

The Economic and Strategic Benefits of Cloud ERP

written by Lauri Moon | June 18, 2019

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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Machine Risk Assessment Essentials

written by Lauri Moon | June 18, 2019

Industrial machinery can expose personnel to multiple hazards resulting in a range of risks. If not properly recognized and mitigated, these risks can lead to injuries,

lost production or loss of life. By law, every employer must complete a workplace hazard assessment. A thorough risk assessment includes identification of hazards, frequency of exposure, probability of injury, severity of injury and methods for reducing risk. This webinar teaches you how to assess risks associated with fixed industrial machinery and establish a risk level based on ANSI/RIA risk assessment methods. After completing this webinar, attendees will become familiar with the machine risk assessment process and understand important questions to ask.

Objectives:

- Address the importance of machine safety
- Review OSHA requirements for machine safeguarding
- Provide an overview of the many codes and standards that may be included in a machine safety and risk assessment
- Provide basic methods and tools for getting started with machine safety and risk assessments

In today's highly competitive environment, understanding your risk is essential to good business practices. Machinery hazards can be identified, assessed, and mitigated to limit exposure to risk. Learn workplace safety requirements and U.S. machine safety regulations from the experts at UL.

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Embargoes & Sanctions

written by Lauri Moon | June 18, 2019

Embargoed Countries, Arms Embargoed Countries, Sanctioned Countries & Presidential Sanctions

What Do These Terms Mean and How Do They Relate To Your Export Transactions and Compliance? Export controls and compliance with the regulations has long been a complex issue for exporters. Dealing with the various levels of embargoes and sanctions can be confusing and costly if any applicable restrictions are violated.

This webinar will break down into simple terms the various types and levels of embargoes and sanctions. It will explain who the controlling agencies are, determine what types of transactions are affected and how to incorporate a review of these embargoes and sanctions into your due diligence and compliance procedures.

Who should attend?

- Anyone responsible for export compliance
- Logistics
- Shipping
- Sales/marketing
- International Supervisors and Managers

Presenter: Robert Imbriani, Team Worldwide

There is no cost to participate. Registration is required. Dial-in information will be provided upon registration.

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Are You Considering Entering the EU Market?

written by Lauri Moon | June 18, 2019

If the answer is Yes, then this webinar is a must for you.

Irish Manufacturing Research (IMR), in collaboration with Littus and the Pennsylvania Department of Community and Economic Development, is offering a unique program that will help you:

1. Expedite your orientation into the EU market using Ireland as a base
2. Access considerable engineering support from IMR's extensive EU advanced manufacturing network to de-risk your market entry
3. Launch your EU/Irish business and develop a solid operational plan for the first 3 years

Ireland



Medical devices



Fintech



IT and semi-conductor



Advanced manufacturing



Social Media/Web applications



Life Science/Pharma

Join us and get an overview of this unique program and see how it can help you to de-risk your entry into this critical market.

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New Machine Shop Webinar Series

written by Lauri Moon | June 18, 2019

As identified by more than 50 assessments conducted over the past year, **machine shops and fabricators have common issues:**



- **Shortage of skilled employees**
- **Improving the order quoting process**
- **Growing their business**
- **Improving the company's website**

Join us for no-cost, one-hour webinars to help address these needs. Below are links to sign-up for each webinar.

Organizing Your Shop Floor to Increase the Productivity of Your Most Valuable Assets - You and Your Employees

- **Date:** Tuesday, **June 11, 2019** from 11:30 a.m. to 12:30 p.m.
- **For more information and to register, click here.**

Job Shop Quoting: How to Streamline Your Process

- **Date:** Tuesday, **July 9, 2019** from 11:30 a.m. to 12:30 p.m.
- **For more information and to register, click here.**

Machine Shop Sales and Growth Strategies

- **Date:** Tuesday, **August 6, 2019** from 11:30 a.m. to 12:30 p.m.
- **For more information and to register, click here.**

How to Take a Proactive Approach to Marketing Your Machine Shop

- **Date:** Tuesday, **September 10, 2019** from 11:30 a.m. to 12:30 p.m.
- **For more information and to register, click here.**

How to Take a Proactive Approach to Marketing Your Machine Shop

written by Lauri Moon | June 18, 2019

Does most of your business stem from less than 10 customers? If so does it keep you up at night wondering what would happen to your business if one or more of those customers took their orders elsewhere? It's incredibly important to develop a proactive approach to diversifying your customer base. By looking at the top traits of your clients, identifying additional companies that look like them and turning your website into a lead generation tool, you will be able to expand your reach and grow your business.

