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## CIMdata News

### ***Experienced PLM Professional, Janie Gurley, Joins CIMdata***

23 October 2018

CIMdata, Inc., the leading global Product Lifecycle Management (PLM) strategic management consulting and research firm, announces that Janie Gurley has joined the firm as PLM Community Practice Manager, responsible for the coordination and execution of CIMdata’s PLM Community and associated solution provider strategic management consulting activities.

During her 26 year career, Ms. Gurley has demonstrated broad experience in understanding and supporting strategic business execution with broad-based expertise in product development solutions within manufacturing. She has worked on projects in numerous industries, including aerospace, steel, steam engineering product solutions, engineered flow solutions (pumps, valves, and seals), mechanical and industrial engineering (oil and gas, power, chemical, water, pharmaceuticals and bio-based consumer goods), in-store and retail bakery ingredients/food production, coffee and brewers, fiberglass yarn, and casino slot games.

Peter Bilello, President of CIMdata stated, “Janie Gurley comes to CIMdata with a wealth of enterprise

implementation and real world experiences that, along with her highly collaborative style and strong program management experience, will enable us to continue building out our business practice areas. Her extensive practical PLM industry experience is an excellent fit, and will no doubt add significant value to our PLM solution provider community. We are excited to have her on board.”

Ms. Gurley comes to CIMdata from Capgemini where, as a Senior Consultant/Manager, she was part of the North America PLM consulting team and was responsible for helping Fortune 500 clients and consulting team support for strategic processes and software solution implementations.

Ms. Gurley holds a MS in Management and BS in Business Administration from Southern Wesleyan University, Columbia, South Carolina, as well as being certified for Scrum Master, Pragmatic Marketing, Business Analysis, and CIMdata PLM certification Program for PLM Technologists. For more information on Ms. Gurley visit the CIMdata website at: <https://www.cimdata.com/en/about-cimdata/leadership-team>

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### ***The PLM Economy Loses a Visionary- a CIMdata Highlight***

26 October 2018

CIMdata was saddened to learn about the untimely passing of a true visionary, Chuck Grindstaff, the former CEO of Siemens PLM Software. Mr. Grindstaff retired from Siemens in 2016 to pursue a passion for winemaking at his Next Step Vineyards, LLC but he left his mark on the industry with his leadership of Siemens PLM Software and its precursors.

Mr. Grindstaff began his association with UGS in 1978, when he joined the Unigraphics Solutions research and development team, holding various leadership positions. Mr. Grindstaff left Unigraphics in 1988 and served as President and Chief Executive Officer of Waveframe, where he developed and manufactured digital signal processing systems for high-end motion picture applications that revolutionized the application of digital processes for film-making. He was recently awarded a Scientific and Engineering Award from the Motion Picture Academy of the Arts and Sciences for this groundbreaking work and its long-term impact on the industry—a nice complement to the Emmy’s won by his father for sound engineering on trailblazing shows like Star Trek (The Original Series).

Siemens AG made a major investment in the acquisition of UGS Corp. and tapped Mr. Grindstaff to lead the business unit, taking over from Mr. Tony Affuso in 2010. It is a measure of the man and his capabilities that Siemens AG began transferring responsibility for more and more of their other software businesses to be managed by the Siemens PLM Software unit. Under his leadership, his keen business sense, vision, and passion for technology helped bring him and his firm to the top of the PLM business worldwide.

Our heartfelt condolences go out to Mr. Grindstaff’s family and friends in this time of grief. He will be missed.

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## Acquisitions

### ***Accenture Acquires DAZ Systems, Inc. to Strengthen Its Oracle Cloud ERP Services, Expand Capabilities to Help Clients Become Intelligent Enterprises***

22 October 2018

Accenture has acquired DAZ Systems, Inc., a provider of Oracle ERP Cloud services with broad experience and assets that help organizations deploy and integrate enterprise performance management and human capital management applications. The acquisition further bolsters Accenture's robust Oracle capabilities and delivers new value for clients on their journeys to the cloud.

"DAZ has extensive experience implementing Oracle Cloud solutions, which complements Accenture's established credentials across the Oracle Cloud portfolio," said Bhaskar Ghosh, group chief executive, Accenture Technology Services. "Organizations demand proven expertise, as well as new innovative solutions and methods to help them transform their businesses. DAZ will help us continue to deliver the very best thinking and capabilities to our clients."

DAZ's more than 300 professionals will join Accenture's Oracle Business Group. Together, Accenture and DAZ combine deep domain knowledge and broad industry expertise to help clients unlock even greater value.

"At Accenture, we continually look for new ways to empower our clients to embrace the power of digital technologies to improve their businesses," said Annette Rippert, senior managing director, Accenture Technology – North America. "DAZ is a valued Oracle partner and brings an impressive track record and top talent that will help drive significant results for our clients."

DAZ CEO Walt Zipperman added, "DAZ's mission is to help organizations implement mission-critical business systems by bringing a contemporary perspective and experience-driven insights. Joining Accenture is an incredible opportunity to advance this goal by combining our strengths with Accenture's in depth capabilities and global scale. Together, we'll be able to deliver substantial value for clients around the world."

Headquartered in El Segundo, California, DAZ was founded in 1995. It is one of the top Platinum-level partners in Oracle's PartnerNetwork, having delivered more than 500 successful Oracle implementations to-date. DAZ is Oracle ERP Cloud and HCM Cloud certified and was named Oracle's Cloud Partner of the Year in 2015, 2016, and 2017.

The addition of DAZ builds on Accenture's recent acquisition of Certus Solutions, a UK-based Oracle Cloud implementation provider, adding to its growing capabilities in delivering digital transformation on Oracle Cloud.

Accenture has been one of Oracle's leading systems integration partners globally 12 years in a row, with more than 54,000 Oracle-skilled consultants around the world who help accelerate digital transformation by implementing Oracle-based business solutions and new business processes that develop and evolve as their digital business grows. Accenture has teamed with Oracle for more than 25 years and is a Global Cloud Elite and Platinum level member of the Oracle PartnerNetwork. Accenture is also certified as an Oracle Cloud Excellence Implementer.

Financial terms of the acquisition were not disclosed.

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## ***Arena Solutions Acquires Omnify Software***

24 October 2018

Arena Solutions, a leading cloud-based product realization platform for complex electronics and medical device companies, announced it has acquired Omnify Software, a leading provider of Product Lifecycle Management (PLM) software for discrete manufacturers.

Omnify is based in Andover, Mass. with a large customer base in the electronics, medical devices, aerospace and defense, and telecommunications markets. Its experienced staff, products and customers build on Arena's leadership in developing comprehensive cloud-based software that increases the success of new product development (NPD) and new product introduction (NPI) processes to reduce costs, risks, and improve profitability.

More than 1,000 manufacturing customers around the world use Arena to improve visibility and enhance collaboration, enabling dispersed teams to introduce innovative products rapidly and with fewer errors.

"Both Arena and Omnify share a long history of success in the PLM market with a strong customer orientation and a vision to help companies achieve their manufacturing goals," said Arena CEO Craig Livingston. "We welcome and look forward to joining forces with Omnify's talented and experienced staff and their customers."

"While we have been a very profitable company for many years, we recognize the need to accelerate our growth and respond to market conditions," said Omnify Software President Chuck Cimalore. "We evaluated numerous options with the goal of finding a partner who appreciates what we have built and shares our vision of the future. With Arena, not only will that goal be met but together, we will continue to build an industry leader that can meet the requirements of a wide range of customers."

Omnify's employees will continue to work with customers from the company's Andover office. Arena Solutions will maintain support for Omnify's family of products while leveraging the combined experience of both companies to accelerate development of future products and provide a path forward for the combined customer base.

The Omnify acquisition comes as Arena continues to experience rapid growth in the Internet of Things (IoT) and medical device markets. It recently expanded its offices into Austin, Texas and Suzhou, China. Customers like Nutanix, Enphase Energy, Bio-Rad, Kymeta, and GoPro use Arena to speed innovation and delivery of high-quality products to market.

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## ***Hexagon strengthens its construction solutions portfolio for AEC (Architecture, Engineering, Construction) market with Bricsys acquisition***

23 October 2018

Hexagon AB, a global leader in digital solutions, announced the acquisition of Bricsys, a fast-growing developer of CAD (computer-aided design) software that has been at the forefront of providing open, collaborative construction technology solutions since its founding in 2002.

Its CAD platform, BricsCAD, supports 2D/3D general, mechanical, and sheet metal design and building information modelling (BIM) in one system. It's 100% based on the de facto standard design format

(.dwg), providing designers, engineers, and BIM professionals powerful access to the huge potential of vertical CAD applications created by thousands of third-party developers. Bricsys also offers its own set of time-saving, artificial intelligence-driven add-ons – from conceptual modelling to seamless BIM workflows and cloud connectivity.

“Hexagon has long been a leader in structural & process piping design. The Bricsys acquisition extends our domain expertise into building design, adding walls, floors, doors, and other construction related features,” says Hexagon President and CEO Ola Rollén. “More importantly, we can now provide the AEC market with an end-to-end platform – with conceptual design, CAD design, BIM software and collaboration tools, project and cost controls, in-field construction execution tools (work packages), and progress documentation (reality capture) – to connect, automate, and ultimately 'autonomise' the entire building and construction ecosystem through our HxGN SMART Build solution.”

Headquartered in Ghent, Belgium, Bricsys will be fully consolidated as of today, operating within Hexagon’s PPM division. The company's turnover for 2017 amounted to approximately 13 MEUR.

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### ***Magna Invests in Advanced Motion-control Software by Acquiring Haptronik GmbH***

25 October 2018

Drivers and passengers will enjoy a more intuitive experience thanks to technology which relies on motion and the sense of touch inside and outside of the car. To continue developing these advanced technologies for the automotive market, Magna has signed a deal to acquire Haptronik GmbH, further investing in advanced motion-control software and adding to Magna's leadership in mechatronics products.

Haptronik is a technology company that specializes in software to control the motion of mechatronic products. Based in Dresden, Germany, the company develops algorithms that enhance motion control and the touch and feel of power systems such as doors and liftgates.

"This acquisition is about access to the vehicle and the experience we want people to have – both today and in the future, as the new mobility ecosystem continues to evolve," said John O'Hara, President of Mechatronics, Mirrors and Lighting. "The Haptronik team are experts in this field and will help Magna further strengthen our position as the go-to supplier for mechatronics products."

This cutting-edge technology bolsters and further differentiates Magna's power system product offerings, specifically enhancing its [SmartAccess power door experience](#). Beyond the effortless smooth feel of the door, the software also allows for features such as anti-slam and virtual door check.

Pending standard closing conditions, the deal is expected to be finalized in the first quarter of 2019.

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### ***Oracle Buys DataFox***

22 October 2018

On October 22, 2018, Oracle announced that it has signed an agreement to acquire DataFox, whose cloud-based artificial intelligence (AI) data engine and derived business content provide the most current, precise and expansive set of company-level information and insightful data to optimize business

decisions.

DataFox continuously extracts detailed data on more than 2.8 million public and private businesses while adding 1.2 million businesses annually. Customers like Goldman Sachs, Bain & Company and Twilio utilize DataFox's insightful data to prioritize accounts, enrich leads, refresh and harmonize CRM data and identify new prospects.

The combination of Oracle and DataFox will enhance Oracle Cloud Applications with an extensive set of trusted company-level data and signals, enabling customers to reach even better decisions and business outcomes.

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## Company News

### ***Altair and Oracle Offer Faster High-Performance Computing in the Cloud***

23 October 2018

Altair has expanded its relationship with Oracle to offer on-demand, Computational Fluid Dynamics (CFD) technology on Oracle Cloud Infrastructure, accelerating external aerodynamics and other complex flow simulations. This new offering, powered by GPU technology, provides a highly-scalable solution at an affordable cost.

