

# Optimizing Production in the Age of Digital Transformation

written by Lauri Moon | December 10, 2019

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**

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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](http://www.lnsresearch.com/blog).



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# Take Control of Your Manufacturing Operations

written by Lauri Moon | December 10, 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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# The Future of Manufacturing: Transformational Technology & Your Workforce

written by Lauri Moon | December 10, 2019

Manufacturers are implementing new technologies such as artificial intelligence, advanced automation, and data analytics to transform their operations now and for the future. While these technologies drive increased operational efficiencies and overall productivity, they also impact the workforce by providing the opportunity for upskilling and helping to attract new talent.

This webinar will explore how advanced technologies are transforming the manufacturing industry and the workforce.

During this webinar, you will:

- Learn from the Manufacturers Alliance for Productivity and Innovation why manufacturers need to be building digital strategies for the future
- Gain insight from The Information Technology & Innovation Foundation on how technology is transforming the industry
- Understand how digital transformation is changing the future of work for the manufacturing workforce

## Speakers

Stephen Gold, CEO and President, Manufacturers Alliance for Productivity and Innovation (MAPI)

Stephen Ezell, Vice President, Information Technology and Innovation Foundation (ITIF)

Kylene Zenk, Director of Manufacturing Practice, Kronos



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# AI and the Revolution of Logistics, Mobility and Manufacturing

written by Lauri Moon | December 10, 2019

It's no secret that artificial intelligence and automation have been a hot topic within every sector of the supply ecosystem. In only a few years, rapidly advancing technologies have transformed virtually every aspect of warehouse and distribution center operations, disrupting long-held functions and practices. These innovations present previously unimaginable potential for the industry at large and the speed at which they continue to develop suggests this is only the beginning. Led by global industry experts, this conversation will explore the many ways today's latest trends in IIoT, AI and automation continue to revolutionize logistics, mobility and manufacturing.

Discussion will include:

- AI's impact on the supply workforce in the coming 5-10 years and future talent needs
- Automation's role in future mobility processes and the innovations poised to further disrupt the industry
- The business impact resulting from increased global spending and supply

chain demands of the e-commerce era

- The urbanization and population trends redefining delivery expectations

The 45-minute discussion will be followed by a 15-minute audience Q&A. Sign up today to reserve your seat and learn more about how automation is shaping the future of mobility.

## **Speakers**

**✘ Akira Shiki, Senior Executive Vice President, Mitsubishi Heavy Industries America, Inc.**

Akira Shiki is an industry leading executive in logistics machinery with over three decades of technical and managerial expertise. He currently serves in dual roles as Senior Vice President of Mitsubishi Heavy Industries, Ltd. (MHI) and Senior Executive Vice President of Mitsubishi Heavy Industries America, Inc. (MHIA). Mr. Shiki began his career in 1981 as a Forklift Design Engineer for Nissan Motor Company, Ltd. Following his time as General Manager of Engineering for Nissan Forklift Company, Ltd., he accepted his first overseas assignment as Vice President of Product Engineering, delivering a new internal combustion forklift to the U.S. market. From there, he quickly rose to General Manager of Industrial Machinery before being appointed CEO in 2010. Following the merger of Nissan Forklift and TCM, Mr. Shiki went on to become President & CEO of the newly formed UniCarriers Corporation, which sold to MHI in 2016. Since joining MHI, Mr. Shiki has applied his expertise in design, manufacturing, purchasing, and product development to lead MHI Group companies in the Industry & Infrastructure Domain and Shared Services Division.

**✘ John Sneddon, VP, Sales & Marketing, Mitsubishi Caterpillar Forklift America Inc.**

John Sneddon serves as Vice President of Sales and Marketing at Mitsubishi Caterpillar Forklift America Inc. (MCFA). In this role, Mr. Sneddon is responsible for overseeing the company's North and South American machine sales and distribution services, strategic marketing efforts and direct-to-customer sales through national accounts and dealer development activities. In his previous roles, Mr. Sneddon was



responsible for leading MCFA's national and dealer sales strategies, and preceding that role he oversaw distribution development and financial performance. Prior to MCFA, Mr. Sneddon held various management and executive positions at Jungheinrich AG in Hamburg, Germany and Jungheinrich Lift Truck Corporation in Richmond, Virginia.

