up the process, and Project Hub provides an actionable picture of key project activity in one central location within PlanGrid’s software. Together, these new capabilities enable construction teams to identify and resolve issues faster and keep projects on track.

“Construction is a massive logistical challenge involving hundreds of people, and the flow of information on a jobsite can sometimes be like a game of telephone. Crucial data can get lost as it travels, whether it’s between the field and the office or between team members, and decisions then get bottlenecked,” said Sameer Merchant, head of products, site construction, Autodesk Construction Solutions. “The innovations we’re introducing today, Advanced RFIs and Project Hub, provide greater visibility across a project, boost collaboration and help teams move forward faster. By automating and streamlining the flow of data, Autodesk Construction Solutions is empowering the construction industry to make decisions more effectively and keep projects on track.”

“On a typical project, we’re managing vast quantities of information, and we need a way to make this information manageable and easily accessible. If my team doesn’t have the insights we need, work stalls out and it can cause a domino effect on interrelated resources across the project,” said Rob Winklepleck, General Manager, West Brothers Construction. “The new features in PlanGrid not only help speed up the building process but also show me exactly what needs to happen to move the project forward. My team is able to get a quick response to pressing issues, and I spend less time calling or walking back and forth from the trailer to the field to verify work.”

### **Advanced RFIs help the field get answers faster**

The Request for Information (RFI) process resolves questions that come from drawings, specs, contracts and other construction documents that aren’t fully coordinated. Ideally, an RFI moves from one person to the next: from the field to the office and then on to a design team reviewer, who provides insight and sends it back. While the flow of information should be straightforward, when the RFI process is not streamlined, it often involves multiple conversations and can take several weeks to get resolved. Information also can get lost along the way and schedules may be delayed.

PlanGrid’s Advanced RFIs automate the process and gives construction teams a visual and structured workflow to manage and distribute questions and answers efficiently and intuitively. Any project member can quickly draft a question from a log or sheet and attach photos, and then track RFI progress all from within PlanGrid. Reviewers are notified and can respond by email, and answers are immediately distributed to all critical team members. Responses are also automatically added to the RFI history within PlanGrid’s platform to decrease miscommunication.

PlanGrid will continue making the flow of data on a construction project seamless, with features in the future that allow change orders to be efficiently managed from start to finish. Along with Advanced RFIs and PlanGrid Submittals, these features empower the field to get answers faster and provide the office with insights to make better decisions.

### **Project Hub gives the trailer and office a real-time pulse of what’s happening in the field**

With thousands of documents to track and large teams to coordinate, project managers and engineers can struggle to have a clear understanding of what is happening across a project.

Project Hub is a centralized place within PlanGrid’s platform where project engineers and managers can get a pulse of their project in real-time and take action on the most critical field operations. With an uncluttered interface that is easy-to-use and simple to navigate, Project Hub delivers a holistic picture of all project activity, providing instant answers to questions such as, “What has changed on the project? Does everyone have the most up-to-date information? What tasks need to be assigned or are still incomplete?”

Project Hub features include:

- Team update status: displays what percentage of the team is working from the latest plans and

documents, to ensure all team members are on the most current set by tracking status in real time

- Recent activity: shows a steady feed of major activities happening on the project
- Project work: a list of tasks that helps guide users towards work that needs attention on the project

With Project Hub, managers in the office and trailer can immediately understand risk factors in the field, such as what is at risk of complications or of not being built correctly, and act quickly to address the highest priorities.

For more insights on Advanced RFIs and Project Hub, join the webinar on the following dates; to register, please visit [here](#).

- North America: July 2, 2019 at 11:00am PDT/ 2:00 pm EDT
- EMEA: July 9, 2019 at 12:00 pm BST / 1pm CEST / 3:00pm GST

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### ***Infor Announces New Solution for Hoteliers to Simplify Pricing***

18 June 2019

[Infor](#), a leading provider of industry-specific cloud applications, announced the launch of Infor Hospitality Price Optimizer (HPO), to be generally available this summer. Infor HPO is a comprehensive, built-for-the-cloud solution that delivers pricing decisions for hoteliers. The application considers the pricing process from the guest's point of view, including what sources a guest looks at, and compares, to make a booking. Infor HPO will help hoteliers make better decisions more quickly, confidently price rooms left to sell, and increase bottom-line profits.

“The Infor team identified a gap in the marketplace for a data-driven pricing tool of this caliber, so we leveraged our extensive knowledge in revenue management and hospitality to create Infor HPO,” said Jason Floyd, general manager, Infor Hospitality. “We sought to make pricing optimization intuitive and accessible for hotels of all sizes, to help them increase profits in such a price-competitive industry.”

