

Calculating Your Cost of Goods Sold and Estimating Future Production Costs

written by Lauri Moon | January 31, 2020

Many start-up companies make the mistake of designing overly complex products that are expensive to manufacture and assemble at scale. This inflated cost can make your price point too high (costing you sales) or erode your profit margins. This webinar will show you how to accurately calculate your total product cost and develop an intelligent pro-forma cost as you look to scale-up production.

What You Will Learn

- The difference between fixed costs, variable costs, direct costs, indirect costs and overhead.
- Gain an understanding of Break-Even Point and Economies of Scale and how they can impact pricing and profit margin.
- The importance of knowing your product cost before investing in manufacturing or launching at the wrong price point.
- Translating your bill of materials and manufacturing cost into an intelligent proforma at any scale.

Speakers



Eric Fasser - FuzeHub

Design and Engineering Solutions Specialist

Bio



Dan Radomski - FuzeHub

Build4Scale Trainer & Consultant

Bio

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**Collaborative-Capable Robots: The
Future is Now for Automated**

Welding

written by Lauri Moon | January 31, 2020

For years, traditional industrial welding automation has helped large companies address labor shortages, variable cost overruns, difficult production targets and quality issues. Without those large capital budgets, however, automation had previously been out of reach for small to mid-size manufacturers. But now, flexible, easy-to-program and quick-to-deploy collaborative robots are changing the landscape of welding automation... all for a fraction of the cost of traditional industrial robots.

This 60-minute webinar will cover:

- The history of traditional welding automation
- A welding market review from a robot perspective
- Benefits of cobotic welding automation
- Ideal profile of companies best suited for cobot welding automation

Speaker



Mitch Dupon, Application Development Engineer, Universal Robots

Mitch Dupon graduated from Conestoga College in Canada with a degree in Welding Engineering. After spending 10 years with Panasonic Factory Automation, Mitch worked in the welding robotics group at KUKA Robotics.

Currently at Universal Robots, Mitch has travelled the world from North America, Mexico, India Germany to Denmark, installing and implementing welding automation. His experience ranges from installation, service and sales of welding automation in high production automation environments to simple pre-engineered cells at small and medium sized businesses. He is passionate about welding and all the opportunities it provides to small and medium-sized companies looking to

automate their high mix / low volume production with a solution that has never existed before. The collaborative welding tool.

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Why Traceability is Crucial for a Successful Supply Chain

written by Lauri Moon | January 31, 2020

Traceability is a crucial part of supply chain management. If traceability is neglected, you could damage your business reputation and lose millions in revenue. But it's not just about risk—traceability can also add value to your brand, increase profitability and significantly improve sustainability.

Join us on February 19 to learn about traceability best practices and how operational visibility gives you real-time insight into supplier quality and manufacturing processes.

Topics include:

- Monitoring for regulatory compliance
- Lowering risk of product recalls
- Gaining efficiency
- Improving decision-making
- Better management of materials
- More effective demand planning
- Better logistics management

Speaker



Morgan Rochofski, Product Marketing Manager - Sage X3, Sage

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Recession-Proof Your Operations

written by Lauri Moon | January 31, 2020

Most manufacturers have experienced a decade of growth since the Great Recession ended in 2009. But there are signs — declines in new orders, a stagnating U.S. gross domestic product, reduced corporate growth estimates — that the good times may be coming to an end. If history does repeat itself, a slowdown will dramatically impact manufacturers' revenues, profits, and cash cycles. Fortunately, leaders of these firms can take steps to prepare their organizations before an economic slowdown or recession.

Learn what you can do to get ready in this exciting IndustryWeek webinar. You'll find out how to recession-proof your operations by:

- Creating an agile organization that reacts effectively to geopolitical, technological, and human factors that alter demand
- Building a strong manufacturing foundation by setting higher goals (via zero-loss thinking), establishing a system for high performance, and expanding employee capabilities
- Looking beyond the four walls of your own organizations to minimize or reduce demand variation, by collaborating with customers and integrating suppliers into your operations.

Speakers



Phil McIntyre, Managing Director, Client Development and Marketing, Performance Solutions by Milliken

Phil's career is steeped in thirty years' worth of business leadership and manufacturing expertise. Phil has successfully worked with and led several business units within Milliken & Company to profitable growth and financial sustainability.

