

Take Control of Your Manufacturing Operations

written by Lauri Moon | November 11, 2019

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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Improve Operational Efficiency with a Digital Factory

written by Lauri Moon | November 11, 2019

A universal truth about manufacturing is that production is in a constant state of change. Whether changes are incremental improvements or launching new products, they often cause significant problems for manufacturers.

In fact, over 42% of companies report experiencing cost overruns and overtime as a result of change.

In this webinar, we'll discuss why the ability to adapt quickly is critical for long-term business growth. Learn how to tackle your most pervasive change-related challenges with tools purpose-built for factory planning. Topics include:

- Planning and designing a more efficient factory
- Make better decisions during construction and installation
- Operate efficiently while managing change and risk

Speaker

 **Jim Byrne, Product Marketing Manager, Design & Manufacturing**

Jim Byrne joined Autodesk in 2013. He is responsible for product marketing for Autodesk design and manufacturing software. Jim is dedicated to the success of our customers who use our technology to design, validate, and manage their intellectual property. He has over 20 years of experience demonstrating and implementing software solutions.



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Modern ERP Trends Manufacturers Can’t Afford to Ignore

written by Lauri Moon | November 11, 2019

According to a 2019 Mint Jutras Enterprise Solution Survey of Manufacturers, 29% are considering a new ERP system in the next 2 years, and 33% are undecided—meaning, they likely recognize the limitations of their current system but are unsure how to proceed. Do either of these groups sound like you? If not, are you ready to get left behind by your competition?

Manufacturers can’t afford to keep “just making do” with systems that give them inaccurate data, delayed visibility into their operations and create extra work for

their employees. Modern ERP systems are cloud-based and have advanced analytics and machine learning capabilities that can reduce your total cost of ownership and help streamline operations—reducing waste and maximizing profits.

Join Steve Reed, Vice President of Sales for Alithya’s Microsoft practice, and Cindy Jutras, ERP analyst and owner of Mint Jutras, to discuss:

- How to know when it’s time to replace your ERP
- What to look for in a new ERP
- Modern technology developments that can help you get a competitive advantage
- How to get a quick return on investment from your new ERP

Speakers

Steve Reed, Vice President of Sales, North America, Alithya

Steve is responsible for all direct sales efforts in North America. He has a broad range of experience helping application software companies successfully develop and bring manufacturing and enterprise solutions to market. Reed has held sales and marketing management roles with Alithya since 2001, and previously spent five years with Baan (now part of Infor) in channel operations positions. Prior to Alithya and Baan, he spent time with software-related companies in the financial and property management industries. In 2008, he was recognized by Microsoft as “Sales Manager of the Year” for Microsoft Dynamics resellers. Reed holds a Bachelor of Business Administration degree from Baylor University.

Cindy Jutras, President, Mint Jutras

Cindy Jutras is a widely recognized expert in analyzing the impact of enterprise applications on business performance. Utilizing 40 years of corporate experience and specific expertise in manufacturing, supply chain, customer service and business performance management, Cindy has spent the past 10+ years benchmarking the performance of software solutions in the context of the business benefits of technology.

Prior to founding Mint Jutras, Cindy was Vice President, Research Fellow and Group Director for the Aberdeen Group where she conducted survey-based research on ERP, suite-based enterprise applications and business performance management. During her tenure with Aberdeen she directly managed a variety of research practices including Enterprise Applications and ERP, Manufacturing, Product Innovation and Engineering, GRC and Financial Management, Strategic Service Management and Human Capital Management. In addition, she played a leadership role in developing Aberdeen research staff, methodologies and best practices.



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Key Trends in Digital Manufacturing You Need to Know

written by Lauri Moon | November 11, 2019

Whatever industry you're in, it's impossible to avoid Industry 4.0 and the barrage of buzzwords that accompany it. Digital Twins, artificial intelligence (AI), machine learning, predictive maintenance, and cybersecurity - there are enough new tools and technologies coming onto the market to make a manufacturer's head spin. But whilst these technologies are new to many manufacturers, the market is moving quickly, and there are already plenty of leading industrial companies that are seeing

the benefits of their digital transformation activities at sustained speed and scale.

