CIMdata

PLM Industry Summary

Sara Vos, Editor

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CIMdata News

Altair Completes IPO (CIMdata Highlight)

7 November 2017

Altair Engineering, one of the pioneers of the Computer-Aided Engineering (CAE) software market, recently completed a highly successful Initial Public Offering (IPO) on the NASDAQ Stock Exchange. Altair sold 12 Million Class A shares in the IPO which represent a minority interest in the company. The stock opened at $13/share on November 1 and then surged to end the first day up 41%, closing at $18.31/share. It now trades under the ticker symbol ALTR.

Best known for its flagship finite element (FE) modeling and simulation software, HyperMesh, Altair has significantly expanded its HyperWorks multi-physics simulation and analysis (S&A) portfolio over the past decade via substantial investments in product R&D, as well as a number of strategic acquisitions in new engineering disciplines. In just the past year alone, Altair has acquired Componeering Inc., a Helsinki, Finland-based technology company specializing in structural analysis and design of composite structures; MODELiiS, a supplier of electronic design automation software for circuit modeling, system design, and simulation tools; Runtime Design Automation (Runtime), a Santa Clara, California-based technology company specializing in scalable solutions for high performance computing (HPC) used to design semiconductor devices and; Carriots, a Spanish company which develops Internet of Things (IoT) applications for the industrial, telecommunications, and "smart cities" sectors. As evidenced by the engineering domains above, Altair has expanded well beyond it's traditional core strengths in structural and durability analysis.

This business strategy and investments have now positioned Altair as one of the major S&A platform providers in direct competition with the S&A market leaders: ANSYS, Siemens PLM Software, The MathWorks, and Dassault Systèmes. While the automotive/transportation and aerospace & defense industries still represent the largest percentage of Altair's revenue base, Altair has also experienced significant growth in the heavy equipment, manufacturing machinery, process/petrochemical, and high-

tech electronics industry segments.

A particular strength of Altair is their large and highly experienced staff of engineering consultants who provide a wide range of engineering services support to ensure the rapid and successful adoption of Altair's broad suite of product development technologies. Altair's engineering staff is often located on-site working side-by-side with their customer, in some cases for extended periods of time, as dedicated members of project teams.

Mr. Jim Scapa, founder and CEO of Altair, has publicly stated that the reasons for the IPO are to provide cash for paying down debt, as well as for continuing investments in the business by supporting R&D expansion and strategic acquisitions. While Mr. Scapa and his senior management team are expected to remain with the company for the foreseeable future, CIMdata sees an additional benefit for Altair shareholders, many of whom are long-time employees of the company. The IPO provides employees with an enhanced level of readily available market liquidity for their Altair shares, which was not available as a privately-owned entity.

The bottom line: CIMdata sees the Altair IPO as a very positive development for the PLM industry as a whole, for Altair, and for its employee shareholders. Altair's senior management team is highly experienced and very focused on continuing to expand the business by meeting the needs of their customers across the entire product development lifecycle. It will be interesting to track the progress of the company's growth now that it will be reporting its financials publicly on a quarterly basis.

About CIMdata

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

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CIMdata Chairman John MacKrell Offers Insight in Product Innovation Feature on Engineering.com

6 November 2017

"Dassault Systèmes Bets Big on a Product Innovation Platform" *by John Hayes*

All of the large PLM vendors have, to some degree, been building platforms for product development. "Building," in many cases, meant buying up smaller companies who had developed niche products. These were then offered as additional features to the PLM vendor's solution, with varying degrees of integration.

The idea of a platform for product development was originally presented as a way to bundle all of the software a team would need into a tightly integrated package. Every aspect of product development, from conceptual design through detailed modeling, from data management to simulation and even

manufacturing was to be available through a common interface.

The term "platform" has evolved, according to John MacKrell, chairman of analyst firm CIMdata, "A platform strategy used to mean simply having an agglomeration of tools that were loosely integrated. A current platform strategy now requires that a vendor provide a way that data can flow unencumbered from process to process, tool to tool, and from user to user."

To hear what else John has to say, click here:
https://www.engineering.com/PLMERP/ArticleID/15953/Dassault-Syst%C3%A8mes-Bets-Big-on-a-Product-Innovation-Platform.aspx

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CIMdata to Host Free Webinar on Industrializing Additive Manufacturing to make practical end-use products

9 November 2017

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "Industrializing Additive Manufacturing to make practical end-use products." The webinar will take place on Thursday, December 7, 2017 at 11:00 a.m. (EST) and will last for one hour.

The days are gone when Additive Manufacturing (AM) was limited to making one-offs, prototypes, and your favorite Disney character. Now, with advances in materials, AM machines, and software, it is possible to make practical everyday products. But are factories ready to fully adopt AM into production?

There's a lot of discussion about how AM technology can make anything from human organs, cars, apparel, to even food. It's true that advances in material science, AM machines, and design software allow us to print things in multi-materials, multi-part assemblies, and multi-color, which brings us closer to making actual for-end-use products. But one of the essential questions is how well are companies prepared for the disruption of AM systems and processes as they incorporate them into the mainstream? Are CAD, PLM, ERP, Supply Chain systems "AM Aware" enough to manage the unique design requirements, workflows, production processes, and procurement to support AM production of real for end-use production products? To help answer these questions and more, plan to join CIMdata's Director for Additive Manufacturing Strategy, James White, in a webinar that will evaluate what's needed and will consider how ready industrial companies are for implementing AM into their mainstream processes.

"There's a lot of hype about how AM technology can make almost anything, but many companies are struggling with the transition from using AM for one-offs and prototypes, to using AM to make practical for end-use production parts. There are challenges with IT systems governance, organizational alignment, and business planning, as well as actual AM production. Companies need to prepare the broader organization first before starting production of end-use production parts," stated Mr. White.

Mr. White has over 30 years of PLM, Additive Manufacturing/3D Printing, and general manufacturing industry experience. He has held roles in Fortune 1000 software and consulting companies where he was responsible for Product Management, Sales Management, Strategic Alliances, Major Account Management, and Business Development. He has extensive experience in market development, new product introduction, and client management across various geographies. His extensive industry experience includes Hi-Tech, Medical Device, Software, and Heavy Industrial, delivering new

disruptive products, systems, and solutions. His passion for AM/3D Printing comes from a belief that customers need guidance to fully take advantage of recent advances in AM materials, machines, and design tools.

The webinar will be useful to CFOs, VP's of engineering, VP's of manufacturing, VP's of strategy, product planners and managers, PLM team leaders, CAD department managers, manufacturing engineers, field service personnel, product managers, IT leadership especially supply chain and ERP, solution providers, manufacturing financial analysts, and anyone wanting to learn more about mainstreaming AM.

During the webinar attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: https://www.cimdata.com/en/education/educational-webinars/webinar-industrializing-additive-manufacturing-to-make-practical-end-use-products. To register for this webinar please visit: https://attendee.gotowebinar.com/register/7358011359298141442

About CIMdata

CIMdata, a leading independent worldwide firm, provides strategic management consulting to maximize an enterprise's ability to design and deliver innovative products and services through the application of Product Lifecycle Management (PLM) solutions. Since its founding in 1983, CIMdata has delivered world-class knowledge, expertise, and best-practice methods on PLM solutions. These solutions incorporate both business processes and a wide-ranging set of PLM-enabling technologies.

CIMdata works with both industrial organizations and providers of technologies and services seeking competitive advantage in the global economy. In addition to consulting, CIMdata conducts research, provides PLM-focused subscription services, and produces several commercial publications. The company also provides industry education through PLM certificate programs, seminars, and conferences worldwide. CIMdata serves clients around the world from offices in North America, Europe, and Asia-Pacific. To learn more about CIMdata's services, visit our website at www.CIMdata.com, follow us on Twitter: http://twitter.com/CIMdataPLMNews, or contact CIMdata at: 3909 Research Park Drive, Ann Arbor, MI 48108, USA, Tel: +1 734.668.9922. Fax: +1 734.668.1957; or at Oogststraat 20, 6004 CV Weert, The Netherlands, Tel: +31 (0) 495.533.666.

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Dassault Systèmes 3DEXPERIENCE Forum (CIMdata Commentary)

7 November 2017

Key takeaways:

- *The **3D**EXPERIENCE platform has elements that support uses well beyond traditional PLM solution activities in product development—including life sciences and urban planning.*

- *Dassault Systèmes continues to expand the platform's breadth and depth.*

- *The POWER'BY service promises to streamline integration of older CAD solutions.*

CIMdata recently attended Dassault Systèmes' **3D**EXPERIENCE Forum—North America in Florida. One of the main themes of the Forum was the continuing evolution of Dassault Systèmes' PLM product innovation platform. In the opening keynote, Dassault Systèmes Mr. Bruno Latchague, Senior Executive

Vice President, Americas, welcomed the attendees and introduced Mr. Dean Marsh, the new Managing Director, North America. They discussed their center for aerospace and digital manufacturing and how eight universities are using Dassault Systèmes' products.

Ms. Monica Menghini, Executive Vice President, Chief Strategy Officer, presented a challenging presentation entitled Shattering the Myths about Platforms. Ms. Menghini positioned Dassault Systèmes' suite of products as the Business Experience Platform. She rebuked the ideas that platforms are for business process automation, that point solutions can be transformed into platforms, and that any platform is an innovation platform. She argued that the platform consists of scientific, information, manufacturing, commerce, marketing, design, and open innovation concepts. She stated that the platform must operate as the social structure of business and that "platforms must provide marketplaces." CIMdata was quite pleased with Ms. Menghini's embracing a platform definition very similar in breadth and depth to CIMdata's.

Mr. Olivier Ribet, Vice President High Tech Industries and IoT at Dassault Systèmes, presented Creating the Connected Experience: Innovation through Software. Mr. Ribet's presentation stated that today's consumers are changing their expectations for their product experiences and that they no longer want to wait for updates, enhancements, and repairs but expect they will experience these immediately and unobtrusively. To meet these expectations companies need to put software at the center of a connected product design process. Mr. Ribet also stated that the Internet of Things (IoT) will bring change to product development and how the **3D**EXPERIENCE platform enables the systems engineering of connected experiences managing hardware, electronics, and software together. He demonstrated an interesting project management capability for the Beamy project using analytics based on EXALEAD access to company data and social data.

Next a customer team Honda North America manufacturing engineering led by Ron Emerson, Associate Chief Engineer, Virtual Maturation Team, Honda North America, presented Manufacturing Simulation Expansion for Digital Product Development. This presentation looked at how challenges facing manufacturing teams to get vehicles to market faster continue to grow as automotive designs become more complex. Honda North America described how they continue to extend the value of their **3D**EXPERIENCE platform to support those teams through several areas including new capabilities in DELMIA to support process planning and equipment simulation and creating structural building characteristics using CATIA (Architectural Engineering Construction) were added to allow factory floor validation to be completed earlier in the development schedule. Honda's vision is to model all of their manufacturing facilities globally so that each plant can move from text based tools to 3D plant layout and simulation. CIMdata believes that this broad use of digital manufacturing points to a future of much more highly integrated and flexible manufacturing capabilities.

Dr. John Tomblin, Ph.D., Executive Director of the National Institute for Aviation Research (NIAR), Vice President for Research and Technology Transfer at Wichita State University (WSU), gave a presentation on the facility at WSU and their relationships with local aerospace firms and Dassault Systèmes. Their goal is to provide leading edge research, augmenting their education by inserting them into aerospace firms working on real use cases within the institutes environment.

3DEXPERIENCE Powering Value Creation presented by Mr. Bernard Charlès, Vice-Chairman of the Board of Directors, Chief Executive Officer, Dassault Systèmes, discussed how virtual universes are driving sustainable innovation at the world's most dynamic and pioneering companies. Mr. Charlès presented the associativity between products and processes and how the multitude of Industry 4.0 initiatives are being impacted worldwide. He went on to discuss how multi-physics and multi-scale

analyses are being used, and how Dassault Systèmes is supporting this. Mr. Charlès showed how they are involved in 12 industries with 70 segments, stating, "there is no limit to imagination." He also presented examples of how Dassault Systèmes tools can be used to model, analyze, and understand cities and how they work, stating that "You may not build cities, but your products have to live in cities." This expansion of PLM into the realms of shows Dassault Systèmes' commitment to modeling many aspects of our world and expanding the use of the product innovation platform well beyond product design.

The keynote talk on the second day of the event was the most engaging presentation of the event. Mr. George Blankenship, Former Executive at Tesla Motors, Apple Computer, and GAP Inc. discussed how to transform an organization to be a forward-thinking and dynamic company. He showed how Apple's brand-building retail strategy was conceived and applied and how Tesla Motors revolutionized the auto industry by redefining the car-buying experience. Two things to remember and apply from Mr. Blankenship's presentation are "With all this change in tech happening, how do you not lose sight of the customer?" and "To change the world sometimes you have to do the impossible."

Also on the second day, was an interesting presentation about using 3D printing in life sciences by Mr. Thomas Marchand, Co-Founding CEO and Chairman, BioModex. Mr. Thomas demonstrated how BioModex is revolutionizing physician's ability to see and plan procedures using life like 3D printed organs that mimic the material properties of real organs. He also discussed how printing patient specific Exo skeletal cast structures is accomplished. BIOMODEX is first startup in the 3DEXP Lab, helped with funding and software from Dassault Systèmes.

Mr. Jim Brown, President, Tech-Clarity, moderated a round table discussion on Accelerating your Business & Reducing Complexity with the Cloud. His panel included: Mr. Kavi Parupally, Senior Director, Business Applications, Rockwell Collins; Mr. Javier Glatt, Co-founder and CEO, CadMakers, Inc.; and Mr. Jeff Walters, Vice President, Engineering, Globe Trailers. They discussed how product innovation platforms are being used in multiple industries, leveraging the power of the cloud and how the benefits of a cloud based program can reduce complexity, infrastructure needs, and accelerate implementation.

Mr. Parupally stated that the first question should be why not use the cloud to support PLM? They implemented their PLM on the cloud and that, importantly, DoD security capabilities are already built in to GovCloud offerings, capabilities that are very expensive for companies to build on their own. Mr. Glatt believes that CADMaker doesn't have the resources to do lots of IT and that other matters are more important. They "Want to play where the world is going, not where the world is." They see the benefits of the cloud as: people want what they want, right now and they can deliver, that collaboration support is central to their business and scaling up for new employees (including short term people like interns) is easy on the cloud. Mr. Walters stated that internal IT does not add value to their customer that the cloud benefits them by saving time and expense internally, they get lots of new stuff early and can implement very easily. He concludes that "Cloud is mature enough to use today." CIMdata believes that many more companies could benefit from cloud-based PLM implementations.

Mr. Vaseem Khan, Vice President, Global Engineering, McDermott International, presented the use of **3D**EXPERIENCE to Create a Digital Twin to Unify the Virtual and Real Worlds in Upstream Oil and Gas Facilities. The oil and gas industry has widely accepted the use of 3D modeling software for the design of subsea, offshore, and onshore facilities using integrated, "silo-less" software such as CATIA, SOLIDWORKS, AVEVA E3D, and Intergraph SP3D. For McDermott, the goal is to create a "single source of truth" for their designs, and beneficially use the 3D model throughout the life of the facility by

creating a true digital twin that unifies the virtual and real worlds. They plan to have digital twins of facilities they build including capabilities to provide data to owners, regulatory agencies, and others using dashboards in formats each wants to see without having to make requests for the data. He stated that "Transparency breeds collaboration" which drives ownership, accountability, and results. A digital twin allows continuous updates, analyses, adjustment, currency, and is a key to moving people currently working offshore, onshore, stating that each person working on platforms in the North Sea costs ~1 million euros per year.

Mr. Karl D'Souza, Sr. Solution Consultant, Virtual Human Modeling, Dassault Systèmes presented an update on the Living Heart Project (LHP). This initiative partners with the medical community to develop a definitive realistic simulation of the human heart. With over 100 member organizations, the LHP has grown rapidly, achieved critical mass, and is now self-sustaining with active participation and collaboration among members. As with some of the other non-traditional areas Dassault Systèmes supports, CIMdata is impressed with the imaginative breadth of Dassault Systèmes' PLM platform strategy and expansion.

