

# It's Time to Automate Your Quality Management System

written by Lauri Moon | January 6, 2020

Does your Quality Management System give you a complete picture of the compliance and quality landscape? Or is the view more like a broken mirror reflecting fragmented, disconnected images? Do you know immediately if and when you are non-compliant, or do you hope for the best?

Manual Quality Management Systems are rapidly becoming a thing of the past. In their place, a new generation of automated QMS solutions is stepping up to fully connect all operational areas of your business, producing a true, 360-degree view that ensures all requirements, standards and regulations are met.

We invite you to join us for a special IndustryWeek webinar on the enormous benefits that this revolution in Quality Management Systems presents to your business and the manufacturing industry.

Hear about the digital transformation that occurred in the quality department of ContiTech, a \$7B, 50,000 employee division of Continental tasked with integrating information from nine SAP instances and over 250,000 quality and compliance rules across the division into a single EQMS (Enterprise Quality Management Solution) solution providing a 360 degree view of quality and compliance in real time.

You will learn :

- Why automating individual processes of a manual QMS solves some problems while creating others
- The benefits of a truly end-to-end, cloud-based quality solution
- How connectivity is achieved between processes and associated recordkeeping
- Why an EQMS solution is the best approach to maintain complete compliance and quality

This is an information-packed webinar that can help your manufacturing operation

take a positive and vital step forward in the areas of compliance and quality.

## **Speakers**



### **Melanie Lees, Industrial Fluid Solutions - Global Head of Quality, Contitech**

As Global Head of Quality for Industrial Fluid Solutions, Melanie is responsible to assure and continuously improve best in class Quality of product and business processes across the worldwide manufacturing locations of the business unit while aligning with the policy and strategy of ContiTech AG and Continental AG. With quality experience ranging from Plant Quality Manager to Global Six Sigma Lead to Global Head of Quality, Melanie has been focused on data-driven problem solving to improve quality for many years. In her previous role as Head of Operations Quality for the ContiTech Division, Melanie was the Project Manager for the selection and implementation of ComplianceQuest and in her current role she is both a user of CQ and gaining the benefit of oversight data that is collected and managed in the system.



### **Chaitanya Sonarikar, Vice President of Manufacturing Practice, Gerent**

Chaitanya Sonarikar brings more than 25 years of manufacturing management and IT implementation experience to Gerent. He has served in several management positions in manufacturing units at a variety of companies. As CIO of a global manufacturing facility, he led a number of digital transformation initiatives in a global environment. Chaitanya is currently building a manufacturing practice at Gerent that includes Enterprise system road mapping, system architecture design and implementation of a Salesforce.com software platform. Chaitanya's prior work has been in the development of automation software and implementation in steel manufacturing facilities. He also implemented several major projects in steel plants as a project manager. Chaitanya's major infrastructure project at a steel plant in Canada received a nomination and recognition as "Best Brownfield Project" by the American Metal Market. He holds a MS degree in Control System Engineering from

the Birla Institute of Technology & Science, Pilani, one of India's most prestigious universities.



**Loring D. Andersen, Director of Manufacturing Industry Alliances, Salesforce**

In his role as Director of Manufacturing Industry Alliances, Loring works with Salesforce's consulting/systems integration partners and independent software vendor (ISV) partners to develop solutions and solution accelerators that expand the capabilities of Salesforce products to more completely meet the needs of customers in Discrete and Process Manufacturing, Automotive, Oil and Gas, and Utilities industries. Prior to Salesforce, Loring led industry marketing and partner alliances for the Manufacturing Industry at Microsoft.



**Paul Sanderson, Manager of Solutions Engineering, ComplianceQuest**

Paul has been working in the life science quality and compliance space for over 15 years. As a Solutions Engineer, Paul has worked with hundreds of companies, exploring their unique requirements to recommend appropriate QMS solutions that solve the correct problems with available resources. During this time, Paul has witnessed the changing landscape of technology in the QMS software space as it's evolved from client server to on-premise browser based to modern cloud. Working with hundreds of different clients has brought real world, practical insight into the challenges and benefits this transition brings to highly regulated life science organizations.



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# **Opportunities for PA Exporters in Australian Market - Taking Your Business Down Under**

written by Lauri Moon | January 6, 2020

If you’re a Pennsylvania firm and haven’t considered the world’s 14th largest economy as a potential export market for your goods or services - you should!