 **Robyn Boerstling, VP, Infrastructure, Innovation and Human Resources, National Association of Manufacturers**

Robyn M. Boerstling serves as the vice president of infrastructure, innovation and human resources policy for the National Association of Manufacturers (NAM). In this role, Ms. Boerstling leads the policy and advocacy work on issues covering transportation, infrastructure, innovation and technology, health care, immigration and workforce. In addition, she works to ensure the manufacturing voice is brought to these legislative and regulatory issues before Congress and the administration. Prior to the NAM, Ms. Boerstling was a presidential appointee, serving as the counselor to the assistant secretary for transportation policy in the Office of the Secretary at the U.S. Department of Transportation. There, she worked in policy development and assisted with day-to-day management of the Office of Transportation Policy and held various positions during the tenure of Secretary Norman Mineta and Secretary Mary Peters.

**Moderator**

 **Travis Hessman, Content Director and Editor-in-Chief, IndustryWeek**



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# **Modern ERP Trends Manufacturers Can't Afford to Ignore**

written by Lauri Moon | December 10, 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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# **Tools to Navigate the Changing Workforce in Manufacturing**

written by Lauri Moon | December 10, 2019

You probably know the saying “change is the only constant.” Well, that couldn’t be truer during this unique time in operations, where:

- 50% of facility managers are expected to retire in the next 10 years
- 80% of Americans agree there is a skills gap in the workforce
- 2 million of the 3.5 million manufacturing jobs needed by 2025 are expected to go unfilled

Add to that changes in technology and the fact that five generations are working together for the first time in history - and it can be difficult to navigate a path forward.

Amid all this change and uncertainty in your workforce, there is opportunity. Opportunity to equip your team with what they need to grow their productivity and remain competitive. Opportunity to harness tools and technology to make sure your team is prepared for the future. Opportunity to prove your impact and leave a lasting legacy.

Join our discussion on this topic to gain confidence and a toolset around:

- Current statistics on the changing workforce and how it affects the world of manufacturing operations
- Training and development opportunities to boost recruitment and retention

to equip your team for the future

- Technology to help your team grow their skills, knowledge sharing and productivity
- How other operations professionals are successfully navigating these changes

## Speakers

### **Wayne Glass, Manufacturing M&O Manager**

Wayne Glass built two maintenance management careers, in two very different fields. A closer look reveals both fields, military maintenance, and industrial mining, deal with skilled resource shortages in similar ways. Wayne says, “Organization of the maintenance effort is what CMMS is all about!”. He should know, His broad career includes 25 years in the US Army followed by 14 years in mine maintenance management. Wayne credits CMMS as key to his effective maintenance efforts in both the 1991 Persian Gulf war and the 2003 invasion of Iraq. He also says it is paramount to lead an effective plant maintenance program. Wayne’s many military awards include the Bronze Star service medal. Wayne just finished a from scratch CMMS implementation in California and is moving to the Austin Texas area.

### **Paul Lachance, Senior Manufacturing Advisor, Dude Solutions**

Paul Lachance has spent his entire career devoted to optimizing maintenance teams by enabling data-driven decisions and actionable insights. He wrote his first CMMS system in 2004 and has since spent his professional career designing and directing CMMS and EAM systems. A regular speaker at national tradeshow, he’s been featured at IMTS, Fabtech and SMRP as well as several industry magazines. He currently serves as the Senior Manufacturing Advisor for Dude Solutions.



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# **Data Visualization: How You Can Take Analytics to the Next Level**

written by Lauri Moon | December 10, 2019

With the right tools and strategies in analytics, you can leverage the data you are collecting to deliver better cost and productivity efficiencies in your business. All manufacturers collect and analyze data to drive and support business decisions, but how do you know that you're getting the most out of your data? The next level in analytics is data visualization, which presents the analytics visually so managers and your teams can review and capitalize on historical trends and trajectories and maximize your output.

This webinar will teach you key strategies, for effective data visualization and show you how you can develop and leverage analytics at the right level, with the level of detail necessary to identify and create action plan to take your business to the next level.