“We are excited to expand our relationship with Oracle,” said Sam Mahalingam, Chief Technical Officer for Enterprise Solutions at Altair. “We find that access to GPU compute resources can be challenging for our customers. The integration with Oracle’s cloud platform addresses this challenge, and provides customers the ability to use GPU-based solvers in the cloud for accelerated performance without the need to purchase expensive hardware. Ultimately this leads to improved productivity, optimized resource utilization, and faster time to market.”

There is growing demand for solutions that enable increasingly more complex optimization-driven physics and flow simulations to drive decision-making and innovation. GPUs provide the ideal compute resources to handle these more strenuous workloads. Oracle Cloud Infrastructure offers fast and scalable computing, including GPU instances and best-in-class cloud storage capabilities that preclude the need to unnecessarily move large amounts of data.

Advanced CFD solvers such as Altair ultraFluidX™ and Altair nanoFluidX™ are optimized on the Oracle Cloud to provide overnight simulation results for the most complex cases on a single server. ultraFluidX provides fast prediction of the aerodynamic properties of passenger and heavy-duty vehicles, buildings and other environmental use cases. nanoFluidX predicts the flow in complex geometries with complex motion, such as oiling in powertrain systems with rotating gears and shafts, using the Smoothed-Particle Hydrodynamics (SPH) simulation method. Both solvers are now available on Oracle Cloud Infrastructure, and can leverage GPU instances, bringing the power of HPC to advanced CFD simulation.

“The combination of Oracle’s HPC capabilities such as our cutting edge bare-metal GPU infrastructure including the recently announced GPUs, our new leading low latency RDMA network and high-performance storage options combined with Altair’s market leading CFD solvers makes this collaboration extremely compelling for large enterprises looking to optimize their product development,” said Vinay Kumar, Vice President, Product Management, Oracle Cloud Infrastructure.

“We’re working together with Altair to truly define what it means to run HPC workloads in the cloud, and today’s availability of HyperWorks CFD Unlimited proves this.”

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## ***CMC Corporation from Vietnam signed strategic agreement with Danish partner***

20 October 2018

On October 20 2018, in the framework of Vietnam-Denmark Business Forum at the headquarter of Confederation of Danish Industry (DI), CMC Corporation from Vietnam signed a strategic cooperation agreement with Approxima, a partner from Denmark. The signing ceremony was witnessed by Prime Minister of the Socialist Republic of Vietnam Nguyen Xuan Phuc and the press agencies of the two countries.

With 25 years of development, CMC has been providing ICT products and services for major partners from multinational corporations in 21 countries such as Japan, Korea, USA, Singapore, etc. CMC has consulted and implemented SAP ERP system for Honda Vietnam, AEON IBS, provided telecommunications services for NTT Communications, SAMSUNG, AT&T... Ciber-CMC (a member company of CMC Corporation) is a leading consulting company to deliver professional implementation services in SAP's enterprise resource planning (ERP) solution and Microsoft Dynamics customer relationship management (CRM) solution. With more than 150 leading SAP & Microsoft Dynamics CRM consultants, Ciber-CMC is the most trust-worthy provider in Vietnam with more than 30% market share of SAP, and has been honored "SAP's Best Service Partner" in 2015, "Top Performance Partner" of SAP in 2016.

Approxima is a leading SAP consultant in Denmark with many years of experience in consulting and deploying SAP solutions for medium and large organizations. Under the strategic cooperation agreement, Approxima will be responsible for expanding CMC's business in European markets such as Scandinavia, Denmark, Germany and Russia... which are the areas where Ciber-CMC is aiming for the No.1 position of SAP solution provider. Approxima is expected to tap into the digital convergence market for businesses with a market size of hundreds of millions of euros, aiming at reaching 100 million euros from the European market in 2023. In addition, Approxima will also share its methods and experience to promote Ciber-CMC's growth, supporting Ciber-CMC to meet international capacity requirements in service delivery. This also matches CMC's "Go Global" strategy with the goal of exporting software, ICT services and products to the global market.

Speaking at the signing ceremony on October 20 2018, Mr. Lars Damgaard (Partner, Director of Approxima) said: "The reason we chose Ciber-CMC to deploy SAP solutions in the Nordic market as well as throughout Europe is that we want to increase the power of Approxima to meet the ever-increasing demand for SAP solutions. Ciber-CMC has more than 10 years of experience in providing SAP solutions to the international market. With the abundant human resources and the goal of delivering the SAP solutions on the cloud computing platform of Ciber-CMC, we completely believe in the success of the strategic partnership between CMC and Approxima."

Mr. Nguyen Trung Chinh (Chairman/CEO of CMC Corporation) also expressed optimism in the agreement: "CMC Corporation has a strategic goal of reaching out to the global market with the best IT and telecommunications products to meet the world standard. In fact, we have been present in 21 countries, including Japan, Korea, Singapore, Australia, New Zealand, and we are expanding to international markets like USA and Europe. Through this cooperation with Approxima, we are confident

that CMC will make a strong move in the European market."

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## ***ESD Alliance Announces ES Design West Debut in Conjunction with SEMICON West 2019 in San Francisco***

24 October 2019

The [Electronic System Design Alliance](#), a [SEMI](#) Strategic Association Partner, today announced the inaugural ES Design West to be co-located with SEMICON West 2019.

ARM; Cadence; CAST; IC Manage; Mentor, a Siemens Business; and Synopsys signed on as initial exhibitors.

By co-locating ES Design West with SEMICON West at San Francisco's Moscone Center, July 9-11, 2019, SEMI brings together the complete electronics supply chain, from design through manufacturing to finished product. Dedicated to the Design and Design Automation Ecosystem™, ES Design West is the only event in North America that connects the electronic systems design community to the electronics supply chain. ES Design West will accelerate conversations, information exchange and collaboration to address common issues, challenges and opportunities that move new electronic products from concept to consumer.

The decision to debut ES Design West in conjunction with SEMICON West 2019 marks an important beginning as the ESD Alliance joins SEMI as a SEMI Strategic Association Partner. ES Design West will showcase design from intellectual property (IP), electronic design automation (EDA), embedded software, design services and design infrastructure including design in the cloud. It also will include a dedicated conference track and a theater on the show floor for presentations and panel discussions.

"Electronics begins with design and the Design Ecosystem," says Bob Smith, executive director of the ESD Alliance. "We have a remarkable opportunity to build and offer new program tracks to promote our industry's commercial technological achievements and role in the broader manufacturing chain. With ES Design West and many other new initiatives, SEMI is securing SEMICON West's position as the premier venue where the entire electronic product design and manufacturing supply chain comes together."

Exhibit at ES Design West An Exhibitor Prospectus for ES Design West, located in Moscone South, is available with compelling exhibiting options and sponsorship opportunities to meet the needs of all companies throughout the Design and Design Automation ecosystem. To learn more about ES Design West and secure exhibit space, contact Sandy Chapin at [schapin@semi.org](mailto:schapin@semi.org).

About the Electronic System Design Alliance The [Electronic System Design \(ESD\) Alliance](#), a [SEMI](#) Strategic Association Partner representing members in the semiconductor design ecosystem, is a community that addresses technical, marketing, economic and legislative issues affecting the entire industry. It acts as the central voice to communicate and promote the value of the semiconductor design ecosystem as a vital component of the global electronics industry.

Follow the ESD Alliance: Website: [esd-alliance.org](http://esd-alliance.org) ESD Alliance Bridging the Frontier blog: <http://bit.ly/2oJUVzI> Twitter: @ESDAlliance LinkedIn: <https://www.linkedin.com/groups/8424092> Facebook: <https://www.facebook.com/ESDAlliance>

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For more information, contact: Nanette Collins Public Relations for the ESD Alliance (617) 437-1822  
[nanette@nvc.com](mailto:nanette@nvc.com)

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## ***The Next Generation PLM for Fashion and Retail Arrives in India***

25 October 2018

Centric Software is pleased to announce that it is entering the Indian market, bringing market-leading Product Lifecycle Management (PLM) solutions to local fashion, retail and consumer goods companies. 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.

PLM is the backbone technology for digital transformation initiatives driving business growth, agility and innovation. Now a must-have for brands and retailers, PLM is the foundation of product design & development from concept to retail and is critical for driving growth in the competitive global marketplace, streamlining operations and quickly getting innovative products to market.

“Across the world, buying behavior has changed and consumers expect more seasons per year and more new products per season. At the same time, competition has also intensified with the addition of many new brands and retailers, giving consumers greater choice than ever before,” says Fabrice Canonge, VP of Global Sales at Centric Software. “With thousands of local and international brands and retailers active in India, companies increasingly need to offer more innovative products, quickly. Speed to market, market responsiveness and true collaborative sourcing are key to remaining competitive.”

Centric PLM addresses all of these challenges and more with intuitive, configurable, easy to use, mobile and cloud-based PLM software for businesses of all sizes. Combining the best of Silicon Valley innovations and industry best practices, Centric PLM is fast to deploy and provides a single actionable version of the truth for planning, design, development, sourcing, production and retail teams.

Centric Software will be joined by Simbus Technologies to celebrate the launch of Centric PLM in India with the PLM Revolution Roadshow Roundtable Series in Delhi, November 28, Mumbai November 30 and Bangalore December 4.

Simbus is a global retail and fashion technology consulting and solutions company that enables digital transformation for fashion brands and retailers by leveraging innovative technologies to modernize and transform the way products are designed, produced, and supported.

“Simbus is delighted to join Centric for their launch events in India. The three-city tour will showcase Centric Software’s world-leading Centric PLM to the fast-growing Indian consumer goods and retail market to enable Indian companies to achieve digital transformation of their product innovation processes. Attendees at the events will learn how over 675 iconic fashion and retail brands harness the power of Centric PLM to become more agile and bring more innovative products to market faster to drive global business growth,” says Krishna Kumar, Managing Director of Simbus Technologies.

Live demos will show how Centric’s cloud-based PLM platform, over 15 mobile apps for PLM and Centric Visual Innovation Platform (CVIP) for touchscreen devices drive innovation at approximately 700 brands across the world.

“We are delighted to launch in India,” says Chris Groves, President and CEO of Centric Software.

“Apparel and retail businesses face complex challenges that can be readily addressed with the right PLM innovations and partner. A modern, agile PLM solution is key for driving the digital transformation

strategies that are needed in today's challenging and competitive retail market.”



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## ***TCS Partners with Extreme Networks on Integration of Zebra, Avaya & Brocade Networking Asset Acquisitions***

25 October 2018

Tata Consultancy Services, a leading global IT services, consulting and business solutions organization, announced that it has successfully completed the integrations of Zebra's wireless LAN business, Avaya's networking business and Brocade's data center switching, routing and analytics solutions into the ecosystem of Extreme Networks (NASDAQ: EXTR), a leading software-driven networking company.

Extreme Networks embarked on this ambitious journey by acquiring networking assets from Zebra, Avaya and Brocade, within a short time span of approximately 12 months, to become the only pure-play, end-to-end wired and wireless enterprise networking company in the world.

TCS was chosen by Extreme Networks to drive this initiative due to its highly repeatable Post-Merger Integrations (PMI) methodology and industry leading Quad A framework. Since PMI is a highly complex and an extremely challenging initiative usually taking place under severe time pressure and in parallel to a running business, Extreme Networks required a strategic partner that could work in lock-step, bringing scale, thought leadership and PMI expertise to de-risk and successfully deliver this integration within an aggressive timeline.

