Next Gen Technologies Engaging Connected Manufacturing

written by Lauri Moon | May 1, 2019

In Industry 4.0 companies are embarking on the transformative journey. The desire to gain new business insights from data, the availability of affordable IoT infrastructure, move to the edge, AI and the advent of 5G are driving strong demand.

Hear from a panel of experts how manufacturers are transforming and how industrial solution builders can keep them ready for the era of new industrial revolution.

Topics of discussion will include:

- trends happening in a connected manufacturing world
- move to the edge, the role of IoT, AI, 5G and other emerging technologies
- ways to help your customers drive digital transformation
- the next generation OEM solutions that we modify, configure, test and optimize to fit your unique needs so that you and your customers can maintain a competitive "edge."

Speakers

 Greg Moore, OEM Enterprise Technologist, Dell Technologies OEM & IoT Solutions

Greg Moore is the "OEM Enterprise Technologist" for the Dell Technologies OEM & IoT Solutions organisation in the EMEA Region. The Dell EMC OEM team is a Global Engineering & Sales organization, setup to enable customers to integrate the extensive portfolio of Dell Technologies, into the Operational Platforms and Solutions they develop. OEM also provides services for global logistics, global support, product customisation & trade compliance, product rebranding and a specialised rugged portfolio.

Greg supports verticals such as Industrial Automation, Marine, IoT, Space, Surveillance, Transport, Health & Life Sciences and Energy, therefore offering the Defense Industry with insights & trends from across many markets. He has been in the IT industry for over 30 years, lives in Dublin Ireland, with his wife and two children.

Harry Forbes, Research Director, ARC Advisory Group

Harry Forbes is a Research Director with ARC Advisory Group based in Boston. Harry leads ARC's coverage of DCS and industrial networks. He contributes to ARC coverage of process automation and the Industrial Internet of Things (IIoT). Harry is also an expert in the electric power vertical industry. Harry has over 30 years of experience in process automation, electric power generation, energy management, modeling and simulation, advanced control, and optimization. He has written for many industry and trade magazines, as well as for many technical and industry conferences.

Prior to joining ARC Advisory Group Harry served in a variety of marketing, sales and engineering posts for Simsci-Esscor, Invensys, and Foxboro. He also worked as a performance and automation engineer in fossil and nuclear power generation at the Detroit Edison Company. Harry is a graduate of Tufts University with a BS in electrical engineering and has an MBA from the Ross School of Business at the University of Michigan.

Spencer Doyle, Vice President – Industrial Platform, Noodle AI

Spencer is a life-long client services practitioner. His guiding metric for success in business is his client's own success. A student of data and analytics for his entire career, Spencer spent fifteen years at MicroStrategy playing an active role in every directorate in the organization. Spencer developed a keen sense of how organizations use data to empower executives to make informed business decisions. He parlayed his skills to develop, consult, and sell analytic software and services to clients across the Fortune 2000, becoming a multi-year top global performer and client development leader. Before joining Noodle.ai, Spencer worked as the Director of Sales for Platfora, a big-data software analytics company headquartered in Silicon

Valley. Spencer graduated from Dartmouth College and trained extensively with the Royal Shakespeare Company in London before starting his career in technology. When he's not out-and-about with clients, friends, or family you'll find him playing golf anywhere he can find a course and time to play.

Trends and Strategies Driving Manufacturing Success in 2019

written by Lauri Moon | May 1, 2019

Though the manufacturing sector has seen strong growth over the last few years, recent data indicates some slowing. The inability to attract talent in a tight labor market, rising prices, and trade anxieties are just some of the challenges to growth that manufacturers will continue to face in 2019. Yet at the same time, digital disruption is creating new opportunities for manufacturers as they embrace evolving technologies.

In this webinar, you'll learn about key factors impacting manufacturing's global economic outlook, discover how software solutions and digital technology will play an increasingly important role in manufacturing in 2019, and get answers to questions such as:

What can manufacturers do to overcome the shortage of skilled workers?

- How will the volatile global economy impact market demand?
- What economic and political issues should manufacturers monitor?
- Will changing regulations call for new strategies and processes?
- Which technology trends and innovations will benefit manufacturers most?
- Are manufacturers ready to invest in digital technology?

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.

Chad Moutray, Chief Economist, National Association of Manufacturers (NAM)

Chad Moutray is chief economist for the National Association of Manufacturers (NAM), where he serves as the NAM's economic forecaster and spokesperson on economic issues. He frequently comments on current economic conditions for manufacturers through professional presentations and media interviews and has appeared on various news outlets, including CNBC. In addition, he is the director of the Center for Manufacturing Research at the Manufacturing Institute, the social impact arm of the NAM, where he leads efforts to produce thought leadership, data and analysis of relevance to business leaders in the sector.

The Differences Between Cloud and Hosted ERP and Why They Matter

written by Lauri Moon | May 1, 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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What Matters in ERP Software Today

written by Lauri Moon | May 1, 2019

Your business, competition, and industry are changing materially and frequently, but, sadly, not all of your technology partners got the memo. In fact, some ERP vendors have been dragging their feet when it comes to cloud, multi-tenancy, and other innovations. As your organization embarks on its modernization journey, what should you use as your transformation yardstick?

