

From Challenge to Challenger: Your Path to Additive Manufacturing Success

written by Lauri Moon | April 27, 2020

How can your organization approach additive manufacturing (AM) in the best way possible? The simplest answer is to embrace AM as a massive opportunity for growth instead of a challenge that needs to be addressed.

After all, the goal of any AM initiative shouldn't be to "catch up" to competitors that may already be using AM. The goal is to become an innovator in your space — the leader that your competitors are scrambling after. Getting there involves overcoming the challenges that practically every organization faces at the outset of their AM journey. This webinar will explain how to work past those roadblocks, how to explore the full potential of AM from the ground up, and how to become a true innovator in your industry.

The first step requires looking inward at your organization. It involves an end-to-end rethinking of your design process, your manufacturing philosophy, and your entire value chain. You'll need agile teams that aren't bound by traditional ways, and your organization must be set up to nurture and optimize that agility. With the right organizational groundwork, you will create new opportunities for your products and your business that will grow more powerful over time.

In this webinar, we will discuss:

- Why a "wait and see" approach to AM can be dangerous for your business
- How you can begin your AM journey with low risk and minimal investment
- How to lay the groundwork for long-term AM success
- How modest AM projects can evolve into transformative business opportunities
- Real-world examples of the many paths you can take on your AM journey
- Where the future of AM can take you

Data Visualization: How You Can Take Analytics to the Next Level

written by Lauri Moon | April 27, 2020

With the right tools and strategies in analytics, you can leverage the data you are collecting to deliver better cost and productivity efficiencies in your business. All manufacturers collect and analyze data to drive and support business decisions, but how do you know that you're getting the most out of your data? The next level in analytics is data visualization, which presents the analytics visually so managers and your teams can review and capitalize on historical trends and trajectories and maximize your output.

This webinar will teach you key strategies, for effective data visualization and show you how you can develop and leverage analytics at the right level, with the level of detail necessary to identify and create action plan to take your business to the next level.

Rich Carpenter, General Manager of Product Management, Machine Automation Solutions at Emerson, is responsible for Machine Automation Solutions entire portfolio. Rich was previously CTO of GE Digital Automation Software and as part of that, he has experience creating and deploying solutions in manufacturing plants around the world. He will discuss data visualization methods and how it can help take your plant's analytics to the next level.

By joining this webinar, you will have the tools you need to:

- Develop strategies for effective data visualization
- Develop strategies to deploy important analytics at the right level
- Drive better cost and productivity efficiencies through analytics

Speakers

W. David Stephenson, Principal, Stephenson Strategies

W. David Stephenson, principal of Stephenson Strategies, has built an international reputation as a creative Internet of Things (IoT) consultant, thought leader and journalist. He wrote [The Future Is Smart](#), (HarperCollins Leadership imprint, 2018), the first guide to IoT strategy; and [Data Dynamite: How Liberating Information will Transform our World](#), an introduction to big data and the benefits of sharing data. He writes a column on the Internet of Things for *IndustryWeek*.

Rich Carpenter, General Manager of Product Management, Machine Automation Solutions, Emerson

Rich Carpenter is responsible for Machine Automation Solutions entire portfolio at Emerson. Rich was previously CTO of GE Digital Automation Software and as part of that, he has experience creating and deploying solutions in manufacturing plants around the world.



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The Economic and Strategic Benefits of Cloud ERP

written by Lauri Moon | April 27, 2020

Based on research from Computer Economics, organizations that have fully or largely migrated their ERP and other solutions to the cloud spend less on IT as a percentage of revenue and on a per-user basis. Savings come not only from a reduction in data center spending but also from lower IT personnel costs. Moreover, because cloud-based systems reduce the effort needed for ongoing support, cloud users are able to devote a higher percentage of their IT spending to new initiatives. The cost savings, combined with strategic benefits in speed, scalability, and agility, argue in favor of organizations moving aggressively to the cloud. This presentation will summarize these research findings.

Join Frank Scavo of Computer Economics, an independent IT research firm, as he explores the economic and strategic benefits of cloud computing with an emphasis on Cloud ERP.