GE Digital Director of Product Management, Joe Gerstl and GrayMatter Co-founder & Vice President of Manufacturing, Carson Drake will help you cut through the noise and discuss the key breakthroughs and trends in digital manufacturing. One of these notable trends is the shift of viewing manufacturers as technology companies.

By joining this webinar you'll learn how leading manufacturers have embraced technologies to:

- Move from silo'd systems to technologies that offer context
- Shift from analyzing the past to predicting the future
- Develop new competitive advantages by creating centers of innovation

Speakers

Joe Gerstl, Director of Product Management, GE Digital

Joe Gerstl is the Director of Product Management 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.

Carson Drake, Co-founder & Vice President of Manufacturing, GrayMatter

Carson Drake is the Vice President of Manufacturing Industries for GrayMatter. A seasoned MES and Manufacturing Intelligence expert, Carson Drake has been combining automation best practices with emerging technology to solve complex business problems for over 25 years. After graduating with honors from Fairmont State University in West Virginia, Carson quickly gained valuable plant-floor knowledge in the manufacturing marketplace; working at Modicon with motion, PLC and HMI technology across the United States in assembly plants, packaging plants and in a variety of industries. Carson is tasked with handling our key manufacturing accounts directly as well as directing our overall manufacturing team.



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Using APIs to Break the Barriers of Smart Manufacturing

written by Lauri Moon | November 11, 2019

The #1 barrier to Smart Manufacturing is the lack of connectivity between your systems and processes. The smartest manufacturers are jumping ahead of competitors by using APIs to break through these barriers and get critical data flowing instantly to the right people at the right time. Are you using APIs for this?

Join this webinar and learn:

- How APIs are critical for digital communication throughout the entire value chain
- Why APIs are powerful tools that aren't just for IT
- How APIs accelerate value realization



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Data Security - How Manufacturers Can Reduce Risk and Optimize Growth

written by Lauri Moon | November 11, 2019

In today's hyper-digital environment, the potential for security breaches and threats are increasing exponentially. When successful, those breaches can be devastating to small and medium-sized businesses' (SMBs) reputation and longevity. However, digital cloud-based solutions offer these manufacturers built-in data security and protection measures that most companies would be hard-pressed to implement in their on-premises systems. In addition, for resource-constrained SMBs, adoption of digital technology solutions makes it possible to innovate and scale at a fast pace, allowing them to grow and be more competitive.

Join Infor and AWS security experts for a panel discussion to hear about:

- Trends in the cybersecurity landscape
- Balancing the need for innovation and growth while ensuring your infrastructure is secure
- How cloud-based solutions can reduce your security risks, safeguard your data, and free your IT resources to focus on other tasks

- What to consider when selecting a cloud solution to ensure your plan mitigates risks



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The Critical Thinking Process and Tools that Support Root Cause Analysis

written by Lauri Moon | November 11, 2019

"If you can't describe what you are doing as a process, you don't know what you're doing." — W. Edwards Deming

In this webinar we will review the primary tools used for finding Root Cause, and how to use them effectively to converge on the Root Cause of a problem. We will review the philosophy of the 5 Whys and the Kepner-Tregoe (KT) principles of critical thinking. We will review the most commonly used RCA tools including:

- Cause/Incident Mapping
- Fishbone or Ishikawa Diagrams
- Fault Tree Analysis

The webinar will focus on using best practices to discover the answer to the question, “What did change”. We will demonstrate how to move beyond the philosophy of the 5 whys and to continue investigating until we get past mechanical causes to address systemic and procedural causes that contributed to the choice which started the causal chain. Many iterations of RCA may be necessary to explain a series of true causes before we get to root cause.