Join Brian Sommer, founder of Vital Analysis, as he discusses why multi-tenancy (and other factors!) matter in ERP software today. He will explain:

- The generational changes that define modern ERP software
- How multi-tenancy, platforms, AI and more are altering your technology strategy and business cases
- The key requirements manufacturers want from ERP providers today
- Why your firm might not meet the 'transformation' demands of your board with the constrained technologies of yesteryear

Speakers

 Brian Sommer, Enterprise Software Industry Analyst, Vital Analysis

Enterprise software industry analyst Brian Sommer covers the ERP, finance and HR sectors for Diginomica and other publications. Brian began his career began by re-writing a payroll/time-reporting system for a fast food chain and subsequently reworked, implemented, implemented, etc. numerous application software systems. He went on to run Accenture's Global Software Intelligence organization where he advised hundreds of clients on software selection and shared services initiatives. Brian also headed up Accenture's Global HR Center of Excellence and its Global Finance/Performance Management Center of Excellence. More recently, Brian has been a consultant to and an expert witness for major software litigation cases and anti-trust matters. He remains involved in numerous software strategy and selection

efforts.

Brian has won the Software Advice's 2011 Authority Award – ERP Expert (2011) and numerous ERP Writers' Awards. He has keynoted numerous software conferences globally including events for NetSuite, PeopleSoft, Sage and many more. Brian is guest lecturer at major university MBA programs. He has a BBA (Marketing) and a MBA (Finance) from the University of Texas at Austin.

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

Quotes

written by Lauri Moon | May 1, 2019
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: The ERP Playbook – A Step by Step Guide to Modernizing Operations

written by Lauri Moon | May 1, 2019

It's hard to find a manufacturer that doesn't want to modernize their ERP, create a factory of the future or create a new business model. But what exactly do these projects entail? If your firm is pondering such strategic initiatives, you owe it to your firm to catch Brian Sommer, founder of research firm Vital Analysis, as he details which technologies are most important and how to prioritize, plan and execute these projects.

Brian will also candidly discuss:

- The timing and purpose behind an ERP replacement effort
- The most relevant factors to consider when aligning new technologies with new business strategies today
- The top technology and modernization areas to focus on
- A foolproof strategy to acquire a new ERP solution that will position you for the future

Speakers

 Brian Sommer, Enterprise Software Industry Analyst, Vital Analysis

Enterprise software industry analyst Brian Sommer covers the ERP, finance and HR sectors for Diginomica and other publications. Brian began his career by re-writing a payroll/time-reporting system for a fast food chain and subsequently reworked numerous application software systems. He went on to run Accenture's Global Software Intelligence organization where he advised hundreds of clients on software selection and shared services initiatives. Brian also headed up Accenture's Global HR Center of Excellence and its Global Finance/Performance Management Center of Excellence.

More recently, Brian has been a consultant to and an expert witness for major software litigation cases and anti-trust matters. He remains involved in numerous software strategy and selection efforts.

Brian has won the Software Advice 2011 Authority Award – ERP Expert and numerous ERP Writers' Awards. He has keynoted numerous software conferences globally including events for NetSuite, PeopleSoft, and Sage.

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Webinar: The Journey from Remote

Monitoring to Remote Service and Connected Field Service, a Practical Guide

written by Lauri Moon | May 1, 2019

Remote monitoring of assets is the proven first step for manufacturers like you to leverage the Internet of Things to increase your operational efficiency and improve profitability. Once connected, you can monitor how assets are performing in the field and can collect valuable data.

The operational data provided by remote monitoring enables you to deliver a quick service response and improve your first-time fix rates. It is the next step on your journey to service transformation.

Using remote monitoring as a foundation to enhance your ability to respond quickly and holistically to unplanned outages, or to conditions that will eventually produce an outage, improves your service organization's efficiency and your customer satisfaction. In this webcast, you will learn your path to remote service and connected field service and practical steps you can take to see how your service processes can evolve.

Join us to learn how remote monitoring, remote service and connected field service can help your business achieve:

- Significant increases in first time fix rates and customer uptime
- Faster repair times and lower service costs
- A solid foundation for your service transformation

Speakers

 Michael Anderson, Senior Director of Solution Management, PTC

Michael Anderson, Senior Director of SLM Solution Management at PTC, has more than 25 years' experience in solutions, product and integration management related

to the development and implementation of enterprise software for the service lifecycle.

 Mark Hessinger, VP Services, 3D Systems Inc.

Mark Hessinger is a Senior Global Customer Experience Leader who leads organizations to higher performance. He is a visionary with a demonstrated ability to identify customer needs and design a strategy that builds innovative, profitable and scalable solutions that deliver greater customer loyalty and employee engagement.

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Webinar: Automation + Cloud = Big Benefits from Industrial IoT

written by Lauri Moon | May 1, 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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