

Examining Global Talent Trends and Modern Workforce Technologies in Manufacturing

written by Lauri Moon | May 21, 2019

What does the future hold, and are we ready for it? According to Mercer's 2019 Global Talent Trends Study, nearly three-quarters (73%) of executives predict significant disruption in the next three years, compared to 26% in 2018, and nearly all organizations are taking action to prepare for the future of work.

To remain competitive, manufacturers must stay current with trends and implement new programs and policies to adapt to evolving workforce demands. Offering flexible work options, applying AI in HR strategies, and leveraging automated scheduling technologies are just a few ways manufacturers can stay ahead of the curve.

This webinar will discuss how global talent trends shed light on the expectations of the modern workforce and how manufacturers can utilize technology to support the evolving landscape.

During this webinar, you will:

- Learn about key global talent trends from Mercer and changing workforce expectations
- Gain insight into how manufacturers can implement new technologies to respond to current trends
- Hear from Kellogg Company on how automated scheduling technology has positively impacted plant operations, increased productivity, and employee engagement



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Reducing Complexity in the Age of Manufacturing Industrial 4.0

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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 Further, a collection of legacy, siloed, customized, out of date solutions leads to redundant, inaccurate data, extra work, and an inability to stay up-to-date on current versions.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.

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Driving Operational Excellence Through Your Front Line

written by Lauri Moon | May 21, 2019

“The manufacturers who will succeed are not the ones who work harder, but the ones whose frontlines can learn faster and work smarter.”

In the smart, connected and digital world where organizations are collecting mountains of information, manufacturing and supply chain leaders are harnessing the power of big data to make strategic decisions that drive their business forward. These data-driven decisions are enabling organizations to transform everything from their products to their processes and production models. But there’s still an enormous opportunity that remains largely untapped: their people.

The reason for this is two-fold: Firstly, traditional training programs don’t engage employees or drive the kind of participation rates needed to impact change. And secondly, they don’t capture the kind of information and insights around frontline knowledge and behaviors required to make informed business decisions. What’s more, these traditional training programs can’t keep up with the pace of digital operations, which means frontline knowledge and skills quickly become irrelevant or obsolete and employees fall behind.

Join Carol Leaman (CEO of Axonify) on Thursday, June 13th from 2 - 3 pm EDT as she discusses how leading manufacturers are adopting a smarter, modern approach to training to drive operational excellence through their people. She will also explore how:

- Engaging your frontline with adaptive and personalized training drives improvements in quality, productivity and performance
- Microlearning enables you to make data-based training decisions that drive the right behaviors and positively impact business performance

- Organizations are using microlearning in the real world to drive operational excellence

Speaker

Carol Leaman, CEO, Axonify

Carol Leaman 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.



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Moving Manufacturing Beyond Lean with Digitalization and IIoT

written by Lauri Moon | May 21, 2019

Many manufacturers have leaned out their processes so that the product physically flows efficiently down the line. But what about digitally? Can they look at all their data and glean insights from it? Do they digitally capture all the data they need to perform a thorough analysis to go beyond lean? According to Gartner, the answer is no. They estimate that 70% of all the shop floor data goes unused and much of the problem is that it's not directly usable in the paper form that it's in or it's trapped in the machines on the shop floor.

AutomaTech Technical Director, Matt Bernhard and GE Digital Senior Product Manager, Joe Gerstl will discuss how manufacturers can surpass the performance plateaus of lean manufacturing, by leveraging IIoT technologies such as Manufacturing Execution Systems.

By joining this webinar you'll learn how leading manufacturers such as Toray Plastics, Nestle, and GE Aviation have embraced these powerful tools to:

- Deliver insights to the right people at the right time
- Adapt to meet your customer demands
- Drive short term and long term decisions around equipment, people, suppliers, and more

Speakers

 **Matt Bernhard, Technical Director, AutomaTech**

AutomaTech Technical Director Matt Bernhard has helped leading Manufacturing & Industrial companies identify and overcome their toughest challenges for over a decade, specializing in Process Automation, Data Collection, Digitization & IIoT, and Continuous Improvement. Matt leads the AutomaTech Solution Architect team, an outcome-focused group of experienced professionals, directing the technical content development of workshops, conferences, training sessions, and more. Matt and the

AutomaTech Solution Architects take a hands-on problem solving approach in identifying customer business requirements and applying appropriate technology solutions to deliver tangible business results. Matt is a Penn State University graduate with a Bachelor of Science in Electrical Engineering.