Attendees will learn:

- Benchmarks showing the cost savings that organizations typically achieve when migrating to cloud systems
- The strategic benefits that companies gain with Cloud ERP in addition to the cost benefits
- Practical recommendations to ensure the realization of benefits in migrating to Cloud ERP

Everyone that attends the live webinar on June 27 will receive the Computer Economics Research Report, *“The Economic and Strategic Benefits of Cloud Computing”* (retails for \$995 on Computer Economics).

Speakers

 **Frank Scavo, President, Computer Economics**

Frank Scavo is the President of Computer Economics, an IT research firm based in Irvine, CA, where he covers the enterprise software industry. In addition to his work as an industry analyst, he has been leading ERP selection projects for clients since 1989. Frank is a graduate of the University of Pennsylvania and a Certified Fellow in Production and Inventory Management (CFPIM) by APICS, the association for supply chain management.

 **Tom Brennan, CMO, Rootstock**

Tom Brennan is Rootstock's CMO. Tom has 30 years of professional experience working in ERP and for business software companies. He has been a long time evangelist of cloud computing and has held many executive roles including several years as the Senior Vice President of Marketing at FinancialForce.



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Turbo Charge Industry 4.0 Via API Integration

written by Lauri Moon | April 27, 2020

In spite of the vast number of technologies involved, an Industry 4.0 transformation is about a single, fundamental strategy: connecting manufacturing business

processes via application integration. Featuring details about use cases, as identified by recent research conducted by Informa/*IndustryWeek*, this webinar brings into focus how the various technologies — such as Data Analytics, Industrial IoT, Artificial Intelligence, Machine Learning, Advance Robotics, AR/VR, Cybersecurity, Additive Manufacturing, and Simulation—in various combinations facilitate connectivity between vital business processes to drive competitive advantage.

By understanding Industry 4.0 through this lens, business leaders will more easily identify where and how to leverage these technologies to improve every aspect of their business from sales and marketing, to product development and production, to delivery and field service.

Speakers

Patricia Panchak, President and Editor, Panchak Media, Inc.

Patricia Panchak, president and editor of Panchak Media, Inc., brings 25 years of researching world-class leadership strategies to help executives leverage the power of strategies created at the intersection of three powerful forces—digital technologies, lean management principles, and engaged employees. While each approach can be leveraged individually to create a disruptive competitive advantage, together, they become an unbeatable force. As the former editor-in-chief of *IndustryWeek*, Panchak is a widely recognized authority on business management and leadership issues. Through extensive research, she provides a window into the best practices of world-class organizations and provides the knowledge companies need to put the challenge of global competition in perspective. She guides companies to understand not only what's possible but what is necessary to drive their business forward.

Shekar Hariharan, VP of Product Marketing, Jitterbit

Shekar Hariharan is the VP of Product Marketing at Jitterbit, responsible for driving company's positioning, messaging, and content. Prior to Jitterbit, Shekar spent over 14 years at Oracle where he led various leadership roles in Quality Engineering, Solutions Management and Product Marketing. He played a pivotal role in creating various industry solutions for mid-market companies. He also played a pivotal role in

creating a global ecosystem of over 140 certified partners, training them from selling and implementing pre-built solutions, which bundled ERP, CRM, Supply Chain and HCM applications, and helped customers achieve rapid time to market. He also spent a year as a Director of Product Marketing at SugarCRM prior to joining Jitterbit. Shekar holds a bachelor's degree in Mechanical Engineering (MSRIT, India) and Master's degree in Industrial Engineering (LSU). He also holds an Executive MBA from UCLA, Anderson School of Management.

 **Kerrie Jordan, Sr. Manager Product Marketing, Epicor Software**

Kerrie Jordan is Sr. Manager Product Marketing at Epicor Software. She brings over a decade of experience in ERP, supply chain, eCommerce, cloud computing, and product development business solutions.



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Optimizing Service Delivery for Manufacturers and Asset Operators

written by Lauri Moon | April 27, 2020

All manufacturer operations - from pharmaceutical manufacturers to power plant operations to energy producers and everyone in between — **need timely**

maintenance to ensure consistent uptime. Asset failures can cost companies like yours hundreds of thousands of dollars in lost revenue, reduced asset reliability, and increased safety and compliance risks. By **transforming service delivery from manual processes to digital service execution**, you can provide smarter maintenance while also optimizing resource utilization and improving safety and compliance indicators. Join this webinar from ServiceMax to learn how to improve your service execution.