Speakers

Michael Curran-Hays

A professional who works closely with his clients to achieve Operational and Service Excellence in regulated industries, Michael provides executive leadership across Kepner-Tregoe’s (KT) full range of services including directing industry-specific, integrated teams on a wide range of projects. Michael began his career with KT in 1998 as a consultant specializing in organizational processes analysis, issue resolution facilitation, project management system implementation and design, and executing critical skills transfer in client organizations. Working across a wide range of industries, his clients include Siemens, Johnson & Johnson, Pfizer, Novartis, Bristol-Myers Squibb, Glaxo SmithKline, Roche, Citi Group, Merrill Lynch, Morgan Stanley, Deutsche Bank, Royal Bank of Scotland, Barclays Capital and various government regulatory agencies such as the FDA and USDA.

John Ager

Master trainer, facilitator, and project manager, John Ager leads teams and individuals through solving problems, and implementing operational improvements to achieve strategic goals. He specializes in improving organizational processes and subsequent change management and has extensive experience in project management, facilitating issue resolution, and transferring critical thinking skills. He has worked with clients in both manufacturing and service industries, often in highly regulated sectors. John’s ability to integrate and communicate essential organizational data is key to his success with projects that enhance compliance, improve product quality, and increase efficiency. His work has resulted in: optimized organizational structures, optimized project portfolios, successful shifts in product

mix and customer focus, and alignment of employee activities with organizational priorities.



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Moving Manufacturing Beyond Lean with Digitalization and IIoT

written by Lauri Moon | November 11, 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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Turbo Charge Industry 4.0 Via API Integration

written by Lauri Moon | November 11, 2019

In spite of the vast number of technologies involved, an Industry 4.0 transformation is about a single, fundamental strategy: connecting manufacturing business processes via application integration. Featuring details about use cases, as identified by recent research conducted by Informa/*IndustryWeek*, this webinar brings into focus how the various technologies — such as Data Analytics, Industrial IoT, Artificial Intelligence, Machine Learning, Advance Robotics, AR/VR, Cybersecurity, Additive Manufacturing, and Simulation—in various combinations facilitate connectivity between vital business processes to drive competitive advantage.

By understanding Industry 4.0 through this lens, business leaders will more easily identify where and how to leverage these technologies to improve every aspect of their business from sales and marketing, to product development and production, to delivery and field service.

Speakers

 **Patricia Panchak, President and Editor, Panchak Media, Inc.**

Patricia Panchak, president and editor of Panchak Media, Inc., brings 25 years of researching world-class leadership strategies to help executives leverage the power of strategies created at the intersection of three powerful forces—digital

technologies, lean management principles, and engaged employees. While each approach can be leveraged individually to create a disruptive competitive advantage, together, they become an unbeatable force. As the former editor-in-chief of IndustryWeek, Panchak is a widely recognized authority on business management and leadership issues. Through extensive research, she provides a window into the best practices of world-class organizations and provides the knowledge companies need to put the challenge of global competition in perspective. She guides companies to understand not only what's possible but what is necessary to drive their business forward.

 **Shekar Hariharan, VP of Product Marketing, Jitterbit**

Shekar Hariharan is the VP of Product Marketing at Jitterbit, responsible for driving company's positioning, messaging, and content. Prior to Jitterbit, Shekar spent over 14 years at Oracle where he led various leadership roles in Quality Engineering, Solutions Management and Product Marketing. He played a pivotal role in creating various industry solutions for mid-market companies. He also played a pivotal role in creating a global ecosystem of over 140 certified partners, training them from selling and implementing pre-built solutions, which bundled ERP, CRM, Supply Chain and HCM applications, and helped customers achieve rapid time to market. He also spent a year as a Director of Product Marketing at SugarCRM prior to joining Jitterbit. Shekar holds a bachelor's degree in Mechanical Engineering (MSRIT, India) and Master's degree in Industrial Engineering (LSU). He also holds an Executive MBA from UCLA, Anderson School of Management.

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

Kerrie Jordan is Sr. Manager Product Marketing at Epicor Software. She brings over a decade of experience in ERP, supply chain, eCommerce, cloud computing, and product development business solutions.



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Digital Manufacturing: Driving Product Innovation and Personalization

written by Lauri Moon | November 11, 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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