Hoteliers have a lot of challenges in their day-to-day jobs, and these teams face fluctuating variables that often create uncertainty in pricing decisions. Infor HPO will alleviate that uncertainty with data-informed answers to vital questions such as: *What price I should sell my hotel rooms at today? Should I follow my competitors' pricing? Is there a price war going on? How do I shift bookings from OTAs to internal? What is the correlation between the change in my bookings and competitor prices?*

Infor HPO can provide a strategic price and distribution channel on which to publish this price, factoring into account distribution costs for the channels, which will help to boost revenues and profits. Infor HPO also provides simulators to predict the impact that a change of price on a given day will have on demand and expected revenues. The solution uses competitor rates in a smart way to determine whether a hotel is a follower or a leader in the market and, based on that assessment, uses competitor prices in its final price recommendation. Additionally, Infor HPO will define which hotels should be considered competitors from the consumer perspective. Finally, Infor HPO is helping hoteliers be more agile through real-time updates that reveal movements in the market and then update external systems with the adjusted strategic price.

Through extensive research by Infor's in-house design agency, Hook & Loop, to ensure a best-in-class user experience, the application was built with the user in mind. Its mobile-first design adapts to the

marketplace's current way of working and the imperative to access information from anywhere at any time. Leveraging Infor's Coleman artificial intelligence platform for infused text and voice interaction, and Infor Ming.le social business capabilities, will add an additional layer of ease of use, and Infor HPO's dynamic desktop user experience will allow users to customize what information they want to see and when they want to see it.

The launch of this new product, built on the backbone of Infor OS, further strengthens Infor's global platform of cloud solutions for the hospitality industry. Infor HPO's seamless integration with the flagship Infor HMS hospitality property management system, immediately extends the value of Infor customers' current technology investments.

For more information please visit: <https://www.infor.com/blog/hotel-pricing-solutions-how-infor-hpo-makes-a-positive-difference-to-the-bottom-line>.

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### ***Infor Hospitality Continues to Invest and Innovate in Products and Service***

18 June 2019

[Infor](#), a global leader in business cloud software specialized by industry, announced its significant product investment and commitment to its Hospitality suite of solutions. Over the past fiscal year ending April 30, 2019, Infor has overhauled product suites, partnered with leading companies, acquired organizations to expand its breadth of products, and received significant acknowledgement for industry-leading customer service. Infor's solutions and acquisitions delivered new and expanded relationships with more than 4,000 hospitality customers. With Infor Hospitality, customers can maximize revenue potential, streamline operations, and build a better guest experience.

Infor's industry-specific cloud software delivers rich capabilities to manage hospitality operations, while also providing the reliability and security of hosting data in the Amazon Web Services' (AWS) cloud. However, the company is not only focused on creating modern solutions, it is helping customers maintain and use them. Infor is proud to announce that Infor Support Services has won a 2019 Confrimit ACE (Achievement in Customer Excellence) Award for the 10th-straight year. Infor Support was selected in the "Voice of the Customer" category, which recognizes companies that have developed a strategic approach to listening to customers, including multi-channel and multi-touchpoint programs that deliver the Voice of the Customer at key moments of the customer lifecycle, and deliver true value, according to Confrimit.

"We're focused on providing our guests with memorable experiences, so it's paramount that when issues arise or we have a question with the technology we are using, that we're able to speak to a real person, not a recording, as quickly as possible," said John Magnuson, Archer Hotel director of guest services. "When we call Infor Support, you can tell that the person on the other end of the line really wants to help us, and goes above and beyond to make sure we are satisfied."

In FY19, Infor solidified its leadership position in the global hospitality market through the acquisitions of ReServe Interactive and Vivonet, adding Infor Sales & Catering and Infor POS to the Infor Hospitality product suite. Infor is now able to offer a comprehensive and integrated solution for hospitality organizations, and expand the Infor Hospitality footprint with solutions that increase Infor's presence and scope in non-hotel hospitality venues such as entertainment centers, restaurants, stadiums, food service providers, wineries, and conference & convention centers.

In addition, Infor has focused on the digitalization of Infor HMS with the launch of guest self-service tools. The new HMS Online Check-In process allows hotels to better prepare for guest arrival and have room keys ready. With Infor HMS, guests receive an email invitation for online check-in on their mobile device, and can start the process through their browser – eliminating the need to download additional applications to access these features. Now, when guests arrive at the hotel, they can quickly pick up their key and head to their room. This entire process optimizes hotel operations and guest experiences, driving brand loyalty.

Infor released the latest iteration of Infor HMS, version 3.8.0, incorporating feedback from customers to develop new features and functions designed for specific markets in the hospitality and gaming industries. This included additional accounting functionality, tools to allow hotels to track guest-requested amenities as part of a loyalty program, player rank, or specific guest status, enhanced HMS events capabilities, new mobile applications, and a compliance update.