In addition to these main sessions, expanding on the breadth of application of the **3D**EXPERIENCE Platform, there were seven tracks of breakout sessions presented by Dassault Systèmes employees and customers. These included:

- **3D**EXPERIENCE Platform
- Aerospace & Defense
- Consumer Packaged Goods & Retail
- Energy, Process & Utilities and Natural Resources
- High Tech
- Manufacturing
- Transportation & Mobility

Since we could not attend all of these sessions, we picked two of particular interest to CIMdata—the Manufacturing track and the Platform track.

Manufacturing Sessions

The Manufacturing track sessions covered a number of interesting areas exploring how opportunities now exist to design and build exceptional products and provide new experiences by leveraging new technologies that tie the virtual world of modeling and simulation to the real world of product prototypes and shop floor production.

Digital Continuity with **3D**EXPERIENCE Manufacturing explored:

- Operational management: manage the daily "flash five" team meeting
- IIoT: monitor devices, machine performance, and decision support
- Dynamic scheduling based on real-time events
- Analytics: review root-cause analysis and execute issue resolution
- Digital Kaizan: apply corrective action and preventative action plans

Cummins described their experience building a comprehensive global platform for manufacturing operations management providing visibility, control, and synchronization over 20 Cummins plants worldwide. They used DELMIA Apriso to drive operational excellence across their engine, power systems, and components operating segments.

Lockheed Martin Missiles and Fire Control representative described how effectively managing operations across sites with an infrastructure that includes a mixture of disparate systems can be a recipe for severe consequences and how they avoided this pitfall by developing a strategy to establish a core manufacturing operations management system resulting in improved optimization and increased agility to meet business demands.

HCL Technologies gave a presentation on how they are going through a major convergence of multiple streams of science and engineering and how data will be the most important change agent for the traditional manufacturing as we know it in the next few years. CIMdata agrees with their opinion that the explosion in the amount of instrumentation and sensor data on a typical shop floor will accelerate the current trend that the manufacturing line has become a system of systems. This Connected Factory has multiple actors including tools, gauges, fixtures, and labor from the traditional world along with algorithms, data, sensors, and analytics from the virtual world. To leverage an Industry 4.0 approach, HCL has developed a roadmap covering manufacturing automation, manufacturing simulation and execution, cyber security, manufacturing analytics, robotics and AI, augmented reality, smart maintenance, etc., and supports a step-by-step roadmap to implement a digital manufacturing process.

Delivering innovation and surpassing user experience expectations is key to success at Hitachi, Ltd., Information & Telecommunication Systems Division. They described how they launched a global manufacturing operations management initiative, supported by Dassault Systèmes products, to support the need for global collaboration and standardization, with the flexibility to support demand and the uniqueness of each plant.

3DEXPERIENCE Platform Sessions

The main theme of the **3D**EXPERIENCE Platform sessions was to provide insights about how to transform business through digitalization, leveraging the platform to accelerate innovation and improve productivity. Indeed, in the first session Dassault Systèmes employees stated that the **3D**EXPERIENCE Platform creates an environment to enable connection of the digital thread from product development to the consumer.

GE Power described how their digital initiatives and platform approach are helping GE's largest industrial business realize a digital transformation. GE is looking for the platform to protect them from customization of their PLM solution suite because customization is causing them to not be able to upgrade easily, stating that "customization is addictive." This further reinforces CIMdata's experience that PLM sustainability is critical to assuring companies' return on their PLM investments and future viability.

Dassault Systèmes presented upcoming release highlights. These include additional support for autonomous systems that anticipate conditions via sensors linked to active control systems and data analysis. The integration, test simulations, and generative design and analysis from the BIOVIA brand are being added to the platform as well, further expanding it support of integrated life sciences systems. Dassault Systèmes also recently acquired Quintiq for business simulation and evaluation and are moving this to the platform.

Draper presented: How Do Next Generation Technologies Transform Innovation and Accelerate

Development of Intelligent Products and Services at Draper? Draper is not-for-profit research and development company focusing on the design, development, and deployment of advanced technological solutions. Draper is expanding into new domains such as image and data analytics, human-centered solutions, and biomedical systems. The stressed that the platform approach enables the conceptualization and creation of their solutions for these complex domains.

Tech Mahindra discussed how they accelerate time to value with the **3D**EXPERIENCE Platform and their techniques to reduce implementation times and improve user adoption employing the platform in an agile methodology.

To close the session, a **3D**EXPERIENCE Platform panel consisting of Ms. Rekha Kamat, Manager Platform Ecosystem, Dassault Systèmes; Erik Fleming, COO, Romeo Power; Mark Messow, Group Vice President, Operations Transformation, ABB; hosted by Mr. Jim Brown discussed how trends like intelligent products, additive manufacturing, digital health, and the digital consumer are transforming businesses and the global economy and how the platform approach is key to achieving success in this transformation.

ENOVIA Update

A third day provided users with an update on Dassault Systèmes' ENOVIA strategy and product portfolio as well as presentations from ENOVIA customers about how they are addressing critical business challenges and fueling transformation initiatives.

Mr. Keith Charron, SVP, Worldwide Sales and Operations, ENOVIA, Dassault Systèmes, gave some statistics on the adoption acceleration of cloud solutions and the extension of the Boeing contract. Mr. Kevin Baughey, ENOVIA Strategy & Role Portfolio Director, Dassault Systèmes, presented an ENOVIA product portfolio update. ENOVIA continues to deliver new capabilities, applications, and roles. This session covered what's new throughout the business and technical product portfolio including industry-specific capabilities to increase user productivity, improve collaboration, and ensure compliance.

Mr. Matt Rose, Eaton, presented **3D**EXPERIENCE at Eaton: Using PLM to Design and Build Products in a Global, Multi-CAD World. Mr. Rose discussed the challenges associated with the acquisition oriented growth of Eaton and the resulting diverse CAD and PLM systems.

Mr. Garth Coleman, Dassault Systèmes, gave a presentation entitled Connecting the Present to the Future with Power'By helping integrate ENOVIA V6 with CATIA V5 and SOLIDWORKS, a sneak peek into some of the exciting new capabilities of Power'By and how users can secure their CAD investments while realizing the benefits of ENOVIA.

This was followed by a presentation by Mr. Greg Brock, Engineering Manager, Configuration Management Systems, GE Power, on GE Power: First Experience with Power'By. This included the definition of a digital thread in GE's context and how it interacts with the **3D**EXPERIENCE platform.

Mr. Barry Foster, Quality Strategy Director, ENOVIA, presented Quality and Regulatory Management. He showed how to design in quality and ensure regulatory compliance across an organization. How to enforce common quality processes, document control, support global and local regulatory requirements, and manage quality events across the enterprise.

CIMdata's Conclusions

All in all, the **3D**EXPERIENCE Forum was informative about where Dassault Systèmes is and where it

plans to go. The breadth of areas that can be supported by aspects of the **3D**EXPERIENCE Platform is both broad and deep. Dassault Systèmes is not slowing down their developments and claim increased adoption of their V6 product suite. CIMdata looks forward to the next new things Dassault Systèmes will bring into the PLM space. And remember, as Mr. Charlès says, "there is no limit to imagination."

About CIMdata

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Digital Twin: An End-to-End Lifecycle Solution Approach (CIMdata Commentary)

8 November 2017

Key takeaways:

- *CIMdata believes that Mevea offers a exceptional end-to-end solution approach (from inception to in-service operation)—enabling effective digital twin solutions for its customers.*

- *Digital Twin as a technology, even though relatively young, is developing rapidly. It is the required foundational technology to enable cognitive behavior in real life in the future.*

- *Mevea's digital twin approach should allow its customers to not only achieve competitiveness, but sustainable product and process innovation.*

Manufacturing OEMs and their suppliers need to remain globally competitive. Unfortunately, this is becoming a significant challenge for most companies in today's rapidly changing, globally competitive environment. Products, processes, and the global business environment we are living in are exploding with innovation. Embedded systems combined with interactive environments are playing a major role in the ever-increasing complexity of product design, development, and on-going refinement, as well as manufacturing and service in the connected world of the Industrial Internet of Things (IIoT). To achieve and maintain the required level of competitiveness, a system modeling and simulation approach to product and process development, and continuous support and refinement must be adopted. Such a system modeling and simulation approach must also support and enhance the interactions across the entire product system, internally, as well as externally to satisfy changing demands and market trends. Some of the most important challenges and market trends facing businesses regardless of industry are:

- **The global economy.** Today's markets are globally connected, interact with each other, and to a certain degree, depend on each other. Companies with a global presence are challenged with a huge variety of regional and local legislation that needs to be considered when designing, manufacturing, and selling their products and services, as well as when they interact with their consumers. Consumers interact and react to new products and technologies differently across the

various regions of the world. This adds several additional variables to the equation when bringing products to market.

- **Digital Threads, Digital Twins, and Industrial Internet of Things**. These require the availability and use of real world product performance data and related simulation models through the entire product lifecycle. Companies with well-organized data management systems and infrastructure in place to access this data and bring it together rapidly in a meaningful way will have a clear market advantage.

- **Drastically reduced time to market demands.** A given for almost all industries and products. Markets are changing very rapidly, customers are demanding delivery now and not having to wait for tomorrow, and there is little to no tolerance for product delays.

- **Model-based enterprise enablement.** For success in today's rapidly evolving markets, creating the infrastructure to support a model-based enterprise is essential. A model-based enterprise can reduce time-to-market and overhead costs by enabling companies to virtually predict product behavior and performance before a single product is delivered to the market. Also, virtual modeling can help improve product quality and overall product robustness.

- **Demand for more flexibility and choices.** The movement towards the age of experience and personalized mass customized products and related experiences is upon us—customers want what they want, how they want it.

- **Real-time and virtual access to product related data.** Companies need the ability to rapidly access as much relevant product data as possible to make informed decisions and share their experiences in real-time.

- **Sustainability.** Companies must focus on how their products interact with nature and how they make effective use of natural resources. A similar and even more important role is the sustainability of the business itself and within the community as an entity.

In many cases, innovation is the key differentiator. Open and extensible systems engineering environments to support development with integrated modeling and simulation tools that enable process and data management, as well as support decision-making and collaboration are necessary. Such an approach needs to leverage a common system engineering and product data model (i.e., model-centric systems engineering) that encompasses well written requirements, platform, program, project, system definition, product structure, lifecycle, and configuration-management capabilities. At the same time, information and data need to be ready and accessible, more or less in real-time, especially in the context of IIoT. Such thinking goes beyond traditional systems engineering thinking and is highly iterative at all stages and levels of the lifecycle. The various levels to be enabled by such an approach are shown in Figure 1.
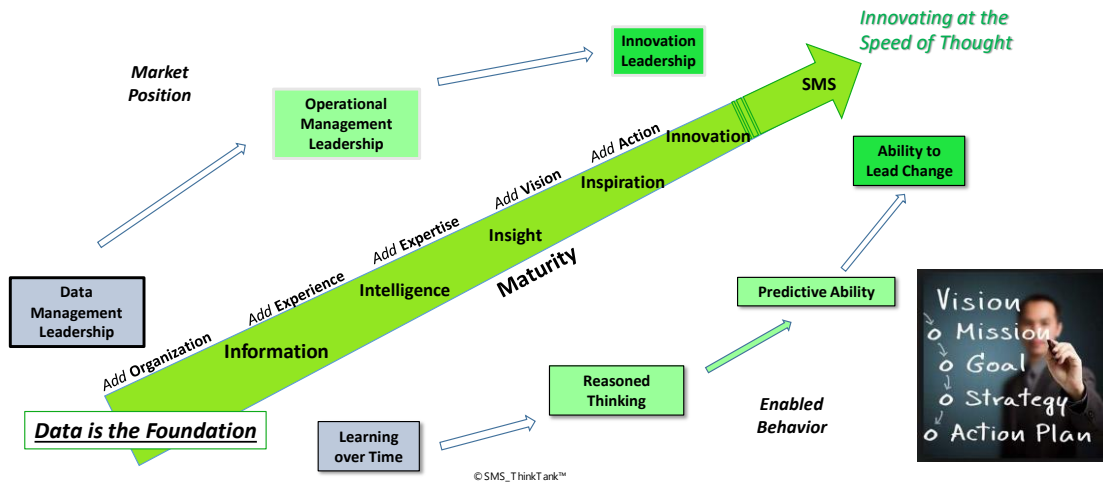
Figure 1—Innovating at the "Speed of Thought"
(Courtesy of SMS_ThinkTank™)

An upcoming technology supports the utilization of the "so-called" Digital Twin. Essentially, a digital twin is a virtual representation of the real-world product and the environment in which it operates (i.e., its elements and dynamics). It integrates models (e.g., CAD and simulation models), artificial intelligence, machine learning, and software analytics with operational data to create living digital simulation models that update and change as their physical counterparts in the real-world change. Such digital representations can be used in several ways, including:

- Project the real-world status of an object onto the virtual model to help optimize its performance in real-time.

- Optimize the operation and maintenance of physical assets, systems, and manufacturing processes.

- Develop and optimize products before they are deployed for the specific use and operating environment for which they are targeted.

The first mentioned use case is the ultimate application for the digital twin, where together with predictive analytics and real-time connectivity, cognitive behavior can be enabled. The second use case is, in popular and current technology phases, "readily available to the end user," at best in "near to real-time" and often used for offline optimization, while the third use case sets the stage before a physical asset is deployed and placed into operation. Still, the third use case is the first stage for creating the digital twin. The enabling simulation technology required is very much the same as for the other two use cases. The only thing at this stage that is not necessarily required is the IIoT engine.

Nowadays, simulation solution providers are way too often focused on achieving higher fidelity modeling (i.e., the use of multi-physics and multi-domain approaches and technologies). Fortunately, many are starting to connect to the lower fidelity world (e.g., utilizing 0D/1D modeling techniques), but it is just the beginning. A comprehensive system approach that connects fully to the real world (one that does not stop with the completion of the virtual model) is lacking.
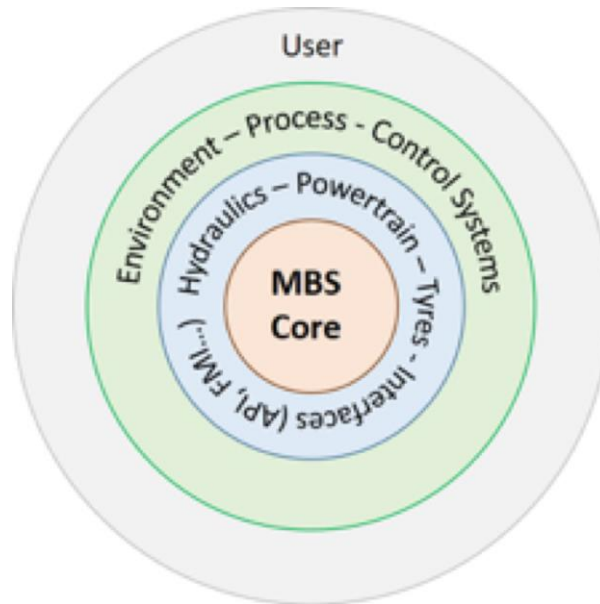
Figure 2—Mevea's MBS Core built for real time Simulation
(Courtesy of Mevea)

Multibody dynamics simulation (MBD), initially focusing on bringing the rigid bodies of a system together, seemed to be the answer for lower fidelity approaches to connect virtual models and real-world physical asset. It has become evident that even in the 0D/1D world a more accurate solution is needed. Thus, enabling flexible bodies as part of MBD simulations has also become important. Furthermore, MBD plays (or needs to play) a central role in modern systems engineering approaches utilizing model-based systems engineering (MBSE). Thus, the focus is now being placed on multibody systems dynamic simulation (MBS).

