

# Transforming Manufacturing for Growth

written by Lauri Moon | October 9, 2018

## Gaining a Competitive Advantage with IoT

Industrial IoT is ushering in a new era of vastly improved performance in the world of supply chain management, production process and 'smart factories'. The IIoT is helping companies improve productivity and safety while increasing engagement, differentiating their offering, and generating new revenue streams. Those leveraging IIoT technologies including cellular connectivity are far more efficient, productive and profitable than their non-connected counterparts—providing them a distinct competitive advantage.

Join IndustryWeek and Sierra Wireless on October 23rd for this 60-minute webinar and discover the foundational layers and complex collection of technologies that are required to get started with smart connectivity to generate, process and use machines for a competitive advantage in industrial business, using IoT.

Our panel of industry experts will explore:

- Current and future trends in Industrial IoT
- Real-life examples of how IoT is transforming manufacturing businesses
- Getting started for determining the 'right' IoT strategy for you
- Recommendations for working with the right solution providers
- Future-proofing your business for a competitive advantage

### Speakers

 **Vaibhav J. Parmar, Partner, PwC**

Vaibhav is Partner in PwC's Technology Consulting organization, focused on IoT, Cloud, and Software Defined Networks. He has 20 years of experience in sales, business development and client service delivery of technology advisory, consulting,

systems integration and managed services projects globally. His specialties include technology infrastructure (telecom / networks, cloud, data centers, service management), emerging technologies (automation, analytics, mobility, Internet of Things), and cybersecurity.

Vaibhav has worked with clients in the telecom, mobile, cable, high tech, energy, utilities, mining, hospitality, retail and transportation industries. His experiences include strategy development, assessments, technology infrastructure design and implementation, business case development, mobility enablement and applications, technology and product development, and systems operations and management. Vaibhav has spoken at industry conferences such as DistribuTECH, UTC Telecom, CTIA Wireless, WiMAX Forum, and TeleManagement Forum, and has participated in industry organizations such as FCC, IEEE, Utilities Telecom Council and WiMAX Forum.

Vaibhav holds a Master's degree in Electrical Engineering and a Bachelor's degree in Electrical Engineering, both from the Georgia Institute of Technology in Atlanta USA.

**✘ Vijay Ujjain, Director, IoT Lab, Emerging Technology, PwC**

Vijay leads the IoT Team for the Emerging Technology Lab at PwC. He has a passion for developing innovative technology solutions and building prototypes. Vijay joined PwC with over 20 years of experience with wireless, cybersecurity and network design areas. He is recognized by peers as a leader in the Internet of Things (IoT), broadband wireless (LTE) and Low Power Sensor Networks space. He provided leadership to engineering teams at a pivotal time in transition to a scalable, cloud based architecture and connecting sensors to the cloud. Vijay has extensive experience with end-to-end aspects of IoT incl. distributed architectures for edge computing.

Previously, Vijay was VP Product Management at Proximity till its acquisition. He also led the efforts on standardization of Smart Grid Security architecture, content transfer for aviation systems and optimization of multi-mode wireless systems. Career includes senior engineering roles at Freescale Semiconductor, Ingenu, and Motorola.



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