Prior to his business leadership roles, Phil led the implementation of Milliken Performance System for the Performance Products Division and served as Director of Cost Improvement, where he was responsible for strategic cost reduction efforts.

Phil has also spent time as the Pursuit of Excellence Director responsible for integrating customer needs (and wants) with manufacturing and business capability. Early in his career, Phil worked in four different manufacturing locations, holding multiple positions ranging from quality to cost. Phil credits this early diversity in job responsibility and scope as the beginning of his in-depth knowledge of continuous improvement; his appreciation for sustainable, empowered safety processes and systems; and his understanding of the critical nature of establishing the right financial metrics to drive the right behavior.

Phil holds a degree in Industrial Engineering from Clemson University and a Master of Business Administration degree from Wake Forest University.



John Brandt, CEO, The MPI Group

An experienced executive, entrepreneur, journalist, author, and researcher, John R. Brandt is the founder and CEO of The MPI Group, a global management research firm, and the former editor-in-chief and publisher of both *Chief Executive* and *IndustryWeek* magazines. His new book — *NINCOMPOOPERY: Why Your Customers Hate — and How to Fix It* (HarperCollins, 2019) — is based on groundbreaking research into leadership and performance excellence across more than fifty thousand organizations. Brandt has earned more than twenty editorial awards for excellence, and also led more than three hundred advisory, marketing, research, and data engagements for clients, including Ernst & Young, Deloitte, Grant Thornton, Infor, the Italian Trade Commission, Microsoft, Performance Solutions by Milliken, SAP, and many others. Brandt also maintains a busy lecture schedule, speaking worldwide on how organizations, industries, and communities can avoid Nincompoopery and Despair by adapting themselves to the realities of new markets,

new corporate structures, and new customer expectations.

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Keeping Supply & Demand in Perfect Harmony

written by Lauri Moon | January 31, 2020

How to improve sales and operations planning (S&OP) to create a collaborative environment of success

The primary goal of any successful business is to keep sales and operations in perfect, balanced harmony. However, without a truly collaborative S&OP system in place, this balance can quickly fall apart. As a result, you face the constant risk of either selling products without inventory to support orders or overloading your inventory with unsold products. What are the key elements of the process to keep your teams running in sync?

Join executives from Rootstock Software and Salesforce on February 5 at 2 PM ET and see how combining Rootstock Cloud ERP and Salesforce Manufacturing Cloud

can help eliminate these risks by enabling manufacturers like you to:

- Create more precise and dependable production, procurement and distribution plans
- Obtain a truly 360-degree view of your customers for forecasting and planning
- Optimize S&OP, inventory management, and customer satisfaction

Speakers



David Stephans, Chief Revenue Officer, Rootstock

As the Chief Revenue Officer, David provides strategic direction for all revenue channels, customer acquisition, solution architecture and services activities for Rootstock Software. Mr. Stephans has more than 25 years of manufacturing and technology experience and has held numerous senior management positions with firms such as Baan Supply Chain Solutions, i2 Technologies, and Relevant.



Tom Brennan, CMO, Rootstock

Tom Brennan is Rootstock's CMO. Tom has 30 years of professional experience working in ERP and for business software companies. He has been a long-time evangelist of cloud computing and has held many executive roles including several years as the Senior Vice President of Marketing at FinancialForce.



Tony Kratovil, Industry Senior Director for Automotive & Manufacturing, Salesforce

Tony Kratovil is a Senior Director within Salesforce’s Industry team and focuses on customer and product strategy for Manufacturing and Automotive. As part of his role, he is tasked with helping clients understand the process, architecture, and value of Salesforce solutions within the context of Manufacturing Organizations. Prior to his role at Salesforce, Tony spent over 20 years in software and consulting roles focused on complex customer, operational, and supply chain transformation initiatives for global manufacturing customers.



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Accelerate Your Journey from “Concept to Delivery”

written by Lauri Moon | January 31, 2020

Increase Innovation and Speed Your Design Path with Additive Manufacturing & Function-Driven Generative Design

Every business struggles with reducing the time from design concept to final product. A matter of weeks can be the difference between first-to-market leaders

and industry laggards. When combined together, additive manufacturing and generative design can be the secret weapon to dramatically increase your innovation potential while delivering substantial time savings on the journey from concept to delivery.