At the core, Mevea offers a modern MBS solution and has combined its MBS with its simulator offerings. This distinctive combination provides Mevea's customers the opportunity for gaining extensive knowledge from a systems engineering perspective, as well as an enhanced ability focus on bringing the virtual and physical worlds closer together in a single model that allows real-time interaction. The digital twin concept within the Mevea solution started to take shape with the realization from the very beginning that it has to be flexible in terms of being able to connect to various solutions to provide an open and flexible structure (see Figure 2).
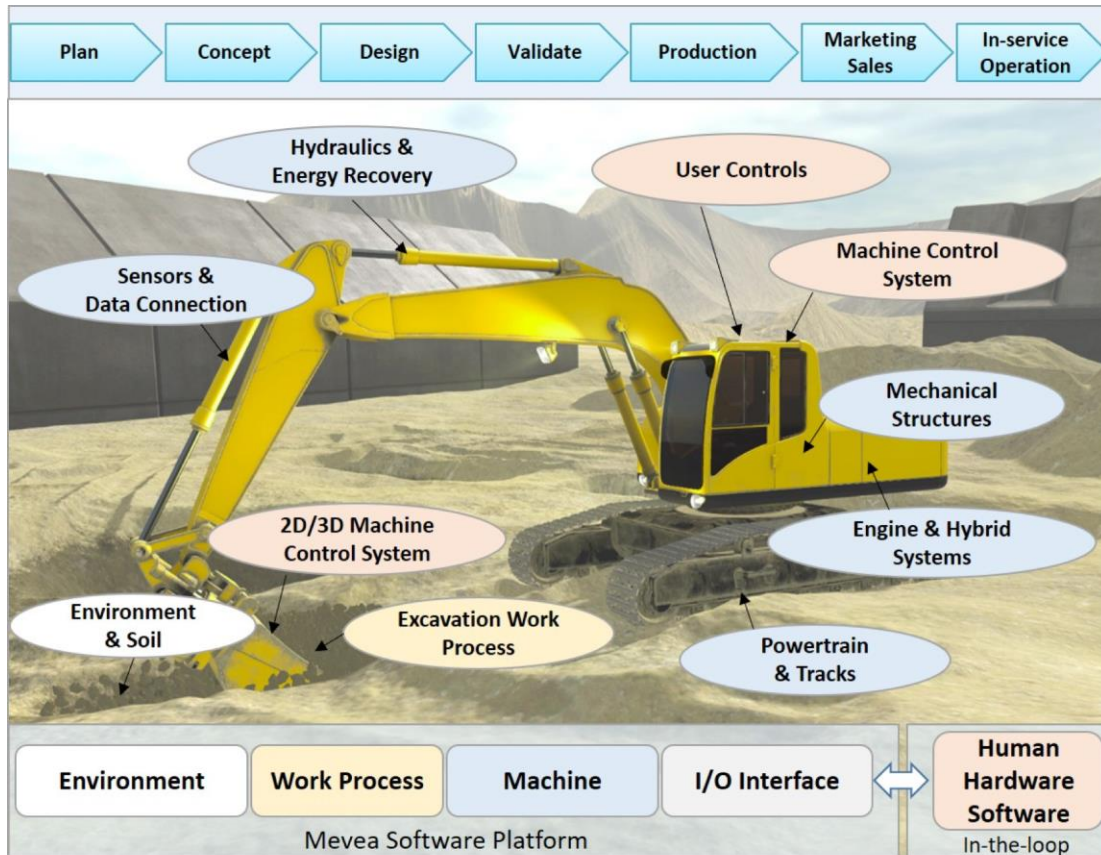
Figure 3—Mevea's End-to-End Solution Approach for Digital Twin
(Courtesy of Mevea)

Mevea has developed a rather exceptional end-to-end solution approach bringing the real world into the digital world, by spanning the entire lifecycle enabling the simulation of the various physical effects from multi-body simulation over hardware-in-the-loop (HiL) and software-in-the-loop (SiL) to human-in-the-loop (HuiL). With its real-time simulation capabilities, it has the basics to interact directly between the digital model and a real-world asset. In addition to this, the operating environment can be brought easily into the virtual model, like for instance, the utilization of drones to capture the terrain of a quarry or construction area (i.e., through the use of photogrammetry). This allows a company to accurately plan and predict behavior of a physical asset before it is placed into its real operating environment. It also provides the operator the ability to practice and test in the virtual environment while "interacting" with the real world (see Figure 3).

The next step is to continuously monitor the asset during operation and compare its actual performance with the digital twin established during development. This way, it moves onto the next stage in its lifecycle while maintaining the digital thread. This capability can provide Mevea's users with the ability to react to changes quickly and precisely, thus increasing their competitiveness (see Figure 3).

CIMdata believes that digital twin technology is just at the very beginning of finding its way into actual applications. Many solution providers are still developing appropriate offerings to effectively enable the ultimate digital twin use cases. CIMdata believes that Mevea's end-to-end digital twin solution approach is matchless and very promising. For its customers, it should play a central role in achieving not only competitiveness, but sustainable product and process innovation.

About CIMdata

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

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Acquisitions

Accruent Acquires BlueCielo, Accelerates European Expansion

7 November 2017

Accruent has acquired Amsterdam-based BlueCielo, a global advanced Asset Lifecycle Information Management (ALIM) provider.

BlueCielo's Meridian solutions manage engineering information throughout asset lifecycles; connecting maintenance with engineering, supporting concurrent engineering for facility modifications, and improving data handover. More than 1,200 companies around the world depend upon BlueCielo Meridian solutions to ensure compliance, control costs, improve safety, protect their brand reputation and extend the lifespans of decades-old assets.

"BlueCielo increases Accruent's depth and breadth by adding engineering information management to our portfolio of innovative physical resource management solutions," said John Borgerding, CEO of Accruent. "This acquisition adds a complementary best-of-breed solution to our portfolio, and it establishes a new strategic growth platform with a strong geographic footprint in Europe, and expertise in additional industry sectors like pharmaceuticals, oil & gas and chemicals."

The BlueCielo acquisition is the latest in a series of strategic acquisitions fueling Accruent's growth. Successive acquisitions of strong, growth-oriented companies, with complementary products and global presence, has resulted in scale, world-class support and depth and breadth of solutions that is unrivalled. Recent acquisitions include Lucernex, a leading global provider of Integrated Workplace Management Systems (IWMS); and Verisae, a leading provider of cloud-based solutions that connect facilities and assets to the maintenance and service network through the Internet of Things (IoT).

"The BlueCielo team and I are excited to be joining Accruent," said Willem-Jan Scholten, BlueCielo CEO. "Our customers will benefit from Accruent's world-class support infrastructure and the advantages that Accruent's scale brings to our operations, development, and cross-application innovation. We look forward to expanding our growth by introducing integrated engineering and asset information management, to improve asset and facility lifecycles, to thousands of additional loyal Accruent customers and new markets."

"Accruent's acquisition of BlueCielo will provide strategic benefits to both companies, as well as

customers and prospects," said Kevin Prouty, Vice President for IDC Energy Insights, a global provider of information technology market intelligence. "BlueCielo's Meridian asset lifecycle information system adds the ability to manage all asset content and documentation into Accruent's asset lifecycle management capabilities."

The acquisition, effective immediately, includes the continuation of all existing BlueCielo product development, support, sales and channel resources. BlueCielo customers and business partners will be provided with a series of communications on relevant aspects of any changes, and will be invited to Accruent's annual INSIGHTS conference, April 8-11, 2018 in Austin, Texas. BlueCielo partners and colleagues will learn more at BlueCielo's annual Synergy conference, January 15-18, 2018 in Lisbon, Portugal.

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IGE+XAO: Proposed takeover of I.G.E.-X.A.O. by Schneider Electric

8 November 2017

Schneider Electric Industries SAS (SEI SAS), a subsidiary of Schneider Electric, and I.G.E.-X.A.O. announce today the signing of a memorandum of understanding, pursuant to which SEI SAS will file with the Autorité des Marchés Financiers (AMF) a voluntary public tender offer for the shares of I.G.E.-X.A.O., at the price of 132 Euros per share (with 2016-2017 coupon attached).

Strategic rationale for the transaction

With more than 80,000 licences globally, I.G.E.-X.A.O. is a leader in design software for electrical installations through its CAD (Computer Aided Design), PLM (Product Life cycle Management) and simulation software. The company had consolidated revenues of 29.4 million Euros for the financial year 2016-2017 and an operational margin of 27%.

I.G.E.-X.A.O. is a pure player in the software segment, with recurring revenues representing approximately 46% of I.G.E.-X.A.O.'s total revenues.

The transaction aims to reinforce the software offer of Schneider Electric in a field complementary to products and solutions supplied for electrical distribution, creating future synergetic opportunities.

The transaction will strengthen the digital support for customers and partners of the two groups and, in addition to the commercial opportunities already offered to I.G.E.-X.A.O., will accelerate the development of I.G.E.-X.A.O. While maintaining its operational autonomy within Schneider Electric, the company will benefit from the support of the leader in digital transformation of energy management and automation systems. The transaction will also enhance I.G.E.-X.A.O.'s research and development activities who will benefit from Schneider Electric's know-how and its presence in more than 100 countries.

It is intended that Alain Di Crescenzo, CEO of I.G.E.-X.A.O. and Charles Baudron, CTO of I.G.E.-X.A.O., will keep their respective positions upon completion of the transaction and will have additional responsibilities within Schneider Electric. The executive management team of I.G.E.-X.A.O. will remain unchanged.

Main Terms of the Transaction

The proposed public tender offer is made for all outstanding share of I.G.E.-X.A.O. at a price of 132 Euros per share (with coupon 2016-2017 attached).

The proposed price represents a premium of 15.0% compared to I.G.E.-X.A.O.'s last closing price on November 7, 2017, and a premium of 41.5% compared to the volume weighted average share price over 12 months. The transaction meets Schneider Electric's return criteria, with an expected accretion of Adjusted EPS in the first year and with an expected return on capital employed exceeding WACC beyond the third year post closing.

The offer will be conditional to SEI SAS holding 2/3 of I.G.E.-X.A.O.'s share capital (plus one share) at the closing of the offer.

Alain Di Crescenzo, Charles Baudron, IRDI and Robert Grèzes have executed with SEI SAS an undertaking to tender their shares to the offer, representing together 26.78% of the share capital of I.G.E.-X.A.O. I.G.E.-X.A.O. will not tender its treasury shares to the offer.

I.G.E.-X.A.O.'s board of directors has unanimously approved the proposed transaction with SEI SAS.

I.G.E.-X.A.O.'s board of directors has appointed HAF Audit & Conseil, represented by Mr. Olivier Grivillers, as independent expert.

As part of the reasoned opinion (avis motivé) that I.G.E.-X.A.O.'s board of directors should issue in accordance with the stock exchange regulations, and subject to the independent expert concluding to the fairness of the offer, I.G.E.-X.A.O.'s board of directors confirmed its intention to recommend the shareholders to tender their shares to the offer.

The proposed transaction is subject to the review of the AMF which will decided whether it complies with applicable laws and regulations.

Comments

Philippe Delorme, Executive Vice President for Building (Low Voltage) and IT (Secure Power) activities at Schneider Electric declared: "This acquisition will strengthen our capabilities to support our partners and customers along their digital transformation, in a fast-changing electric world. We warmly welcome the I.G.E.-X.A.O.'s teams whose commitment and experience ensure the success of this joint project."

Alain Di Crescenzo, Chairman and CEO of I.G.E.-X.A.O., complemented: "This relationship with Schneider Electric is a great opportunity for our group and its actors:
- For our customers and partnerships which shall benefit from an "I.G.E.-X.A.O." stronger, more innovative and more international, supported by a group present in more than 100 countries;
- For our employees whose integration in a global group of 144,000 employees and representing 25 billion of consolidated turnover provides new perspectives, both in I.G.E.-X.A.O. and in Schneider Electric;
- And for our shareholders who, for many of them, have been accompanying the development of I.G.E.-X.A.O. for many years, and for whom the Schneider Electric offer rewards a history of 20 years on the listed stock exchange, which started with a stock price of 7.77 Euros."

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Inside Secure Acquires SypherMedia to Boost Its Silicon IP Business and Root-of-Trust Offering

7 November 2017

Inside Secure today announced that it has acquired SypherMedia International, Incorporated ("SypherMedia"), a California-based leading security solutions and services provider, for up to US$10 million, including a potential earn-out of up to US$3 million.

SypherMedia is a key player in embedded security from product design to product life cycle management. SypherMedia's secure provisioning1solution, a critical piece of a robust root-of-trust2 solution, is used by many leading chipmakers and consumer electronics manufacturers to address the critical security needs in the automotive, IoT, mobile, and smart TV markets.

SypherMedia also brings to Inside Secure its process that secure semiconductor designs during manufacturing, Circuit Camouflage Technology™, relying on 45 U.S. patents, deployed in established markets like Pay TV and printer ink cartridges.

Today, SypherMedia serves more than sixty customers worldwide, based on a licensing model, a significant portion of the revenues being recurring.

This acquisition is a significant step in the execution of Inside Secure's growth strategy to bring security at the heart of its customer products and solutions. It brings in particular:

- A widely-deployed secure provisioning capability to enable managing the root of trust of a device through its entire life cycle, complementing existing portfolio of silicon IP cores;

- A unique, foundational, patent-protected chip anti-counterfeiting technology to address growing security challenges, in particular tampering, IP theft, reverse engineering and cloning;

- An extension of the company's security-as-a-service offerings across the complete value chain, from chip manufacturing, to device manufacturing, to in-field services; and

- Short-term upselling opportunities with Inside Secure's current customers.

"The acquisition of SypherMedia enables us to accelerate the execution of our strategy on Silicon IP business towards embedded security solutions that combine product and service offerings, aiming at generating recurring revenues," said Amedeo D'Angelo, President and Chief Executive Officer of Inside Secure. "This is a great opportunity to complement our existing offering and accelerate our ability to provide our customers with complete solutions that bring security at the heart of their products from design to the entire chip lifecycle. As an example, combining our root-of-trust solution and SypherMedia's provisioning is key to bring security to the growing IoT and automotive markets. All in all, bringing SypherMedia onboard creates substantial value for our customers, our employees and our shareholders."

"Inside Secure is the ideal buyer for SypherMedia, with strong technical synergies and a worldwide sales and marketing organization to help us bring our technology to new geographies and markets," said Dennis Flaharty, Chief Executive Officer of SypherMedia; "The entire SypherMedia team is excited to join Inside Secure today."

At closing, Inside Secure paid US$7 million in cash, and could pay an additional cash amount of up to US$3 million in the years 2019, 2020 and 2021 (up to US$1 million each year), subject to completion of certain revenue targets for the calendar years 2018, 2019 and 2020.

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KPMG acquires engineering startup

7 November 2017

Today, KPMG Australia announced it has acquired Relken Engineering Pty Ltd (Relken).

From capital investment strategies to predictive analytics on critical equipment, Relken Engineering helps clients increase the productivity of physical assets and infrastructure, and reduce total cost of ownership. Its team of 41 specialists has joined KPMG, expanding the firm's Asset Management and Engineering Advisory practice to more than 300 professionals nationally.

Announcing the deal, KPMG Australia CEO, Gary Wingrove said: "We're delighted to welcome Relken's dynamic team to KPMG. Relken gives us greater scale and diversification in asset management and engineering advisory. It deepens our defence engineering capabilities and broadens our expertise into power and water, rail and energy and natural resources. It complements other engineering capabilities acquired over last three years – namely mining services group Momentum Partners, and SGA property and environmental consultancy," he said.

Relken's innovative approach to data-informed decision making has led to an expanding portfolio of clients spanning the maritime, aviation, land, communication, nuclear, water and power industries.

New partner, Andrew O'Connor commented: "We combine our strategic asset management expertise with our modelling and predictive analytics to help our clients make informed decisions for their assets now, and into the future. With every job we must turn engineering and data analysis into a 'wow factor' for clients – realising how their assets are performing and the range of options available to save costs and improve performance."

