

# Preparing for the Post-COVID-19 Pandemic Maintenance Operations “Thaw”

written by Lauri Moon | May 1, 2020

While none of us are sure of when the end of the pandemic will be, we realize our manufacturing operations are in a time of transition. We’ve gone from the preparation phase to the reaction phase and now we’re planning for what the future looks like. Whether your maintenance operations have slowed and you’re now ramping back up to normal or you’re recovering from adjusting to a more hectic schedule to deliver critical products, it is an inflection point time in your business where decisions made in the next few months will determine your future.

Join our webinar to help tackling questions like:

- What have you learned from operating during COVID-19?
- What do your short-, mid- and long-term plans in the aftermath look like?
- What can you do to set yourself up for a successful transition to the “new normal”?

We’ll share tools you can implement now and in the future to:

- Report and analyze your work (like COVID-19 tasks and deferred maintenance you may have addressed)
- Focus in on operational improvements you can make immediately (like digital documentation, maximizing staff efficiency, optimizing workflow, becoming more lean, improving parts and procurement, etc.)
- Invest in technology to help with mobile/remote work and communication

## Speaker



## **Paul Lachance, Senior Manufacturing Advisor, Dude Solutions**

Paul Lachance has spent his entire career devoted to optimizing maintenance teams by enabling data-driven decisions and actionable insights. He wrote his first CMMS system in 2004 and has since spent his professional career designing and directing CMMS and EAM systems. A regular speaker at national tradeshow, he's been featured at IMTS, Fabtech and SMRP as well as several industry magazines. He currently serves as the Senior Manufacturing Advisor for Dude Solutions.

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# **Funding for Energy Efficiency Equipment Upgrades**

written by Lauri Moon | May 1, 2020

Taking advantage of opportunities to improve efficiency and reduce energy-related costs often requires investment in new equipment, technology, or controls. Identifying funding available to your business and providing estimates of project

payback are key components to reaching your goals.

Often, many companies are eligible to apply for funding to assist with improvement efforts. Eligibility of sites and projects, however, should be considered carefully.

This PennTAP webinar will discuss funding opportunities for energy efficiency equipment upgrades for small to mid-sized companies throughout Pennsylvania.

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# From Challenge to Challenger: Your Path to Additive Manufacturing Success

written by Lauri Moon | May 1, 2020

How can your organization approach additive manufacturing (AM) in the best way possible? The simplest answer is to embrace AM as a massive opportunity for growth instead of a challenge that needs to be addressed.

After all, the goal of any AM initiative shouldn't be to "catch up" to competitors that may already be using AM. The goal is to become an innovator in your space — the leader that your competitors are scrambling after. Getting there involves overcoming the challenges that practically every organization faces at the outset of their AM journey. This webinar will explain how to work past those roadblocks, how to explore the full potential of AM from the ground up, and how to become a true innovator in your industry.

The first step requires looking inward at your organization. It involves an end-to-end rethinking of your design process, your manufacturing philosophy, and your entire value chain. You'll need agile teams that aren't bound by traditional ways, and your

organization must be set up to nurture and optimize that agility. With the right organizational groundwork, you will create new opportunities for your products and your business that will grow more powerful over time.

In this webinar, we will discuss:

- Why a “wait and see” approach to AM can be dangerous for your business
- How you can begin your AM journey with low risk and minimal investment
- How to lay the groundwork for long-term AM success
- How modest AM projects can evolve into transformative business opportunities
- Real-world examples of the many paths you can take on your AM journey
- Where the future of AM can take you

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# Ramping Up Lunch Break Discussion

written by Lauri Moon | May 1, 2020



Since the beginning of May, federal and state government officials have started to reopen the economy. During the last AME Mid-Atlantic lunch break, participants shared their plans, expectations, concerns, thoughts and practices as they prepared to ramp-up.

The AME Mid-Atlantic Region would like to invite you to share what we have learned during this period of reopening and next steps. Facilitated by IMC Lean Master Jeff Kopenitz.

This free, virtual event is open to both AME members and non-members but “seating” capacity is limited. Once registered, you will receive virtual meeting information via email.

This is a free event, but registration is required.

[Click here to register for this Zoom event.](#)

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# Selling Value in Uncharted Waters

written by Lauri Moon | May 1, 2020

***How to compete against the competition, which might have a lower price, without giving up on your price.***

At this session, we will dive into the aspects of:



- **What it really *means* to sell value**- whose definition of value really matters? Not yours! Unless we can have our prospects define what value means to them, our definition is worthless. What do they do to hide this?
- **What it really *takes* to sell Value** - it takes a selling process that is geared to uncover the value as defined by our prospects. Many salespeople push their view of the value they bring and it is a total disconnect. We must have a disciplined process that allows us to get there.
- **What *skills* we need to really sell our value** - we need the Value Seller Competencies all the time, but now they are simply vital. You'll be surprised at what these are.