In this webinar, we will highlight a **real-world manufacturing case study that reveals the true potential of this technology collaboration**. From the design of an innovative search and rescue small unmanned aerial vehicle in partnership with Wichita State University to the rapid production of a new wind tunnel model, this project showcases demonstrate the lightweighting, topology optimization and design innovations the technologies make possible and the **unprecedented timelines for delivery** they enable. Further, during the showcase we will also highlight how the “platform” approach dramatically increased collaboration across the entire project.

Join us on January 23 as Dassault Systèmes demonstrates how Additive Manufacturing and Function-Driven Generative Design can help you:

- Utilize leading function driven design competencies across your entire innovation horizon
- Explore, test and validate for both additive and subtractive manufacturing with requirements driven tradeoff studies
- Design, optimize and manufacture, maintaining your digital thread, all within a single platform

About Dassault Systemes: Dassault Systèmes, the 3DEXPERIENCE Company, provides business and people with virtual universes to imagine sustainable innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes’ collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world. The group brings value to over 250, 000 customers of all sizes, in all industries, in more than 140 countries.

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Speaker



Ryan Benyshek, Solution Consultant, Dassault Systèmes

Ryan Benyshek is a Solutions Consultant at DS Government Solution Corp. He received his Bachelors and Masters in Aerospace at the Department of Aerospace Engineering, Wichita State University in 2017. He worked for the National Institute of Aviation Research (NIAR) at Wichita State University, where his primary focus was Reverse Engineering and Additive Manufacturing. The latest projects at NIAR included being the design lead for sUAS design and testing, as well as a project lead for aircraft accident reconstruction.

Industrial Use Case for GDE: Last year, a joint effort between Dassault Systèmes and Wichita State was created to design a search and rescue small unmanned aerial vehicle (sUAS). The drone was a technology demonstrator case for the future of UAV manufacturing on the 3DEXperience platform. The full lifecycle of the program deeply incorporated additive manufacturing to accelerate the delivery timeline. Some examples of additive manufacturing's timeline acceleration were to produce the wind-tunnel model within two weeks. Additive manufacturing was also used to create composite tooling, air ducting, and structural brackets. The highlighted use case will cover the role that topology optimization played in light weighting additively manufactured parts for a mission critical system of the sUAS.

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Opportunities for PA Exporters in Australian Market - Taking Your Business Down Under

written by Lauri Moon | January 31, 2020

If you're a Pennsylvania firm and haven't considered the world's 14th largest economy as a potential export market for your goods or services - you should!



Join us as our Pennsylvania Authorized Trade Office in Australia presents this webinar for you to learn more about this amazing market and the opportunities that are available for your company! Foley & Associates has been acting as the Authorized Trade Representative for the Commonwealth since 2002 and, in that time, has assisted over 1,000 international organizations in doing business in the region - providing a variety of business development services including Market Analysis & Entry Strategy, Partner Identification & Qualification, Competitor Analysis, trade Show support & Independent Market Visits.

This webinar is for organizations large and small, experienced exporters to SMEs

looking at new opportunities in international markets. Regardless of whether you are already exporting or just assessing market opportunities down under, we invite you to join us on February 5th!

Why Australia?

- Australia is the world's 14th largest economy and is experiencing its 29th year of consecutive growth
- Australia provides a safe, low risk environment in which to do business
- Australia offers export opportunities in many sectors including Infrastructure, Health and Medical Technology, IT, Digital Technology, Aircraft and Parts, Defense and Security.

Proposed Agenda:

- Market Overview - Economy and Geography
- The Australia and USA Trade Relationship
- Pennsylvania and Australian Trade
- Market Entry - Opportunities and Hot Sectors
- Tips for Doing Business in Australia

At the conclusion, participants will be provided an opportunity to ask industry and product specific questions and talk one-on-one with the team at Foley & Associates.

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Optimizing Production in the Age of Digital Transformation

written by Lauri Moon | January 31, 2020

Today's Markets are no longer satisfied with "standard" products and services. Manufacturers are increasingly driven to produce smaller quantities of a wider

variety of products - and to do it with great efficiency. Rigid, inflexible processes no longer meet the needs of the market. Flexibility and agility are required to compete and succeed in this highly dynamic environment.

