

# When IT and OT Departments Get Together: Success Stories from Modern Manufacturers

written by Lauri Moon | February 7, 2023

Manufacturing managers face deadlines, quality metrics and output KPIs that hold them accountable for everything in operations. As manufacturing in an organization gets more connected to other business and organizational systems, the IT and OT data worlds are converging. But surprisingly, according to a survey by Hitachi Vantara and IndustryWeek, IT often feels like the group that gets in the way of that success, not the ones enabling better performance. Understanding and navigating the operational and cultural differences between the groups' attitudes is critical to getting the most out of cutting-edge manufacturing advances.

Join this webinar to learn from modern-day examples of how various industrial organizations have achieved breakthrough business and process improvements by embracing that convergence of IT/OT data systems. In this session, you will learn:

- Real-life success stories from a vast range of manufacturers:
  - A sheet metals producer that adopted analytics from IoT and video to raise operational efficiencies
  - A mining operator that raised production by \$35-40M in revenue starting in year 1.
  - A heavy equipment manufacturer that switched to offering Predictive Maintenance-as-a-Service
- Typical data integration challenges and solutions for manufacturers
- Generating breakthrough results by converging IT & OT, regardless of organizational size or complexity

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**Speakers**



**Vignesh Markandan | VP, Manufacturing | Hitachi Vantara**

Vignesh has 25 years of experience helping customers achieve business outcomes through Technology adoption. He has worked with Discrete and Process manufacturing industry customers over last decade and is passionate about solving business problems by leveraging Digital technologies. Vignesh bring vast experience in Digital transformation, New product development, Service delivery management, Practice incubation etc. to his role. Prior to his current role, Vignesh held roles in PnL management, Sales, Practice leader and Service delivery leader in the IT and ITeS industry.



**Shamik Mehta | Director, Industrial Solutions | Hitachi Vantara**

As the Director of Industrial Solutions for Hitachi Vantara, Shamik brings 25 years of experience in product and strategic marketing and applications in IoT, data management and data analytics, semiconductors, renewable energy, and e-mobility solutions. He's held roles in chip design, manufacturing, product management, operations and marketing for complex technology products, including software, solutions and data platforms for industrial applications. Shamik has experience managing global product marketing, GTM activities, thought leadership content creation and sales enablement activities for technology and software applications for the Smart Manufacturing, Smart Energy, and Electrified Transportation verticals. Shamik is a Silicon Valley native, having lived, studied and worked there since the early 90's.

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