

The Pulse of Performance Management 2019: The Evolution of Performance Management

written by Lauri Moon | May 8, 2019

Which vendors received the highest ratings from their customers for budgeting, consolidation, reporting, dashboards and analytics? How is AI reshaping performance management solutions? What is the impact of all the recent investment and acquisition activity in the space?

Now in its 16th year, this annual web event will quickly get you and your team up to speed on the latest in budgeting, planning, forecasting, consolidation, reporting and analytics. This information will enable you to confidently embark on a new performance management project or identify opportunities to enhance an existing one.

Note: this is a cross-industry webcast.

The following information, all new or updated for 2019, will be covered:

- How performance management solutions have become more comprehensive, connected, and collaborative
- The expanding role of Artificial Intelligence in providing better analysis
- The success or failure of solution marketplaces in delivering value
- The relationship between forecast accuracy and forecasting methodology
- The role of spreadsheets in performance management solutions
- Updated 'Best Fit' tags identifying the best vendors for a particular requirement
- The key vendors to consider for your performance management project will be identified and reviewed based on their core and advanced functionality, latest enhancements, market success, and customer satisfaction with a focus on ease of use

BPM Partners will share:

- BPM Partners' core list of performance management vendors for 2019
- The always highly anticipated BPM Pulse 2019 vendor customer satisfaction ratings
- The 2nd Annual BPM Pulse Awards for Top Rated Vendors

Share your opinions and impact the results we present: 2019 BPM Pulse Survey

Apple AirPods 2019 Drawing



2 live webcast attendees will receive Apple AirPods 2019 w/ Charging Case, which works with any Bluetooth phone.

Speaker



Craig Schiff, CEO, BPM Partners

Craig Schiff is CEO of BPM Partners, a vendor-neutral advisory services firm that helps clients address their performance management challenges with a comprehensive, rapid and cost-effective methodology. He was a founding member of Hyperion (which is now part of Oracle), and spent 16 years as SVP of its Products & Services group. More recently he was co-founder and CEO of OutlookSoft (now part of SAP). Mr. Schiff was also a founding member of the BPM Standards Group and is a recipient of the Ernst & Young Entrepreneur of the Year Award. He has spent 30+ years focused on budgeting, forecasting, consolidation, reporting and analytics. He has contributed his expertise to CFO Magazine, American Productivity & Quality Center, Association for Financial Professionals, Institute of Management Accountants, IndustryWeek, TechTarget, Information Management, TDWI and other leading finance and technology focused publications and conferences.



Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners,

consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.

How Manufacturers Can Win in a Digital World

written by Lauri Moon | May 8, 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.



Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.

Webinar: Product Lifecycle Trends - Design to Manufacturing Delivery

written by Lauri Moon | May 8, 2019

The time it takes for a product to go from the design phase to the delivery phase is shorter than ever. Based on our research findings, engineers are feeling the pressure to keep up with shorter production times, higher production volumes, and manufacturing demands at a higher efficiency. There are plenty of opportunities for engineers and manufacturers to leverage the latest software innovations to help track production schedules, to identify manufacturability and cost issues at the early stages of the design cycle, and to leverage simulation to help define production problems before they arise.

In this webinar, we will be revealing the key insights gained through a survey of Enterprise companies involved in Discrete Manufacturing, including:

- Changes in design-to-delivery timelines
- Threats to delivery within projected timelines
- Trends in design-to-delivery costs

Speakers

 **Kristin Letourneau, PhD, Director of Market Research, Informa Engage**

With over 25 years of research experience in both corporate and academic settings, Kristin earned a Ph.D. in Social Psychology, with a concentration in Quantitative Methods, in 2000. She has been with the Informa Engage research team since 1999. Her work has been published in several Informa publications, and the academic journals Group Dynamics and European Journal of Social Psychology. Kristin has been with the Informa Engage research team since 1999.

 **Carlos M. González, Content Director for Machine Design and Hydraulics**

& Pneumatics

Carlos M. Gonzalez joined the Design Engineering & Sourcing Group in 2015 as technology editor. He is currently the Director of Content for Machine Design and Hydraulics & Pneumatics. He achieved a B.S. in mechanical engineering at Manhattan College and a M.S. in mechanical engineering at Columbia University. Prior to working for Informa, Carlos worked at Sikorsky Aircraft in their Hydraulics and Mechanical Flight Controls department; working on their S76D commercial and the Navy's CH-53K aircraft programs.

Stephanie Feraday, President & CEO, aPriori

Stephanie Feraday has over twenty years experience in driving high-growth software businesses in corporate and consumer markets. Prior to joining aPriori, Ms. Feraday held executive-level positions at marquis startup and Fortune 500 technology companies including Netegrity, Hewlett-Packard, Symantec, Delrina and Virtusa. She earned a bachelor's degree in applied science from the University of Waterloo and completed graduate studies in business administration at the University of Toronto.



Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.