Fortunately, we live in a time of digital transformation where our goals are no longer hampered by restricted back office systems with capabilities limited to specific partners. This is a rigid transaction-based mode of operation. New technologies can now bring about the revolutionary change needed to transform the value creation model. Manufacturers globally are increasingly moving from product-centric, slow, rigid, & static supply chains to an experience-centric, fast, agile, and dynamic value network.

In this webinar you will learn how the modern manufacturer orchestrates operations through the effective use of digital and analytic technologies available today.

Areas we will explore include:

- How the effective adoption of technologies such as advanced supply chain planning, optimization, IOT and edge computing drive value creation now and in the future.
- Understanding the art of what is possible by modelling all of the operational processes.
- Bringing long-term plans into focus for effective execution in the real world.
- How advanced planning technology is already delivering a competitive advantage today.
- What the digital transformation journey looks like and how to apply the enabling technologies.

Speaker

 **Camilo Gaviria, Vice President of Technical Sales at DELMIA, Dassault Systèmes**

Camilo Gaviria is the Vice President of Technical Sales at DELMIA. He oversees the DELMIA Center of Excellence within Dassault Systèmes. Prior to this, He was the Senior Business Director for Metals & Manufacturing, and the Director of Quintiq

Latin America. Camilo holds a bachelor's degree in economics and a master's degree in econometrics and operations research. He is also a certified Lean Six Sigma Black Belt.



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Factory of the Future - Optimizing the Plant for Industrial Transformation

written by Lauri Moon | January 31, 2020

The Factory of the future (FoF) is a key part of every industrial transformation (IX) program. It delivers the systems needed in the factory to support IX technology, process and people. The key starting point for every FoF is data. Indeed, many factories have started that data collection through MOM, SCADA and other key manufacturing software technology. The FoF will deliver the technology to support agility, empowered workers and ever more autonomous factories.

Attendees will learn:

- The starting points for your FoF journey

- How to build the architecture to support FoF processes
- Sources of data and ideas for bringing it all together
- How to define and use Edge computing concepts in the integrated world
- Some key technologies that you should consider in your FoF journey, including MOM, digital twins, AI and digital Lean
- The starting points for FoF operational optimization and its expansion into the supply chain

Speaker

Andrew Hughes, Principal Analyst, LNS Research

Andrew Hughes is a Principal Analyst with LNS Research, where he leads the factory of the future coverage area. He primarily focuses on industrial operations and manufacturing operations management, with collaborative coverage across the Industrial Internet of Things (IIoT), industrial analytics, the Digital Twin, product lifecycle management, discrete manufacturing, and other industry verticals served by LNS Research. Andrew has more than 30 years' experience in manufacturing IT, software research, sales, and management across a broad spectrum of manufacturing industries. Andrew has led teams and initiatives across prominent companies like Aspen Technology, Philips Electronics, Honeywell and GEC Marconi. Hughes holds a BSc honours degree in Computer Science from York University.

LNS Research provides research and advisory services to guide companies through Industrial Transformation. Our research focuses on how digital technology drives transformation across the value chain and offers insights into the people, processes, and technologies required for achieving Operational Excellence. Our team of research analysts work with industrial companies to help them eliminate worries around alignment, time, cost and risk in Industrial Transformation. We apply proven methodologies to drive IT-OT convergence and disciplinary business leaders to achieve goals and time-to-value, quickly and confidently. Learn more at www.lnsresearch.com/blog.



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Machine Vision

written by Lauri Moon | January 31, 2020

Improve your manufacturing operations through application of machine vision.

Do you have a significant amount of visual inspection, measurement, or tracking and tracing requirements in your operation? If so, you could benefit from machine vision technology to improve your process effectiveness and efficiency.

Join our fellow Manufacturing Extension Partnership (MEP) sister centers: Catalyst Connection, CMTC, FuzeHub, and Impact Washington for Machine Vision 101: an Introduction to Industrial Machine Vision. The webinar will be presented by Raminder Sandhu, Advanced Automation Practice Lead, for CMTC in California.

Topics to be covered:

- What is machine vision?
- Key players in the industry
- Line Scan, 2D and 3D Vision Systems
- What are good places to apply machine vision on the factory floor?
- Artificial Intelligence vs Traditional Machine Vision Software

Presenter:



Raminder Sandhu, Advanced Robotics and Automation Practice
Lead, CMTC

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