"We're incredibly excited about joining KPMG. Not only will our analytics further evolve by tapping into the firm's AI and emerging technology expertise, but our certified asset management assessors will plug right into KPMG's already mature systems engineering, program management, and commercial and risk advisory to bring a 'cradle to grave' asset solution for clients," he added.

The Relken team will be part of KPMG's Management Consulting business, led by Ian Hancock: "Last financial year we saw a $150 billion marketplace for new infrastructure in Australia , and we expect that will continue with large capital programs and smart cities key items on Australia's productivity agenda."

"KPMG is extremely well positioned as a large infrastructure and asset management advisory firm. While our anchor market in this space has been defence, this acquisition allows us to enter emerging markets such as water, power and transport."

"Capital intensive businesses in public and private sectors are operating in environments where it is increasingly challenging to balance cost, risk, safety and business performance. Our clients want multi-disciplinary support that brings business silos together to achieve their goals."

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Company News

Aras Corp Doubles Footprint and Relocates Headquarters Within Andover

1 November 2017

Aras Corp will expand and relocate their operations within Andover from 27,772 SF at 300 Brickstone Square and expand into 65,298 SF at 100 Brickstone Square in the spring of 2018.

"After three years of 70% growth and a private equity investment by Silver Lake and GE, Aras needed to upgrade its corporate headquarters to add space to hire engineers and an Executive Briefing Center for its growing international customer base," noted Peter Schroer, Founder and CEO of Aras Corp. "The Andover Landing team took the time to understand our goals and requirements, and rapidly pulled together a proposal that met the needs of our growing business. The team's vision for the new Aras HQ exceeded our expectations. They've combined elements of the historic mill building with an open-collaborative office environment that fits our high-tech workforce. Andover Landing has given us the flexibility we needed to continue growing our company."

Last year KS Partners completed several capital improvements to the three-building office park, which spans over one million square feet. On-site amenities are now best-in-class and include a 25,000 SF full-service cafeteria complete with various seating options, a Bright Horizons day care facility, patio seating and recreational offerings, and plentiful parking. Other amenity enhancements included a separate game room, flexible conference facilities (for up to 120 people), a coffee/juice bar, a state-of-the-art fitness center with yoga room, shower and locker facilities, and on-site property management.

"We are very pleased that our significant investment in Andover Landing at Brickstone Square has furthered Aras Corp's commitment to the park," added Kambiz Shahbazi, President and Founder of KS Partners. "Over the past two years we have transformed the park into a destination campus with amenities, modern finishes and a vibrant environment to assist companies with recruiting and retaining talent. We are delighted to continue our relationship with such a great tenant."

Bob Holmes, Senior Vice President & Director of Leasing for KS Partners expressed: "We at KS Partners worked tirelessly with Peter and his team to understand how Aras Corp.'s unique office space drives their business. Our in-house, fully integrated property service team was able to present a solution that provided much needed long-term flexibility and value for Aras Corp.'s continued growth and success."

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Centric Software Partners with 220th Customer, Sandro, Maje, Claudie Pierlot

7 November 2017

Centric Software is proud to announce the signing of its 220th customer SMCP, a leading French company who spreads Parisian chic across the world with three brands; Sandro, Maje and Claudie Pierlot. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury and consumer goods companies to achieve strategic and operational digital transformational goals.

Due to a dramatically changing retail landscape, retailers, brands and manufacturers have chosen to

partner with Centric Software on strategic digital transformation initiatives such as collapsing time to market, boosting innovation, reducing costs and improving product margins. Today, over 200 fashion and fast moving consumer goods companies use solutions from Centric Software to design, develop and bring products to market for over 500 brands.

From its Silicon Valley headquarters, Centric Software is now present in 6 continents and continues to expand into new geographies. Centric has been long established in major trend centers such as NY, LA, London, Paris, Munich, Milan and Shanghai and recently added offices in Tokyo and Hong Kong. Other new expansions include Portugal, Turkey, Canada, the Middle East and Australia.

In addition to serving its core industry verticals of fashion, retail, footwear, outdoor, luxury and consumer goods, Centric has broadened into related industry verticals. Companies in cosmetics, packaged foods and home goods are now also looking to Centric to support business critical projects such as reducing time to trend, boosting product innovation and maximizing their product offers.

Inspired by these 220 customer and innovation partners, Centric Software continues to innovate at a rapid pace. The ground-breaking Centric Visual Innovation Platform or Centric VIP was recently announced. Centric VIP is a visual, multi-device platform of touch-based boards that digitalize the product strategy, ideation and go-to-market process, resulting in a massive boost in execution speed and creative iteration.

The release of version 6.0 of its market-driven product lifecycle management (PLM) solution, Centric 8 PLM was launched earlier this year. Throughout the past 6 months, over 100 major new innovations have been introduced to boost decision-making analytics, scalability & performance and a transformed user experience.

"All of our innovations are driven by interactions with our customers. Reaching this milestone highlights not only the trust customers place in us, but how much we value them as true partners. We are grateful for their trust and work hard every day to innovate with them through transformational projects that go way beyond PLM," says Chris Groves, President and CEO of Centric Software.

CloudSense Raises $77 Million from Vector Capital

6 November 2017

CloudSense today announced a $77 million growth investment from Vector Capital. The funding will be used to accelerate CloudSense's rapid global expansion, especially in the North American markets, and to accelerate product innovation and development of enterprise focused vertical solutions.

CloudSense enables leading customer-centric enterprises worldwide to transform the way they sell, delivering capabilities to efficiently provide seamless one-to-one omnichannel customer experiences. Using CloudSense's industry-specific platform, organizations can sell more, launch faster and reduce costs by producing the integrated, digital-first experiences today's customers expect. Integrating into CRM, ERP and other systems, the CloudSense Platform provides companies with powerful Commerce SaaS capabilities for sales teams, mobile workforces, service agents, retail, resellers, telephone sales and customers buying online. Every person benefits from CloudSense's extensive enterprise functionality in Order Management, CPQ (Configure Price Quote), Pricing Management, Contract Lifecycle Management, eCommerce, and Product Catalog.

Founded in 2009 and headquartered in London, CloudSense has rapidly expanded to nearly 300 employees, in 8 offices across Europe, Asia-Pacific and the U.S.   Since 2014, CloudSense has increased its annual recurring revenue at an average annual growth rate in excess of 60% per year, with successful deployments across nearly 100 large global enterprises.

"We are delighted to announce our investment partnership with Vector and look forward to their support as we accelerate our innovation and growth globally," said Richard Britton, CloudSense CEO and Co-Founder. "We built CloudSense from the ground up to enable established enterprises to place customer centricity at the heart of their digital transformations, by helping businesses sell and deliver how, when and where their customers want to buy. For too long, enterprises and their customers have been restricted by the technological limitations of establishment software vendors, and disappointed by the unkept promises and lack of commitment to customer success by the emerging vendors. CloudSense is uniquely focused on building a new, better solution, that combines our leading enterprise-grade cloud products with an unyielding commitment to customer success across our entire organization."

"CloudSense is an exceptionally managed, rapidly growing and profitable founder-driven SaaS business, with a unique culture that places customer success and world-class products as its top priorities. Vector is proud to partner with and support this team in their continued global expansion," said Matthew Blodgett, Managing Director at Vector Capital, who will be joining the CloudSense Board of Directors.

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ESI Group is awarded the Technology Fast 50 prize for Midcaps in the Paris region

7 November 2017

ESI Group today announces that it has received the Technology Fast 50 prize in the category Midcaps – Paris region, at the 17th awards ceremony. This initiative singles out businesses that have been able to combine both innovation and growth in hi-tech sectors.

It is a fitting reward for the strong growth recorded by ESI Group since 2013 (+28.6%), reflecting the success of smart virtual prototyping solutions which have been strengthened by the Group's latest tech acquisitions. ESI's solutions meet the key challenges of the "industry of the future" by enabling industrial firms to virtually test their future products and control their operational performance.

Commenting on this award, Eric Daubourg, Chief Operating Officer of ESI France, said: "We are delighted to receive this prize! It is recognition and reward for the efforts of our teams who have turned ESI Group into the leader in virtual prototyping solutions for industrial firms, and now amplified by our Hybrid TwinTM concept."

Every year since 2001, Technology Fast 50 has been promoting and encouraging the development of companies that combine innovation and growth in the hi-tech sphere. Prizes are awarded to French hi-tech firms that have recorded the strongest revenue growth over the past three years.

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Facts and figures from ESTECO UM17

10 November 2017

Two weeks ago, over 120 ESTECO technology enthusiasts gathered at the Ford Piquette Avenue Plant in Detroit, MI, for the 5th edition of the ESTECO North America Users' Meeting. The birthplace of the Ford Model T proved the perfect venue for a record-breaking edition that counted over 150 registrations, 12 high-profile speakers, 2 sold-out training courses and 5 exhibitors.

The past and future of engineering were at the core of the kick-off speech given by Carlo Poloni, President of ESTECO. Inspired by the revolution that defined the Model T, the presentation highlighted how ESTECO technology has evolved over the years to empower forward-thinking organizations to turn ideas into reality. Staying one step ahead of the competition, ESTECO is now branching out into data management and standardization, providing customers with innovative solutions that keep pace with the changing landscape of product development.

A very special speaker on the UM17 stage, Ansley Barnard - a young engineer who recently returned from eight months of isolation on an Earth-based Mars analog mission - shared her experience of the Hi-SEAS mission and the results of her resource prioritization study.

Arconic's Sergio Butkewitsch Choze focused on the benefits of knowledge management, data aggregation, and data driven optimization in advanced manufacturing. His keynote speech outlined ambitious product development scenarios that can be achieved through the integration of complementary functions across the lifecycle of products and systems.Eric DeHoff described the present design scenario at Honda R&D Americas and discussed how the most advanced optimization tools are crucial to accomplish the shift from "brute force" optimization to robust numerical MDO.

Greg Garstecki from Whirlpool Corporation shared techniques and practices that highlight the link between the SysML parametrics and modeFRONTIER performance models. Focusing on the shift from a test-centric to an analysis-centric culture, Bob Tickel and Kevin Brittain described how the deployment of optimization tools and methods across the enterprise was a key enabler for Cummins in building and nurturing an nalysis centric culture.

Mario J. Felice, Manager of Global Powertrain NVH & Systems CAE at Ford Motor Company, depicted a new era of sustainability and mobility in the automotive field, highlighting how technology is crucial in achieving this transformation. Last but not least, Michael Bambula, a Master's candidate at the University of Florida and the winner of the ESTECO Academy Design Competition 2016/2017, presented his winning design and was awarded the 1st prize plaque.

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Fashion Design Students to Leverage PTC's Retail Product Lifecycle Management Solution in Coursework Offered by Ivy League University

7 November 2017

PTC today announced that beginning in Spring 2018, students in fashion design management will be able to leverage PTC's leading FlexPLM® retail product lifecycle management (PLM) solution as part of research and coursework offered by the Department of Fiber Science & Apparel Design at Cornell University.

FlexPLM will be introduced to students in fashion design management courses in a unique collaboration that offers an experiential component to their course of study through the hands-on use of a popular industry tool. The solution, implemented by ITC Infotech, will help students better understand PLM

technology and enable students to increase their marketable skills as they go on to become product developers, merchandisers, and buyers.

"The apparel industry is becoming more competitive, innovative and particularly sensitive to timelines," said Tasha Lewis, assistant professor of Fiber Science & Apparel Design, College of Human Ecology at Cornell University. "Our students need to be equipped with the knowledge and tools to be successful in this environment."

"A retail PLM solution enables a new level of teaching and research that allows for simulation of data organization used by apparel brands and product visibility to streamline processes in support of innovative product development," Lewis continued. "Knowing how to use one of the industry's prominent PLM software platforms will provide students with a set of unique skills required to be competitive in today's increasingly digital and data driven apparel industry."

The Department of Fiber Science & Apparel Design (FSAD) provides [students with] an opportunity to study and research fibers, fabrics, apparel, and the apparel industry from design, management, historical, and scientific perspectives. The department faculty serves approximately 130 undergraduate and 25 graduate students.

FlexPLM offers robust retail PLM capabilities, including line planning, specification management, merchandising, and other essential PLM capabilities for managing a retailer's complete assortment of products. Designed for retail-specific needs, FlexPLM enables retailers to achieve faster time-to-value and develop more innovative and profitable products. Over two-thirds of leading retail and consumer-product companies have selected FlexPLM, enabling them to create and collaborate more easily, streamline supply chains, and deliver more inspired and on-trend products to market.

"There is tremendous value in educating future employees in state-of-the-art technology that is being used by leading companies. It not only benefits the student to be able to bring that experience and understanding into their new careers, but also helps companies by enabling them to hire individuals that can become productive more quickly as a result of that early exposure," said Eric Symon, general manager, retail, PTC. "In retail especially, we are seeing a digital transformation, and the role of PLM and other technologies is expected to grow in importance. We are excited to work with the FSAD at Cornell University to transform retail education."

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Knauf Insulation North America Partners with Sustainable Minds to Make Product Transparency Understandable and Actionable

9 November 2017

Knauf Insulation North America (KINA) is simplifying the process of researching and specifying building products that meet today's most stringent green building rating systems through an innovative partnership with Sustainable Minds (SM).

Sustainable Minds is a provider of environmental product transparency applications, data, and services to help product manufacturers design and market greener products. It does so by presenting environmental performance data on building products in an understandable and credible way. By partnering with Sustainable Minds, KINA is simplifying the process of researching and specifying its insulation products for buildings that meet today's most stringent green building rating systems.

KINA is the first insulation manufacturer to use SM Transparency Reports™ and SM Material Health Overviews™ to make it easy for AECs to find environmental & material information in one place. The two organizations have also partnered to launch a new Project Builder / Configurator & Library function within the SM Transparency Catalog.

"Having revolutionized the insulation market with the creation of our bio-based and rapidly-renewable ECOSE™ binder, Knauf remains committed to staying at the forefront of sustainable building practices," said Christopher Griffin, CEO, KINA. "We care about what goes into our products and how they are made. We are committed to creating product transparency disclosures for all our products to demonstrate our passion for manufacturing sustainable products that make a difference."

KINA has listed 17 of its glass mineral wool insulation products across five CSI MasterFormat® Divisions in the SM Transparency Catalog. The catalog is a cloud-based resource that makes it convenient to navigate product transparency information so architects and specifiers can find sustainable products. It also provides detailed information on how to use these documents to earn credits through programs such as LEED v4, Collaborative for High Performance Schools, Green Globes, the Well Building Standard and the Living Building Challenge.

SM Transparency Reports provide not only the technical data required in Environmental Product Declarations (EPDs), but bring that data to life by telling the Knauf sustainability story across the product life cycle. All life cycle data included in the Transparency Reports is third-party verified by NSF International.

"Material ingredient and life cycle data can be tough to navigate, especially when trying to align with today's green building rating systems," said Scott Miller, director of sustainability at KINA. "The partnership with Sustainable Minds simplifies this process—you can find everything about Knauf products in one place."

KINA has partnered with Sustainable Minds to make the Transparency Catalog even more user-friendly through the development of a new Project Builder / Configurator & Library. Now, users can create projects in the Knauf Showroom and select, configure and save all the products and their Transparency Reports, Declare labels and Health Product Declarations (HPD) in a project library. This information can then easily be shared with colleagues online or downloaded for distribution.

"This forward-thinking initiative showcases what Knauf is doing to improve its products and makes it actionable for building professionals, transforming the way they approach specifying sustainable building products. The amount of information Knauf provides to make the LCA results understandable and meaningful is unparalleled," said Terry Swack, CEO, Sustainable Minds. "Our goal with the Transparency Catalog is to reward those manufacturers who are actually making higher performing, greener and healthier products by getting their products selected and specified. The result is that greener buildings actually get built and everybody and the planet win."