Join us as our Pennsylvania Authorized Trade Office in Australia presents this webinar for you to learn more about this amazing market and the opportunities that are available for your company! Foley & Associates has been acting as the Authorized Trade Representative for the Commonwealth since 2002 and, in that time, has assisted over 1,000 international organizations in doing business in the region - providing a variety of business development services including Market Analysis & Entry Strategy, Partner Identification & Qualification, Competitor Analysis, trade Show support & Independent Market Visits.

This webinar is for organizations large and small, experienced exporters to SMEs looking at new opportunities in international markets. Regardless of whether you are

already exporting or just assessing market opportunities down under, we invite you to join us on February 5th!

Why Australia?

- Australia is the world's 14th largest economy and is experiencing its 29th year of consecutive growth
- Australia provides a safe, low risk environment in which to do business
- Australia offers export opportunities in many sectors including Infrastructure, Health and Medical Technology, IT, Digital Technology, Aircraft and Parts, Defense and Security.

Proposed Agenda:

- Market Overview - Economy and Geography
- The Australia and USA Trade Relationship
- Pennsylvania and Australian Trade
- Market Entry - Opportunities and Hot Sectors
- Tips for Doing Business in Australia

At the conclusion, participants will be provided an opportunity to ask industry and product specific questions and talk one-on-one with the team at Foley & Associates.

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# Optimizing Production in the Age of Digital Transformation

written by Lauri Moon | January 6, 2020

Today's Markets are no longer satisfied with "standard" products and services. Manufacturers are increasingly driven to produce smaller quantities of a wider variety of products - and to do it with great efficiency. Rigid, inflexible processes no

longer meet the needs of the market. Flexibility and agility are required to compete and succeed in this highly dynamic environment.

Fortunately, we live in a time of digital transformation where our goals are no longer hampered by restricted back office systems with capabilities limited to specific partners. This is a rigid transaction-based mode of operation. New technologies can now bring about the revolutionary change needed to transform the value creation model. Manufacturers globally are increasingly moving from product-centric, slow, rigid, & static supply chains to an experience-centric, fast, agile, and dynamic value network.

In this webinar you will learn how the modern manufacturer orchestrates operations through the effective use of digital and analytic technologies available today.

Areas we will explore include:

- How the effective adoption of technologies such as advanced supply chain planning, optimization, IOT and edge computing drive value creation now and in the future.
- Understanding the art of what is possible by modelling all of the operational processes.
- Bringing long-term plans into focus for effective execution in the real world.
- How advanced planning technology is already delivering a competitive advantage today.
- What the digital transformation journey looks like and how to apply the enabling technologies.

## **Speaker**

 **Camilo Gaviria, Vice President of Technical Sales at DELMIA, Dassault Systèmes**

Camilo Gaviria is the Vice President of Technical Sales at DELMIA. He oversees the DELMIA Center of Excellence within Dassault Systèmes. Prior to this, He was the Senior Business Director for Metals & Manufacturing, and the Director of Quintiq Latin America. Camilo holds a bachelor's degree in economics and a master's degree

in econometrics and operations research. He is also a certified Lean Six Sigma Black Belt.



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# **Factory of the Future - Optimizing the Plant for Industrial Transformation**

written by Lauri Moon | January 6, 2020

The Factory of the future (FoF) is a key part of every industrial transformation (IX) program. It delivers the systems needed in the factory to support IX technology, process and people. The key starting point for every FoF is data. Indeed, many factories have started that data collection through MOM, SCADA and other key manufacturing software technology. The FoF will deliver the technology to support agility, empowered workers and ever more autonomous factories.

Attendees will learn:

- The starting points for your FoF journey
- How to build the architecture to support FoF processes

- Sources of data and ideas for bringing it all together
- How to define and use Edge computing concepts in the integrated world
- Some key technologies that you should consider in your FoF journey, including MOM, digital twins, AI and digital Lean
- The starting points for FoF operational optimization and its expansion into the supply chain

## Speaker

### **Andrew Hughes, Principal Analyst, LNS Research**

Andrew Hughes is a Principal Analyst with LNS Research, where he leads the factory of the future coverage area. He primarily focuses on industrial operations and manufacturing operations management, with collaborative coverage across the Industrial Internet of Things (IIoT), industrial analytics, the Digital Twin, product lifecycle management, discrete manufacturing, and other industry verticals served by LNS Research. Andrew has more than 30 years' experience in manufacturing IT, software research, sales, and management across a broad spectrum of manufacturing industries. Andrew has led teams and initiatives across prominent companies like Aspen Technology, Philips Electronics, Honeywell and GEC Marconi. Hughes holds a BSc honours degree in Computer Science from York University.

