

# Next Gen Technologies Engaging Connected Manufacturing

written by Lauri Moon | May 1, 2019

In Industry 4.0 companies are embarking on the transformative journey. The desire to gain new business insights from data, the availability of affordable IoT infrastructure, move to the edge, AI and the advent of 5G are driving strong demand.

Hear from a panel of experts how manufacturers are transforming and how industrial solution builders can keep them ready for the era of new industrial revolution.

Topics of discussion will include:

- trends happening in a connected manufacturing world
- move to the edge, the role of IoT, AI, 5G and other emerging technologies
- ways to help your customers drive digital transformation
- the next generation OEM solutions that we modify, configure, test and optimize to fit your unique needs so that you and your customers can maintain a competitive “edge.”

## Speakers

 **Greg Moore, OEM Enterprise Technologist, Dell Technologies OEM & IoT Solutions**

Greg Moore is the “OEM Enterprise Technologist” for the Dell Technologies OEM & IoT Solutions organisation in the EMEA Region. The Dell EMC OEM team is a Global Engineering & Sales organization, setup to enable customers to integrate the extensive portfolio of Dell Technologies, into the Operational Platforms and Solutions they develop. OEM also provides services for global logistics, global support, product customisation & trade compliance, product rebranding and a specialised rugged portfolio.

Greg supports verticals such as Industrial Automation, Marine, IoT, Space, Surveillance, Transport, Health & Life Sciences and Energy, therefore offering the Defense Industry with insights & trends from across many markets. He has been in the IT industry for over 30 years, lives in Dublin Ireland, with his wife and two children.

✘ **Harry Forbes, Research Director, ARC Advisory Group**

Harry Forbes is a Research Director with ARC Advisory Group based in Boston. Harry leads ARC's coverage of DCS and industrial networks. He contributes to ARC coverage of process automation and the Industrial Internet of Things (IIoT). Harry is also an expert in the electric power vertical industry. Harry has over 30 years of experience in process automation, electric power generation, energy management, modeling and simulation, advanced control, and optimization. He has written for many industry and trade magazines, as well as for many technical and industry conferences.

Prior to joining ARC Advisory Group Harry served in a variety of marketing, sales and engineering posts for Simsci-Esscor, Invensys, and Foxboro. He also worked as a performance and automation engineer in fossil and nuclear power generation at the Detroit Edison Company. Harry is a graduate of Tufts University with a BS in electrical engineering and has an MBA from the Ross School of Business at the University of Michigan.

✘ **Spencer Doyle, Vice President - Industrial Platform, Noodle AI**

Spencer is a life-long client services practitioner. His guiding metric for success in business is his client's own success. A student of data and analytics for his entire career, Spencer spent fifteen years at MicroStrategy playing an active role in every directorate in the organization. Spencer developed a keen sense of how organizations use data to empower executives to make informed business decisions. He parlayed his skills to develop, consult, and sell analytic software and services to clients across the Fortune 2000, becoming a multi-year top global performer and client development leader. Before joining Noodle.ai, Spencer worked as the Director of Sales for Platfora, a big-data software analytics company headquartered in Silicon

Valley. Spencer graduated from Dartmouth College and trained extensively with the Royal Shakespeare Company in London before starting his career in technology. When he's not out-and-about with clients, friends, or family you'll find him playing golf anywhere he can find a course and time to play.



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## **Industry 4.0 - Believe the Hype**

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In 2018, OSHA reported 5,147 work-related deaths in the United States. In 2017, a study by Zappix, Inc., indicated slow customer service as the contributing factor in a \$75B revenue loss. Energy.gov states that 30% of energy used in average commercial buildings is wasted.

These seemingly disparate data points have one thing in common: all are among the most common industry-wide business problems organizations seek to solve. Expertise and technology are available today to help companies move forward. The digital era is here. But where to begin?

In this webinar, you will hear about Hitachi and Oracle's joint approach to the Internet of Things (IoT) - asset monitoring, production monitoring, connected worker and optimized factory. Hear how to identify a use case, which is the

cornerstone of any successful IoT initiative, learn the questions to ask about capturing data, see examples of customer successes, watch a solution demo and share in a Q&A with our panel of experts.

Every company is impacted by the digital age. In the past 15 years, 52% of Fortune 500 companies have disappeared from the list. And it is estimated that 40% of all business will fail in the next 10 years due to digital disruption. Let's talk about how you begin or proceed along your path to solving business problems with IoT.