Customers who have expanded their use of Infor HMS over the past 12 months include Mandarin Oriental and Margaritaville Hotels.

“Margaritaville Hotels & Resorts, which has been rapidly expanding throughout the United States and the Caribbean, has launched a new lifestyle, select-service hotel brand, Compass by Margaritaville Hotels & Resorts, and new all-inclusive resort experience, Margaritaville Island Reserve by Karisma. This has given us the opportunity to reevaluate the systems our properties had in place and make changes to help support our growth and allow us to provide an even better guest experience,” said Brad Schwaeble, chief operating officer, Margaritaville. “We named Infor our preferred PMS and POS vendor for the Compass brand because of their customer support, industry specific advanced functionality and cloud-hosted nature, which helps to make it an intuitive, innovative, and user-friendly platform.”

In addition, Mandarin Oriental Hotel Group plans to implement Infor HMS across its full portfolio, which today includes 31 properties. “We decided to migrate our hospitality management software to Infor’s modern solutions because the needs of the workforce and the needs of the guest are changing. Technology plays a critical role in our business and we wanted our managers to have the most current tools available to them in the market so they can reduce administrative burdens and focus on delivering core business value and guest satisfaction,” said Todd Wood, VP global applications, Mandarin Oriental Hotel Group. “Infor is a true partner to our brand, and is not only able to tailor its HMS to our specific property needs, but is agile and can easily scale as we continue to grow globally.”

Finally, Infor has shown its commitment to redefining the user experience, using mobility as a pillar of that strategy. With the transformative upgrade to Infor EzRMS Mobile and the Infor EzRMS Pricing Engine, functionality, forecasting and optimization have been up-leveled, and hoteliers of all sizes can confidently set pricing strategies from anywhere, at any time. As key components of Infor’s overall portfolio of Hospitality Revenue Management Solutions, the mobile application delivers the right information at the right time, so hoteliers can analyze trends and make more-informed pricing decisions on the go.

“Infor’s continued investment in its hospitality-specific product suite is sparking change for hoteliers across the country. They are hiring smarter, making quicker decisions, and finding new and innovative ways to elevate the guest experience,” said Jason Floyd, general manager, Infor Hospitality. “From a boutique to a global chain, we’re proud to be the choice of thousands of hotel brands across the country. Our hospitality-specific knowledge, coupled with our modern technology suites that help teams work the way they live, allows us help hoteliers drive new levels of usability, connectivity, and insight.”

For more information on Infor Hospitality, please visit [www.infor.com/industries/hospitality/](http://www.infor.com/industries/hospitality/).

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## ***MathWorks Enhances Academic Research with New Unlimited Scaling and Collaboration Opportunities in MATLAB***

17 June 2019

MathWorks announced expanded access to [MATLAB Parallel Server](#) to help speed academic research. Now all researchers and students at academic institutions with a MathWorks Campus-Wide License that includes MATLAB Parallel Server have unlimited access to scale MATLAB programs and Simulink simulations to clusters and clouds. The new flexible usage policy also extends to visiting professors and researchers from other academic institutions to enable collaboration.

MATLAB Parallel Server provides a seamless way to use additional compute resources to speed up research. Now faculty, researchers, and students across an entire campus can run an unlimited number of simultaneous MATLAB computational engines, called MATLAB workers, on clusters that run on university-owned clusters or on clouds such as Amazon Web Services and Microsoft Azure. MATLAB Parallel Server offers access to cluster resources through the familiar MATLAB environment, provides the ability to run on multiple machines without algorithm changes, and helps to access cloud clusters or local high-performance computing (HPC) resources.

Expanded access also offers flexibility in working with academic researchers, students, and faculty from other institutions by offering them access to MATLAB and Simulink. Now these academicians can access MATLAB on authorized campus machines and university HPC clusters for their non-commercial work. This helps to support collaborative research projects across institutions and provides access on HPC infrastructure, where common data might be stored, without the complexity of checking if collaborators have a MATLAB license.

“Research has been the backbone of innovation across industries and, as these projects become more complex, researchers need the ability to scale and collaborate to be truly successful,” said Silvina Grad-Freilich, head of HPC marketing, MathWorks. “We believe that offering unlimited scaling and simplified collaboration helps us to best address the increasing parallel computing needs and joint working opportunities that today’s research projects demand.”

The extended access to scaling and collaboration is offered with all releases of MATLAB Parallel Server, including earlier versions of the product under its previous name of MATLAB Distributed Computing Server.