To achieve this, TCS established an Integration Management Office (IMO) to drive the program governance, value management, enterprise architecture and organizational change management. The program involved a multi-tower transformation including ERP, CRM, F&A, Supply Chain, and PMO. In addition, TCS put together a cross-functional team to analyse and identify opportunities to harmonize and rationalize Extreme Networks heterogeneous IT landscape comprising of both ERP and non-ERP applications. The rapid pace of the engagement and aggressive timelines necessitated rigorous test and validation along all key phases of the Integration program requiring the establishment of a “test factory” that enabled process standardization and accuracy to ensure high quality deliverables.

As a result, TCS not only delivered the integration on time, but well within budget with a 20 percent reduction of the originally planned spend. The project was executed at four different TCS and Extreme Networks existing business processes post unique strategic acquisition of the new entities.

“By leveraging TCS' deep contextual knowledge of the Networking business to align with Extreme Networks vision, and coupled with our strong experience in PMI, we have been able to deliver a seamless integration spanning three businesses within an extremely aggressive timeline,” said **V. Rajanna, Senior Vice President and Global Head, Technology Business Unit, TCS.** “Our partnership with Extreme Networks is a great example of TCS leadership in helping customers create success in large and complex strategic M&A initiatives.”

“We made several acquisitions in a short time frame, and worked under Transition Services Agreements (TSA) for each of the three deals, making timely system integration work imperative,” said **Dan Adam, Chief Information Officer, Extreme Networks.** “Thanks to TCS, the migration of our newly acquired assets into the Extreme Networks ecosystem was seamless and on schedule, with orders being booked,

billed, and shipped on the first day of each cutover from the TSAs. Today, we are tracking and operating in one instance of our ERP, CRM and procurement systems.”

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## Events News

### ***Accenture Recognized with 11 Oracle Partner Awards at OpenWorld 2018 for Global Excellence and Performance***

23 October 2018

Accenture, a Platinum-level member of Oracle PartnerNetwork (OPN), has received 11 Oracle Partner awards in recognition of its sustained excellence, commitment and success in delivering innovative solutions to Oracle customers. Accenture’s awards were announced at Oracle OpenWorld in San Francisco. These build on [15 awards announced earlier this year](#), making a record number of Oracle Partner awards received in a single year by Accenture.

“Accenture excels in driving impactful business outcomes for Oracle customers around the world,” said Camillo Speroni, vice president of worldwide strategic alliances, Oracle. “Having been an alliance partner for more than 25 years, we’re delighted to honor them in this way for their ongoing success in delivering solutions on Oracle Cloud.”

The awards recognize partner excellence across several areas, including sales, marketing, solution development and customer satisfaction. Accenture received the following:

- 2018 Specialized Partner of the Year: ERP Cloud – Global
- 2018 Specialized Partner of the Year: IaaS – Global
- 2018 Specialized Partner of the Year: IaaS – Asia-Pacific
- 2018 Specialized Partner of the Year: IaaS – North America
- 2018 Specialized Partner of the Year: SaaS – North America
- 2018 Specialized Partner of the Year: Applications Unlimited Cloud – North America
- 2018 Specialized Partner of the Year: Cloud Platform for SaaS – North America
- 2018 Specialized Partner of the Year: Managed Service Provider – North America
- 2018 Specialized Partner of the Year: Managed Service Provider – EMEA
- 2018 Partner of the Year, Cloud@Customer, Innovation – Australia New Zealand

In addition, Stephanie Arnette, Global Oracle Customer Experience Lead at Accenture was recognized with the 2018 Outstanding Partner Teammate Award.

Terri Strauss, senior managing director of Oracle business for Accenture, said, “These awards are a reflection of our continued excellence in delivering innovative Oracle solutions to our clients around the world. Through our industry expertise, and ongoing investment in innovation we remain committed to helping our clients realize tangible business outcomes and get the most from their Oracle investments.”

Accenture has been one of Oracle’s leading systems integration partners globally 12 years in a row, with

more than 54,000 Oracle-skilled consultants around the world who help accelerate digital transformation by implementing Oracle-based business solutions and new business processes that develop and evolve as their digital business grows. Accenture has teamed with Oracle for more than two decades and is a Global Cloud Elite and Platinum level member of the Oracle PartnerNetwork. Accenture is also certified as an Oracle Cloud Excellence Implementer. For more information on the Accenture and Oracle relationship, please visit? [www.accenture.com/oracle](http://www.accenture.com/oracle).

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### ***Oracle OpenWorld 2018 Launches Next Era of Cloud***

21 October 2018

Oracle welcomes more than 60,000 customers and partners from 175 countries and 19 million virtual attendees to Oracle OpenWorld 2018, the world's most innovative cloud technology conference.

[View the infographic](#)

At the annual event, Oracle Executive Chairman of the Board and Chief Technology Officer Larry Ellison will talk about the latest-and-greatest technologies being incorporated into Oracle's next-generation cloud that will make data an even more valuable asset across industries. Throughout the week, he and Oracle CEO Mark Hurd will take the stage alongside some of the biggest brands in business, including AT&T Business, Cisco, and Cummins. Oracle Chief Corporate Architect Edward Screven will join Mark Hurd to discuss the role of security and privacy in today's globalized society, along with former Director of the Central Intelligence Agency (CIA) and the National Security Agency (NSA) Michael Hayden; former Secretary of Homeland Security Jeh Johnson; and former Chief of the British Secret Intelligence Service Sir John Scarlett.

A powerful group of high-profile thought leaders and futurists—spanning business, technology, politics, science, sports and media – will headline Oracle OpenWorld 2018. Featured speakers include Brian Greene, physicist and co-founder of the World Science Festival; futurist Sophie Hackford, CEO of 1715 Labs; Nely Galán, Producer and former President of Entertainment for Telemundo; and Dr. Rand Hindi, CEO of Snips. Rick Welts, President and Chief Operating Officer for the Golden State Warriors, will speak at this year's Inclusive Leadership event to discuss diversity and equality in today's digital age. Senator Barbara Boxer and former Speaker of the House of Representatives John Boehner, among other politicians and business influencers, will share their perspectives at Oracle Leaders Circle, an exclusive event at Oracle OpenWorld for top executives.

“Oracle OpenWorld 2018 delivers a world-class conference experience that immerses attendees in the future of cloud, artificial intelligence, and other emerging technologies,” said Tania Weidick, Oracle Vice President of Event Marketing. “Everything about the event—from creative programming to luminary speakers—is designed to promote new ideas and collaboration, as well as best position our customers and partners for success. This year's event will continue our 20-plus year legacy in San Francisco, contributing \$195 million in positive economic impact to the city.”

The company also announced [Oracle Code One](#), a new expanded conference at Oracle OpenWorld. Oracle Code One offers an opportunity to learn about new innovations in Java and emerging technologies, as well as access hands-on labs for building applications using these technologies on Oracle Cloud.

Oracle OpenWorld 2018, which runs October 22-25 at the Moscone Center and other downtown venues,

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will feature thousands of sessions and speakers, as well as hundreds of demos and case studies to showcase unique ways that Oracle Cloud and emerging technologies like AI, Machine Learning, Blockchain, IoT, Human Interfaces and Oracle Autonomous Database are driving new business models and creating new business value.

## To Learn, Connect and Play

- [Keynotes](#):
  - **Monday, 1:45–3:00 p.m.** – Oracle Executive Chairman and Chief Technology Officer Larry Ellison leads with the latest thinking on an autonomous future.
  - **Tuesday, 9:00–10:30 a.m.** – Oracle CEO Mark Hurd leads discussions on innovation and cloud growth with leaders from top Oracle customers including Thaddeus Arroyo, CEO, AT&T Business; Sherry Aaholm, Chief Information Officer, Cummins Inc.; and Navindra Yadav, Founder, Tetration Analytics.
  - **Wednesday, 9:00–10:30 a.m.** – Mark Hurd joins Oracle’s Chief Corporate Architect Edward Screven, as well as the Former Director of the CIA and NSA General Michael Hayden, Former Secretary of Homeland Security Jeh Johnson, and Former Chief of the British Secret Intelligence Service Sir John Scarlett.
  - **Wednesday, 2:00–3:00 p.m.** – Larry Ellison returns to the mainstage to discuss the future of Oracle Cloud.
- [Sessions](#): Choose from over 2,371 sessions presented by 2,641 customer, partner, and Oracle speakers, 385 Oracle demos and case studies featuring emerging technologies, as well as hundreds of partner and customer exhibitions.
- Oracle Leaders Circle: An invite-only executive event will feature presentations by bestselling author and geopolitical expert Robert D. Kaplan, as well as PwC Chief Client Officer Amity Millhiser, Deloitte Global Managing Principal of Consulting Jason Girzadas, Oracle CEO Safra Catz, Senator Barbara Boxer and former Speaker of the House of Representatives, John Boehner.
- Inclusive Leadership: Hosted by Oracle Women’s Leadership (OWL) and Oracle Diversity & Inclusion, this year’s event brings together leaders from diverse fields to discuss the business impact and value of inclusive behaviors in the digital age. Speakers include Nely Galán, Producer and former President of Entertainment for Telemundo, and Rick Welts, President and Chief Operating Officer for the Golden State Warriors.
- [The Developer Exchange](#): At Oracle Code One in Moscone West, the Developer Exchange is ground zero for all-things developer, including the Groundbreakers Hub, which will feature cutting-edge demonstrations:
  - Blockchain Beer: Test out beers brewed using Oracle Cloud’s blockchain technology, then vote for your favorite one.
  - Personalized Manufacturing Demo: Create your own customized coaster and watch a 3-D printer develop it.
  - Oracle Cloud DJ with Sonic PI: Mix different music and beats to create unique sounds using Sonic Pi, a new kind of musical instrument based on live coding.
- Collective Learning Program: Introduced in 2016 with resounding excitement and success, the redesigned approach to programming put attendees first with interactive and community-driven sessions. This year’s Collective Learning will focus on Oracle Cloud Infrastructure and Oracle

Enterprise Resource Planning (ERP) Cloud, and offer opportunities for customers to gain personalized tools and resources from product experts.

- The Supply Chain Manufacturing Showcase: Attendees can experience the latest innovations of the fourth industrial revolution at “Digital Transformation with Industry 4.0.” Physical structures and custom-built setup will showcase trends in Coaster Assembly Line (IOT), Smart Connected Factories, Blockchain Track and Trace, Asset Monitoring, Predictive Maintenance, and Service Monetization.
- [Oracle NetSuite SuiteConnect](#): Engage with over 800 business leaders to learn the latest trends in emerging technologies and discuss the challenges facing businesses today.
- [Oracle CloudFest.18](#): Experience an exclusive concert featuring Beck; Portugal. The Man; and Bleachers, and celebrate with Oracle customers and partners at the legendary Oracle appreciation event at AT&T Park.

## To Support the Community and Environment

- [Oracle Academy’s Code 4 Kids](#): Designed for children ages 10-16 and sponsored by [Oracle Academy](#), attendees will program Finch robots, play soccer with Lego Mindstorms, explore space with Scratch and more. Kids will also hear inspiring stories and advice from Dr. Ayodele Thomas, Executive Director for Green Scholars, a STEM enrichment program for local youth of African ancestry; Associate Dean for Graduate Education & Diversity at Stanford University School of Medicine; and first female African American Electrical Engineering Ph.D. from Stanford University.
- [Design Tech High School](#) (d.tech) Showcase: From an intelligent ankle brace to a 3D motorcycle jack, [d.tech](#) students will present innovative prototypes they built in [Oracle Education Foundation](#) classes.
- Giving Back: Guests in the Developer Lounge at Oracle Code One can win money for charity by searching for chess pieces with their phone cameras. For each correct answer on the scavenger hunt, Oracle will donate money to Iridescent, a science, engineering and technology education nonprofit organization that empowers underrepresented young people to become self-motivated learners, inventors and leaders.
- [The World Bee Project](#): In this special talk, The World Bee Project will share how Oracle Cloud helps preserve bees for our environment, and includes presentations by the California Department of Conservation.
- Environmental Highlights: 75,000,000 pounds of CO2 has been offset by Oracle OpenWorld over the past seven years—equivalent to keeping 7,367 cars off the road for one year or 84,323,529 miles driven by the average passenger vehicle.