 **Joe Gerstl, Sr. Product Manager, GE Digital**

Joe Gerstl is the Sr. Product Manager for GE Digital's Plant Applications MES software. He has worked in the software industry and in manufacturing for over 30 years spending time in various roles including engineering, sales and product management while working at leading companies such as Microsoft and now GE Digital.

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Industry 4.0 - Believe the Hype

written by Lauri Moon | May 21, 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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How Manufacturers Can Win in a Digital World

written by Lauri Moon | May 21, 2019

Doing digital right doesn't mean you need to become the next Amazon, Netflix or Google — or even the next Pitney-Bowes, whose shift to digital has reinvented the company. But it does mean you may need to change your ways to maximize the potential to drive business. You may think there are obstacles. But it's not money. It's not lack of time. It's not lack of resources. It's you. It's your mindset about digital strategy. It's time to fill the gaps — and make those aspirations a reality. Let go of your fears and let's get started.

PwC's recent Digital IQ report reflects insights from over 2000 respondents in over

60 countries. Over 60% work in companies with revenues of \$1 million or greater. Join this webinar to explore the four areas you must master to digitally succeed.

EXPERIENCE

You might be a digital poser. Time to face it. Companies say they're digital, but many aren't investing and behaving digitally. Time to face reality. Stop pretending and start changing.

DISRUPTION

Disruption surrounds you. Time to take control. Only 31% of companies say digital disruption is a threat to their business. They're wrong. But it's not too late.

LEADERSHIP

Help wanted: Real digital leaders. Your team has more digital know-how than you do. That's a problem. You need more knowledge and new ways of managing to succeed.

WORKFORCE

You've got a skills gap. Not the one you think. There's a disconnect between the skills and technologies that companies say matter most and what they're investing in. More than half don't even have a structure for delivering training.

You may be on the journey to digitization, but where exactly are you going? Respondents to the survey selected one of four goals they say their companies aspire to accomplish with digital. We'll explore these goals to help you frame them to your own company's strategy.

- Refiners plan to redefine their business model and change how they operate
- Efficiency seekers focus on increasing speed and efficiency
- Modernizers looks to update and improve on what they already do
- Industry Leaders aim to break new ground in another industry - or even their own

So how do you get there? The steps are clear and we'll wrap up the seminar by taking you through them.

1. Upskill your workforce. Change how people think and contribute to drive

growth and innovation, within.

2. Build a best-in-class marketing and sales system. Ensure you have an easy understanding of the customer, resulting in the best experience.
3. Provide customers with the best experience post-sale
4. Create efficiencies, save money and make smart decisions through data & analytics, and AI.
5. Add new revenue streams. Build new business models through subscription services.
6. Secure data. Move data to the cloud in a timely way.

Speakers

Todd Benigni, Partner in PwC Digital Operations Consulting

Todd Benigni is a Partner in PwC's Operations and Supply Chain practice and is based in Chicago, IL. Todd is focused on helping companies in the Industrial sector drive transformational change in all facets of Operations and Supply Chain, enabling profitable growth, unlocking operational synergies, innovation, and cost effective execution. Todd serves as the co-lead for PwC's Digital Operations solution that focuses on helping clients drive differentiated value through finding new ways leverage factory and site data, analytics, and automation.

Juliane Stephan, Director in PwC Digital Operations Consulting

Juliane Stephan is a Director with PwC Strategy& based out of San Francisco and brings more than six years of consulting experience in operations strategy and digital transformation across the industrial and automotive sectors. She co-leads PwC's Digital Operations team in the US. Her focus is on supporting industrial clients with their digital transformation journey. Applying an outcomes-back approach, she works with her clients to identify how emerging and digital technologies can help solve problems in new ways to create measurable business value and what the implications on their business and operating model are. Juliane is a member of the Industrial Internet of Things Consortium and the Internet of Things Council. She has lived and worked in countries across the globe including the US, Germany, Spain, China, India and Japan.



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The Differences Between Cloud and Hosted ERP and Why They Matter

written by Lauri Moon | May 21, 2019

Cloud ERP systems have gained rapid market acceptance, and many traditional ERP vendors are responding with hosted versions of their on-premises systems. While hosted ERP delivers some benefits, potential buyers should understand how they differ from cloud ERP systems so they can make an informed decision.

Join Frank Scavo of Computer Economics, an independent advisory firm on the strategic and financial management of information technology, as he explores the benefits of both cloud ERP and hosted ERP and concludes with practical recommendations for buyers considering their options.

