Webinar: How the IoT in Manufacturing Can Boost Asset Performance – and Returns

written by Lauri Moon | April 9, 2018

In manufacturing, four factors — speed, agility, quality, and reliability — typically decide winners from losers. But most of today's plants are missing the secret to improving these areas: data. In fact, only a fraction of all data generated in manufacturing plants ever gets analyzed for insights, with little of that in real time. The industrial Internet of Things (IIoT) can change all that, while helping plant operators boost asset performance and returns.

In this info-packed webinar, two of the world's top experts on the IIoT and data science will offer you:

- A fresh view on the value of connected devices and how to exploit their data
- The skills and mindsets needed to reap a digital transformation's benefits
- What IIoT in manufacturing really means in practical terms, such as basic technologies, data analytics, integration, and application examples
- How you can get started quickly with minimum cost, time, and no production disruptions

Speakers

 Joe Barkai, International consultant, IIoT technologies, product lifecycle strategies

Today a consultant, speaker, author, and blogger, Joe Barkai was once vice president of research at IDC, one of the world's top market research firms. He specializes in charting market strategies for a connected world: the Internet of Things; connected cars; innovation; and product lifecycles. He has more than 30 years of experience in helping organizations map out their product and market strategies. He's been at the nexus of business and technology, consulting with hundreds of organizations across diverse industries, giving him a unique ability to

"connect the dots" and clearly articulate the always-evolving business value of technology.

× **Jagannath Rao, Senior Vice President, Siemens Cloud Application Services**

Jagannath Rao is responsible for the data-driven services business of the industrial Internet of Things (IIoT), which includes MindSphere, the secure, cloud-based, open IoT operating system built for industry. His portfolio of responsibilities includes the widespread application of "Big Data" technologies in the realm of manufacturing, covering topics such as plant analytics, asset analytics, artificial intelligence, machine learning, and other digital services. He advises companies around the world how to best employ IIoT strategies and technologies.

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Technical Details

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Webinar: Are You Ready for Digital Transformation?

written by Lauri Moon | April 9, 2018

Nearly every manufacturer either has or is developing a Digital Transformation strategy. And yet, recent research shows that progress toward the strategy is at varying stages. Learn what other manufacturing companies are doing to transform their businesses, understand their challenges, and discover how your journey compares to others.

On this webinar you'll learn:

- Why it's important to have a strategy for digital transformation
- How your company's investments, technologies, culture, and processes match up to others
- What the common obstacles are to success with digital transformation
- Ways specific technologies may benefit your company
- Things you can do to help ensure your organization is ready

If your goal is to move into the future with confidence you can keep up with what your customers want, please join this conversation!

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Webinar: The 5 Building Blocks of Digital Transformation Strategy

written by Lauri Moon | April 9, 2018

Industrial manufacturing companies are innovating and changing the way they work. In addition to improving manufacturing and asset management within the four walls of the digital factory, savvy industrial manufacturers are digitizing the supply chain and service operations and increasing integration with customers and suppliers. Real-time insights into product performance and process data fuel cross-functional collaboration; sensors in equipment alert before abnormalities lead to a breakdown; 3D printing creates new opportunities for spare part and inventory management; and realtime information from suppliers and customers facilitates forecasting and improves production planning.

These innovations also usher in new challenges. This webinar delivers insights to help executives beat back the challenges of digital transformation to win. Hear about lessons learned and best practices in the core digital building blocks: Strategy, technology, operations, people, and security.

- **Strategy**: It's difficult not to leap at innovations, but many digital transformations disintegrate into digital disasters if you take a technology-first approach without first defining your digital strategy. Before investing in new technologies, consider your digital maturity and set clear objectives. Evaluate customer needs within the context of their business strategies and core capabilities. Prioritize around efforts that will drive the greatest value, and ensure these align with your strategy.
- **Technology**: Successful industrial companies require highly specific capabilities like APM, digital factories, supply chain optimization, and field services optimization. They need digital platforms that are designed from the ground up to handle the unique rigors of asset-intensive companies. The industry's first-movers are turning to cloud-based platforms designed specifically for the industrial internet to serve as the foundation of scalable enterprise solutions.