The webinar will address:

- **Industrial Internet of Things (IIoT)** — supporting the capture and analysis of data to help deliver the right service actions
- **Asset Performance Management (APM)** — providing an analytical platform for asset data management, analysis and decision making
- **Real-time insights at the point of resolution** — modern tools for service execution that feature accurate asset data to ensure the right response.

Speakers

✘ **Anna Startseva, Senior Product Marketing Manager, ServiceMax**

Anna Startseva is the Senior Product Marketing Manager, ServiceMax, helping companies realize the benefits of asset service and Industrial Internet of Things. Prior to ServiceMax, she held marketing and government relations roles in California and Washington DC. She holds an MBA from the University of Cambridge.

✘ **Phil Schwarz, Oil & Gas Industry Development Director, ServiceMax**

Phil Schwarz is the Oil & Gas Industry Development Director at ServiceMax. Phil has nearly 20 years of experience in the oil & gas industry with oilfield service, industrial automation and SaaS companies. He is passionate about smart oilfield technologies and the economics of oil & gas. He holds a Graduate Certificate in Smart Oilfield Technologies from the University of Southern California and a Masters in Economics from the University of North Dakota.



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Data Security Issues: Why it Matters for Recycling of Old, Outdated IT Equipment and e-Waste

written by Lauri Moon | April 27, 2020

A data security professional in cybersecurity will provide insight on how to minimize the risk of data breaches and provide proper end of lifecycle management of old IT and computer systems and other technology equipment such as printers, smart phones and tablets.

Presenter: Joe Harford, President and Founder, Reclamere, Inc.

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Supercharging Your Safety Program with Hazards & Observations Mobile Technology

written by Lauri Moon | April 27, 2020

This webinar will teach listeners how to turn frontline employees into safety superheroes through mobile applications. The potential of technology will be linked to the reality of EHS managers and frontline staff, including tips on how to evaluate software solutions.

By watching this webinar, you will learn:

- Best practices when implementing a hazard identification program
- How mobile technology can enhance your hazard identification program
- Reality vs. Hype: How technology engages frontline workers
- Top things to consider when evaluating mobile technologies

Speaker:

Amy McNaughton, EHS Professional, InteleX

Amy McNaughton started as a consultant and EHS professional in operational and exploration mining and is now employed at InteleX - a leading EHS software provider. Amy has spent over 10 years on the front line of health and safety in everything for underground mines, oil and gas facilities, manufacturing plants and retail facilities. Her focus has always been around safety culture and building behavior focused training and open communication environments. Amy has worked on 3 continents, lived in the most remote parts of the world and has been responsible for the safety and culture of the projects she manages.

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Trends and Strategies Driving Manufacturing Success in 2019

written by Lauri Moon | April 27, 2020

Though the manufacturing sector has seen strong growth over the last few years, recent data indicates some slowing. The inability to attract talent in a tight labor market, rising prices, and trade anxieties are just some of the challenges to growth that manufacturers will continue to face in 2019. Yet at the same time, digital disruption is creating new opportunities for manufacturers as they embrace evolving technologies.

In this webinar, you'll learn about key factors impacting manufacturing's global economic outlook, discover how software solutions and digital technology will play an increasingly important role in manufacturing in 2019, and get answers to questions such as:

What can manufacturers do to overcome the shortage of skilled workers?

- How will the volatile global economy impact market demand?
- What economic and political issues should manufacturers monitor?
- Will changing regulations call for new strategies and processes?
- Which technology trends and innovations will benefit manufacturers most?
- Are manufacturers ready to invest in digital technology?

Speakers

Nick Castellina, Director of Industry and Solution Strategy, Infor

Nick Castellina is Director of Industry and Solution strategy where he is responsible for marketing messaging and strategic direction in the discrete manufacturing industries. At Infor, Nick interacts with end users to understand their challenges and connects with product management and marketing to support Infor's commitment to delivering focused solutions featuring industry best practices. Prior to Infor, Nick was Vice President and Research Group Director of the Aberdeen Group's Business Planning and Execution research practice. There he worked with software vendors and end users to analyse trends and produce industry-leading content in topics related to Enterprise Resource Planning, Enterprise Performance Management, Project Portfolio Management, and Business Process Management.