LNS Research provides research and advisory services to guide companies through Industrial Transformation. Our research focuses on how digital technology drives transformation across the value chain and offers insights into the people, processes, and technologies required for achieving Operational Excellence. Our team of research analysts work with industrial companies to help them eliminate worries around alignment, time, cost and risk in Industrial Transformation. We apply proven methodologies to drive IT-OT convergence and disciplinary business leaders to achieve goals and time-to-value, quickly and confidently. Learn more at [www.lnsresearch.com/blog](http://www.lnsresearch.com/blog).



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# **Cost Reduction for Manufacturing Companies**

written by Lauri Moon | January 6, 2020

In this webinar, we will discuss why expense management is critical to the bottom line. The different processes for expense management will be reviewed, including discussion as to what the pros and cons are of each approach. We'll take a look at the barriers to adoption of expense reduction initiatives. Finally, you'll get to see actual case study results of manufacturing companies that have received benefit from using expense management services. With the information learned in this webinar, you should develop a better understanding of ways to approach expense management for your company.

## **About the Presenter:**



**Marc Schwalb** is a Strategic-Partner with Schooley Mitchell. He opened his Pittsburgh based office four years ago, specializing in cost reduction for businesses with an emphasis on telecom, credit card processing, small package shipping and waste expense management. To date, he has helped over 100 companies - located mostly in Western Pennsylvania, but also spanning 16 states - collectively saving these businesses over \$1 million. Specializing in manufacturing expense reduction, Marc

has seen opportunities in several different categories and is well versed in the industry's specific needs. He is a member of the Washington County Manufacturer's Association and the National Tooling and Machining Association, having recently published an article on cost reduction in its Spring 2019 newsletter. Prior to joining Schooley Mitchell as an expense reduction consultant, Marc worked in education, serving as a Regional Vice President where he managed a staff of 300 employees and was responsible for business decisions related to finance, operations, and training and development. He has a degree in Business Administration and Marketing from Drexel University.

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## Machine Vision

written by Lauri Moon | January 6, 2020

***Improve your manufacturing operations through application of machine vision.***

Do you have a significant amount of visual inspection, measurement, or tracking and tracing requirements in your operation? If so, you could benefit from machine vision technology to improve your process effectiveness and efficiency.

Join our fellow Manufacturing Extension Partnership (MEP) sister centers: Catalyst Connection, CMTC, FuzeHub, and Impact Washington for Machine Vision 101: an Introduction to Industrial Machine Vision. The webinar will be presented by Raminder Sandhu, Advanced Automation Practice Lead, for CMTC in California.

Topics to be covered:

- What is machine vision?
- Key players in the industry
- Line Scan, 2D and 3D Vision Systems

- What are good places to apply machine vision on the factory floor?
- Artificial Intelligence vs Traditional Machine Vision Software

**Presenter:**



Raminder Sandhu, Advanced Robotics and Automation Practice Lead, CMTC

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# Take Control of Your Manufacturing Operations

written by Lauri Moon | January 6, 2020

Running a production manufacturing facility brings multiple levels of complexity that need to be managed in order to remain profitable. Whether it's responding to your customers' changing demands or just keeping machines up to support your delivery commitments, you must have an effective control mechanism that can account for change. Can your manual, paper-based system maintain control of the revolving door of operators and ensure that all the quality inspections and compliance that your customers demand are followed? And with all the moving parts to make production sing, do you have visibility into what is actually happening—in real-time—so your management can monitor and respond as required?

Can your traditional ERP system do all that? Doubtful. But a Manufacturing Cloud

that was designed by manufacturers for manufacturers can.

Learn how you can begin your journey to digital transformation by simply digitizing your operations on a single source of truth. Getting your house in order by getting rid of paper is the first step toward productivity, visibility, and control!