- **Operations**: As innovations garner a great deal of attention, the question becomes: "How can we leverage the same enablers to customize, produce, and deliver our products faster and more efficiently than our competitors?" In a digital economy where customers increasingly demand speed, flexibility, and customization, this view is now essential. Customer loyalty is waning, as technology companies raise the bar. Smart digital operations are requiring vastly different approaches.
- **People**: As manufacturers invest in digitization, they still need people to work alongside robots. As obvious as that seems, many companies miss it, and that means they miss one of the most powerful ways to influence the success of their digital labor program.
- **Security**: Disruptions to the flow of information among connected devices, physical interference with equipment, and unauthorized access to sensitive consumer information can do significant damage to a companies' operations, infrastructure, and reputation. Yet few organizations have implemented an IoT cybersecurity program. The stakes are too high to ignore this challenge.

The first movers who are already transforming their digital enterprise are beating back the challenges around the core building blocks. Join this webinar on February 27 to hear case studies and proven practices to transform to smart factories and products.

Speaker

Steve Pillsbury, PwC Digital Operations Leader

Steve is the digital operations leader at PwC, leading operations and strategy engagements for manufacturers. His team helps manufacturers define and execute strategies to modernize their operations through digital/IIoT enablement, including digital factories, connected supply chains, new manufacturing methods, connected field services, and the full digitization of product development. Steve has worked with IIoT sellers to help them develop innovations that address the outcomes manufacturers seek, and has worked with IIoT buyers to help them define the art of the possible and incorporate digital capabilities into their operations.

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Webinar: How the Cloud Can Drive Digital Transformation

written by Lauri Moon | April 9, 2018

Manufacturing executives always talk about Digital Transformation, but how do you get past the talk and planning actually make it happen – and more importantly, effect real change in your business? Join us February 20 when Jan Meise, CEO of AMS Technologies, and Bruce Richardson, Chief Strategy Officer at Salesforce, as they discuss how the cloud helps AMS and other manufacturing companies create new customer-centric business models, boost employee productivity and increase customer transparency.

Richardson is a former AMR analyst who leads Salesforce's manufacturing strategy

and works closely with Fortune 1000 CEOs. He will highlight the key challenges he hears from manufacturing executives, key trends in manufacturing for 2018, and how a customer-centric cloud strategy can help make digital transformation easier for companies like yours.

Meise will discuss how AMS used cloud technologies to transform from a component distributor to a customer-first solutions provider. He will also explain how the company's engineers, sales, and operations teams collaborate more easily using the cloud to deliver the perfect product for their customers. Learn how AMS achieved some amazing results such as:

- **Improved Engineering Collaboration**, including a 500% increase in engineering throughput
- **Greater Customer Transparency**, such as real-time access to engineering updates and progress tracking
- **Better Insights into Customers**, all product, customer, service and sales information in a single Salesforce deployment

Speakers

 Bruce Richardson, Chief Enterprise Strategist, Salesforce

Bruce Richardson joined Salesforce in October 2011 as the company's first Chief Enterprise Strategist. He is currently part of the Market Strategy team inside the product development organization where he focuses on new opportunities outside of the traditional CRM markets, including ERP, supply chain management, and product lifecycle management. Before joining this team, Bruce was responsible for the Retail and Consumer Goods verticals as part of the nascent Salesforce Industries group. Prior to that he managed the CIO Advisors program and the Ignite team. The latter helps customers dream up and create new products, services, and business processes. Before joining Salesforce, Bruce was the Chief Strategy Officer at Infor, a $3B software company best known for its acquisitions in the enterprise applications market. He graduated with Honors from Boston College.

 Jan Meise, CEO, AMS Technologies

Jan Meise joined AMS Technologies as Chief Sales Officer in 2010 and is responsible for all sales and marketing activities in Europe. Before joining the company he worked 9 years for Finisar Corporation in sales and marketing management responsible for establishing a presence in new territories and new markets. Prior to Finisar he held various marketing positions with QuickLogic and Future Electronics. Jan studied Electrical Engineering at Technical University of Braunschweig in Germany.

❌ Miguel Tam, VP Marketing, Propel

Miguel Tam has successfully launched new products at companies like Apttus, Oracle, CA/Niku and i2. He brings over two decades of experience as a marketing executive in product marketing, corporate marketing and sales enablement. Miguel has an industrial design degree from Stanford and an MBA from UC Berkeley, Haas School of Business.

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