By attending this webinar you will be able to:

- Identify top similarities within your current customer base
- Find new, comparable customers to grow your business
- Develop a marketing plan to reach these customers
- Turn your website from a passive tool to a lead generation tool

IMC sister-center, Georgia Manufacturing Extension Partnership (GaMEP) was recently awarded a grant to assess machine shops. One of the top needs that came out of the more than 50 assessments over the past year was the need to improve their websites to drive new business. This webinar will help you learn to identify new customers based on your existing clients and turn your website from a reactive to proactive tool.

[Register](#)

Machine Shop Sales and Growth Strategies

written by Lauri Moon | June 18, 2019

Most machine shops share a common thread: wanting to grow, but not quite sure how to go about growing and how to manage that growth. Does this sound familiar to you? If so, this webinar will teach you some best practices for how to go about turning this challenge into a desirable and implementable growth strategy.

By attending this webinar you will be able to:

- Learn different ways to tap into new markets and new customers
- Evaluate and compare different growth opportunities
- Learn to determine the strategies that are right for your business
- Manage risks associated with growth

IMC sister-center, Georgia Manufacturing Extension Partnership (GaMEP) was recently awarded a grant to assess machine shops. One of the top needs that came out of the more than 50 assessments over the past year was the desire to grow their business. This webinar will help you gain practical techniques that will help you grow your business.

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Job Shop Quoting: How to Streamline Your Process

written by Lauri Moon | June 18, 2019

As a small manufacturing company, the ramifications are high if you are losing quotes

due to timeliness and errors. But as you know, it's hard to manage the day-to-day current business while managing new orders. What would the impact to your business be if you could improve your quoting process and increase your quote-to-order ratio?

By attending this webinar you will be able to:

- Learn best practices in quoting methods and estimation techniques
- Consider all of the pertinent factors when quoting jobs
- Gain valuable resources to assist you in the quoting process

IMC sister-center, Georgia Manufacturing Extension Partnership (GaMEP) was recently awarded a grant to assess machine shops. One of the top needs that came out of the more than 50 assessments over the past year was the necessity to improve the quoting process. This webinar will help you gain tools and techniques to minimize errors and produce quotes in a more timely fashion.

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Organizing Your Shop Floor to Increase the Productivity of Your Most Valuable Assets: You and Your Employees

written by Lauri Moon | June 18, 2019

As a small machine shop or fabricator, you have a limited number of people and resources. So why waste your time searching for tools and material. Instead learn to recognize these time wasting activities and techniques to eliminate this waste so you and your team members can devote more time to value-added work.

By attending this webinar you will be able to:

- Recognize non-value added activity and its effects on your capacity
- Better organize your shop, reducing frustration caused by having to repeatedly seek and find items
- Increase the output of your most valuable resources
- Make significant, impactful improvements at little to no cost

IMC's sister-center, the Georgia Manufacturing Extension Partnership (GaMEP) was recently awarded a grant to assess machine shops. One of the top needs that came out of the more than 50 assessments over the past year was the shortage of skilled employees. This webinar will help answer how can my employees and I work more effectively and provide valuable tips and tools to get you started.

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Perfecting Inspection - How to Revolutionize Design & Manufacturing Processes with GD&T

written by Lauri Moon | June 18, 2019

If implemented as part of a lean, accurate and efficient process, Geometric Dimensioning and Tolerancing (GD&T) can be a powerful tool to save time and eliminate costly errors in your design and manufacturing operations. To be effective, though, GD&T must be evaluated the RIGHT WAY for your specific industry and application.

Join our industry experts as we dive into the benefits and challenges of

implementing best practices in GD&T and other metrology processes. Starting with a crash course in the basics of interpreting tolerances, we then dig deeper and show you how to avoid common pitfalls of GD&T evaluation shortcuts.

We will also demonstrate how the latest software and hardware work together to revolutionize the execution and implementation of GD&T strategies, while driving clarity and QA improvement throughout the entire development and manufacturing process.



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