More information is available at:

- MATLAB Parallel Server: [mathworks.com/products/matlab-parallel-server/campus.html](http://mathworks.com/products/matlab-parallel-server/campus.html)
- MATLAB Campus-Wide License: [mathworks.com/academia/matlab-campus.html](http://mathworks.com/academia/matlab-campus.html)

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## ***Nextflow Software introduces Nextflow Studio, its newest fluid simulation software***

18 June 2019

A full environment covering all stages of CFD simulation :

Nextflow Studio is a software platform that covers the entire CFD flow, from pre-processing, to computation and post-processing. This environment lets engineers manage easily their simulation projects and provides a Graphical User Interface (GUI) based on the latest software technologies. Nextflow Studio offers an experience that allows users to accelerate the resolution of their field-specific design objectives.

More information [here](#).

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## ***Siemens introduces Integrated Program Planning and Execution Solution for Aerospace and Defense***

17 June 2019

Siemens Digital Industries Software announces Integrated Program Planning and Execution (IPP&E) for the Aerospace and Defense industry, a solution designed to help companies in these industries gain competitive advantages to win and execute programs in a more effective and profitable manner. IPP&E provides a systems approach to program planning and execution by integrating cost, schedule and technical requirements in a fully planned, resourced and budgeted program management software solution.

Today's aerospace and defense companies face increased cost and schedule pressures on as they execute on new programs. Companies need to provide accurate and complete bids to reduce proposal expenses and risks, and help control program costs and schedules during program execution. A common and reusable approach to project planning uses historical data to improve Basis of Estimates by evaluating historical costs, schedule and risks, improving the accuracy of bids and business cases and drive improvements in overall program performance.

The new solution enables aerospace manufacturers to start new programs quickly by reusing experience, risks and artifacts from past projects through a common work breakdown structure. Estimates can be created based on past performance, integrating cost, schedule, requirements, processes, inputs, and outputs for a complete work package definition. It provides a single source for all program estimating and execution information, including risk and opportunity management to successfully deliver programs in the current environment, ultimately improving profits, reputation and the ability to invest in and win new programs.

For more information, please see: [Integrated Program Planning & Execution](#).

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## ***Wipro Gallagher Solutions Releases NetOxygen Launchpad 3.0***

20 June 2019

[Wipro Gallagher Solutions \(WGS\)](#), a Wipro Limited company and a leading provider of loan origination software solutions, today announced the release of the latest update of NetOxygen Launchpad, a state-

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of-the-art consumer point-of-sale (POS) portal delivering true digital experience and enhanced consumer engagement, across channels, throughout the loan cycle, including the post loan submission process.

Wipro Gallagher Solutions' [NetOxygen Launchpad 3.0](#) experience helps lenders transform the consumer application by offering easy access to loan documents, disclosures, key loan contacts, and interactive to-do lists from any device (PC, laptop, tablet, or smartphone). With its responsive and adaptive design, NetOxygen Launchpad seamlessly adjusts to the end user's device.

NetOxygen Launchpad is one of the first consumer POS platforms to focus on customer engagement during the post loan submission process. It is during this time period where consumers typically have many follow-up questions and expect timely responses. NetOxygen Launchpad's borrower dashboard offers consumers the ultimate borrower transparency and flexibility through customizable widgets displaying loan information in real time.

NetOxygen Launchpad automatically and dynamically routes all queries through an online real-time chat support system. Consumers also have the ability to upload supporting documents to resolve outstanding stipulations. While bankers/loan officers, and other key support staff, are available via e-mail or phone, Artificial Intelligence-driven chatbots and live agent co-browsing provide additional automated and tailored assistance.

With automatic pre-population of more than 70% of consumer data (from various data aggregators and sources), the NetOxygen Launchpad experience makes filling out an application form, a very easy and time-saving task for the consumer. The experience seamlessly integrates with credit, asset verification, income verification, identity verification, and other key data sources and offers consumers product options that best fit their needs.

NetOxygen Launchpad seamlessly integrates a "guided help" feature that provides real-time, step-by-step guidance to users to help them perform a variety of tasks from start to finish. This feature helps users feel empowered and in control during the post loan submission process. NetOxygen Launchpad is enabled with OCR (optical character recognition) and ADR (automated document recognition) technologies, that helps in minimizing user errors.

NetOxygen Launchpad offers a true multi-channel digital experience to lenders, whether originating first mortgages, HELOCs or a variety of other loan types, including auto, boat, and personal loans. The platform also offers a dedicated loan officer view, enabling loan officers to manage their loan pipelines, review applications, and send registration links directly to borrowers.

"The NetOxygen Launchpad experience ensures that the consumer engagement does not end after the loan application is submitted. The typical time for application processing can be anywhere from 4 to 14 minutes, but the post-submission experience can be 10-30 days or more," said **Alok Bansal, Vice President and Head, Wipro Gallagher Solutions, Wipro Limited.** "Through NetOxygen Launchpad, consumers are engaged during the entire loan origination process and are provided with the necessary resources at their fingertips, wherever they are."

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