New Machine Shop Webinar Series

written by Lauri Moon | May 30, 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 | May 30, 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 | May 30, 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.

Register

Job Shop Quoting: How to Streamline Your Process

written by Lauri Moon | May 30, 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.

Register

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

written by Lauri Moon | May 30, 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.

Register

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

written by Lauri Moon | May 30, 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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Managing Exposure Risks with Innovative Technology: Answering Questions You Were Too Afraid To Ask

written by Lauri Moon | May 30, 2019

Organizations like yours employ EHS professionals to help keep front-line employees safe from harmful workplace exposure. But to do this successfully, you need to

accurately identify hazards that put your employees at risk. With technology, instead of having a few EHS professionals identifying hazards and managing risk for thousands of employees, companies can turn to their employees for help. As your first line of defense and best access to hazards and potential risk visibility, your employees should be empowered to help your EHS professionals source exposure hazards across your company. With recent advancements, you can now make that process much easier than ever before.

During this webinar, you will learn how to:

- Implement different methods for your front-line employees to report exposure risks
- Empower employees with innovative technology like wearables, IoT, big data, and more
- Elevate exposure risk management as a key pillar in holistic employee well-being

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Using APIs to Break the Barriers of Smart Manufacturing

written by Lauri Moon | May 30, 2019

The #1 barrier to Smart Manufacturing is the lack of connectivity between your systems and processes. The smartest manufacturers are jumping ahead of competitors by using APIs to break through these barriers and get critical data flowing instantly to the right people at the right time. Are you using APIs for this?

Join this webinar and learn:

- How APIs are critical for digital communication throughout the entire value chain
- Why APIs are powerful tools that aren't just for IT
- How APIs accelerate value realization

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The Pulse of Performance Management 2019: The Evolution of Performance Management

written by Lauri Moon | May 30, 2019

Which vendors received the highest ratings from their customers for budgeting, consolidation, reporting, dashboards and analytics? How is AI reshaping performance management solutions? What is the impact of all the recent investment and acquisition activity in the space?

Now in its 16th year, this annual web event will quickly get you and your team up to speed on the latest in budgeting, planning, forecasting, consolidation, reporting and analytics. This information will enable you to confidently embark on a new performance management project or identify opportunities to enhance an existing one.

Note: this is a cross-industry webcast.

The following information, all new or updated for 2019, will be covered:

- How performance management solutions have become more comprehensive, connected, and collaborative
- The expanding role of Artificial Intelligence in providing better analysis
- The success or failure of solution marketplaces in delivering value
- The relationship between forecast accuracy and forecasting methodology
- The role of spreadsheets in performance management solutions
- Updated 'Best Fit' tags identifying the best vendors for a particular requirement
- The key vendors to consider for your performance management project will be identified and reviewed based on their core and advanced functionality, latest enhancements, market success, and customer satisfaction with a focus on ease of use

BPM Partners will share:

- BPM Partners' core list of performance management vendors for 2019
- The always highly anticipated BPM Pulse 2019 vendor customer satisfaction ratings
- The 2nd Annual BPM Pulse Awards for Top Rated Vendors

Share your opinions and impact the results we present: 2019 BPM Pulse Survey

Apple AirPods 2019 Drawing

2 live webcast attendees will receive Apple AirPods 2019 w/ Charging Case, which works with any Bluetooth phone.

Speaker

 Craig Schiff, CEO, BPM Partners

Craig Schiff is CEO of BPM Partners, a vendor-neutral advisory services firm that helps clients address their performance management challenges with a comprehensive, rapid and cost-effective methodology. He was a founding member of Hyperion (which is now part of Oracle), and spent 16 years as SVP of its Products & Services group. More recently he was co-founder and CEO of OutlookSoft (now part of SAP). Mr. Schiff was also a founding member of the BPM Standards Group and is a recipient of the Ernst & Young Entrepreneur of the Year Award. He has spent 30+ years focused on budgeting, forecasting, consolidation, reporting and analytics. He has contributed his expertise to CFO Magazine, American Productivity & Quality Center, Association for Financial Professionals, Institute of Management Accountants, IndustryWeek, TechTarget, Information Management, TDWI and other leading finance and technology focused publications and conferences.

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Reducing Complexity in the Age of Manufacturing Industrial 4.0

written by Lauri Moon | May 30, 2019

As a manufacturing organization grows and changes it becomes increasingly difficult to implement business process standards, support quality and consistency, and provide visibility to business leaders who have become removed from the day-to-day operations. Further, a collection of legacy, siloed, customized, out of date solutions leads to redundant, inaccurate data, extra work, and an inability to stay up-to-date on current versions. This scenario will keep your business from achieving its goals, as well as lock your business out from utilizing emerging technologies such as analytics, artificial intelligence, and the internet of things, which are essential for success in the modern manufacturing environment.

You are invited to a webinar on May 30th at 2:00 PM EST, featuring Infor's Director of Industry and Solution Strategy, Nick Castellina, and Mike Kalinowski, Infor OS Product Manager, to learn about how your business can reduce complexity and differentiate itself in Industry 4.0. During this event, you will learn:

- The biggest issues that manufacturers face as they grow
- Tips for connecting business leaders with relevant information
- Strategies for improving workforce productivity
- How to build a digital foundation for reducing complexity

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.

Mike Kalinowski, OS Product Manager, Infor

As a member of Infor OS platform team and based out of Philadelphia, PA, Mike Kalinowski leads product management and strategy for the Infor Data Lake, Data Catalog, and Infor ION's suite of data transformation tools & utilities. Mike's role is in identifying and solving enterprise challenges across analytics, search, operational reporting, and predictive silos by driving Cloud-based technologies to address an ever-increasing need for data scalability, governance, and delivery. Previously, Mike spent several years with Preferred Sands leading the application integrations team in automating their rail and truck-based distribution networks.

Register