Makers Empire & Polar3D Join Forces

6 November 2017

Polar3D is pleased to announce that it has acquired an interest in Makers Empire, a global educational technology company headquartered in Australia that offers complete 3D printing solutions for grades K-

8. Financial terms were not disclosed.

"We're thrilled to be joining forces with Makers Empire and welcome their 200,000+ student users to the Polar Cloud," said Greg LaLonde, CEO of Polar3D. "We look forward to delivering Makers Empire's design tools, including 3D software and 130 curriculum-aligned lesson plans, to our global community."

"Like Polar3D, we are passionate about empowering students and teachers with the power of 3D printing to develop design thinking and 21st century learning skills," says Jon Soong, CEO of Makers Empire. "The addition of the Polar Cloud to our solution set completes the design cycle and gives our users the ability to control 3D printers from their browsers."

Through the partnership, Makers Empire will also be included in the GE Additive Education Program, which is delivering classroom packages to schools around the globe, giving access to 3D printing to nearly 200,000 students.

"We are excited to be part of GE's pioneering initiative," said Professor Jana Matthews, growth expert and advisory board member at Makers Empire. "3D design and print is currently to schools what computing was in the eighties. But in the not too distant future, all schools will have 3D programs like this and 3D design thinking will permeate through the whole curriculum."

The two companies will expand their current curriculum offering to include STEAMtrax (the education company Polar3D acquired from 3D Systems last year), Makers Empire's library of over 130 curriculum-aligned lesson plans and curated lesson plans from the teaching community and 3rd party publishers.

For more information, please visit www.makersempire.com and www.polar3d.com.

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MSC Software Announces Partnership with University Teknologi Mara

9 November 2017

MSC Software Corporation, a global leader in helping product manufacturers to advance their engineering methods with simulation software and services, today announced a partnership with the University of Teknologi Mara (UiTM).

This partnership will directly influence UiTM's Faculty's Structural Dynamics Analysis and Validation (SDAV) lab by providing a hub for students to collaborate with each other and their professors. Ultimately, this new hub will be a springboard for the thousands of students at UiTM to advance in their professional careers, specifically for the engineering & software industries.

"UiTM is spearheading into Industry 4.0 to ready their graduates for Top Employers and Entrepreneurship", said UiTM Chancellor and Professor Emeritus Dato' Dr. Hassan Said. "This partnership targets international collaboration in advanced areas of simulation and research activities", explained Dr. Said. "We recognize MSC's leadership in the CAE field and look forward to future developments with a software Research Centre, but that is currently a work in progress".

"This collaboration was made possible through the continued partnership and support from UiTM's team and our team of industry experts from the MSC ASEAN ANZ Team", said Alias Isa, Country

Manager/Regional Director at MSC Software ASEAN Australia and New Zealand (ASEAN). "Today, this collaboration will provide students with more easy access to the Automotive & Transport Industries. This partnership will further enhance the MSC brand and industry presence," said Mr. Isa.

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OCTOPUZ Officially Partners with SolidCAM

27 October 2017

OCTOPUZ is pleased to announce that it has officially partnered with SolidCAM USA. With this partnership comes full integration of OCTOPUZ and SolidCAM products. This allows users to benefit from the power of a world class CAM software in SolidCAM, and bring these advanced tool paths to the world of industrial robotics using OCTOPUZ. Read on for some highlights of what this partnership means:

1. OCTOPUZ now has the ability to import toolpaths from SolidCAM directly into the software for robotic applications. We have taken the CNC based software and integrated the OCTOPUZ machine, allowing toolpaths, origins, and other parameters to be converted into the correct joints, twists, and turns of robotics. The robot can then follow the path given the specifications set in SolidCAM or the manipulations applied to the paths in OCTOPUZ. Full error detection/avoidance is included for joint limits, reach limits, collisions, and singularities.

2. Importing Options: With OCTOPUZ, you also can import all data including the part geometry, tooling, and toolpaths from SolidCAM. After syncing, OCTOPUZ will automatically open with the part and toolpath in the correct location relative to the robot user frame- ready to go.

3. Mapping Coordinate Systems: Coordinate systems in SolidCAM are mapped into OCTOPUZ. An example of this is setting your base frame of your part in SolidCAM which will then be carried over to OCTOPUZ upon import. Tool frames in SolidCAM will be mapped to J6 of the robot in OCTOPUZ. This easy transition makes for a seamless integration between OCTOPUZ and SolidCAM.

4. Support: With the purchase of SolidCAM and its intended use with OCTOPUZ, OCTOPUZ and SolidCAM's support teams will ensure you have full training, implementation, and in-depth support for all of your robot and CNC programming needs.

5. Unique Packages: With the purchase of SolidCAM from OCTOPUZ, we offer 4 unique packages developed to provide the correct features for your tooling needs in terms of 2D, 3D, and multi-axis operations.

Ken Merritt, Partner Manager for SolidCAM, Inc. was asked about their partnership with OCTOPUZ Inc. for programming Robots. Merritt had the following to say:

"SolidCAM, Inc. works strategically with many partners in the manufacturing industry. Our goal is always to bring "Best in Class" solutions together for our customers. We know that it is, very often, the blending of unique, and sometimes interdependent, technologies that opens the door to stunning improvements in Performance, Quality and Profitability for companies competing in this global market. We are always looking for partners, who's Integrity, Service and Product offerings are multiple steps above the average. When we met OCTOPUZ and – realized the power of their products, we knew

immediately that this partnership was destined for greatness. Modern Robots are doing so much more today than just pick & place, so having the ability to program a wide variety of tool paths with the power, flexibility and robust capabilities of SolidCAM is essential. Coupled with the simulation and robotic control that OCTOPUZ brings to the table, the partnership is opening up amazing options throughout the manufacturing industry."

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Siemens provides major boost for an industry-ready workforce at University of Western Australia

3 November 2017

The University of Western Australia today received a major industrial software investment from the global technology company Siemens to help students develop the skills needed for the highly digitalised world of the future.

The $447 million grant will give UWA students and academics access to global, cutting edge technology, used by some of the world's leading companies, and help boost local innovation, particularly in industries important to Western Australia, such as energy, engineering and shipbuilding.

The Siemens software grant will also be used to help establish the LNG Futures Facility, a national resource based on a fully functioning LNG plant that will provide an entirely new training capability for tomorrow's workforce.

The grant will allow the UWA-led research consortium working on the LNG Futures Facility to explore its design and operation and the specialised software will enable researchers to create a virtual twin of a physical LNG plant.

Lead researcher UWA Professor Eric May from UWA's Centre for Energy said the software grant will allow UWA to deliver education across all engineering disciplines in a completely new way.

"In the area of natural gas processing, which is incredibly important to our state, it will allow Australian innovators access to facilities essential for technology development," Professor May said.

"Such capabilities will help transition Australia's resource industries beyond the export of raw materials and into the delivery of knowledge, expertise and innovation."

UWA Vice-Chancellor Professor Dawn Freshwater said the software grant from Siemens was a remarkable contribution to the education of UWA students, now and into the future.

"UWA wants to enhance its reputation as an institution of tomorrow; a place that empowers and equips students for the careers of the future." Professor Freshwater said. "I would like to thank Siemens for their generosity and foresight in providing this opportunity."

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U.S. Air Force Integrates Senvol Database into HyperThought™

1 November 2017

The U.S. Air Force recently licensed the Senvol Database to integrate into HyperThought, which is the

Air Force Research Laboratory's (AFRL) premier enterprise software platform for Materials Research. HyperThought is a digital workspace and integration suite that allows AFRL researchers to record, share, access, and manage data.

To learn more, please click here: http://senvol.com/2017/11/01/u-s-air-force-integrates-senvol-database-hyperthought/

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Events News

CollabNet Outlines Agile to DevOps Steps for Modern Software Delivery at QCon San Francisco

6 November 2017

CollabNet announced that Thomas Hooker, VP of Marketing at CollabNet, will be presenting at this year's QCon San Francisco event, taking place November 13-15 at the Hyatt Regency. CollabNet is participating as a Silver Sponsor at the event and plans to share with attendees (booth #11) its strengths in Agile, DevOps, enterprise version control and Application Lifecycle Management (ALM).

CollabNet recently merged with VersionOne, an Agile lifecycle management leader, and now offers solutions for every stage of the software development lifecycle—from planning and development to delivery. The newly combined company, which will maintain the CollabNet name, enables organizations to scale enterprise-wide agility through unified Agile and DevOps platforms that connect teams, tools and processes.

"I'm looking forward to discussing how organizations can achieve DevOps goals at QCon in San Francisco," said Hooker. "Nearly every IT leader I meet has the same goal, which is to deliver better software at a more rapid pace. But most organizations struggle to integrate disparate teams, tools and processes along the SDLC. By looking at what not to do and sharing the story of things gone wrong at a previous company, I will help technology professionals understand there's a better way to reach Agile success and practice DevOps. After all, delivering excellent software ultimately benefits the business and makes customers happy."

"Agile to DevOps: A Better Way?" will take place in Pacific BC from 10:35 a.m. to 11:25 a.m. on Wednesday, Nov. 15, 2017. To learn more, please visit: https://qconsf.com/sf2017/presentation/agile-devops-better-way.

If you are planning to attend QCon San Francisco, please stop by booth #11 for a demonstration of CollabNet's TeamForge, an award-winning enterprise-class ALM platform. A new version of TeamForge—improving version control capabilities, security and ease-of-use—was just released in August of this year. To learn more, please visit: https://www.collab.net/news/press/collabnet-announces-latest-teamforge-enterprise-class-application-lifecycle-management.

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congatec brings German Industry 4.0 expertise to China

3 November 2017

The Taiwan located subsidiary of congatec – a leading technology company for embedded computer modules, single board computers and embedded design and manufacturing services – is presenting smart manufacturing IT platforms for 'Made in China 2025' (MIC 2025) solutions at CIIF, China International Industry Fair (Hall 6.1H, Booth A065) in Shanghai. These instantly deployable computing platforms enable Chinese machine building and manufacturing systems engineers to develop smart, connected manufacturing equipment as well as robotics and intra-logistics devices with situational awareness for collaborative manufacturing.

The new congatec MIC 2025 platforms are based on embedded motherboards and single board computers as well as Computer/Server-on-Modules, leveraging open standards that are freely accessible all over the world. With congatec acting as a fabless platform vendor, they can facilitate any logistical requirements for Chinese customers wishing to export their MIC 2025 manufacturing solutions globally.

The showcased congatec MIC 2025 computer platforms feature all required interface functionalities and software support for smart connected manufacturing systems – including IIoT based machine control and monitoring as well as maintenance clouds.

"congatec brings its German Industry 4.0 and IIoT expertise to the Chinese market with the extensive open standards based MIC 2025 computer platforms. This will help the Chinese economy reach the 'Made in China 2025' goals while at the same time fueling our own growth strategies, as high-quality production requires smart manufacturing capabilities and our open standards based embedded computing technologies offer the fundamental building blocks for this intelligence", explains Becky Lin, Sales Director at congatec China. "We have FAEs and partners in all major economic regions such as Beijing, Shanghai, Shenzhen and Chengdu that are experienced in our IIoT and German Industry 4.0 technology. With the additional support of our experts in Taiwan and the German headquarters, we can competently address all major questions and service demands from local machine building and manufacturing systems engineers."

One of the various MIC 2025 demonstrations at CIIF includes a presentation featuring virtualized COM Express Type 7 Computer-on-Modules based on the new Intel Atom C3000 platform (code name Denverton) and focusing on the real-time capabilities of virtualized industrial server platforms. The installation is tailored for industrial and carrier-grade cloud, edge and fog servers as well as smart real-time controls, robotics and manufacturing cells that need a virtualized environment to cater for various tasks in parallel. Examples are deterministic, hard real-time machine control; IIoT and cloud connectivity; and horizontal real-time communication in Industry 4.0 environments.

Additional presentations include multifunctional gateway technologies for smart sensor networks which offer all the fundamental gateway logic off-the-shelf and based on open standard initiatives. The goal is to reduce the engineering effort for the manifold tasks of smart manufacturing gateways, such as

converting and analyzing local sensor data, as well as decision making and communication in all vertical and horizontal directions. This presentation is based on congatec's conga-IoT Gateway and Cloud API for IoT Gateways that has been designed to set the foundation of a standard for building a vendor independent ecosystem for IoT gateway logic within the specifications of the Standardization Group for Embedded Technologies (SGET).

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ESI Forum in Germany Features the Latest Engineering Solutions for Smart Virtual Prototyping

8 November 2017

Who? ESI Group is a leading innovator in Virtual Prototyping software and services for manufacturing industries. Specialist in material physics, ESI has developed a unique proficiency in helping industrial manufacturers replace physical prototypes with virtual prototypes, allowing them to virtually manufacture, assemble, test and pre-certify their future products.

What? ESI's 2nd Forum of the season will take place in Weimar, Germany. For the 1st time this year, ESI is combining both its ESI DACH Forum and ESI ITI Symposium in one single event: the ESI Forum in Germany, giving customers a global view of the engineering solutions it provides. Following a keynote by Volkswagen AG, further experts from industry and research will present their achievements and challenges.

The ESI Forum in Germany will offer presentations and workshops accompanied by demos and live sessions showcasing ESI's engineering solutions, including the latest Hybrid Twin™ approach. Visitors will have the opportunity to exchange on what makes up Smart Virtual Prototying, from virtual performance, to virtual manufacturing, virtual reality, and leveraging data analytics for industrial operations performance. 7 parallel tracks offering a total of 26 workshops will provide ESI users with individual training and consolidate their expertise.

Dr. Ralph Sundermeier, Head of Simulation Methods at Volkswagen AG, will give a keynote address on the Digital Transformation in the automotive industry, while Dr. Vincent Chaillou, COO of ESI Group, will give a speech on Smart Virtual Prototyping and the concept of Hybrid Twin™. Furthermore, key actors in the industry will present papers from the automotive, aerospace and heavy machinery sectors.

On the 2nd day of the conference, ESI experts will introduce the latest developments relative to its solutions for Virtual Performance, Virtual Manufacturing, Virtual Reality, System Modeling, followed by presentations given by experienced users on their own simulation projects.

The ESI Forum in Germany is a key opportunity to learn how companies worldwide, from global players to smaller startups, apply Smart Virtual Prototyping to succeed with their innovative product development and maintenance.

When? 7-9 November 2017

Where? Weimar, Germany

For more information on this two-day conference, please visit: www.esi-

group.com/company/events/2017/esi-forum-germany-2017

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FACTON Announces North America User Conference

1 November 2017

FACTON today announced details for the company's North America user conference, scheduled for November 9, 2017 at Emagine Theaters in Royal Oak, Michigan.

Over 50 users of FACTON's enterprise product costing platform will gather to share FACTON EPC user success stories, to discuss the latest developments from FACTON, and to learn about industry trends and their impact on product cost management.

Speakers at the event include FACTON Chief Executive Officer Alexander M. Swoboda, FACTON customers TI Automotive and TE Connectivity, and FACTON partners P3 and Venteon.

Swoboda described the event, "Engineers, financial managers, sales executives, and procurement experts will all join us to share stories about how they are using FACTON EPC to increase profitability, improve their customer relationships, and win new business."

The conference also features guest speaker, Adam Genei, Mobsteel/Detroit Steel Wheel Co. who will present his thoughts on The Reward is in the Work. Mobsteel is a design/build company that manufactures automotive aftermarket products and builds custom cars, while celebrating the history of the automobile and Detroit as the Motor City. Conference attendees will be able to view a custom Mobsteel car on display.

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Four Vero Brands at Leading Baltic Exhibition

10 November 2017

Four Vero Software brands will demonstrate how their market-leading CAD/CAM solutions are an integral part of the manufacturing cycle, at the Baltic countries' largest metalworking and mechanical engineering trade fair.

Dreambird, one of Vero's official distributors for Russia, CIS and the Baltic countries, are exhibiting Edgecam, Radan, VISI and WorkXplore at Tech Industry 2017, in Riga, Latvia, from November 30 to December 2.