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## Financial News

### *Atos - Third quarter of 2018*

24 October 2018

Atos, a global leader in digital transformation, today announces its revenue for the third quarter of 2018.

**Thierry Breton**, Chairman and CEO said: *“The Group globally faced a mixed third quarter resulting in stable revenue. The Divisions Business & Platform Solutions, Big Data & Cybersecurity and Worldline continued to generate sustainable strong growth at the level anticipated at the beginning of the year or even above. Infrastructure & Data Management was disappointing during the quarter in North America and in Germany due to a lack of commercial execution on this segment in these two geographies. Taking this into account, and in the current context of an international economic environment that I anticipate to become more uncertain and challenging, I want to be cautious and therefore we now aim for 2018 revenue organic growth at circa 1% compared to a low end of the bracket at 2% previously.*

*During the third quarter of the year we worked extensively to close ahead of schedule the acquisition of the US Nasdaq listed Syntel group, and to welcome and integrate its 23,000 engineers into Atos as early as on October 9<sup>th</sup>. This strategic move will support the acceleration of the Group towards higher levels of technological and digital excellence.”*

### **Q3 2018 revenue by Division**

**Revenue was € 2,884 million**, up +1.8% at constant exchange rates restated for IFRS 15 and **+0.1% organically**. During the third quarter, the Group continued to deliver its offerings for large customers in their digital transformation. This particularly benefitted to Business & Platform Solutions, Big Data & Cybersecurity, and Worldline.

**Infrastructure & Data Management (IDM) revenue was € 1,526 million, -4.6% organically**. Majority of the decrease came from the Manufacturing, Retail & Transportation market, more particularly in North America impacted by the termination of Marriott International contract, and in Germany with the decline of Unified Communication & Collaboration activities. The Division was also impacted by the Telecom, Media & Utilities market with the base effect from the BBC contract in the United Kingdom, by contract issues with a large Telco operator in Germany and with the Standard and Poor’s contract ramping-down in North America.

The Division was positively impacted by the ramp-up of the Aviva contract and a strong activity in Public & Health in United Kingdom & Ireland.

The Division continued to roll-out its transformation model with revenue growth in Orchestrated Hybrid Cloud, in Digital Workplace and in Transformation projects. The Division also pursued through automation and robotization the digital transformation of its main clients.

**Business & Platform Solutions (B&PS) revenue was € 767 million, up +4.5% at constant scope and exchange rates**. The Division pursued the solid trend recorded since the beginning of the year thanks to the strong demand for digital projects related to SAP HANA, Codex, and Hybrid Cloud solutions. The growth was primarily led by Manufacturing, Retail & Transportation, particularly in France with the ramp-up of the PSA contract and in Benelux & the Nordics with deliveries to DSM, and by the public sector in Germany.

Revenue in **Big Data & Cybersecurity (BDS)** recorded a **high organic growth of +11.7%**, leading to **€ 191 million** in the third quarter of 2018. This performance was primarily fueled by Manufacturing, Retail & Transportation in North America and by Telecom, Media & Utilities thanks to High Performance Computing activities in South America. In Public & Health, the activity in cybersecurity was strong through various customers in Benelux & The Nordics, France and Central & Eastern Europe. In this Market, the Division also benefited from the ramp-up of the Swiss National Police contract in Central & Eastern Europe and from strong Big Data activities and Bullion sales in North America, while the activity in France was more challenging.

**Worldline revenue was € 399 million, growing by +6.3% at constant scope and exchange rates**.

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Revenue in *Merchant Services* was up by +4.8% organically, led primarily by Commercial Acquiring in continental Europe and a solid double-digit growth in India.

*Financial Processing* revenue was up +7.7% with higher transaction volumes in Issuing Processing, an increased number of authorizations in France and in Germany in Acquiring Processing, and finally from the growing SEPA transactions in Account Payments.

The +5.9% growth in *Mobility & e-Transactional Services* was mainly led by Contact and Consumer Cloud contracts in France and by Connected Living business in Germany. Growth also benefitted from Trusted Digitization projects with French Government agencies as well as from fare and tax collection services in Latin America.

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## ***Cadence Reports Third Quarter 2018 Financial Results***

23 October 2018

Cadence Design Systems, Inc reported its results under new revenue rules, ASC Topic 606. For the third quarter of 2018, Cadence reported revenue of \$532 million, GAAP net income of \$99 million, or \$0.35 per share on a diluted basis, and non-GAAP net income (as defined below) of \$139 million, or \$0.49 per share on a diluted basis.

Cadence also reported its results under the old revenue rules, ASC Topic 605, for easier comparison with prior results, all of which were reported under ASC Topic 605.

Under ASC Topic 605, for the third quarter of 2018, Cadence reported revenue of \$526 million, compared to revenue of \$485 million reported for the same period in 2017. On a GAAP basis, Cadence recognized net income of \$95 million, or \$0.34 per share on a diluted basis, in the third quarter of 2018, compared to net income of \$81 million, or \$0.29 per share on a diluted basis for the same period in 2017. Using the non-GAAP measure defined below, net income for the third quarter of 2018 was \$137 million, or \$0.49 per share on a diluted basis, as compared to non-GAAP net income of \$98 million, or \$0.35 per share on a diluted basis, for the same period in 2017.

“Broad-based strength across our product lines enabled Cadence to achieve outstanding operating results for the third quarter,” said Lip-Bu Tan, chief executive officer. “We also continued to innovate and launch new products, including the industry’s first silicon-proven, 7-nanometer long-reach 112G SerDes IP and the Tensilica<sup>®</sup> DNA 100 Processor IP targeted at deep neural-network applications.”

“I am pleased to report that we exceeded all of our key operating metrics for the quarter,” said John Wall, senior vice president and chief financial officer. “We expect strong demand and cash flow to continue into the fourth quarter, and as a result we are raising our outlook for fiscal 2018 and increasing stock repurchases to \$75 million for the fourth quarter.”

To view the full earnings release, including tables, please visit:

[https://www.cadence.com/content/cadence-www/global/en\\_US/home/company/newsroom/press-releases/pr-ir/2018/cadence-reports-third-quarter-2018-financial-results.html](https://www.cadence.com/content/cadence-www/global/en_US/home/company/newsroom/press-releases/pr-ir/2018/cadence-reports-third-quarter-2018-financial-results.html)

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## ***Capgemini reports strong Q3 and raises its growth target for 2018***

24 October 2018

The Capgemini Group achieved consolidated revenues of €3,228 million in Q3 2018, up 8.7% year-on-year at constant exchange rates\*.

Paul Hermelin, Chairman and Chief Executive Officer of the Capgemini Group commented: *“The Group continues to grow at a robust pace, driven by the ongoing development of Digital and Cloud activities. Momentum remains strong in North America, our largest market, with a double-digit revenue progression. In Europe, the United Kingdom returned to growth and France reported an excellent quarter.*

*With the launch of Capgemini Invent last month, we’re well placed to capture even more of the demand for digital innovation, consulting and transformation coming from the heads of business and operations of leading groups. We benefit from a unique market positioning, thanks to the combination of our experience in consulting, data science and emerging technologies, together with expertise brought to the Group by recently acquired digital companies, such as LiquidHub this year.*

*Our momentum will remain strong in Q4 2018 despite an even higher comparison basis and we now expect to reach growth of 6.8%<sup>[1]</sup> at constant exchange rates. This leads us to raise our full year 2018 target: we now aim for revenue growth of above 7.5% at constant exchange rates.”*

Group growth remained strong during the quarter despite a high Q3 2017 comparison basis. Revenues totaled €3,228 million, up 7.7% year-on-year at current exchange rates and 8.7% at constant exchange rates. Organic growth\* (i.e. excluding the impact of currency fluctuations and changes in Group scope) was 6.3%.

Digital & Cloud activities grew over 20% at constant exchange rates in Q3 and now generate around 45% of Group revenues.

In the first nine months of the year, Group revenues grew 8.2% at constant exchange rates and 6.4% on an organic basis.

For full details including tables please visit <https://www.capgemini.com/news/capgemini-reports-strong-q3-and-raises-its-growth-target-for-2018/>

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## ***Dassault Systèmes reports Q3 and YTD EPS up double-digits and reaffirms 2018 growth objectives***

24 October 2018

Dassault Systèmes announces IFRS unaudited financial results for the third quarter and nine months ended September 30, 2018. These results were reviewed by the Company’s Board of Directors on October 23, 2018. The Company has adopted IFRS 15 as of January 1, 2018. This press release includes 2018 third quarter and nine-month financial results under IFRS 15 as well as under the prior IAS 18 standard and includes a summary explanation of the major differences for the Company. In addition, this press release also includes financial information on a non-IFRS basis (both IFRS 15 and IAS 18) with reconciliations included in the Appendix to this communication.

Third Quarter and Nine Months 2018 Highlights and Financial Summary  
(Unaudited, with references to IAS 18 data, revenue growth at constant currency)

## Q318 FINANCIAL PERFORMANCE :

- Q3 well aligned with Dassault Systèmes' non-IFRS IAS 18 objectives: total revenue up 10% and software revenue up 9% at constant currency, operating margin at 30.9%, EPS up 11% at €0.71
- Organic licenses revenue growth well in line, up 8% YTD at constant currency (non-IFRS IAS 18)
- 3DEXPERIENCE software revenue up 19% YTD at constant currency (non-IFRS IAS 18)
- YTD software revenue up strongly in Transportation & Mobility; Energy, Process & Utilities; Consumer Goods and CPG-Retail; Marine & Offshore; Natural Resources; and Architecture, Engineering & Construction (non-IFRS IAS 18)
- Cash flow from operations up 11% YTD to €747 million (IAS 18)

## 2018 FINANCIAL OBJECTIVES REAFFIRMED (IAS 18 non-IFRS):

- Q4 2018 total revenue objective of about €982 million to €1.00 billion growing about 9% to 11% in constant currencies; IAS 18 non-IFRS EPS of about €0.96 to €1.00, representing growth of 8% to 12%
- FY 2018 targeting total revenues of €3.425 – €3.450 billion, up 9% to 10% at constant currency and EPS of €2.98 to €3.02, up 11% to 13%



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## ***LTTS delivers a strong Q2 with broad based growth***

25 October 2018

L&T Technology Services announced its results for the second quarter and half year ended September 30, 2018.

Highlights for Q2FY19 include:

- Revenue at Rs. 12,661 million; growth of 10% QoQ; 41% YoY
- USD Revenue at \$177.2 million; growth of 5.5% QoQ and 29.5% YoY in constant currency
- Net profit at Rs. 1,910 million; growth of 56% YoY
- Interim Dividend of Rs. 7.5 per share (Record date November 2, 2018)

During the quarter, LTTS won 6 multi-million dollar deals across Industrial Products, Process Industry and Telecom & Hi-tech. On a YoY basis, LTTS has increased its USD30mn+ clients by 1, USD10mn+ clients by 3 and its USD5mn+ clients by 5.