## **Speakers**

### **✖ Ellen Dowd, Keynote Speaker, Senior Vice President, Solutions - Hitachi Social Innovation Business Unit**

Ellen Dowd is the Senior Vice President of Solutions for Hitachi's Social Innovation Business. Whether focused on global sustainability issues around water and energy management or urban mobility challenges facing the world's most dense populations, Ellen's focus remains on sustaining Hitachi's culture of innovation and commitment to making the world a better place—all while breaking into new digital markets. Ellen has 20+ years of experience in consulting, primarily focused on helping clients drive results and change their business models through the adoption of innovative technologies. Ellen has advised C-level executives at more than 40 companies on the Global 2000 and has a track record of defining and executing successful strategies for using emerging technologies to deliver meaningful business outcomes. She has been recognized by the industry in a number of ways, including being named one of Dallas' Top 25 Women in Technology by the Dallas Business Journal, and the Best Woman Sales Director in the US by WISA. Through these recognitions—as well as through numerous speaking engagements throughout her career—Ellen has established herself as a passionate and successful business leader in the technology field.

### **✖ Jai Suri, Thought Leadership Speaker, Senior Director, Product Management, IoT Cloud - Oracle**

Jai is Senior Director of Product Management, responsible for product strategy and technical roadmap of the Internet of Things (IoT) Cloud offerings from Oracle. Jai

leads definition of vision and product strategy for IoT at Oracle leveraging cloud and predictive analytics solutions with the goal of making IoT easy for achieving business outcomes. He is a digital transformation strategy expert with a focus on application of emerging technologies (IoT, Data Analytics, Machine Learning, Mobile) to modernize enterprise application environments such as ERP, Supply chain and CX. He has over 18 years of experience in various roles including product management, engineering management, technology leadership and software development for enterprise markets. In 2016, Business Insider recognized Jai as one of 26 rock-star engineers changing the company. Jai holds a Master of Software Management degree from Carnegie Mellon University and a Bachelor of Engineering degree in Instrumentation and Process Control from University of Pune.

**✘ Viktor Sahakian, Thought Leadership Speaker, Vice President, Oracle Technology - Hitachi Consulting**

Viktor Sahakian leads Hitachi Consulting's Oracle technology practice and has over 25 years of consulting experience with applications development, implementations and systems architecture. He has directed and provided project management and technical leadership on multiple global implementations and transformational projects. He has in-depth knowledge of Oracle E-Business Suite and Oracle database architecture, installation and configuration. His current focus areas are cloud based SaaS, PaaS and IaaS transformations.

**✘ Gloria Kunik, Host & Moderator, Leader, Americas Alliances & Channels**

Gloria is Leader of the Americas Oracle Alliance for Hitachi Consulting. In this role, she has responsibility to expand and enhance the Hitachi/Oracle partnership by positioning new solutions and strategic go-to-market synergies, including those for IoT and other emerging technologies. Her 20-year background with the Oracle ecosystem includes delivery leadership, delivery and business consulting, sales and sales enablement and alliances. Prior to joining Hitachi, Gloria held several positions in the Oracle technology consulting industry, including implementation consulting, delivery leadership, solution leadership, industry expertise and sales.

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# **Webinar: Navigating the Manufacturing Workforce Challenge**

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A dramatic increase in demand for precision manufactured products, unprecedented shifts in demographics, and changing attitudes about education, work and fulfillment, have created conditions where attracting and retaining talent is one of the biggest limiting factors for manufacturers today. What are manufacturers doing about it? That's what we sought to find out.

In this webinar we will be revealing the key insights gained through a survey of manufacturers around the country. What we will cover includes:

- The key industry/market/global influences effecting executive decision-making around the workforce
- The most significant challenges leaders are facing when it comes to navigating their organizations future
- What techniques manufacturers are finding effective to attract and retain the workforce of the future

- The technologies manufacturers are investing in to better compete for workforce talent now and in the future

This not-to-be-missed webinar will give you an up-to-date picture of what others in your industry are thinking and doing. A detailed report will follow this interactive session discussing our survey's results and analysis behind the numbers.

## Speaker

### **Brent Robertson, Partner, Fathom**

Brent Robertson is a partner at Fathom, a Future Design firm located in West Hartford, CT. Working with leadership teams at some of the region's most valuable organizations, Brent champions an approach to strategic planning, employee engagement, leadership succession, and market differentiation that prioritizes people and relationships.

In addition to his client work, Brent is an advocate for the maker culture and is engaged with the Advanced Manufacturing, Architecture, Engineering and Construction industries, serving as a strategic advisor to the organizations that support them. With a bias toward provoking new ways of seeing the world and taking action to change it, Brent speaks at events around the country and is regularly featured in regional and national publications.

Brent has oriented his life around helping people create conditions for their success. He is frequently invited to lecture on the topic of leadership at universities, and uses his recent personal transformation experience—going from overweight and out of shape middle-ager to ultra-distance trail/road marathoner and triathlete in under three years—as a place from which to mentor others through personal and professional change.

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