Sharing a booth with the Italian Machinery Association, Dreambird will be holding daily demonstrations of multi-functional Euromac and Vimercati press brakes and punch presses, equipped with Wilson Tool tooling systems, using NC code developed in Radan for sheet metal fabrication. They will highlight some of the new and enhanced functionality in Radan 2018 R1 – including updates to the powerful nesting function which increases sheet utilisation and reduces material costs; and the software's manufacturing logistics and order management capabilities.

Edgecam, for mill turn and multi axis equipment; and VISI, a specialised CAD/CAM/CAE software for

mould design and manufacturing, with comprehensive 3D modelling, technical process analysis, and simulation functions, will also be on show.

Visitors to booth C-5 in Hall Nr.2 will also see Vero Software's powerful 3-D CAD viewer and analyser, WorkXplore, which imports and analyses all file types and sizes at high speed. It often takes less than half the time to open a file compared to the original CAD application.

Ada Lakevich, from Dreambird, says Tech Industry 2017 is the most significant and largest industrial fair in the Baltic region. "Owners of manufacturing businesses are also likely to be interested in the very latest Modula automatic storage solutions that can save considerable storage space and reduce costs, and multi-functional Costa Levigatrici de-burring, polishing and sanding equipment, which the Italian Machinery Association will be featuring on the booth".

Dreambird and the Italian Machinery Association will also be making a special presentation at one of the exhibition's major conference workshops, 'Industry 4.0 in Riga And Beyond.' They will be showcasing the most recent technology achievements for manufacturing automation and cost reduction.

Dreambird, featuring Radan, Edgecam, VISI and WorkXplore. Tech Industry 2017, Kipsala International Exhibition Centre, Riga, Latvia. Hall Nr.2, booth C-5, November 30 – December 2.

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Financial News

L&T Infotech: USD Revenue growth up

6 November 2017

Larsen & Toubro Infotech announced its Q2 FY18 results today.

In US Dollars:

- Revenue at USD 270.6 million; growth of 4.4% QoQ and 12.9% YoY

- Constant Currency Revenue growth of 3.5% QoQ and 11.7% YoY

In Indian Rupees:

- Revenue at Rs 17,508 million; growth of 4.8% QoQ and 9.3% YoY

- Net Income at Rs 2,730 million; Net Income growth of 2.2% QoQ and 17.4% YoY

"We are extremely pleased with our performance in Q2 with an industry leading 4.4% sequential growth in USD revenues. Intense client focus and disciplined execution of our strategy has helped us deliver broad based revenue growth led by Digital, which now represents 32% of our revenues.
We are also delighted to announce two large deals this quarter. These wins, combined with on-track execution of large deals won earlier make us optimistic about the future."
– Sanjay Jalona, Chief Executive Officer & Managing Director

Recent Deal Wins

- Leading African Bank selected LTI as a strategic partner for a multi-year deal to provide applications development and support services

- Won a new client logo in Europe, a world leader in Fashion & Cosmetics, with a multi-year engagement for automation-led SAP Application Management Services

- Implementing a SaaS based Business Process management and Enterprise content management solutions for Canada's leading Asset Servicing company

- Multi-year engagement to develop an Enterprise Data Grid for a US based Global Pharmaceutical & Life Sciences company

- Multiple projects underway for customers in BFS, CPG and High-Tech solving for global supply chain traceability, supply chain finance, trade finance and micropayments leveraging Blockchain

- Multi-year Managed SAP Services engagement with one of the largest US based Oil Refineries

- Managed service contract for Infrastructure transformation and support for a US based Global media conglomerate

- One of the largest commercial mortgage lenders in Canada on-boarded onto 'Unitrax', LTIs SaaS-based, proprietary transfer agency record keeping platform

- Application and Infrastructure engagement with a US based Global Healthcare Research service corporation

- Managed Services engagement with a US based Global Pharmaceutical & Life Sciences corporation for managing and transforming their JD Edwards platform

- Multi-year engagement with niche Digital firm in Australia to provide Customer Experience solutions

- US based Global Insurer selected 'Mosaic Decisions', LTIs Analytics platform, to improve customer experience

"Our partnership with LTI has matured and grown significantly over last seven years. LTI has a great understanding of our business and has transformed several business-critical applications by leveraging cost-effective testing models. Their extraordinary domain expertise and use of IP's like DiCE, Ladybug and DTF have accelerated & improved overall quality assurance outcomes. Our synergistic efforts such as joint exercises, workshops, and constant sharing of best practices helps us stay relevant and current in terms of the technologies we use. We see significant merit in this relationship and have also chosen LTI as the strategic testing partner for our general insurance arm that will be launched shortly."

– Gerhard Mulder, HOD, Group Shared Resource Management, Liberty Group, South Africa

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Tech Mahindra Q2 PAT jumps 34%

1 November 2017

Tech Mahindra today announced the audited consolidated financial results for its second quarter ended September 30, 2017. To see the full release with associated charts and graphs, please click here: https://www.techmahindra.com/media/press_releases/Tech-Mahindra-Q2-PAT-jumps-34-YoY.aspx

Implementation Investments

Certis Europe Partners with Sopheon to Drive Growth and Innovation Ambitions

9 November 2017

Sopheon today shared that Certis Europe, an established crop protection business, is well underway with its transformation from a stand-alone innovation and development process to a more market-driven operating model with the help of Sopheon's Accolade® software solution.

"The Accolade application is improving our focus on growth projects aligned to the market needs as well as our efficiency in development and bringing new products to market," said Certis Europe Head of Portfolio, Jennifer Lewis. "We see it as an important tool that will underpin our future growth strategy."

Certis Europe is a European crop protection specialist focusing on the development, registration and distribution of products based on unique and patented active ingredients from its Japanese shareholders. Two years ago, Certis Europe set out to transform its development activities from a country by country approach to one that is more collaborative and portfolio (product group) focused. This was fueled by a desire to streamline their new product research and multi-country product registration processes, thereby reducing complexity, making them less time intensive, increasing efficiency, and ensuring a combination of operational and commercial excellence. The outcome has been increased revenues and growth in market share.

Sopheon's Accolade software, branded internally as AToM ('Advance To Market'), is playing a key role in Certis' company transition. It is streamlining innovation processes and the collaboration between the different functions within the company. The system serves as the central corporate repository for all Development and Registration Projects, and is used to prioritize and manage this portfolio in close alignment with Product Line (Portfolio) Teams and markets and countries in which they are sold. Without the transparency enabled by the software for decision making by the various business functions, this new operating model would not be possible.

The Accolade software provides the company with tools to support the operational management of its development and product registration processes from discovery to launch by setting portfolio priorities, tracking development budgets and forecasts, recording detailed project information, and managing complex multi-country projects. These projects follow dedicated cross-functional Stage-Gate® development processes that are designed to deliver top quality products, on time and within budget, and Accolade delivers support for the functional experts who are required to follow these processes.

The company has been working with Sopheon since early 2014 and Accolade is now integral to day to day work within the business, being used throughout the company within marketing, development and country functions.

Clothing firm Jinfa Labi selects Lectra Fashion PLM 4.0

9 November 2017

Lectra has announced that Jinfa Labi, a maternity and infant clothing firm, has chosen Lectra Fashion PLM 4.0 to help digitally transform their supply chain, making it more efficient, integrated, and connected.

Spurred by the continued growth of the Chinese economy, young Chinese parents are now demanding maternity and baby products that are more personalised and sophisticated in terms of material and design. To meet these new market needs, Jinfa Labi has chosen to implement Lectra Fashion PLM 4.0 after researching on all PLM vendors in the market. With the help of this solution, the company aims to further improve their product development process by digitising their entire supply chain, from design to production, enhancing business agility and collaboration. By embracing digitalisation, the company hopes to make progress in adopting the government initiative "Made in China 2025".

Lectra's ultimate collaborative platform, Lectra Fashion PLM 4.0, gives fashion and apparel companies the extra speed and agility they need to tackle the challenges of Industry 4.0 head on. With the widest functional scope on the market, this technology serves as the intelligent backbone for the digital supply chain, facilitating the entire design-to-production process. This ensures a consistent flow of error-free data between process, technology and people, thus enabling organisations to quickly adapt to different business models and keep pace with the latest trends.

Lin Ruowen, general manager, Jinfa Labi said, "We are looking for a partner with a worldwide perspective and in-depth knowledge on the industry's best practices. And Lectra fits the bill. Their latest PLM solution connects CAD, industry-standard software, company IT systems and external suppliers together, allowing us to fully digitise our supply chain by covering all production stages."

Andreas A. Kim, managing director, Lectra, Greater China said, "We are confident that Lectra will help Jinfa Labi make their mark for "Made in China 2025". This Industry 4.0-based initiative will not only revolutionise the way in which manufacturers operate but also change the way in which the brands and retailers run their businesses. Lectra Fashion PLM 4.0 is the only PLM solution purpose-designed for the fashion industry that covers the entire value chain. We hope to leverage our 44 years of experience in the fashion industry to help Jinfa Labi succeed through operational excellence."

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Eberjey Selects CGS BlueCherry® PLM to Improve Productivity and Support Business Growth

7 November 2017

CGS today announced that Eberjey, a women's intimates and swimwear retailer, selected BlueCherry® Product Lifecycle Management (PLM), an essential module within the BlueCherry Enterprise Suite of solutions, providing end-to-end capabilities for apparel and consumer lifestyle brands.

Eberjey sought to remove manual processes and achieve full visibility into the product lifecycle in order to improve productivity and overall speed to market. As a user of BlueCherry Enterprise Resource Planning (ERP), Eberjey also wanted a solution that would seamlessly integrate and eliminate any

communication gaps. With the CGS team's extensive expertise and resources in the consumer lifestyle products market, the implementation of BlueCherry PLM will help support Eberjey's growth, eliminate manual processes and improve overall productivity.

"After carefully looking at solutions available for apparel and fashion companies like ours, we selected CGS's BlueCherry PLM because it offers the most comprehensive set of features," said Mariela Rovito, president and co-founder, Eberjey. "More importantly though, having worked with CGS for several years on our BlueCherry ERP implementation, we know first-hand that this organization is committed to a true long-term partnership. We look forward to continuing to work together."

"With more than 30 years of fashion and apparel experience, CGS understands the value of having the right solutions in place to help business operations run efficiently and effectively," said Paul Magel, president, Business Applications and Technology Outsourcing division, CGS. "Eberjey has been a valued customer of CGS for several years. We're proud that the company chose BlueCherry PLM to support its growing operations."

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Gryphon Technologies Wins $53.6 Million Single Award Task Order for Engineering Support Services for Aircraft Carriers under the Naval Sea Systems Command Engineering Directorate

8 November 2017

Gryphon Technologies, LC was awarded a competitively bid single award Task Order contract to provide ship design, engineering and integration support for aircraft carriers (CVNs). "We are honored to be selected to provide engineering support to the Navy's aircraft carrier programs," said P.J. Braden, founder of Gryphon Technologies.

The Aircraft Carrier Design and Systems Engineering Group leads CVN design and integration efforts, coordination with technical Authorities and SEA 05 Integrated Product Teams, ship and force architecture concept development, and coordination with the Nuclear Propulsion Authority (SEA 08), while formulating the Navy's top-level shipbuilding programs. With all options exercised, the contract is expected to be completed in September 2022.

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Gymshark Selects Fast React's Visionng PLM

3 November 2017

Gymshark, a fitness apparel and accessories brand, manufacturer, and online retailer based in the United Kingdom, selects Visionng PLM suite by Fast React. Fast React provides software solutions for the fashion, apparel, footwear, and the textile industry, that range from specialist planning and tracking solutions to wider business applications.

In order to provide firm foundations for continued growth in the key areas of product development and sourcing, the Gymshark team started the search for a PLM partner that could provide the tools and industry best practice expertise. Areas of particular focus included the end-to-end management of

critical path from design to delivery, with clear coordinated priorities and early warning of potential problems, and practical tools to support closer collaboration with suppliers, supporting right first time and on time delivery from samples to finished product.

Ben Francis, chief brand officer at Gymshark said, "I am absolutely fascinated by what we can achieve by combining a strong, robust business backend with great people, systems and processes that free up the creative team to focus on the tomorrow, allowing us to keep growing at the insane rate that we are and become one of the biggest brands in the world. The Gymshark team are confident that Fast React's Visionng PLM and their industry best practice expertise can help us achieve these goals."

Fast React's Visionng PLM is a modular solution which can tailored to meet the specific and evolving needs of a businesses of all sizes, and is available on a Software as a Subscription (SaaS) basis, removing the need for additional IT hardware, infrastructure and expertise, allowing the solution to be scaled as a business grows. Gymshark's Visionng PLM solution will include range planning, Ai integration, product manager, costings, material management and BOM, tech packs, sample management, purchase order management, supplier collaboration, and much more.

Elliot Hurst, business development manager at Fast React Systems said, "We look forward to working with the Gymshark team and are confident that the strength of our 'functional footprint', from design inception to delivery, together with the industry experience and expertise of our implementation consultants, will ensure a successful project with industry best practices and tools at the core of the business, supporting continued growth and freeing up more creative time."

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Leading Lady Gains Flexibility, Streamlines Omnichannel Operations with Simparel

9 November 2017

Simparel, Inc. announces that intimate apparel brand Leading Lady has replaced a legacy system with a Simparel® software solution at its Beachwood, Ohio headquarters. After going live on the new system in just 6 months, the wholesaler and direct-to-consumer e-tailer of lingerie, nursing, maternity, and sleepwear products is already enjoying improved system performance and integration across its omnichannel operations.

According to Chong Mi Kim, Leading Lady Chief Operating Officer, "To better meet the fast-changing needs of our partners and customers, we knew that we needed a more flexible, responsive, and connected business system. After a thorough evaluation, we chose Simparel because it gave us not only the capabilities we were looking for but a more modern and scalable platform that provided easy integration with our e-commerce partners. We found in Simparel a system that can grow with us and is backed by a team of knowledgeable and committed industry professionals."

Approximately 30 team members at Leading Lady will use the Simparel software to manage product development, sourcing, supply chain management, logistics, warehousing, order fulfillment, EDI communications, financials and other mission-critical processes across their entire business. The company is also leveraging the system's built-in integration with Amazon.com and other e-commerce channels.

"We are honored by the opportunity to partner with Leading Lady to support their growth and industry leadership," noted Simparel President and CEO Roberto Mangual. "We applaud their commitment to a rapid implementation that is already providing their teams and partners with the tools and information they need to seize the opportunities in today's dynamic marketplace."

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Prysmian to launch its first Industry 4.0 pilot project with Dassault Systèmes

3 November 2017

Prysmian Group announced the launch of its first Factory 4.0 pilot project in its optical cable plant in Calais, France. The project, named 'Fast Track', represents a step forward in the implementation of the Prysmian Group's Fast Forward Operations programme aimed at creating smarter plants leveraging on the interaction between digital knowledge and human expertise. The Fast Track project will be realised thanks to the partnership with Dassault Systèmes, the 3DEXPERIENCE Company, world leader in 3D design software, 3D Digital Mock Up, and Product Lifecycle Management (PLM) solutions.

The partnership with Dassault Systèmes allows Prysmian to leverage on best-in-class applications for digital manufacturing operations management intended for the deployment of advanced IoT technologies, and Big Data analytics. Beside streamlining work processes and applying a more sustainable use of resources, Prysmian will bring more value to its work, and ultimately to its customers and stakeholders. The implementation of the pilot project in Calais will allow Prysmian to develop wider plans with the objective of progressively deploying Factory 4.0 solutions in all of its 82 plants worldwide. The Fast Track approach ensures full traceability of all manufacturing activities and materials, while managing events that could affect production processes and providing all relevant real-time information needed to identify root causes and possible solutions.