Attendees will learn:

- Why cloud ERP solutions are rapidly gaining market acceptance
- The essential differences between cloud ERP and hosted ERP
- Factors that may drive the buyer's decision toward cloud ERP or hosted ERP

Everyone that attends the live webinar on January 24 will receive the Computer Economics Research Report, *“The Differences between Cloud and Hosted ERP, and Why They Matter.”* (retails for \$995 on Computer Economics).

Speakers

Frank Scavo, President, Computer Economics

Frank Scavo is the President of Computer Economics, an IT research firm based in Irvine, CA, where he covers the enterprise software industry. In addition to his work as an industry analyst, he has been leading ERP selection projects for clients since 1989. Frank is a graduate of the University of Pennsylvania and a Certified Fellow in Production and Inventory Management (CFPIM) by APICS, the association for supply chain management.

Tom Brennan, CMO, Rootstock

Tom Brennan is Rootstock’s CMO. Tom has 30 years of professional experience in ERP and business software. He has held many executive roles including being at Financial Force where he was the VP of Marketing.



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Critical Steps to Achieving ROI in Your IIoT Implementation

written by Lauri Moon | May 21, 2019

With any IIoT undertaking, one burning question is always top of mind - "How soon until we see some ROI?" Each IIoT implementation is as unique as your company is. Costs vary due to scope, complexity and any professional services required prior to launch. There are a few critical steps you need to undertake that are important to any IIoT initiative and setting yourself up for maximum ROI.

Join Dave McCarthy, Chief Evangelist at Bsquare, as he discusses what you need to consider to get the most out of your IIoT implementation including:

- Insight in terms of state models
- Knowing where you are in your journey to implementation
- Identifying your direct and indirect costs and savings
- Assessing velocity or value over time
- The dangers of too much data

Speaker

 **Dave McCarthy, Chief Evangelist, Bsquare**

Dave McCarthy is a leading authority on industrial IoT and a 20-year veteran of the software industry. Since joining Bsquare in December 2006, he has led several different teams while serving in an ongoing consultative capacity, advising Fortune 1000 customers on strategies for integrating device and sensor data with enterprise systems to improve their businesses through technology. Dave is also responsible for monitoring trends in IoT and regularly speaks on the topic at technology conferences around the globe and as well contributing to IT publications, including Network World and TechTarget. Most recently, he led both product management and product marketing as Senior Director of Products, before stepping into his current role as Chief Evangelist overseeing go-to-market initiatives, market analysis, and product strategy.



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Webinar: Automation + Cloud = Big Benefits from Industrial IoT

written by Lauri Moon | May 21, 2019

If you're a manufacturer, OEM, or in a process industry, the Industrial Internet of Things (IIoT) can help you boost your production efficiency, quality, flexibility, and visibility to higher levels than ever, while responding to customer requests and market opportunities much faster.

Learn how to get started in a lively one-hour webinar with **Tim Wormus** from **Siemens** and **Tom "Elvis" Jones** from **Amazon Web Services (AWS)**, respected world leaders in cloud and automation technologies.

They will cut through all the IIoT hype and get specific: You'll learn how advanced sensor, automation, and cloud technologies can combine to help you take advantage of advanced analytics and machine learning. And they will give you insights to:

- How to benefit from open IIoT platforms in terms of connectivity, custom app development and an ecosystem of apps

- The latest on cloud compute power, scalable dynamic storage, and content delivery
- Examples of successful applications using the Siemens MindSphere open cloud-based operating system for IoT on AWS
- How you can get started with little cost and risk and scale fast

Speakers

Tim Wormus, VP IIoT Strategy and Implementation Americas, Siemens

Tim is a leader in the intelligent application of analytics technologies, including the open cloud based operating system for the IoT MindSphere. He has held development and market facing roles at Genedata, Inc., Tibco Spotfire, Perkin Elmer, and H2O.ai. Today, he acts in a leadership role for Siemens as VP for IIoT Strategy and Implementation in the Americas. His team is revolutionizing how companies do business. Tim and his team work with customers and partners to help identify how to apply the appropriate technology solution to the challenges specific to their industry, size and corporate goals, in order for them to best achieve tangible returns.

Tom “Elvis” Jones, Solutions Architect, Amazon Web Services

Tom spends his time focusing on the complex challenges of strategic partners in the Design, Engineering, and Manufacturing space. His career has spanned both the hardware and software sides of the house, including work at Red Hat, Transmeta, and Pratt & Whitney, giving Tom an extremely broad technical experience across multiple industries and verticals. He is a whitepaper author, a patent holder, a training material builder, a DevOps expert, an active Maker, a mountain biker, and above all, a passionate technologist. He has been known to go far out of his way for pinball and fondly recalls playing “Adventure” on an ADDS Viewpoint ASCII terminal.



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