*“We had a strong second quarter with a 29.5% YoY rise in revenues that was broad based. All five of our industry segments grew in double digits on a YoY basis, with Industrial Products also turning around this quarter. Our Revenues from digital & leading-edge technologies increased to 33% and grew by 66% YoY.*

*We are seeing a healthy deal pipeline and good traction in our focus areas such as Edge computing, Smart Manufacturing, IoT, Electric & Autonomous vehicles. Our customers are investing in new technologies to transform their business and stay competitive. We are in turn continuously scaling up our technology offerings, and the acquisition of Graphene is a step towards consolidating our leadership position in the Semiconductor & Product OEM space.*

*In Q2 we received multiple recognitions from the industry. LTTS was adjudged ‘Best Company of the Year’ at the 14th Indo-American Chamber of Commerce Corporate Excellence Awards, which is the*

*IACC's highest honour,"* said **Dr Keshab Panda, CEO & Managing Director, L&T Technology Services Limited.**

## **Industry Recognitions:**

- **John Deere Partner Level Supplier Recognition** – LTTS was acknowledged by John Deere for outstanding quality of product and services as well its commitment to continuous improvement.
- LTTS has been recognized as a **'Leader' for Embedded System Engineering Services** and positioned among the top 3 leading companies by Everest Group.
- LTTS was rated as a **Leader in 6 market categories across 3 industries in the U.S. market** in the inaugural edition of ISG Provider Lens™.
- LTTS was recognized as the **'Best Company of the Year'** and was also conferred with the prestigious 'Excellence in Corporate Social Responsibility' award by the Indo-American Chamber of Commerce.

## **Patents**

- At the end of the second quarter, the patents portfolio of L&T Technology Services stood at 349 out of which 256 are co-authored with its customers and 93 are filed by LTTS.
- 12 new patents were added in the quarter with 7 being filed by LTTS and 5 co-authored with customers.

## **Human Resources**

At the end of the fourth quarter LTTS' employee strength stood at 13,585, a net addition of 504 during the quarter.

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## ***PROS Holdings, Inc. Reports Third Quarter 2018 Financial Results***

25 October 2018

- Subscription revenue up 51% year-over-year.
- Total revenue up 17% year-over-year.
- Free cash flow improvement of \$7.2 million year-over-year.

PROS Holdings, Inc., a provider of AI-powered solutions that optimize selling in the digital economy, today announced financial results for the third quarter ended September 30, 2018.

CEO Andres Reiner stated, "We have strong momentum in our business and, in the first nine months of the year, we increased our deal volume by 34% as we continue to execute on our land-and-expand strategy. As companies across industries put commerce at the heart of their digital transformation strategies, we have an exceptional opportunity to grow and scale our business. We are seeing the market embrace our AI solutions, which contributed to our Q3 outperformance and gives us confidence to once again improve our growth outlook for the year."

## **Third Quarter 2018 Financial Highlights**

Key financial results for the third quarter 2018 are shown below. Throughout this press release, all dollar figures are in millions, except net loss per share. Unless otherwise noted, all results are on a reported basis and are compared with the prior-year period.

## Recent Business Highlights

- Completed a follow-on public offering of 4,370,000 primary shares of common stock generating \$142 million in net proceeds.
- Earned third consecutive placement to the prestigious [Constellation ShortList™](#) for Configure, Price, Quote Solutions.
- Showcased PROS incredible talent and technical acumen at the [Grace Hopper Conference for Women in Computing](#), with five PROS employees delivering presentations or moderating panels on topics including user experience and product architecture.
- Awarded prominent speaking and presentation positions at several prestigious events, including Dreamforce, [the London Aviation Festival](#), the [Mega Asia-Pacific Ancillary & Loyalty Conference](#), [Microsoft Envision](#) and Inspire, [SAP Customer Experience LIVE](#), the [T2RL New Architectures in Airline Passenger Systems Conference](#) and TIACA's International Air Cargo Forum and Exhibition.
- Released findings of the global study, "[The Future is Now: Technologies Shaping Commerce](#)", conducted by Hanover Research on behalf of PROS, which examines the expectations and digital initiatives of more than 700 B2B decision makers across industries.
- Launched a [roadshow series](#) held across Microsoft Technology Centers where PROS, Microsoft and Adobe are partnering to bring together regional industry leaders to educate them on how to use AI to drive their business revenue growth.

For full details including tables please visit <https://ir.pros.com/news-and-events/press-releases/press-release-details/2018/PROS-Holdings-Inc-Reports-Third-Quarter-2018-Financial-Results/default.aspx>

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## ***PTC Announces Fourth Quarter Fiscal Year 2018 Results***

24 October 2018

PTC reported financial results for its fiscal fourth quarter and fiscal year ended September 30, 2018.

- Fourth quarter GAAP revenue was \$313 million; non-GAAP revenue was \$322 million
- FY'18 GAAP revenue was \$1,242 million; non-GAAP revenue was \$1,252 million
- Fourth quarter GAAP net income was \$13 million or \$0.11 per diluted share; non-GAAP net income was \$53 million or \$0.45 per diluted share
- FY'18 GAAP net income was \$52 million or \$0.44 per diluted share; non-GAAP net income was \$171 million and \$1.45 per diluted share
- Fourth quarter license and subscription bookings were \$149 million and subscription mix was 81%
- FY'18 license and subscription bookings were \$466 million and subscription mix was 76%.
- Total deferred revenue, billed and unbilled, was \$1,410 million, an increase of 29% from the same period last year
- Fourth quarter subscription Annualized Recurring Revenue (ARR) was \$544 million, an increase of \$205 million or 61% from the same period last year

“We are very pleased with our fourth quarter results and strong finish to the fiscal year,” said James

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Heppelmann, President and CEO. “Despite currency headwinds in the quarter, recurring software revenue grew 15% year over year, reflecting the strength of our subscription model, and new bookings were strong.”

Heppelmann continued, “Fiscal 2018 was another year of great progress in our transformation to become a high-growth subscription software company and industrial IoT leader. During the year, we delivered good results in our core CAD and PLM businesses, ThingWorx continued to gain significant traction with both new and expanding customers, and interest in our augmented reality (AR) solutions accelerated. We also made important strides in extending our market reach and further differentiating our technology with new strategic partnerships entered into during the year.”

Additional operating and financial highlights are set forth below. Information about our bookings and other reporting measures (as updated) is provided beginning on page five. For additional details, please refer to the prepared remarks and financial data tables that have been posted to the Investor Relations section of our website at [investor.ptc.com](http://investor.ptc.com).

- Q4’18 license and subscription bookings were \$149 million, up 4% year over year. FY’18 license and subscription bookings were \$466 million, up 11% year over year.
- Q4’18 software revenue was \$287 million, an increase of 9% year over year, despite a 900 basis point increase in the subscription mix compared to the same period last year. FY’18 software revenue was \$1,088 million, an increase of 10% year over year, despite a 800 basis point increase in the subscription mix compared to the same period last year.
- Approximately 91% of fourth quarter software revenue came from recurring revenue streams, up from 85% in the same period last year.
- Annualized Recurring Revenue (ARR) was \$1,012 million, an increase of 12% year over year and the seventh consecutive quarter of double-digit year-over-year growth.
- Billed deferred revenue increased 9% year over year to \$499 million. Total deferred revenue – billed and unbilled - increased \$318 million or 29% year over year. Billed and unbilled deferred revenue can fluctuate quarterly based upon the contractual billing dates in our recurring revenue contracts, the timing of our fiscal reporting periods, and Fx rates.
- GAAP operating margin in the fourth quarter was 4%, compared to 6% in the same period last year; non-GAAP operating margin was 21%, compared to 18% in the same period last year. FY’18 GAAP operating margin was 6%, compared to 4% in the same period last year; non-GAAP operating margin was 18%, compared to 16% in the same period last year.
- Operating cash flow in the fourth quarter was \$62 million and free cash flow was \$45 million. FY’18 operating cash flow was \$248 million and free cash flow was \$212 million, up 83% and 93%, respectively, compared to the same periods last year. Free cash flow includes cash payments of approximately \$0.3 million for the fourth quarter and \$3 million for FY’18 related to our past restructuring plans, compared to \$2 million in Q4’17 and \$37 million for FY’17.
- Total cash, cash equivalents, and marketable securities as of the end of the fourth quarter was \$316 million and total debt, net of deferred issuance costs, was \$643 million. During the fourth quarter, we repaid net \$50 million of debt, and for FY’18, we repaid net \$70 million of debt.
- In Q4’18, in connection with our strategic alliance with Rockwell Automation, we sold 10,582,010 shares of the Company’s Common Stock to Rockwell for approximately \$1.0 billion. We used the proceeds from the Rockwell equity investment to repurchase shares of our common stock under a \$1.0 billion accelerated share repurchase ("ASR") agreement with a major financial institution, of which

\$800 million worth of shares were delivered to us in Q4'18.

- With the growth opportunity in front of us in the Industrial Internet of Things and Augmented Reality, other strategic initiatives we've undertaken, and our continued commitment to operating margin improvement, we are realigning our workforce in the beginning of FY'19 to shift investment to support these strategic, high growth opportunities. This realignment will result in a restructuring charge of approximately \$18 million in FY'19, which consists principally of termination benefits, substantially all of which we expect will be paid in FY'19. As this is a realignment of resources rather than a cost-savings initiative, we don't expect this realignment will result in significant cost savings, and the effect of the realignment is reflected in our FY'19 guidance.

For full results including tables please visit <https://www.ptc.com/en/news/2018/ptc-announces-q4-fy18-results>.

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## ***Wipro Limited Announces Results for the Quarter ended June 30, 2018 under IFRS***

24 October 2018

Wipro Limited announced financial results under International Financial Reporting Standards (IFRS) for its quarter ended June 30, 2018.

### Highlights of the Results

Results for the Quarter ended June 30, 2018:

- Gross Revenue was Rs 139.8 billion (\$2.0 billion1), up 1.5% sequentially and 2.6% YoY.
- IT Services Segment Revenue at Rs 137.0 billion (\$2.0 billion1), up 2.2% sequentially and 5.2% YoY.
- IT Services Segment Revenue in dollar terms at \$2,026.5 million, down 1.7% sequentially, up 2.8% YoY.
- Non-GAAP constant currency IT Services Segment Revenue up 0.1% sequentially and 2.4% YoY.
- IT Services Margin<sup>2</sup> for the quarter at 17.2%. This includes a gain of Rs 2,529 million (\$36.9 million1) from the sale of our hosted data center business in the quarter ended June 30, 2018.
- EPS for the quarter at Rs 4.71 (\$0.071) per share, an increase of 9.9% YoY.

Performance for the Quarter ended June 30, 2018

Abidali Z. Neemuchwala, CEO and Member of the Board said - "We have seen pickup in spending in the developed markets, particularly in North America and BFSI. Our investments in Digital continue to help us build differentiation in key industry segments, which is resulting in a consistent improvement in our client metrics. We have had a good quarter of order bookings and I am confident we are moving in the right direction."

Jatin Dalal, Chief Financial Officer said - "We successfully concluded the sale of our hosted data center business in the quarter. We continue to improve our operating metrics and generated strong operating cash flows at 136% of our Net Income during the quarter."

Outlook for the Quarter ending September 30, 2018

We expect Revenue from our IT Services business to be in the range of \$2,009 million to \$2,049 million\*. This translates to a sequential growth of 0.3% to 2.3%, excluding the impact of the divestment of our hosted data center services business which concluded in the quarter ended June 30, 2018.

\* Outlook is based on the following exchange rates: GBP/USD at 1.34, Euro/USD at 1.18, AUD/USD at 0.75, USD/INR at 68.50 and USD/CAD at 1.29.