"Speed and information availability are core elements of Fast Track. This project aims to guarantee the full reliability of the manufacturing processes in terms of volumes, quality and timing, through a major leap forward in terms of production execution, and along the whole materials management chain," explained Andrea Pirondini, Prysmian Group COO. "Manufacturing is the soul of our company and plants are our heart. We were born to produce. And our world-leading reputation is the result of a truly customer-centric approach based on our reliability. A key part of our steady success lies therefore in ceaselessly improving processes and efficiency, the quality of our products, and the capabilities of our employees, so as to deliver the highest value to customers."

"We are creating a system that collects all the information available for each cable solution - from materials and production chains, to production times and quality tests," stated Stefano Brandinali, Prysmian Group Global CIO. "The Fast Track project, and all other similar initiatives, could be used to schedule machine maintenance, making our plants safer and more efficient, and any deviation visible at an early stage. We are changing our approach to problems and critical issues, preventing them from occurring rather than just reacting to them. Technology will be key in this, particularly the use of the Internet of Things amongst others."

Guido Porro, Managing Director EuroMed, Dassault Systèmes also commented:"Our 3DEXPERIENCE platform is a crucial asset for evolving companies, as it can successfully take them into the Industry 4.0 era. Thanks to our platform, in a very short time, we created for Prysmian a digital ecosystem that makes it possible to use smart, connected products to manufacture and maintain items in a far more detailed

and intelligent manner, and to strategically use information to become more productive and creative. We are very proud to be recognised as a strategic partner of a forward-looking market leader such as Prysmian."

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Reell Chooses Aras Innovator® To Enhance and Boosts Its Manufacturing

7 November 2017

Minerva today announced that Reell, a producer of innovative torque solutions, has selected Aras Innovator® as their PLM backbone.

"I believe that by choosing Aras Innovator®, Reell will improve its process efficiency and we will ease the flow of information.", said Brian Johnson, VP of Global Engineering at Reell." For an international organization, growing as rapidly as we do, it is of great importance to lean all our processes and focus on developing and improving our products, rather than dealing with paperwork and manually tracking product changes."

Reell Precision Manufacturing is a global company that provides high-quality innovative solutions to transmit torque, control angular position and protect delicate components from excessive force. Combining the world's most precisely controlled torque technology with the industry's most experienced engineering team, provides a perfect product fit in customer applications. Reell's patented technology is widely used in the consumer electronics, automotive, aircraft interiors, medical technology, workstation furniture, kiosk/data terminals, and architectural lighting industries.

"Reell is a great example of an innovative and fast developing high-tech company, determined to keep their leading positions and drive for excellence. ", said Leon Lauritsen, VP at Minerva at Minerva. "I believe by implementing Aras Innovator®, Reell will ensure a successful delivery of reliable, innovative and of high quality torque solutions to their clients."

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SAIC Awarded $980 Million 'Battlefield Systems' Contract by U.S. Army

6 November 2017

The General Services Administration (GSA), on behalf of the U.S. Army Software Engineering Directorate (SED), awarded Science Applications International Corp. the Battlefield Systems task order worth approximately $980 million.

Awarded under the GSA One Acquisition Solution for Integrated Services (OASIS) contract vehicle, the task order has a one-year period of performance, two one-year options, and work will be performed at the Army's SED in Redstone Arsenal, Alabama.

"For more than 20 years, SAIC has provided critical technologies to warfighters in the field. We are proud to continue our support to SED, ensuring our nation's warfighters have the tools they need to successfully complete their missions," said Jim Scanlon, SAIC senior vice president and general manager of the Defense Systems Customer Group.

Under the contract, SAIC will help field new technologies to warfighters in the field and provide systems engineering and computer resource engineering services to SED, the Aviation and Missile Research, Development, and Engineering Center (AMRDEC), and the Army Research, Development and Engineering Command (USA RDECOM). SED customers include Department of Defense components and other federal government agencies.

AMRDEC is the Army's focal point for providing research, development, and engineering technology and services for aviation and missile platforms across the lifecycle.

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Product News

Atos Launches Next Generation Servers for Enterprise AI

9 November 2017

Atos launches BullSequana S, its new range of ultra-scalable servers enabling businesses to take full advantage of AI. With their unique architecture, developed in-house by Atos, BullSequana S enterprise servers are optimized for Machine Learning, business critical computing applications and in-memory environments.

In order to utilize the extensive capabilities of AI, businesses require an infrastructure with extreme performance. BullSequana S tackles this challenge with its unique combination of powerful processors (CPUs) and GPUs (Graphics Processing Unit). The BullSequana S server's flexibility leverages a proven unique modular architecture, and provides customers with the agility to add Machine Learning and AI capacity to existing enterprise workloads, thanks to the introduction of a GPU. Within a single server, GPU, storage and compute modules are mixed for a tailor-made server, for ready availability of all workloads worldwide.

Ultra-scalable server to answer both challenges: from classical use-case to AI
BullSequana S combines the most advanced Intel® Xeon® Scalable processors - codenamed Skylake - and an innovative architecture designed by Atos' R&D teams. It helps reduce infrastructure costs while improving application performance thanks to ultra-scalability - from 2 to 32 CPUs - with innovative high capacity storage and booster capabilities such as GPU (Graphics Processing Unit) and, potentially other technologies such as FPGA in further developments.

"Atos is a prominent global SAP partner delivering highly performant and scalable solutions for deployments of SAP HANA. We have been working together to accelerate SAP HANA deployments by providing a full range of SAP HANA applications certified up to 16TB. The new BullSequana S server range developed by Atos is one of the most scalable platforms in the market, optimized for critical deployments of SAP HANA. It is expected to open new additional collaboration areas between SAP and Atos around artificial intelligence and machine learning,"said Dr. Jörg Gehring, senior vice president and global head of SAP HANA Technology Innovation Networks.

BullSequana S - to reach extreme performance whilst optimizing investment:
- Up to 32 processors, 896 cores, and 32 GPUs in a single server delivering an outstanding

performance and supporting long-term investment protection, as capacities evolve smoothly according to business needs.

- With up to 48TB RAM and 64TB NV-RAM in a single server, real-time analytics of enterprise production databases will run much faster than on a conventional computer by using in-memory technology whilst ensuring both security and high quality of service.

- With up to 2PB internal data storage, BullSequana S efficiently supports data lake and virtualization environments.

"To power Machine Learning and AI in enterprise IT, Atos has designed a new-generation computing platform, which accelerates our customers' digital transformation by converging business-critical computing and HPC within a single device. BullSequana S is the ultra-scalable, ultra-flexible, go-to server that delivers extreme performance while optimizing investment", underlined Arnaud Bertrand, Fellow, Head of Big Data and HPC at Atos.

Availability

The first BullSequana S machines manufactured at France-based Atos factory are available worldwide from today.

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BETA CAE Systems announces the release of the v18.0.1 of its software suite

3 November 2017

BETA CAE Systems announces the release of the version 18.0.1 of its software suite with new tools and capabilities to further augment functionality and facilitate CAE processes.

Enhancements in ANSA

Web Interface

Improvements on the Web-interface GUI, regarding the display of button menus in mobile phone portrait mode and the behavior and operability of button menus in touch-screen devices.

CAD Import / Translators

The new library CT_2017_SP2 has been integrated in order to read/translate CATIA V5-6R2017 (R27) files.

Data management

Data management: Export/Read Model Definition: Export to PLM XML format is now possible without the need of a JT Open license.

Shell Meshing

Bolt Tubes treatment is now available in Feature Manager, by adding Connection information on Tubes. In this way, Bolt Tube treatment can be distinguished from General Tube treatment.

Improved performance of Mesh functions on FE models with FE perimeters.

Improvements in robustness of Conv2Poly and Hextreme functions.

Known issues resolved in ANSA

Model Browser

Preview icons might be shown as empty for parts with transparency in their properties.

Product Tree Editor: Reading a PLMXML tree would fail when the file was located in a directory specified as DM root.

Connections & Assembly

The creation of manual Bolts might fail despite the respective option being active.

Shell Mesh

Checks Manager: Importing a new model, while results were displayed in the Checks Manager window, could lead to unexpected termination.

Batch Meshing

Chamfers would not be split or sharpened.

DECKS

Reference Library would copy its ANSA General Comment in the active file.

Cross Section

NASTRAN: Abnormal termination related to operations with PBMSECT/PBRSECT, including conversions, could occur.

Scripting

Script Editor: Drag and Drop of selected text within the Script Editor was causing abnormal termination in Windows workstations since v18.0.0.

Enhancements in EPILYSIS

A more robust EPILYSIS Linear solver is now used for Lagrange multiplier decomposition. Applied in Calculation of Residual vectors and Auto Inertia Relief.

Matrix and Solver details are now provided in a User Information block of the f.06 file.

Improvements in accuracy of the RBE3 singularity check.

PHASE parameter support for polar format in DISPLACEMENT, VELOCITY, ACCELERATION, SPCFORCE, MPCFORCE, FORCE, STRAIN, STRESS.

ACMODL support (for INFOR, FSET, SET fields) for Fulid-Structure coupling.

Check and Error messages are provided in case of incorrect Subcase numbering in the solver header.

"UM" Field is supported for RBE3 elements, to assign Independent degrees of freedom to the Dependent DOF set.

Enhancements in META

Web Interface

The META Web Interface is an intuitive technology that allows a group of people, joining in through a web browser, to collaborate with a user running a META application session.

VR

META supports the HTC VIVE Virtual Reality (VR) headset on MS-Windows OS.

PAM-CRASH

ERFH5 results files compressed with femzip version 6.1.2580 are now supported.

Handling Entities

It is now possible to change massively the colors of Parts/Includes.

Automation

It is now possible to delete the entities created by a specific overlay through the Project or Session Overlay Manager. Any entities belonging to the initial state can be deleted too.

Known issues resolved in META

Read Results

EKE Kinetic Energy from Nastran SOL103 could not be read.

Animation

Animate One Forward did not work properly in some cases.

A/LC Points

Unexpected termination could occur when editing A/LC Points.

Linear Combination

Linear Combination could not combine Abaqus loadcases with load history curves if the Start Time was not equal to 0.

Modal & FRF Correlation

Exclude/Include COMAC nodes did not allow the Node Pairs to be identified.

Compatibility and Supported Platforms

ANSA files saved by all the first and second point releases of a major version are compatible to each other. New major versions can read files saved by previous ones but not vice versa.

META Project files saved from version 18.0.1 are compatible and can be opened by META version 16.0.0 or later. To be readable by META versions earlier than v16.0.0, they have to be saved selecting the option "Version <16.0.0".

Support for 32-bit platform has been discontinued for all operating systems.

Infor EAM Achieves Technology Evaluation Centers Certified Status

6 November 2017

Infor today announced Technology Evaluation Centers (TEC) certified status for Infor Enterprise Asset Management (v11.3). Infor EAM is a cloud-enabled enterprise asset management solution that is designed to help improve asset performance, with rich built-in functionality and industry-specific editions. The solution uses predictive and preventive technologies to help extend asset life and increase efficiency. The application is now TEC certified in the category of computerized maintenance management system (CMMS)/enterprise asset management (EAM) solutions.

TEC certification helps verify a software product's ability to support certain real-world business processes. Per the CMMS/EAM certification report, "Infor EAM is a complete product offering that enables businesses to manage all asset management challenges—involving not just the management of assets, but also asset strategies, sustainability, and the business processes needed to support these challenges. The expanding ecosystem, including Infor's own platforms such as Ming.le, ION (Intelligent Open Network), and the recently added Infor Document Management and Infor IoT, as well as Infor's partners, extends the value proposition of Infor EAM."

In addition, four Infor EAM modules landed in the "Dominant Zone" in the TEC Focus Indicator, which presents the results of benchmarking Infor EAM against an industry average. "TEC calculates the industry average for a given software market space based on product data from real-world software solutions, scoring solution support for hundreds to thousands of features and functions." The Dominant Zone shows where the product supports more functionality than the average solution. Infor EAM has four modules which landed in the Dominant Zone: Maintenance Management, Integration, Financials, and Reliability.

Infor EAM can be deployed in the cloud, on premise, or as a hybrid solution, and is supported on various mobile devices, operating systems, and screen sizes to assist with on-the-fly fieldwork and informed, efficient decision making. Per the report, "…there are very few EAM/CMMS solutions on the market that have the depth and breadth of capabilities provided by Infor EAM."

"In today's business environment, change is the only constant that organizations can rely on. Being able to keep pace with evolving customer demands and escalating pressures is paramount. Organizations need visibility, connectivity, and a dependable technology partner to help them navigate through it all," said Kevin Price, Infor EAM Technical Product Evangelist. "Being certified by TEC is a testament to the investment and innovation we have put behind Infor EAM to build a modern, scalable solution that our customers can trust to help streamline operations and help prime them for growth."

For more information on Infor EAM please visit: http://www.infor.com/solutions/eam/

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Nutanix Unveils New Developer-Centric Services and Expands Workload Support to Simplify IT in the Multi-Cloud Era

8 November 2017

Nutanix announced today at its .NEXT Europe Conference that new developer-oriented services will be added to its Enterprise Cloud OS software. These services address the unique needs of the growing

number of applications that enterprises need to deliver in a multi-cloud world. The new Acropolis Object Storage Service, Acropolis Compute Cloud (AC2) and Nutanix App Marketplace services target application development teams, making it simple to develop, test and run nearly any application within enterprise clouds. These new service capabilities enable developers to quickly deliver both enterprise and cloud-native applications in order to accelerate time to market for new IT initiatives. The company also introduced powerful virtualization enhancements and new platform innovations to accelerate the transformation of enterprise infrastructure to public cloud-like consumption models.

New Developer-Oriented Services and Workload Expansion

Object-Based Storage Service

Nutanix will enhance support for applications using large unstructured datasets, such as big data analytics, data warehouse applications and large-scale IoT deployments. To optimize delivery of these applications, Nutanix will be extending its data management capabilities to include object-based storage, which application developers can leverage as a native service. This new service, Acropolis Object Storage Service, will be built into the Enterprise Cloud OS and provide an Amazon Web Services S3-compatible API to enable application development teams using Nutanix to consume storage as a high performance, on-demand service – just like public cloud offerings. Acropolis Object Storage Service will collect, store and manage billions of objects in a single namespace, providing a highly-efficient storage fabric for a variety of use cases, including data archival. With this new service, Nutanix will provide the foundation for a true multi-cloud storage strategy with complete lifecycle management of data objects, along with intelligent tiering across clouds.

Compute Service

Nutanix also announced a new capability for delivering CPU-intensive applications, such as distributed analytics workloads, large scale front-end web services, Citrix XenApp deployments and advanced in-memory analytics. This additional AHV-based compute service, Acropolis Compute Cloud (AC2), will be included in Nutanix's Enterprise Cloud OS and support compute-only nodes in Nutanix-powered deployments. IT managers will be able to deliver compute as a consumable resource to application development teams, providing them the flexibility to cost-effectively scale up, and scale down, their infrastructure. Further, AC2 provides an affordable alternative for IT teams looking to unlock their virtualized server instances from expensive virtualization software that is difficult to scale and manage.

Integrated App Marketplace Services

Nutanix App Marketplace services are being added to Nutanix Calm, the company's multi-cloud application automation and orchestration solution. With Nutanix App Marketplace, new and existing applications can be quickly defined via standards-based blueprints and then published to a marketplace, empowering teams to rapidly consume application services in a fully self-service manner. Nutanix Calm will also provide pre-integrated and validated blueprints that streamline the adoption of key infrastructure and developer tools, such as Kubernetes, Hadoop, MySQL, Jenkins and Puppet. These application blueprints can be quickly applied by application teams so that new workloads can be easily developed and deployed into multiple cloud environments.

Continued Commitment to Next Generation Virtualization and Platforms

Nutanix also announced new AHV capabilities and performance enhancements planned for its upcoming v5.5 software release that will make the company's built-in hypervisor the de facto choice for customers seeking enterprise clouds that deliver the simplicity and agility of public clouds. This continued

investment is fueled by the overwhelming popularity of AHV, which is already the hypervisor of choice for more than one-fourth of Nutanix nodes sold based on a rolling four quarter average. This release will include support for Citrix Provisioning Services (PVS), a popular technology for virtual desktop (VDI) deployments. It will also include integrated support for virtual Graphics Processing Units (vGPU), which will accelerate rendering of complex graphics common in high-resolution medical imaging, 3D geospatial applications and other demanding workloads.

