

Optimizing Service Delivery for Manufacturers and Asset Operators

written by Lauri Moon | February 25, 2019

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Data Security Issues: Why it Matters for Recycling of Old, Outdated IT Equipment and e-Waste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 | February 25, 2019

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.

Supercharging Your Safety Program with Hazards & Observations Mobile Technology

written by Lauri Moon | February 25, 2019

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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Industry 4.0 - Believe the Hype

written by Lauri Moon | February 25, 2019

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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Introducing ISO 45001 & What it Means for You

written by Lauri Moon | February 25, 2019

There's a lot of buzz around ISO 45001, the first global standard for occupational health and safety. With that buzz comes a lot of questions.

And we have answers.

Join **Ryan Hellman** (President and CEO of Hellman & Associates) and **Carol Leaman** (CEO of Axonify) as they explore this new standard, including key requirements, business implications, and the opportunities it presents for you to continuously improve workplace safety.

This informative webinar will provide insight into:

- The basics of ISO 45001
- Where and how training and competence are connected to ISO 45001
- How microlearning can remove key barriers to the adoption of/transition to the standard
- Real-world examples of how industry leaders are using microlearning to

create a proactive culture of safety that supports continuous improvement

Speakers

✘ Carol Leaman, CEO, Axonify

Carol Leaman (BA, MAcc, FCPA) is an award-winning thought leader with an impressive track record of successfully leading tech companies. Not only is she a disruptor in the corporate learning space, but she's also the brains behind the Axonify Microlearning Platform. Prior to Axonify, Carol was the CEO of PostRank Inc., a social engagement analytics platform she sold to Google. She was also the CEO at several other technology firms, including RSS Solutions and Fakespace Systems.

Carol is a celebrated entrepreneur and trailblazer (Sarah Kirke Award 2010, Waterloo Region Entrepreneur Hall of Fame Intrepid Award 2011 and the Profit500 Award for Canada's Leading Female Entrepreneur 2017) whose articles appear in leading learning, business and technology publications. She also sits on the boards of many organizations and advises a variety of Canadian high-tech firms.

✘ Ryan Hellman, President and CEO, Hellman & Associates

Ryan Hellman is founder and President of Hellman & Associates, Inc. Ryan has more than 28 years of environmental health and safety (EHS) experience; including the past 20 years spent providing outsourced services and compliance leadership to H&A clients in construction, manufacturing and service-based organizations ranging from start-ups to Fortune 500 companies.

Ryan has experience in the development and management of world class EHS management systems, exceeding expectations of OSHA Voluntary Protection Program (VPP), ISO 18001 and 14001 international management systems. H&A remain one of only three consultation companies in the U.S. to achieve the OSHA VPP Star recognition for a mobile workforce; and thereby extend their knowledge of EHS management to their clients by leading as an example. Ryan, through his organization, has assisted companies decrease injury and illness rates by as much as 50%, achieving levels at, or below, the industry average in as few as nine months

and driving measurable change through safety-culture change and enhancement.



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Trends and Strategies Driving Manufacturing Success in 2019

written by Lauri Moon | February 25, 2019

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 | February 25, 2019

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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Manufacturing and Artificial

Intelligence: How Computer Vision Drives ROI

written by Lauri Moon | February 25, 2019

Manufacturing enterprises are quickly deploying AI solutions to stay ahead, but how to scale these advances — and where to begin — remain elusive.

This talk, moderated by Levatas' head of Data Science, will walk through how to perform human-in-the-loop analysis of unstructured data such as imagery and video footage, and how it could save businesses time and money.

Join this webinar and learn more about how AI solutions in manufacturing can improve your:

- Production Process
- Decision Making
- ROI

We'll walk through factors to consider, results that other industries are seeing, and the potential of AI for this industry.

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Industry 4.0 One Step at a Time

written by Lauri Moon | February 25, 2019

Industry 4.0 has the opportunity to dramatically transform the way manufacturers compete. Some of the benefits that companies are looking to achieve via Industry 4.0 include improved quality, reduced costs, shorter cycle times, and increased revenue. While the benefits can be significant, the path to get there can seem overwhelming. Faced with the many enabling new technologies and complexities of transforming the business, companies are asking how to get started. What should they do first? How do they begin the journey?

This webcast will discuss the associated business transformation along with concrete ideas on how to begin the journey and reap the benefits of Industry 4.0 one step at a time.

Speakers

 **John Barcus, VP, Industry Solutions, Manufacturing Industries, Oracle**

John Barcus is Vice President responsible for the Oracle Global Manufacturing Industries. The Manufacturing Industries Solutions Group works globally with customers, partners, and within Oracle to refine industry strategy and build industry solutions that support the Industrial Manufacturing, Automotive, and High Tech industries.

John has been with Oracle for over 20 years, 8 of which were in consulting working with customers to manage large global ERP and advanced planning projects. John brings to companies a strong manufacturing, supply chain, and industry background. His implementation and business experiences help customers to use technology to solve business issues, gain competitive advantage, and to adapt to the rapidly evolving needs of the digital age. John has been a frequent speaker at industry events.

Prior to coming to Oracle, John worked within the industrial manufacturing, aerospace, and high tech industries in a variety of roles including; Sales, Materials

Manager, Purchasing Manager, Manufacturing Manager, and Inventory & Control Manager. He has an MBA from Pepperdine University, and an Operations Management Degree from Cal State Fullerton.

 **Scott Renner, Director, Industrial Manufacturing, Oracle**

Scott Renner is the Director of Industrial Manufacturing in Oracle's ISG group where he is driving solutions for the digitalization of the value-chain and preparing companies for the Industry 4.0 revolution. His 30 years of experience in operations, ERP, and business transformations brings a deep business and technical skill set to his work.

Before Oracle, Scott has been an operations manager, a professional services manager and entrepreneur with over two decades of consultancy experiences in the largest of manufacturing companies to the smallest.

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Supply Chain Digitalization and Failure Mode Effects Analysis

(FMEA) for Inventory Excellence

written by Lauri Moon | February 25, 2019

This session will focus on product digitization within supply chain processes and how these elements can be used to improve customer satisfaction. Discussions will help participants learn how digitization of business process information can be used to reduce defects and how to identify the true data elements your customer's desire. We will also learn how small to midsize organizations can track customer satisfaction and use this information to communicate areas for process improvements to leaders throughout the organization.

Takeaways: The effective use and adaptability of the Failure Mode and Effect Analysis (FMEA) in inventory management.

Speaker:

Ray Poinsette has been working for Beaver Street Fisheries (BSF) for 9 years as the Director of Process Improvement. He leads the Process Excellence Department, where he is responsible for: a) LEAN Six Sigma initiatives b) Product information management c) SharePoint intranet and extranet initiative for the organization d) Plant compliance Before joining BSF Ray worked for Convergys Corporation and CSX Transportation in positions as Trainmaster, HR Business Unit Six Sigma Black Belt, Finance Director, Terminal Process Improvement Black Belt, and Chief of Staff to the business unit President. Ray attended the US Naval Academy for his undergraduate studies, Jacksonville University for his MBA, and he is an ASQ Certified Six Sigma Black Belt. Prior to moving to Jacksonville FL, Ray served as a Logistics Officer in the US Marine Corps and was stationed at various bases & ports around the World.

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