For full results including tables please visit

<https://www.wipro.com/content/dam/nexus/en/newsroom/press-releases/2018/press-release-q2-fy19.pdf>

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## Implementation Investments

### ***Citizens of Humanity Chooses Gerber's YuniquePLM® Cloud for Speed to Market, Data Centralization***

Global companies who work with many partners need a secure, flexible system to manage data across their business. “With such a large global product line, understanding milestones for the next season of garments is imperative to success and implementing YuniquePLM will allow us easy access to this data regardless of location,” stated Federico Pagnetti, chief operating officer, Citizens of Humanity.

Citizens of Humanity designs, markets and produces Citizens of Humanity denim fashion products in a full vertical facility to ensure the product is unparalleled. Citizens of Humanity is distributed in more than 35 countries including high-end specialty boutiques such as 10 Corso Como, Club Monaco, Trilogy, and Anthropologie; online at Moda Operandi, The Dreslyn, Shopbop.com, Revolve, Need Supply, and MyTheresa.com as well as in luxury department stores Nordstrom and Selfridges.

“We are excited to have Citizens of Humanity on YuniquePLM Cloud and applaud them for taking the next step to decrease development time,” stated Bill Brewster, vice president and general manager, enterprise software solutions at Gerber. “Executing software that is easy to try, easy to buy and easy to consume was our mantra as we brought YuniquePLM Cloud to market.”

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

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### ***Fashion Legend Paco Rabanne Signs with Centric Software***

23 October 2018

Paco Rabanne, the cutting-edge French fashion house, has selected Centric Software to provide its 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.

Paco Rabanne is over 50 years old, with roots in the Space Age fashion movement in Paris in the 1960s. Founder Paco Rabanne, a refugee from the Spanish Civil War, became known for his idiosyncratic designs involving chainmail, plastic and other non-traditional materials. Today, Paco Rabanne has evolved into a purveyor of luxury apparel, fragrances and accessories. The brand is part of the

prestigious PUIG Group, which also includes the brands Nina Ricci, Carolina Herrera and Jean Paul Gaultier.

Paco Rabanne Fashion began looking for a PLM solution in order to streamline their product-related operations, explains Bastien Daguzan, CEO of Paco Rabanne.

“Paco Rabanne is in an important growth phase as a brand, in terms of business and visibility, and has modernized its design approach since the appointment of Julien Dossena as Artistic Director in 2013,” says Daguzan. “We realized we needed to better industrialize each product before handing it over to production and create a true product database, including reusable attributes such as styles, colors and trims. PLM is the leading solution for addressing these challenges in the fashion industry, and many of our colleagues had experience using PLM systems in former positions.”

The decision to choose Centric was influenced by the fact that Centric already works with PUIG at a group level as a PLM partner to Nina Ricci.

As Daguzan, says, “We have seen the effect of Centric PLM implementation at Nina Ricci, and we wanted to capitalize on their experience. We could see that Centric PLM would help us to be faster in our operations, improve efficiency and provide a reliable source of reference data.”

The implementation of Centric PLM will kick off at Paco Rabanne later in 2018, with an initial focus on modules that handle style creation and costing.

“We want the complete product development process visible in the system. Once we are handling the basic information about styles in the system, the parameters can be extended depending on user feedback,” says Daguzan. “Our expectation from this project is that we will streamline our processes and internal databases to better address our business challenges.”

“We have a constructive and helpful relationship with Centric, focused on finding the best practical solutions,” concludes Daguzan. “In the future, we intend to continue adding to the PLM solution in partnership with Centric, depending on our business priorities.”

“We are delighted that Paco Rabanne has decided to implement Centric Software PLM,” says Chris Groves, President and CEO of Centric Software. “At the group level, Nina Ricci has already successfully implemented Centric PLM and we are looking forward to beginning this project with Paco Rabanne to drive their digital transformation now and into the future.”

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### ***Rubie’s Costume Company Gains Visibility and Streamlines Worldwide Product Development with NGC’s PLM***

22 October 2018

New Generation Computing, Inc. (“NGC”), a leading provider of cloud-based solutions for product lifecycle management (PLM), supply chain management (SCM), quality control and vendor compliance, today announced that Rubie’s Costume Company, the world’s largest designer, manufacturer and distributor of Halloween costumes and accessories, has implemented NGC’s fashion and apparel PLM solution. The solution provides Rubie’s a common platform with critical path management processes to ensure costumes are on time, on trend and on budget.

Rubie’s began in 1951 when Rubin Beige, known by his nickname “Rubie,” returned home from serving in World War II and opened a neighborhood soda shop and novelty store, hoping to make enough

money to temporarily support his family. When he eventually realized the masks and costumes were selling better than anything else, he renamed the store “Rubie’s Fun House” and focused on costumes. From its humble beginnings, Rubie’s Costume Company has grown into a thriving, full-blown costume company with more than 3,000 employees, four U.S. factories and offices around the world.

“Rubie’s grew from a small mom-and-pop store to a global enterprise in only a few short years, and we didn’t have the processes to support this rapid expansion,” said Patty Clausen, product management, Rubie’s Costume Company. “Everything was offline, on paper and in folders. We needed a system of record that would support our global growth and give us complete transparency throughout product development. NGC’s PLM has been fantastic in offering us the capabilities we need to optimize our lead times and distribution around the world.”

Rubie’s has rolled out NGC’s PLM in its U.S., UK and Australian offices and is currently onboarding the solution in Asia. The system allows Rubie’s to take advantage of a 24-hour workday by using NGC’s PLM at its offices around the world, in a global, collaborative environment. Employees also benefit from product development calendars to monitor on-time schedules and performance, ensure on-time deliveries and optimize sales and profitability.

“NGC’s PLM is designed to keep all departments on the same page in real time, so it’s easier than ever for apparel brands and retailers like Rubie’s to streamline product development and make better decisions,” said Mark Burstein, president, NGC. “With our product lifecycle management solution, Rubie’s can avoid supply chain nightmares and instead focus on offering the best costumes in the world.”



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### ***Siemens’ MOM portfolio enables DAB Pumps to embrace digitalization for enhanced production value and increased transparency***

24 October 2018

Siemens announced that DAB Pumps, a multi-national organization specializing in water movement and management technology, has selected the Siemens PLM Software Manufacturing Operations Management (MOM) portfolio to facilitate the implementation of its digitalization strategy. Looking to close the loop between customers and factories for increased transparency, DAB Pumps plans to leverage the innovation of the MOM portfolio and Siemens’ digital innovation platform to realize its smart manufacturing vision. The technological power and flexibility of Siemens’ MOM portfolio can help to shorten development time, optimize manufacturing processes and take advantage of the insight gained from product and plant operations to continuously improve performance.

“Digitalization was not a matter of choice for DAB Pumps,” said Sandro Stramare, chief executive officer of DAB Pumps. “We are adapting to what is happening at a worldwide level. DAB Pumps embraced digitalization mainly to create value within our company. We believe that digitalizing our company increases the creation of value in all company areas, and we believe that digitalization is not only an epochal change at a worldwide economic level, but it helps companies increase efficiency, and enhances and creates value in the production and sales processes. This is the main reason why DAB Pumps strongly believes in digitalization and is pushing the digitalization of its processes.”

The holistic approach of Siemens’ MOM portfolio integrates the digital threads of product lifecycle management (PLM) with automation and ERP, breaking down the traditional data siloes and allowing a bi-directional flow of communication. Through the latest generation of Siemens PLM Software’s MOM

solution, DAB Pumps can benefit from Siemens PLM Software's industry-specific best practices. SIMATIC IT Unified Architecture Discrete Manufacturing is the powerful, configurable and scalable manufacturing execution system (MES) software allowing DAB Pumps to track and monitor each step of the production process and optimize manufacturing operations to meet their clients' changing needs on time and in quality. Manufacturing Intelligence and Preactor Advanced Scheduling make processes more efficient through effective resource utilization and supply demand synchronization. Overall, DAB Pumps plans to use Siemens' MOM portfolio, along with integration in the wider Siemens digital innovation platform, to improve connections between production and business processes, and increase immediate control and visibility of production results, driving a new level of productivity, throughput and quality.

"DAB Pumps is taking a critical next step for its business, and we are glad to be its partner in this innovation journey," said René Wolf, Senior Vice President Manufacturing Operations Management Software at Siemens PLM Software. "Leveraging our integrated portfolio of solutions and experience in the discrete manufacturing industry, DAB Pumps can evolve towards digitalization. The resulting increase in transparency can help the company realize its vision of closing the loop between customers and factories."

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### ***Sopheon Awarded The Nature's Bounty Co. Business***

23 October 2018

Sopheon, a global leader for enterprise innovation management solutions, today announces that a contract has been signed by The Nature's Bounty Co. to deploy its [Accolade](#)® software enterprise wide.

**Andy Michuda, Sopheon CEO**, said: *"Many market-leading organizations are challenged to become more agile and drive speed in everything they do in an effort to retain their leadership position in the digital era. We are honored to be selected as the partner of choice to assist The Nature's Bounty Co. in their transformation for continued growth."*

*"Sopheon's software will help enable the continued balancing of global governance and standards with localized flexibility as we pursue our global growth plans,"* said **Andrea Simone, Chief Business Transformation and Information Officer of The Nature's Bounty Co.**

The addition of The Nature's Bounty Co. to Sopheon's client list further expands Sopheon's position in the health and wellness market segment.

The Nature's Bounty Co. is a leading, global health and wellness company with nearly 50 years of making quality vitamins and more than 20 years in the beauty business.

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### ***UCB Brings HR to the Cloud with SAP SuccessFactors Solutions***

23 October 2018

[SAP SE](#) announced that global biopharmaceutical company [UCB](#) has implemented cloud-based SAP SuccessFactors solutions for human capital management (HCM) to help facilitate an intelligent, digital working environment.

## CIMdata PLM Late-Breaking News

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With the solutions rolled out to 7,500 employees across 35 countries, UCB can focus on its people and deliver the consumer-grade experiences they expect at work while taking data privacy regulations into account. The announcement was made at the [UNLEASH](#) event in Amsterdam taking place October 23–24 at the RAI Amsterdam.

“Given the exponential growth of technology in people’s day-to-day life, expectations from our people when they come to work are constantly increasing,” said Alain Labouverie, head of Talent Analytics & Technology at UCB. “At UCB we are committed to creating the right conditions at work so that people are engaged to achieve our end goal, which is to create value for our patients. To get there, we need to keep up with the pace of change and provide consumer-grade talent solutions that are simple to use, easy to access and intelligent. We need our people to be agile and able to quickly adapt their focus to where their impact is maximized. This is heavily dependent on our capacity to free up time by generating efficiencies. Automation is a key enabler, augmenting what our people can do, so that they can deliver on what is truly human.”

Like many organizations, UCB faced a fragmented HR systems landscape. To improve the speed and quality of critical business decisions, UCB knew it needed accurate and actionable insights across its pool of talent. With the [SAP SuccessFactors Employee Central](#), [SAP SuccessFactors Recruiting](#), [SAP SuccessFactors Onboarding](#), [SAP SuccessFactors Performance & Goals](#), [SAP SuccessFactors Learning](#) and [SAP SuccessFactors Succession & Development](#) solutions now live around the world, the company is 100 percent in the cloud and mobile enabled. Migrating to one system of record in the cloud has brought all UCB’s people data in one place, enabling the company to better understand and nurture its talent across the globe and match employees’ individual aspirations with company priorities.

With their powerful analytics capabilities, SAP SuccessFactors solutions provide UCB with high-quality data coupled with statistical modeling that makes that data meaningful. With accurate people data at their fingertips, managers and HR business partners can make more intelligent workforce decisions, and employees can take control of their career development using self-service capabilities available on all types of devices.