The goal of this session is for us evaluate what we each must do, *right now*, to fill

our sales pipeline with qualified opportunities, or at least the beginning stage of some qualified opportunities. As things open up, we need to be prepared for:

- Strong price pressure - *“We need to cut costs.”*
- Resistance to meet in person - *“We’re not seeing anyone yet.”*
- Put Offs - *“That project has been pushed back.”*

[Click here to Register!](#)

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# How COVID-19 Will Trigger Global Supply Chain Realignment... and What To Do About It

written by Lauri Moon | May 1, 2020

## ***The Sequential Consequences of China Ripple Effects from Coronavirus***

IMC sister-center Catalyst Connection is hosting this webinar that will explore the ramifications of the COVID-19 virus, starting with the initial impact at the center of the virus in China, then in terms of the short-term effects on business and finally the long-term impact on trade and global supply chains. This webinar will demonstrate how a cascading effect starting in China will magnify several existing critical macro-trends within China that will ripple outwards and dramatically affect supply, revenue, earnings and market share of a significant range of global companies.

Even if businesses do no commerce with China at all, the widespread and pervasive effects of these trends will still reach them and influence prospects for survival and growth, alike. This one-hour webinar will examine these effects and how the downstream results will dramatically change global supply chain and pose serious challenges for US businesses unprepared for this adjustment:

- Supply chain disruption
- Shipping and transportation problems
- Work force concerns
- Reductions in quality & productivity
- Capital & liquidity issues
- Production relocation & global supply chain realignment

Finally, you will learn about a series of detailed recommendations to help businesses affected by this cataclysmic change come out of this stronger than ever.

**Presenters:**



**David Iwinski Jr.** CEO - Blue Water Growth LLC Pittsburgh

Mr. Iwinski is the Managing Director of Blue Water Growth, a global business consulting firm with extensive on-the-ground experience and expertise in Asia. Its services include merger and acquisition guidance, private capital solutions, product distribution, production outsourcing, and a wide variety of business advisory services for its Western and Asian clients.



**Dennis Unkovic, Esq.** Meyer, Unkovic & Scott LLP  
Pittsburgh

Mr. Unkovic represents U.S. and foreign entities in their international activities. His involvement includes negotiating commercial transactions, mergers and acquisitions, and inbound and outbound investment projects. He has traveled to 64 countries, with significant involvement in Japan, China, Southeast Asia, Australia, and Europe. For three years, he was Board Chair of Meritas, a highly ranked legal network of 7,658 lawyers in 94 countries.

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# How Can Employers Prepare for a Post-COVID-19 Workplace

written by Lauri Moon | May 1, 2020

The spread of the novel Coronavirus may diminish soon, requiring employers to begin reopening their businesses and welcoming back employees. Employers need to be ready to confront the issues concerning a post-pandemic workplace. Business guidance and legal requirements are changing rapidly. This webinar will discuss changes implemented that employers must be ready for in the coming weeks.

This webinar session will cover:

- Navigating the End of Shelter in Place Orders and when employees come back to work
- Issues concerning safety of employees
- How the workplace will change after COVID-19 retreats
- What potential legal claims employers could face

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# New Product and Process Development - From Strategy to Factory Floor

written by Lauri Moon | May 1, 2020

**The *SPEED OF CHANGE* keeps increasing in *EVERYTHING*. Including...**

|                             |                      |                    |
|-----------------------------|----------------------|--------------------|
| · Customer Requirements     | · Technology         | · Communications   |
| · Competitive Marketplace   | · Knowledge/Know-How | · Materials        |
| · Supply Chains (Reshoring) | · People (Turnover)  | · Methods/How-To’s |

**The time is NOW for manufacturers to get better at INNOVATION - at New Product Development and Implementation.**

IMC is offering this no-cost webinar featuring:



**3P (Production, Preparation, Process)**

**A time-tested methodology for New Product and Process Development**

On this webinar, we will cover:

- Introduction of the ***3P methodology for New Product and Process Development and Implementation*** (with Lean/CI Master Black Belt, Jeff Kopenitz)
- A look at New Product-related business considerations (strategic, financial, sales, marketing)
- How the IMC Team can support you and your company on New Product Development and Implementation

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Zoom login information will be shared prior to the event.

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# IMC Central PA Lean Roundtable Call

written by Lauri Moon | May 1, 2020

IMC would like to touch base with our “Continuous Improvement Community”, those who have been thru IMC’s lean training programs.

We would like to hear from you and discuss a little about:

- The Current Condition
- The Role of Continuous Improvement Advocates
- Possible Paths for Future Improvement Training and Support from IMC

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Once registered, you will receive login information for the conference call.

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# IMC Central PA Lean Roundtable Call - Williamsport Group

written by Lauri Moon | May 1, 2020

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- The Current Condition
- The Role of Continuous Improvement Advocates
- Possible Paths for Future Improvement Training and Support from IMC

[\*\*Register\*\*](#)

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