

# Take Control of Your Manufacturing Operations

written by Lauri Moon | November 11, 2019

Running a production manufacturing facility brings multiple levels of complexity that need to be managed in order to remain profitable. Whether it's responding to your customers' changing demands or just keeping machines up to support your delivery commitments, you must have an effective control mechanism that can account for change. Can your manual, paper-based system maintain control of the revolving door of operators and ensure that all the quality inspections and compliance that your customers demand are followed? And with all the moving parts to make production sing, do you have visibility into what is actually happening—in real-time—so your management can monitor and respond as required?

Can your traditional ERP system do all that? Doubtful. But a Manufacturing Cloud that was designed by manufacturers for manufacturers can.

Learn how you can begin your journey to digital transformation by simply digitizing your operations on a single source of truth. Getting your house in order by getting rid of paper is the first step toward productivity, visibility, and control!

## **Speaker**

### **Stu Johnson, Director of Product Marketing, Plex Systems**

Stu Johnson has more than 25 years of experience in the manufacturing industry since beginning his career as a mechanical design engineer. He moved into the enterprise software space working in various roles providing solutions for global manufacturers in the consumer, aerospace, automotive, and heavy equipment industries. Currently, Stu serves as Director of Product Marketing for Plex Systems and focuses on the future of manufacturing software working with the Manufacturing Enterprise Solutions Association (MESA), Smart Manufacturing Workgroup exploring topics like the Industrial Internet of Things and Industrie 4.0.



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# **Modern ERP Trends Manufacturers Can't Afford to Ignore**

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According to a 2019 Mint Jutras Enterprise Solution Survey of Manufacturers, 29% are considering a new ERP system in the next 2 years, and 33% are undecided—meaning, they likely recognize the limitations of their current system but are unsure how to proceed. Do either of these groups sound like you? If not, are you ready to get left behind by your competition?

Manufacturers can't afford to keep "just making do" with systems that give them inaccurate data, delayed visibility into their operations and create extra work for their employees. Modern ERP systems are cloud-based and have advanced analytics and machine learning capabilities that can reduce your total cost of ownership and help streamline operations—reducing waste and maximizing profits.

Join Steve Reed, Vice President of Sales for Alithya's Microsoft practice, and Cindy Jutras, ERP analyst and owner of Mint Jutras, to discuss:

- How to know when it's time to replace your ERP
- What to look for in a new ERP

- Modern technology developments that can help you get a competitive advantage
- How to get a quick return on investment from your new ERP

## **Speakers**

### **✘ Steve Reed, Vice President of Sales, North America, Alithya**

Steve is responsible for all direct sales efforts in North America. He has a broad range of experience helping application software companies successfully develop and bring manufacturing and enterprise solutions to market. Reed has held sales and marketing management roles with Alithya since 2001, and previously spent five years with Baan (now part of Infor) in channel operations positions. Prior to Alithya and Baan, he spent time with software-related companies in the financial and property management industries. In 2008, he was recognized by Microsoft as “Sales Manager of the Year” for Microsoft Dynamics resellers. Reed holds a Bachelor of Business Administration degree from Baylor University.

### **✘ Cindy Jutras, President, Mint Jutras**

Cindy Jutras is a widely recognized expert in analyzing the impact of enterprise applications on business performance. Utilizing 40 years of corporate experience and specific expertise in manufacturing, supply chain, customer service and business performance management, Cindy has spent the past 10+ years benchmarking the performance of software solutions in the context of the business benefits of technology.

Prior to founding Mint Jutras, Cindy was Vice President, Research Fellow and Group Director for the Aberdeen Group where she conducted survey-based research on ERP, suite-based enterprise applications and business performance management. During her tenure with Aberdeen she directly managed a variety of research practices including Enterprise Applications and ERP, Manufacturing, Product Innovation and Engineering, GRC and Financial Management, Strategic Service Management and Human Capital Management. In addition, she played a leadership role in developing Aberdeen research staff, methodologies and best practices.



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# **The Economic and Strategic Benefits of Cloud ERP**

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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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# **The Differences Between Cloud and Hosted ERP and Why They Matter**

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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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# **Webinar: Automation + Cloud = Big Benefits from Industrial IoT**

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If you're a manufacturer, OEM, or in a process industry, the Industrial Internet of Things (IIoT) can help you boost your production efficiency, quality, flexibility, and visibility to higher levels than ever, while responding to customer requests and

market opportunities much faster.

Learn how to get started in a lively one-hour webinar with **Tim Wormus** from **Siemens** and **Tom “Elvis” Jones** from **Amazon Web Services (AWS)**, respected world leaders in cloud and automation technologies.

They will cut through all the IIoT hype and get specific: You’ll learn how advanced sensor, automation, and cloud technologies can combine to help you take advantage of advanced analytics and machine learning. And they will give you insights to:

- How to benefit from open IIoT platforms in terms of connectivity, custom app development and an ecosystem of apps
- The latest on cloud compute power, scalable dynamic storage, and content delivery
- Examples of successful applications using the Siemens MindSphere open cloud-based operating system for IoT on AWS
- How you can get started with little cost and risk and scale fast

## **Speakers**

### **☒ Tim Wormus, VP IIoT Strategy and Implementation Americas, Siemens**

Tim is a leader in the intelligent application of analytics technologies, including the open cloud based operating system for the IoT MindSphere. He has held development and market facing roles at Genedata, Inc., Tibco Spotfire, Perkin Elmer, and H2O.ai. Today, he acts in a leadership role for Siemens as VP for IIoT Strategy and Implementation in the Americas. His team is revolutionizing how companies do business. Tim and his team work with customers and partners to help identify how to apply the appropriate technology solution to the challenges specific to their industry, size and corporate goals, in order for them to best achieve tangible returns.

### **☒ Tom “Elvis” Jones, Solutions Architect, Amazon Web Services**

Tom spends his time focusing on the complex challenges of strategic partners in the Design, Engineering, and Manufacturing space. His career has spanned both the hardware and software sides of the house, including work at Red Hat, Transmeta,



and Pratt & Whitney, giving Tom an extremely broad technical experience across multiple industries and verticals. He is a whitepaper author, a patent holder, a training material builder, a DevOps expert, an active Maker, a mountain biker, and above all, a passionate technologist. He has been known to go far out of his way for pinball and fondly recalls playing “Adventure” on an ADDS Viewpoint ASCII terminal.



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