Chad Moutray, Chief Economist, National Association of Manufacturers (NAM)

Chad Moutray is chief economist for the National Association of Manufacturers (NAM), where he serves as the NAM's economic forecaster and spokesperson on economic issues. He frequently comments on current economic conditions for manufacturers through professional presentations and media interviews and has appeared on various news outlets, including CNBC. In addition, he is the director of the Center for Manufacturing Research at the Manufacturing Institute, the social impact arm of the NAM, where he leads efforts to produce thought leadership, data and analysis of relevance to business leaders in the sector.



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Supply Chain Visibility: A New Look

written by Lauri Moon | April 27, 2020

Are you keeping up with the evolution of supply chain visibility?

Many of the world's top supply chain organizations are gaining an understanding of how their supply chain flows are tied to outcomes. As a result, they make better business decisions, stay ahead of problems, and gain new efficiencies.

In this session, you'll see how to:

- Gain actionable insights with an end-to-end view of your supply chain
- Identify new opportunities for supply chain process improvement
- Reduce bottlenecks, while improving profit margins and satisfaction

Speakers

Sean T. Riley, Global Industry Director, Manufacturing & Transportation, Software AG

Sean Riley is the Global Industry Director for Manufacturing & Transportation for Software AG. Over the past six years, Mr. Riley has been obsessively focused on enterprise digital transformation with a focus on leveraging technologies like IoT, Predictive Analytics, Machine Learning and Intelligent Automation as applied to production, field services, supply chains, logistics and new product development. Prior to joining Software AG in 2011, Mr. Riley has over ten years of experience in the supply chain and logistics fields. In addition to his work experience, Mr. Riley

has received a BA in Business Administration from Hanover College, a MBA with Distinction from DePaul University and is a certified Six Sigma Greenbelt. As well as being a continual guest lecturer for DePaul University, Mr. Riley also sits on the curriculum advisory committee for the DePaul Graduate Program for Supply Chain and Operations Management and has been named a Supply & Demand Chain Executive “Pro to Know” for the sixth consecutive year.

Erick Argueta, Vice President, Global Enterprise Solutions, Visual Enterprise Architecture

Erick Argueta is Vice President of Global Enterprise Solutions at Visual Enterprise Architecture. Over the past 15 years, Mr. Argueta has helped numerous clients foster innovation and effectively bridge the gap between business and IT to provide successful results in Global Business Transformation initiatives. Prior to joining VEA, Mr. Argueta was responsible for the management and supply chain operations of a multi-million dollar production facility of infrared sensors. He holds a Masters in Technology Management from the Wharton Business School at the University of Pennsylvania.



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The Differences Between Cloud and Hosted ERP and Why They Matter

written by Lauri Moon | April 27, 2020

Cloud ERP systems have gained rapid market acceptance, and many traditional ERP vendors are responding with hosted versions of their on-premises systems. While hosted ERP delivers some benefits, potential buyers should understand how they differ from cloud ERP systems so they can make an informed decision.

Join Frank Scavo of Computer Economics, an independent advisory firm on the strategic and financial management of information technology, as he explores the benefits of both cloud ERP and hosted ERP and concludes with practical recommendations for buyers considering their options.

Attendees will learn:

- Why cloud ERP solutions are rapidly gaining market acceptance
- The essential differences between cloud ERP and hosted ERP
- Factors that may drive the buyer's decision toward cloud ERP or hosted ERP

Everyone that attends the live webinar on January 24 will receive the Computer Economics Research Report, *"The Differences between Cloud and Hosted ERP, and Why They Matter."* (retails for \$995 on Computer Economics).

Speakers

 **Frank Scavo, President, Computer Economics**

Frank Scavo is the President of Computer Economics, an IT research firm based in Irvine, CA, where he covers the enterprise software industry. In addition to his work as an industry analyst, he has been leading ERP selection projects for clients since 1989. Frank is a graduate of the University of Pennsylvania and a Certified Fellow in Production and Inventory Management (CFPIM) by APICS, the association for supply chain management.

 **Tom Brennan, CMO, Rootstock**

Tom Brennan is Rootstock's CMO. Tom has 30 years of professional experience in ERP and business software. He has held many executive roles including being at Financial Force where he was the VP of Marketing.



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