## **Speaker**

### **Stu Johnson, Director of Product Marketing, Plex Systems**

Stu Johnson has more than 25 years of experience in the manufacturing industry since beginning his career as a mechanical design engineer. He moved into the enterprise software space working in various roles providing solutions for global manufacturers in the consumer, aerospace, automotive, and heavy equipment industries. Currently, Stu serves as Director of Product Marketing for Plex Systems and focuses on the future of manufacturing software working with the Manufacturing Enterprise Solutions Association (MESA), Smart Manufacturing Workgroup exploring topics like the Industrial Internet of Things and Industrie 4.0.



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# Transforming Operator Productivity with Industrial IoT

written by Lauri Moon | January 6, 2020

The industrial IoT enables operators to upgrade their static, PDF-based work instructions to dynamic, 3D CAD data contextualized with work order, machine, and smart tool data. This unification of IT and OT, delivered in real-time, helps operators spend less time looking for the right information, and enables them to focus on completing the tasks at hand.

Vestas, a wind turbine design, manufacture, and installation company, is using ThingWorx Operator Advisor to develop contextualized digital work instructions. During this webinar, you'll hear from Vestas on how they are:

- Replacing paper-based work instructions with 3D CAD files, accessed directly from PLM
- Reducing training time by simplifying SOPs for operators
- Identifying and proactively correcting quality defects in real-time
- Improving shop floor visibility with real-time dashboards and reporting

## Speakers



### **Mark Jaxion, Senior Strategy Specialist for IoT & Industry 4.0, Vestas**

Mark is the Senior Specialist (Director) leading Vestas Power Solutions Industry 4.0 strategy for PLM Development. He is responsible for IIoT framework and system infrastructure within the organization and leads a global team which develops next-gen solutions for Vestas Wind Systems A/S. Previously, he worked as a system specialist within supply chain and financial information systems sectors, where he has over 12 years experience in delivering innovative solutions to users throughout the value chain.



### **Jordan Chaisson, Manager of ThingWorx Product Management, PTC**

Jordan is a Product Manager for the ThingWorx Manufacturing Apps. Her responsibilities include ensuring a great product user experience, defining manufacturing use cases, and overseeing our newly expanded free trial program.

Before joining PTC, Jordan was a Senior Technical Product Manager at GE responsible for delivering software solutions from ideation to implementation, spanning corporate to factory initiatives. She has a Bachelor's Degree in Management Information Systems and an executive degree in business administration from the Kelley School of Business at Indiana University.



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# **The 5 Steps to Selecting & Implementing Manufacturing ERP Software**

written by Lauri Moon | January 6, 2020

Has your business grown past what QuickBooks can handle? Are you tired of juggling multiple spreadsheets and rekeying data? Need a better way to manage inventory? Attend this 30-minute webinar and learn the 5 Steps of Selecting &

Implementing Manufacturing ERP software. A fully integrated Manufacturing ERP System can provide real-time coordination of activities across your entire business.

IMC has partnered with Empower Business Solutions for this educational webinar. Empower has been deploying ERP systems for small and midsize businesses since 1989. Based in Altoona, PA, Empower has built a reputation of solving customers' issues and eliminating barriers to future growth using ERP software.



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# The Future of Manufacturing: Transformational Technology & Your Workforce

written by Lauri Moon | January 6, 2020

Manufacturers are implementing new technologies such as artificial intelligence, advanced automation, and data analytics to transform their operations now and for the future. While these technologies drive increased operational efficiencies and overall productivity, they also impact the workforce by providing the opportunity for upskilling and helping to attract new talent.

This webinar will explore how advanced technologies are transforming the manufacturing industry and the workforce.

During this webinar, you will:

- Learn from the Manufacturers Alliance for Productivity and Innovation why

manufacturers need to be building digital strategies for the future

- Gain insight from The Information Technology & Innovation Foundation on how technology is transforming the industry
- Understand how digital transformation is changing the future of work for the manufacturing workforce

## Speakers

Stephen Gold, CEO and President, Manufacturers Alliance for Productivity and Innovation (MAPI)

Stephen Ezell, Vice President, Information Technology and Innovation Foundation (ITIF)

Kylene Zenk, Director of Manufacturing Practice, Kronos



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