“If organizations do not put people first, they will be left behind,” SAP SuccessFactors President Greg Tomb said. “Leading companies like UCB recognize the importance of using technology to augment what their people can do so they can focus on, and deliver, higher impact results. We are excited to partner with UCB to help provide an enhanced employee experience with learning and development opportunities, while also ensuring employee data is protected across operations in cloud solutions from SAP.”

[SAP SuccessFactors solutions](#) help bring organizations’ purpose to life and put more meaning into people’s work, creating an engaged workforce that improves both performance and profit. The HCM solutions help customers use intelligence to strengthen engagement across the entire workforce, deliver new, meaningful workplace experiences and join a community defining the future of work. The industry-leading SAP SuccessFactors solutions help more than 6,600 customers around the world turn purpose into performance.

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## Product News

### *Accenture Enables Interoperability Between Major Blockchain Platforms*

23 October 2018

Accenture has developed and [tested two technology solutions](#) that enable two or more blockchain enabled ecosystems to integrate, solving a critical challenge for broad adoption of blockchain technology.

The two Accenture solutions show that that blockchain platforms from Digital Asset (DA Platform) and R3 (R3 Corda) as well as Hyperledger Fabric and Quorum are capable of integrating to securely orchestrate business processes. The technology solutions also demonstrated they could actively share data and information across distributed ledgers, proving that integration is possible across the growing number of blockchain and distributed ledger platforms in the market.

“This is a game-changer that can help accelerate adoption of blockchain technology. The key challenge was to develop the ability to integrate without introducing ‘operational messaging’ between distributed ledger technology platforms in order to stay true to the principles and benefits of blockchain technology,” said David Treat, managing director and Global Blockchain Lead, Accenture. “Applying this capability with our clients is already unlocking new opportunities to bring ecosystems together, mitigating key concerns about picking the ‘wrong’ platform or having to re-build if one partner uses something different.”

Interoperability has emerged as a hot topic among industry analysts and enterprise technology professionals, who acknowledge the high probability of multiple DLT platforms gaining traction in the market. Additionally, different industry verticals and business ecosystems may prefer one platform or another, such that over time, market players will see value in connecting with each other. Concern about picking the ‘wrong system’ or looking ahead to perceived challenges to connecting blockchain-based ecosystems that may be on different platforms has been a hindrance in moving the technology forward. Blockchain is a new type of distributed database system that maintains and records data in a way that allows multiple stakeholders to confidently and securely share access to the same information. The technology is poised to revolutionize operations across a multitude of sectors, such as financial services, government, healthcare, entertainment and freight and logistics.

Industry analyst [Gartner](#) has estimated that the number of blockchain platforms could continue to grow to more than 70 before competition and consolidation narrow the field to a much smaller number of dominant providers.

For different distributed ledger technologies (DLTs) to integrate, they must preserve the ability to audit, trace and verify data elements with complete security and integrity. Accenture’s technology solutions solve this challenge with an interoperability node that resides, and provides the lines of communication, between two or more DLT platforms. The interoperability node includes embedded business logic that contains the business standards, policies and guidelines by which the different blockchain platforms have agreed to work together.

The solution enables integration between the different blockchain platforms by either allowing for the transfer of a tokenized asset on two blockchain platforms or allowing mapping of data to the different blocks that exist in two different blockchain platforms at the same time, with the reference data kept in constant sync. With the solution, there is no need for ongoing messaging between the different platforms. Rather, it becomes possible to transfer and maintain an “active state” between the nodes of the separate blockchain platforms, keeping them synchronized.

“Business is conducted across multiple ecosystems and, in many instances, we’re seeing these ecosystems align to “fit-for-purpose” platforms. But for blockchain to achieve its full potential these different platforms must interact seamlessly with each other, and our technology solutions show that this is possible — while still delivering the security and transparency benefits that blockchain offers,” said Emmanuel Viale, managing director, Accenture Labs. “This is a crucial step to ensure that growth and innovation continue with this dynamic technology.”

“It’s important for our customers to know that not only does the Digital Asset Platform seamlessly integrate with their existing systems, but also has the possibility to integrate with other DLT platforms,” said Shaul Kfir, chief technology officer, head of Technology Architecture & Innovation at Digital Asset. “Accenture has demonstrated a useful approach which addresses many practical enterprise business needs.”

Richard Gendal Brown, chief technology officer at R3 said, “We have said right from the beginning that interoperability is key to avoiding the trapped assets and silos of the past. We made specific design choices when building Corda to ensure that applications built on our platform can interoperate without friction. The successful testing of these technology solutions is a significant step forward for blockchain development and validates our approach.”

“Accenture and IBM have long recognized the need for scale, while enabling technologies to work collaboratively without altering respective platforms,” said Jerry Cuomo, IBM Fellow and vice president for Blockchain Technologies. “As we continue to work with our consortia across platforms we look forward to applying this technology jointly to a broad range of enterprise ecosystems.”

Accenture will continue to test its technology solutions with ecosystem partners to establish integration effectiveness between other leading DLT platforms. The company has filed two patent applications for key elements of the underlying technology used in the integration technology solution and expects to file additional patent applications in the near future.



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### ***Accenture Integrates Oracle with Accenture myConcerto to Orchestrate Enterprise Transformation for Clients Using Advanced Oracle Technologies***

22 October 2018

Accenture integrating Oracle technologies with Accenture myConcerto, a fully integrated digital platform that uses emerging technologies to drive enterprise transformation. Accenture myConcerto brings together Accenture’s most disruptive thinking, leading industry solutions and Oracle technologies to accelerate companies’ journeys to becoming intelligent enterprises.

An insights-driven, comprehensive suite that incorporates Accenture’s pre-configured industry and business-function solutions, Accenture myConcerto enables automated and agile delivery, provisioning and deployment to accelerate time-to-value. It orchestrates design thinking, analyzes the business to discover value, uses intelligence to automatically create a customized business case and roadmap, and guides clients along their digital transformation.

“Accenture myConcerto reflects our unique approach at Accenture to digital transformation,” said Bhaskar Ghosh, group chief executive, Accenture Technology Services. “Leveraging the power of platforms, the best of Accenture’s thinking and industry-specific Oracle capabilities, Accenture myConcerto is a powerful tool to help our clients lead in the New.”

“Intelligent enterprises understand that in order to succeed now and drive sustainable, future growth,

they must seize and build on opportunities created by the incredible change of pace in today's markets," said Paul Daugherty, Accenture's chief technology & innovation officer. "For our Oracle clients, Accenture myConcerto can help uncover critical insights that create unlimited opportunities for disruption."

Accenture myConcerto composes and delivers the best performance tailored for each client. It harmonizes our vast array of assets, offerings and solutions from across Accenture that have already supported and amplified significant business value and operational efficiencies for over 200 clients. It now includes tools that leverage Oracle Cloud, including applications and infrastructure, Oracle Autonomous Database, as well as emerging technologies like IoT, analytics, and blockchain. It also includes assets tailored to industries such as financial services, communications, life sciences, utilities and retail. The platform will be continually updated with new insights, Oracle technologies and solutions, enabling collaborative innovation for maximum business outcomes.

Camillo Speroni, vice president, Worldwide Strategic Alliances at Oracle, said, "Accenture's combined capabilities and industry expertise deliver business value for Oracle customers around the world. By combining Accenture's leading integration capabilities and Oracle's robust cloud solutions under Accenture myConcerto, many more businesses will be able to accelerate their journey to the cloud."

Accenture myConcerto will be showcased at the Accenture booth #1203 at Oracle OpenWorld, held October 22-25 in San Francisco, California.

Accenture has been one of Oracle's leading systems integration partners globally 12 years in a row, with more than 54,000 Oracle-skilled consultants around the world who help accelerate digital transformation by implementing Oracle-based business solutions and new business processes that develop and evolve as their digital business grows. Accenture has teamed with Oracle for more than 25 years and is a Global Cloud Elite and Platinum level member of the Oracle PartnerNetwork. Accenture is also certified as an Oracle Cloud Excellence Implementer. For more information on the Accenture and Oracle relationship, please visit [www.accenture.com/oracle](http://www.accenture.com/oracle).



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### ***CGS Infotech Announces Launch of Free G-Suite & Google Cloud Support***

22 October 2018

Global technology enterprise CGS InfoTech has announced that it will provide free consulting, training and advisory support for G-suite related issues to any user from October to December 2018. CGS InfoTech is one of the industry leading brands that offers its customers G Suite expert consultation, training, set up and deployment powered by an excellent customer support system. Also, the brand takes the pride to become an authorized partner with Google.

The journey of CGS InfoTech began in 1995 with the support of skilled experts in the domain of web hosting, email hosting and other related fields in the web service industry. The brand has eventually helped numerous business groups regardless of its size. As a web solution provider, CGS always lays emphasis to help its clients simplify the way they do business and reach a higher level of success. Today the team of CGS includes 7- full-time permanent staff members and hundreds of consultants connected with its 4 global offices at Mumbai, Dubai, United States, Vancouver, Canada.

"We serve customers of all size. Even if a company needs one single G-suite ID or access, we provide it. Our larger customers use our G-suite expertise for 100s of their enterprise user." explained Ms. Pratibha

Pandit responsible for G-suite customer satisfaction with CGS InfoTech.

G suite brings powerful yet simple communication and collaboration tools to brands and organizations of different sizes. All of these are hosted by Google to streamline setup reduce IT costs and minimize maintenance. When it comes to CGS InfoTech, the brand gives immense effort to offer customer satisfaction. It has attained product training from Google's headquarter in Delhi to deliver cutting-edge services to its clients.

With the launch of the free hotline for G-suite users, CGS continues to excel in its mission to provide cutting-edge tools for the success of every business.

"Free G-suite support hotline is our way of expressing gratitude for tremendous commitment business users have to discover and use reliable apps for email, collaboration and messaging." shared Mr. Abhi Ranade of CGS InfoTech's G-Suite team.

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### ***OpenText Enables Intelligent and Connected Customer Service in the Cloud***

23 October 2018

OpenText™, a global leader in Enterprise Information Management (EIM), announced the availability of OpenText Qfiniti for Amazon Connect, a self-service, cloud-based contact center solution that enables any business to deliver better customer service at a lower cost. OpenText Qfiniti is available now on AWS Marketplace.

"For the intelligent and connected enterprise, delivering premium customer service is a powerful competitive differentiator. Customers, who are increasingly engaging contact centers on multiple channels, still expect to receive exceptional service," said Mark J. Barrenechea, vice chair, CEO and CTO, OpenText. "The integration of Qfiniti with Amazon Connect signals a new standard in cloud-based customer support and workforce optimization and enables all organizations using Amazon Connect to deliver world-class customer support, while ensuring deep and meaningful insight into the data and information that these interactions produce."

OpenText Qfiniti provides organizations using Amazon Connect with a robust SaaS workforce optimization solution, including full call playback and advanced analytics. Qfiniti offers enterprise-class capabilities including contact center recording playback, custom quality monitoring forms, desktop screen capture, user configurable muting and masking of voice and screen activity for payment card industry compliance, and advanced analytics.

"Workforce optimization applications are necessary to enable the successful operation of contact centers with significant agent populations. OpenText Qfiniti delivers an effective and compelling contact center employee engagement platform," said Joe Eisner, Global Segment Lead for Amazon Connect.

"The modular and easy-to-use interface of Qfiniti is the perfect solution for contact centers looking for a cloud-ready, digital-first solution for workforce optimization," said Muhi Majzoub, executive vice president of engineering and cloud services at OpenText. "This new, unified approach to workforce optimization allows contact centers to seamlessly transition existing coaching programs to the cloud, cut total cost of ownership by moving to a software as a service (SaaS) model, and reduce business interruption caused by costly, vendor-mandated upgrades."