Rich Carpenter, General Manager of Product Management, Machine Automation Solutions at Emerson, is responsible for Machine Automation Solutions entire portfolio. Rich was previously CTO of GE Digital Automation Software and as part of that, he has experience creating and deploying solutions in manufacturing plants around the world. He will discuss data visualization methods and how it can help take your plant's analytics to the next level.

By joining this webinar, you will have the tools you need to:

- Develop strategies for effective data visualization
- Develop strategies to deploy important analytics at the right level
- Drive better cost and productivity efficiencies through analytics

## Speakers

### **W. David Stephenson, Principal, Stephenson Strategies**

W. David Stephenson, principal of Stephenson Strategies, has built an international reputation as a creative Internet of Things (IoT) consultant, thought leader and journalist. He wrote The Future Is Smart, (HarperCollins Leadership imprint, 2018), the first guide to IoT strategy; and Data Dynamite: How Liberating Information will Transform our World, an introduction to big data and the benefits of sharing data. He writes a column on the Internet of Things for *IndustryWeek*.

### **Rich Carpenter, General Manager of Product Management, Machine Automation Solutions, Emerson**

Rich Carpenter is responsible for Machine Automation Solutions entire portfolio at Emerson. Rich was previously CTO of GE Digital Automation Software and as part of that, he has experience creating and deploying solutions in manufacturing plants around the world.



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# **Kick-Starting Your Modern Maintenance Program**

written by Lauri Moon | December 10, 2019

Do any of these sound like you?

- I've got no real maintenance management system. I never have and am intimidated about where to get started.
- I've got a system, but I never got it off the ground and don't feel we get what we need from it.
- I'm making progress, but I would like to further maximize my maintenance operations.

Regardless of where you're at, kick-starting your maintenance is possible. It starts with changing the mindset of your organization - a process that may be easier than you think if you have the right CMMS tools, plan and especially the right partner. Starting with the goal, objective and pain points first, then moving to how technology can solve those problems and put you on a better path is key.

During this discussion, you'll learn:

- A multi-step (crawl, walk, run) plan to ease you into a continuous improvement mode and get away from maintenance firefighting
- What technologies can really help improve your operations
- How to arm yourself with information that you can use with your management to show how modernizing/kick-starting your maintenance department will help with profitability

**Speakers**



**✘ Paul Lachance, Senior Manufacturing Advisor, Dude Solutions**

Paul Lachance has spent his entire career devoted to optimizing maintenance teams by enabling data-driven decisions and actionable insights. He wrote his first CMMS system in 2004 and has since spent his professional career designing and directing CMMS and EAM systems. A regular speaker at national tradeshow, he's been featured at IMTS, Fabtech and SMRP as well as several industry magazines. He currently serves as the Senior Manufacturing Advisor for Dude Solutions.

**✘ Pete Walker, Production Engineering Manager, Johnson Outdoors Marine Electronics, Inc.**

Pete Walker is the Production Engineering Manager at the Humminbird brand Marine Electronics plant in Eufaula Alabama. He has over 35 years experience in PC Board Manufacturing and electronics assembly covering the Automotive, and Consumer Electronics Industries.



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# **The Economic and Strategic**

# Benefits of Cloud ERP

written by Lauri Moon | December 10, 2019

Based on research from Computer Economics, organizations that have fully or largely migrated their ERP and other solutions to the cloud spend less on IT as a percentage of revenue and on a per-user basis. Savings come not only from a reduction in data center spending but also from lower IT personnel costs. Moreover, because cloud-based systems reduce the effort needed for ongoing support, cloud users are able to devote a higher percentage of their IT spending to new initiatives. The cost savings, combined with strategic benefits in speed, scalability, and agility, argue in favor of organizations moving aggressively to the cloud. This presentation will summarize these research findings.

Join Frank Scavo of Computer Economics, an independent IT research firm, as he explores the economic and strategic benefits of cloud computing with an emphasis on Cloud ERP.

Attendees will learn:

- Benchmarks showing the cost savings that organizations typically achieve when migrating to cloud systems
- The strategic benefits that companies gain with Cloud ERP in addition to the cost benefits
- Practical recommendations to ensure the realization of benefits in migrating to Cloud ERP

Everyone that attends the live webinar on June 27 will receive the Computer Economics Research Report, *“The Economic and Strategic Benefits of Cloud Computing”* (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 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.



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