Additionally, the company formally announced that its Enterprise Cloud OS software will run on Intel CPUs based on the new Skylake architecture, driving faster performance and higher scale. Intel Skylake support extends to Nutanix-branded appliances, server-based platforms from its OEM partners Dell EMC and Lenovo and qualified servers from HPE and Cisco. Nutanix customers can continue to scale their Enterprise Cloud deployments by seamlessly combining newer generations of CPU and storage technology with existing deployments and eliminate expensive "forklift" upgrades.

These advancements, coupled with the recently-announced Nutanix Calm and Nutanix Xi Cloud Services, demonstrate the company's evolution from a hyperconverged infrastructure (HCI) vendor to a leading provider of Enterprise Cloud software and application lifecycle management solutions that enable IT leaders to design, build and manage multi-cloud architectures.

Product Availability

The features noted are currently under development, and the qualification of Xeon Skylake servers sold by HPE and Cisco is currently in process. Pricing details will be announced closer to the applicable release dates.

Supporting Quotes:

"IT managers are being pushed to deploy datacenter infrastructure that not only runs their business applications efficiently, but also provides cloud-like services that can be consumed by internal application development teams," said Sunil Potti, Chief Product and Development Officer, Nutanix. "With these new offerings, targeted at developers and workload expansion, Nutanix is the only company that is offering a true public cloud-like experience in the enterprise, which helps customers realize the promise of the multi-cloud era."

"Our Network Transformation team is moving toward the introduction of virtualization, programmability and automation technologies, building a rich set of new, on-demand, cloud and connectivity features for our customers," said Daniele Mancuso, Director of Innovation & Engineering at Sparkle. "The Nutanix Enterprise Cloud OS enables easy operations, capacity planning and management of the compute and storage resources of our private cloud environment, increasing the productivity of our developers and the satisfaction of our customers."

"Our application developers require a full menu of services to create our core applications," said Joris Vuffray, leader of network and system management, Swisslos. "Nutanix Enterprise Cloud OS gives us a complete cloud stack that makes our developers happy, while preserving the control and predictability we need in our cloud environment."

OpenText Further Enables Enterprise Artificial Intelligence with Release 16 Enhancement Pack 3

7 November 2017

OpenText™ today announced the availability of OpenText Release 16 Enhancement Pack 3 (EP3). This release delivers improved analytics and artificial intelligence (AI) capabilities via OpenText Magellan, offers enhanced user experiences and third-party integrations, and adds advanced capabilities for the Internet-of-Things (IoT) and information security across OpenText's EIM platform.

Recently acquired technology from Covisint and Guidance Software extends the OpenText EIM platform, empowering enterprises with new ways of collecting, managing, and securing critical information assets. With the ability to deepen AI adoption through support for IoT, EP3 increases the capability of OpenText customers to embrace digital transformation.

"More and more enterprise information is being created by machines, rather than humans. At OpenText we are prepared for a future where enterprises need to automate, collect, manage, and derive insight from these new sources of data and information," said Mark J. Barrenechea, vice chairman, CEO and CTO, OpenText. "The deep integration of the Covisint and Guidance Software teams into OpenText ensures that our customers have the technology they need to manage increasingly information-intensive businesses and maximise the value of all available data, no matter where it is created."

Drawing on technology from the acquisition of Covisint, OpenText Business Network is now equipped with an IoT platform that offers a complete set of capabilities to create and manage trusted information sharing and interactions across complex ecosystems of people, systems, and devices. EP3 also leverages Covisint's leading identity and access management platform to manage and secure user-based access to trading partners information and back-end systems - enabling collaboration across the supply chain that extends beyond transactions alone.

"OpenText is number one in enterprise content services, we have the world's largest business network, and we're defining enterprise AI applications and services," continued Barrenechea.

"We are using OpenText's solutions to support our work in digitizing and improving our work processes. We are thrilled to see the enhanced AI, automation and analytics capabilities in Release 16, and will explore with OpenText how they can further support our digital transformation." said Chua Soon Guan, chief executive at VITAL Shared Services, a Singapore Ministry of Finance department.

"OpenText is creating more connections with industry-leading services, driving deeper integration across the OpenText EIM platform and ecosystem, and fully leveraging the power of IoT and information security," said Muhi Majzoub, executive vice president of engineering at OpenText. "With this release we are further empowering OpenText customers to do more with their enterprise information, turning data into insight and a key competitive advantage."

EP3 brings significant enhancements across Release 16:

- Experience: EP3 helps business users rapidly deploy microsites, modify and publish personalized content, and with the new Media Management Digital Hub, automate and collaborate on the syndication of media. This release also extends the reach of the Experience Suite into the Microsoft Azure cloud and contact center integrations to Amazon Connect.

- Business Network: In EP3, Business Network delivers more B2B self-service capabilities for improved user control and flexibility, with new features such as user-defined custom alerts for events or non-events, such as not receiving an expected order at a certain time of day—ensuring that customers catch issues before they impact business continuity. With enhanced integration with OpenText Process Suite, Business Network EP3 introduces auto-provisioning for trading partners that email invoices as PDF attachments.

- Process: EP3 delivers significant advancements in low-code development enabling richer and more complex applications to be built more rapidly. Advancements focused on increasing UI capabilities, driving intelligent process automation with business rules improvements, additional security options at multiple stages of development, and new APIs for expanded integration capabilities. Additionally, EP3 delivers compliance with key government accessibility regulations.

- Content: EP3 builds on OpenText ECM leadership, supporting the shift to content services and connecting content to the digital business. Main advances include: Enhanced GDPR readiness, deeper integrations with Office 365, simplified user experiences, expanded SAP Fiori support, easier archiving, mobile capture, and accelerated app development.

- Discovery: EP3 adds EnCase—the industry gold standard for forensically sound collections and preservation—to the Discovery Suite, furthering the OpenText vision of seamless enterprise discovery for litigation, investigations, and compliance. EP3 also improves the usability and accessibility of search, review, and analysis in the Discovery Suite.

Availability: Release 16 EP3 is available now.

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SAP Enterprise Support Academy Integrated into SAP Learning Hub to Deliver Seamless Learning and Enablement Experience for SAP Users

10 November 2017

SAP now offers access to a new edition of SAP Learning Hub to all customers of SAP Enterprise Support services and SAP Enterprise Support, cloud editions, at no additional charge.

- SAP Enterprise Support Academy integrated with the cloud-based learning platform

- Proven SAP Enterprise Support Academy capabilities continue to be expanded

- New edition of SAP Learning Hub as a complimentary offering to users of SAP Enterprise Support

Released July 2017, SAP Learning Hub, edition for SAP Enterprise Support, integrates the SAP Enterprise Support Academy program and all its enablement services with the cloud-based learning platform from SAP.

This makes SAP Learning Hub the go-to learning and enablement platform for technologies and services from SAP. SAP Learning Hub, edition for SAP Enterprise Support, empowers customers with the digital skills necessary to run and innovate their SAP solutions at the speed of business, maximizing the value of their software investment. The proven empowerment capabilities of SAP Enterprise Support provided

through SAP Enterprise Support Academy are part of this new tool.

"With SAP Learning Hub, edition for SAP Enterprise Support, SAP Learning Hub should be used by our customers as the single entry point for knowledge about SAP," said Jacques Pommeraud, senior vice president, Global Customer Success, SAP. "Using this modern platform, key users, IT experts and business professionals alike will find the knowledge they need to use and consume our technology, and ultimately experience a faster ROI."

SAP Learning Hub, edition for SAP Enterprise Support, complements existing editions of SAP Learning Hub, such as SAP Learning Hub, professional edition, which focuses on the preparation and implementation of SAP software projects. This combination equips learners with the skills necessary to support the full lifecycle of their SAP software: from implementation and configuration to operation and continuous software enhancement.

All capabilities supported by SAP Enterprise Support Academy will continue to be available to customers of SAP Enterprise Support through the proven access paths as well as now being integrated with the new edition of SAP Learning Hub. And there continues to be no additional fee for accessing this built-in value from SAP Enterprise Support.

"The increasing speed of innovation and product release cycles are driving the need for a frequent and continually evolving learning experience," said Bernd Welz, executive vice president and chief knowledge officer, Products and Innovation, SAP. "As businesses seek to move their operations to the cloud, keeping the digital skills of their employees up-to-date is no longer an option."

SAP Learning Hub, edition for SAP Enterprise Support, integrates learning tools and formats designed for optimum success and engagement, such as:

- Microlearning: Content is broken up into small, easy-to-digest segments.
- Self-paced: Users can tailor learning formats to meet their preferences through access to over 1,000, self-directed learning items.
- Expert level: Learners are given access to a multitude of expert-led sessions, allowing for live collaboration with SAP support staff and engineers covering the cloud, on-premise solutions and hybrid scenarios.

With SAP Learning Hub, edition for SAP Enterprise Support, SAP has enabled more than 10,000 additional SAP software users on their path to digital transformation.

"SAP Learning Hub helps us as an SAP client to get up to speed on the latest SAP technologies at any time, from anywhere," said David Diaz, senior manager, CIO organization, Accenture. "Access to a wide variety of learning and support materials has enabled the necessary knowledge transfer to better serve our clients and help them get the most out of investments in SAP solutions."

Customers can sign up for, and learn more about SAP Learning Hub, edition for SAP Enterprise Support, at support.sap.com/esacademy.

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Simufact to introduce third generation of its metal Additive Manufacturing simulation software

8 November 2017

Simufact - an MSC software company - has announced the release of the third generation of its software solution for the simulation of metal-based additive manufacturing processes, Simufact Additive 3. It will now provide a thermo-mechanical method, which allows users to have a clearer overview of the effects of thermal energy by providing insights for the global temperature of the component. Users can then use this data to determine both deformation and the influence of the base plate. Simufact Additive 3 offers a Linux solver in addition to the Windows Solver. Thereby, the software is now available for simulations on Linux computers for instance on high performance Linux clusters.

Analyzing the Entire Build Process
Simufact Additive 3 focuses on analyzing the layered calculation of the build process with the new thermo-mechanical simulation method. Users can now receive global statements about the heat behavior in the component, such as thermal peak loads, in order to recognize overheated areas at an early stage. The thermo-mechanical method takes into account much more physical parameters and boundary conditions than the Inherent-Strain method that include thermally relevant variables, such as laser power, laser speed, and pre-set temperatures.

By using the thermo-mechanical calculation method, users do not need to perform a calibration beforehand. Through the implementation of the thermo-mechanical calculation method, users can take into account the essential parameters of the printer in the software during model building.

Influences of the Base Plate
During the production of additive components, not only does the work piece undergo distortions and stresses; the base plate also influences the printing process and subsequent steps. Distortions and stresses can occur in the base plate during the actual printing process, which can then have an effect on the supporting structures and component. In Simufact Additive 3, engineers can examine these and other influences of the base plate on the component.

The frequent use of the base plate can lead to additional problems because it is a wearing part. After each production, a layer of material is removed, which makes it ever thinner. In the run-up to the next printing projects, the user can assess the distortion of the base plate and determine when an exchange of the base plate is required.

Multiple Parts with Best- Fit Method
With Simufact Additive 3, the printing process of several geometries can be modeled easily and quickly in the build space. The simulation of the thermal construction process can then reveal possible influences of the components among one another.

Users can also compare simulation results and reference models (e.g., CAD data) by using "best-fit" positioning. In the best-fit method, the software automatically determines the position at which the deviations are lowest. The visual presentation of the results, allows the user to quickly assess whether the deviations are within the permissible tolerances. For this function, Simufact has integrated Hexagon's 3DReshaper technology.

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SiteAware Improves Construction Workflow Through Integration With Autodesk BIM 360

8 November 2017

SiteAware today announced it has partnered with Autodesk, leader in 3D design, engineering and

construction management software, to integrate SiteAware with Autodesk's BIM 360 construction management platform. The partnership will allow general contractors, project owners, real estate developers and subcontractors to improve their on-site execution efficiencies, quality, project management capabilities and communication by adding visual analytics of their projects to existing construction workflows.

SiteAware will showcase the integrated solution at booth #C609 at Autodesk University Las Vegas, November 14-16, 2017.

SiteAware captures unique and frequent project data using autonomous situation-aware drones, analyzes the data and converts it into a digital replica with accurate 2D, 3D, and 4D models that enable actionable tasks shared via the cloud to all relevant project stakeholders. Any data or visual insights captured with SiteAware can now be seamlessly streamlined into Autodesk BIM 360 Docs, to be further used by any BIM 360 application as part of existing construction workflows. The integration significantly improves the execution of field operation among project teams and stakeholders.

"Autodesk has been a clear leader and innovator in the 3D design, engineering and construct management space for many years, showing dominance in our $10 trillion global construction market. We are proud to partner with Autodesk to add our unique 3D "as-built" analysis capabilities for construction to the BIM 360 platform," said Gil Mildworth, VP Marketing & Business Development at SiteAware. "This is only the first step of our partnership, which has tremendous potential to streamline construction workflows from design into construction and vice versa, with objective comparison of the digital replica of the "as-built" to the BIM plans."

"Construction teams are adopting new technology solutions at an exciting pace, but at times this results in a number of disparate solutions and data residing in siloes," said Sarah Hodges, Autodesk's Director of the Construction Business Line. "By integrating with Autodesk's BIM 360 construction management platform, our partnership with SiteAware will improve insight resulting in better project outcomes for our shared customers."

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TCS Launches Enterprise Cloud Platform Powered by Cisco Application Centric Infrastructure

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Tata Consultancy Services and Cisco have deployed the Cisco® Application Centric Infrastructure (Cisco ACI™) architecture for the TCS Enterprise Cloud Platform.

Cisco ACI for TCS' Enterprise Cloud Platform provides a new, first-of-its-kind software-defined approach to solve common customer challenges with unified control of both physical and virtual environments. With enhanced security based on open standards and policy-based automation, the solution is designed to provide greater visibility into the network fabric and the applications that run on it. This enables enterprise customers who are operating in a legacy environment to adopt the Cloud through an easy transformation path by integrating the capability of Cisco ACI and Openstack (software that controls large pools of compute, storage, and networking resources throughout a datacenter). This unique offering provides maximum security of the private Cloud while utilizing Openstack's core strengths.

As a result, new customer services solutions can be delivered to the market much more rapidly on the

TCS Enterprise Cloud Platform, delivering increased IT efficiency, reduced operational costs, and improved scalability for future growth, while optimizing IT staff time to better service end customers. In addition, TCS Enterprise Cloud can more efficiently orchestrate multiple hypervisor workloads across different platforms.

"We are pleased that Tata Consultancy Services, a leading global IT service provider, has selected Cisco ACI for the TCS Enterprise Cloud Platform," said Ish Limkakeng, SVP of Data Center Networking, Cisco. "With Cisco ACI, TCS can more easily deploy and move application workloads across customer multicloud environments and accelerate digital business opportunities."

"Enterprises today are increasingly adopting a Hybrid Cloud strategy and hosting applications in a secure, agile, easy to deploy and manage IT environment," said Raman Venkatraman, Global Head, Alliances and Technology Unit, TCS. "Success of this strategy is dependent on the enterprise's ability to migrate workloads between different Cloud environments seamlessly, while remaining highly responsive to market dynamics and compliant with regulations."

"When enterprises are looking to scale up their infrastructure to address the growing demands of their business users, the successful demonstration of a Cisco ACI implementation will encourage other customers to adopt this technology rapidly," added Dr. Rajesh Srinivasan, Global Head, Cloud Sales and Solutions, TCS Enterprise Cloud Infrastructure Business Unit.

By leveraging the Cisco ACI architecture for the TCS Enterprise Cloud Platform, customers will have a flexible, customizable and scalable Cloud, providing accelerated time to market and improved end user experience.