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## ***Pöyry and Infosys jointly introduce an artificial intelligence framework for industry, utilities and infrastructure organisations***

22 October 2018

Leading global corporations Pöyry and Infosys announced the release of Krti 4.0® Artificial Intelligence (AI) Framework for Operational Excellence. The framework overcomes some complex and expensive lifecycle management challenges faced by industry, utilities and infrastructure organisations across operational technology (OT) systems.

The Krti 4.0 model based data driven framework applies AI, cognitive/machine learning and Machine to Machine (M2M) capabilities to the industrial environment. The applied methodology identifies critical enterprise systems and assets and provides a deeper understanding of their behaviour to unlock and create new value for customers. Krti 4.0 is designed to dramatically reduce system maintenance costs and expensive operation shutdowns, and improve reliability, employee and environmental safety.

### **Krti 4.0 combines the unique strengths of Infosys and Pöyry**

The Krti 4.0 model based data driven framework incorporates the **Pöyry RAMS** (Reliability, Availability, Maintainability, Safety) methodology, which defines the criticality of every asset contributing to the functioning of OT systems. **Infosys' Nia** knowledge-based AI platform continuously executes complex, advanced analytics and machine learning models, exchanging information with the RAMS model to identify any inherent risk in operations of the overall system. Krti 4.0's open and intuitive machine-to-machine (M2M) interface provides for seamlessly connecting with different OT systems for collecting data. Krti 4.0 makes pervasive and secure industrial IoT connectivity real across all levels of the enterprise.

Krti 4.0 arms decision makers with real-time knowledge on the best and the most effective operating and maintenance options for their OT systems. Krti 4.0 achieves this by using predictive and prescriptive analytics within acceptable risk levels.

For Industries confronting the problem of asset 'stranding' due either to technology obsolesce or to new regulatory regimes, Krti 4.0 provides real options to accelerate Return on Capital Employed (ROCE) and un-strand substantial asset value.

### **'Smart Hands' make smart decisions throughout the organization**

Krti 4.0 enables a proactive way of thinking, empowering people at all levels of an organisation to make smart decisions. At the highest level, through Krti 4.0's real-time dashboards, decision-makers have in-depth intelligence about their assets globally across the enterprise. For plant managers, Krti 4.0's RAMS modelling capabilities allow for scenario building, enabling the continuous operational improvement of the systems. For maintenance technicians Krti 4.0's augmented reality and chatbot functionality minimizes repair times.

*"Our Krti 4.0® framework using RAMS modelling methodology puts the Pareto principle's 80/20 rule at the heart of the decision-making process. We know the criticality of each part of the asset and focus our data collection strategy and analytical predictive capabilities where it matters most. In Krti 4.0 real-time data from critical assets is converted to information with innovative computing and business intelligent algorithms enabling proactive prescriptive decision making. This is the difference,"* says Richard Pinnock, President, Energy Business Group at Pöyry.

*"In today's highly competitive and digital world, our clients need to leverage their existing assets to create tangible ROI within a short period of time. Our IoT services are focused on impacting both their*

*top line and bottom line, leveraging our capabilities to remote-monitor products and assets, prevent breakdowns, and analyse data to optimize performance across the entire production system. Having this view into how products and assets operate is not just key to improving their efficiency but also to ensuring security along with legal and regulatory compliance" says Nitesh Bansal, Senior Vice President and Global Head of Engineering Services, Infosys Ltd.*

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## **SmartCAMcnc announces release of SmartCAM v2019**

23 October 2018

SmartCAM® v2019 delivers new Adaptive Solid-Pocket and Solid-Planar Processes in the SmartCAM Advanced Milling™, Advanced Turning™, and Freeform Machining™ applications, providing consistent-engagement high-speed milling toolpath for roughing Solid or Surface Models. Also included are many customer-requested changes to the SmartCAM user interface and core functionality. Additionally, a variety of improvements to NC code generation provide added flexibility.

### **New Adaptive Solid Pocket Process**

"Following the well received integration of Adaptive Roughing technology to our wireframe processes in v2018, we're excited to be continuing that with our solids processes in v2019. Our Advanced Milling and Turning, and FreeForm users will now be able to quickly and easily create high speed adaptive milling toolpath directly from a solid," said Doug Oliver, Senior Product Manager at SmartCAMcnc.

The new Adaptive Solid Pocket Process is used to create consistent-engagement high speed rough milling toolpath when pocketing on Solid or Surface Models.

The CAD solid model may contain a single or multiple closed pocket features, and can be comprised of any number of islands and 'shelves'. Pocket walls can be vertical or drafted and bottom fillet radii are supported by the process.

### **New Adaptive Solid Planar Process**

A new Adaptive Solid Planar Roughing Process has been added to the Adaptive Milling Toolpath Modeling Task Set.

The process is used to create consistent-engagement high speed rough milling toolpath when it is required to remove material from a stock volume on Solid or Surface-models. The model may consist of any combination of core and cavity features, with open or closed, blind or through regions, and can include any number of islands and 'shelves'. The process is suitable for roughing simple prismatic parts through to complex-surface molds and dies.

"We have had many users provide positive feedback on their experiences using the adaptive processes, and we anticipate they will find the solid pocket and planar adaptive processes even more productive," Oliver went on to say.

### **SmartCAM User Interface Improvements**

SmartCAM v2019 benefits from detail changes that deliver a further refined and refreshed appearance, and improved ease of use to all of the SmartCAM applications.

- **Individually Sized Toolbars** - the size of individual toolbars is easily set by right-clicking on it and using the fly-out menu to select a large, medium or small setting for that toolbar.

# CIMdata PLM Late-Breaking News

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- **Optional Text on Toolbars** - An option has been introduced to allow the display of text around the icon used on toolbar buttons.
- **Toolbar Sets** - A Toolbar Set stores the Toolbars that are enabled in the user interface, where they are located on-screen, their orientation, the icon size for each Toolbar, and whether button text is displayed and where it is positioned as per the user's preferences.
- **Zoom View to Active Group** - The ability to zoom the graphics view to the extent of the selected "Active" group has been added.
- **Gradient background in the graphics window.**

## Improvements to NC Code Generation

- **Handling of Hole-Milling operations** - The result of multiple customer requests, a new Code Generator Section is called to handle Milled Hole (as opposed to drilled) machining operations, the Code Generator calls this new section when a Hole Feature Element is being machined with a non-hole operation type.
- **Code Generator / Macro System Integration** - The ability to set Decimal, Integer and String Macro variables during Code Generation has been added.
- **Wrapped Geometry Handling improvements** - provide both higher quality toolpath and better handling of it by the code generator.

## Core Improvements Include

- **New 64-bit SmartCAM applications** - SmartCAM v2019 NC applications are now available in both 32-bit and 64-bit versions. The 64-bit version makes better use of modern computer hardware, allowing it to run applications quicker and address more RAM memory.
- **Knowledge-Based Machining Enhancements** - Improved associativity for the Knowledge Base Manager.
- **Verification - View Section** - When SmartCAM Verification is paused, View Section Parameters can be used to change the view section settings and the updated settings will be immediately applied.
- **Wire EDM Upper / Lower Guide Offsets** - The Wire EDM Roughing and Finishing operations now include new wire guide offset inputs. The Upper Guide Offset specifies the distance from the toolpath Prof Top to the wire top above. The Lower Guide Offset specifies the distance from the toolpath Level to the wire bottom below. These settings are used by Verify when displaying wire electrodes.
- **Updated solid modeling kernel** - SmartCAM v2019 includes the most-current ACIS® 2018 SP2 Solid Modeling kernel.
- **Updated data translators** - SmartCAM v2019 includes updated CAD data translators for SOLIDWORKS® data files.

"The user interface improvements give SmartCAM a fresh new look, but even more importantly allow each user to better configure the application to their specific needs. Customization has always been a core strength of SmartCAM, and this release continues to build on it," said Oliver.

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## *Synopsys Custom Design Platform Delivers Breakthrough Analog Simulation and Fusion Technologies*

23 October 2018

### **Highlights:**

- FineSim SPICE 2018.09 delivers 3X faster runtime for analog circuits, adds RF analysis features
- Custom Compiler's Extraction Fusion with StarRC provides early parasitics for accurate pre-layout simulation
- Custom Compiler's DRC Fusion with IC Validator reduces late-cycle iterations with live DRC checking

Synopsys, Inc. announced that its Custom Design Platform has been enhanced with innovative new FineSim<sup>®</sup> SPICE circuit simulation and Custom Compiler<sup>™</sup> custom layout technologies to address the growing needs of accelerating robust analog/mixed-signal (AMS) designs at advanced process nodes and high-reliability applications. The new analog simulation technologies in the latest FineSim SPICE release provide 3X faster performance for large post-layout circuits and adds new RF-class analysis capabilities. The 2018.09 release of Custom Compiler provides new Extraction Fusion technology with StarRC<sup>™</sup> parasitic extraction and DRC Fusion technology with IC Validator signoff physical verification that enable tighter design/layout collaboration and fewer late-stage design iterations. Combined with enhancements in Custom Compiler's visually-assisted automation technology, the Synopsys Custom Design Platform delivers new levels of design and layout productivity to accelerate AMS design. (See related [Custom Compiler](#) and [FineSim SPICE](#) news releases.)

"We deployed the Synopsys Custom Platform to design our high-performance mixed-signal SoC because we wanted a flexible, productive solution for advanced-node custom design," said Ken Evans, Managing Technologist at Seagate. "The Synopsys platform was easy for our designers to learn, and we saw significant productivity gains throughout the design process, especially for mixed-signal simulation, layout, and physical verification."

Seagate and other industry leaders highlighted their experiences in achieving significant productivity gains by adopting the Synopsys Custom Design Platform at the 2018 Design Automation Conference (DAC). Videos of these presentations are available on the [Synopsys web site](#).

The Synopsys Custom Design Platform is a unified suite of design and verification tools that accelerates the development of robust custom and AMS designs. Anchored by the Custom Compiler custom design environment, the platform features industry-leading circuit simulation performance, a fast, easy-to-use custom layout editor complemented with best-in-class technologies for parasitic extraction, reliability analysis, and physical verification.

Key features of the Custom Design Platform include reliability-aware verification, visually-assisted layout, and Extraction Fusion and DRC Fusion technologies. Reliability-aware verification ensures robust AMS design with signoff-accurate transistor-level EM/IR analysis, large-scale Monte Carlo simulation, aging analysis, and other verification checks. Visually-assisted automation is a pioneering approach to reducing layout effort, especially for advanced-node designs, that is proven to deliver 2-10X higher productivity. Extraction Fusion and DRC Fusion technologies shorten time to design closure and reduce late iterations.

The Synopsys Custom Design Platform is based on the OpenAccess database, includes open APIs for third-party tool integration, and supports programming in TCL and Python. Platform tools include

## CIMdata PLM Late-Breaking News

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HSPICE® and FineSim® SPICE circuit simulators, CustomSim™ FastSPICE, Custom Compiler layout and schematic editor, StarRC parasitic extraction, and IC Validator physical verification. For more information, visit [www.customcompiler.info](http://www.customcompiler.info).

"Custom and AMS design teams demand faster circuit simulation and better layout productivity, driven by the growing complexities of designing and laying-out analog circuits in advanced process nodes," said Michael Jackson, corporate vice president of marketing for the Design Group at Synopsys. "The new breakthrough simulation performance in the latest release of FineSim SPICE, combined with Custom Compiler's fusion with industry-golden StarRC signoff analysis and IC Validator, provide a highly productive custom design platform to accelerate robust AMS design."



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