

Digital Manufacturing: Driving Product Innovation and Personalization

written by Lauri Moon | March 7, 2019

Today's manufacturers are faced with a competitive environment that demands more innovative, unique, highly-configured products and services designed to fit customers' specific needs. Of course, this has a significant impact on the way that these manufacturers design products and manage customer communication as they build quotes and deliver on promises. Does your organization have what it takes to differentiate itself through customer engagement?

In this webinar, Infor's Director of Industry and Solution Strategy, Nick Castellina, and Vice President of Strategy for Infor Configure Price Quote, Ron Eismann will discuss the importance of customer communication for meeting manufacturer's needs. You'll learn:

- The major trends that are impacting manufacturers today
- Best practices for managing the quote-to-order process
- Strategies for linking design and delivery
- Tips for devising a digital transformation strategy focused on innovation

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.

 **Ron Eismann, Vice President of Strategy, Configure Price Quote, Infor**

Ron Eismann is Vice President of Strategy for Infor Configure Price Quote (CPQ). In this role, he is responsible for setting the product direction and go-to-market strategy for Infor CPQ. Ron has more than 25 years of experience in the enterprise software market, including 20+ years of experience with CPQ solutions.



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Leveraging ERP to Enhance Your Customers' Experience

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Technology disrupters such as Uber, Amazon and Netflix have set new standards and irrevocably changed the meaning of customer service. Customers have now been conditioned to expect exceptional customer experience—every time—and it is often the difference between retaining a customer or losing them to the competition.

And no industry is immune.

In this webcast, you will learn about the trends that are causing companies to rethink how they interact with customers, what solutions those companies are using to ensure that they are meeting the expectations of often demanding customers, and the success that these innovative companies have achieved.

Speaker

 **Kerrie Jordan, Sr. Manager Product Marketing, Epicor Software**

Kerrie brings over a decade of experience in ERP, supply chain, eCommerce, and product development business solutions.

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Webinar: Leverage Your 3D CAD Models to Produce Better, Faster Quotes

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Accelerate Custom Product Sales with Design Automation

The first to respond to an RFP is often the company that ultimately wins the business. The challenge is not just in turning around the proposal quickly, however—it's also making sure that it's quoted accurately so the business you win is profitable as well.

Accuracy and speed are both difficult to come by when trying to precisely match your customer's requirements to the complex systems you deliver.

Join this webinar to learn how your teams can

- Eliminate much of the manual engineering effort that goes into responding to bids
- Easily define rules based on existing 3D CAD models to create a product configurator for internal engineering/sales teams
- Deploy an online configurator that can be accessed by your customers



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Webinar: Facilitating Lean with

Synchronized Planning and Scheduling

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Discover the value of a Lean synchronized approach to production scheduling with an integrated approach to maximizing production scheduling effectiveness. DELMIA Ortens Agile Manufacturing range of advanced planning software successfully complements the traditional ERP, MES, PLM and SCM management systems. See how this new approach adds the power of constraint-based finite-capacity resource optimization, and synchronization of production flows - from raw materials through to finished products.

In today's world, companies are challenged to anticipate new production introductions, rationalize urgent transportation expenses, reduce penalties for late delivery, and protect margins. Manufacturers look to maintain the correct level of inventories with precision while confronted with the need to compress manufacturing cycle times with increased demand complexity and variability.

Attendees can expect to gain insights specific to plant management and optimization, and how to address plant planning & scheduling challenges, while also learning key attributes of the DELMIA Ortens solution including:

- Specific time and production savings customers have achieved leveraging predictive analytics
- How to more effectively align your shop floor resources leveraged with technology
- How to compress manufacturing cycles times
- How to more effectively manage setup times, sequencing and how to run infinite "what-if" scenarios to make the right decisions
- How to ensure efficient inventory controls while managing a multitude of production variables
- How DELMIA Ortens works with and can effectively complement your current ERP
- How to reduce penalties and protect margins

All delivered in a highly dynamic real time approach focused on advanced plant centric planning & scheduling.

Speaker

 **Thomas Muth, DELMIA Industry Director, Dassault Systèmes**

Thomas Muth has over 20 years experience industry marketing in Manufacturing Operations Management and ERP solutions serving a wide range of industries. Graduate of University of Wisconsin.



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