

Reducing Complexity in the Age of Manufacturing Industrial 4.0

written by Lauri Moon | May 1, 2019

As a manufacturing organization grows and changes it becomes increasingly difficult to implement business process standards, support quality and consistency, and provide visibility to business leaders who have become removed from the day-to-day operations. Further, a collection of legacy, siloed, customized, out of date solutions leads to redundant, inaccurate data, extra work, and an inability to stay up-to-date on current versions. This scenario will keep your business from achieving its goals, as well as lock your business out from utilizing emerging technologies such as analytics, artificial intelligence, and the internet of things, which are essential for success in the modern manufacturing environment.

You are invited to a webinar on May 30th at 2:00 PM EST, featuring Infor's Director of Industry and Solution Strategy, Nick Castellina, and Mike Kalinowski, Infor OS Product Manager, to learn about how your business can reduce complexity and differentiate itself in Industry 4.0. During this event, you will learn:

- The biggest issues that manufacturers face as they grow
- Tips for connecting business leaders with relevant information
- Strategies for improving workforce productivity
- How to build a digital foundation for reducing complexity

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.

Mike Kalinowski, OS Product Manager, Infor

As a member of Infor OS platform team and based out of Philadelphia, PA, Mike Kalinowski leads product management and strategy for the Infor Data Lake, Data Catalog, and Infor ION's suite of data transformation tools & utilities. Mike's role is in identifying and solving enterprise challenges across analytics, search, operational reporting, and predictive silos by driving Cloud-based technologies to address an ever-increasing need for data scalability, governance, and delivery. Previously, Mike spent several years with Preferred Sands leading the application integrations team in automating their rail and truck-based distribution networks.

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The Critical Thinking Process and Tools that Support Root Cause Analysis

written by Lauri Moon | May 1, 2019

"If you can't describe what you are doing as a process, you don't know what you're

doing.” — W. Edwards Deming

In this webinar we will review the primary tools used for finding Root Cause, and how to use them effectively to converge on the Root Cause of a problem. We will review the philosophy of the 5 Whys and the Kepner-Tregoe (KT) principles of critical thinking. We will review the most commonly used RCA tools including:

- Cause/Incident Mapping
- Fishbone or Ishikawa Diagrams
- Fault Tree Analysis

The webinar will focus on using best practices to discover the answer to the question, “What did change”. We will demonstrate how to move beyond the philosophy of the 5 whys and to continue investigating until we get past mechanical causes to address systemic and procedural causes that contributed to the choice which started the causal chain. Many iterations of RCA may be necessary to explain a series of true causes before we get to root cause.

Speakers

Michael Curran-Hays

A professional who works closely with his clients to achieve Operational and Service Excellence in regulated industries, Michael provides executive leadership across Kepner-Tregoe’s (KT) full range of services including directing industry-specific, integrated teams on a wide range of projects. Michael began his career with KT in 1998 as a consultant specializing in organizational processes analysis, issue resolution facilitation, project management system implementation and design, and executing critical skills transfer in client organizations. Working across a wide range of industries, his clients include Siemens, Johnson & Johnson, Pfizer, Novartis, Bristol-Myers Squibb, Glaxo SmithKline, Roche, Citi Group, Merrill Lynch, Morgan Stanley, Deutsche Bank, Royal Bank of Scotland, Barclays Capital and various government regulatory agencies such as the FDA and USDA.

John Ager

Master trainer, facilitator, and project manager, John Ager leads teams and individuals through solving problems, and implementing operational improvements to achieve strategic goals. He specializes in improving organizational processes and subsequent change management and has extensive experience in project management, facilitating issue resolution, and transferring critical thinking skills. He has worked with clients in both manufacturing and service industries, often in highly regulated sectors. John's ability to integrate and communicate essential organizational data is key to his success with projects that enhance compliance, improve product quality, and increase efficiency. His work has resulted in: optimized organizational structures, optimized project portfolios, successful shifts in product mix and customer focus, and alignment of employee activities with organizational priorities.



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Moving Manufacturing Beyond Lean with Digitalization and IIoT

written by Lauri Moon | May 1, 2019

Many manufacturers have leaned out their processes so that the product physically flows efficiently down the line. But what about digitally? Can they look at all their

data and glean insights from it? Do they digitally capture all the data they need to perform a thorough analysis to go beyond lean? According to Gartner, the answer is no. They estimate that 70% of all the shop floor data goes unused and much of the problem is that it's not directly usable in the paper form that it's in or it's trapped in the machines on the shop floor.

AutomaTech Technical Director, Matt Bernhard and GE Digital Senior Product Manager, Joe Gerstl will discuss how manufacturers can surpass the performance plateaus of lean manufacturing, by leveraging IIoT technologies such as Manufacturing Execution Systems.

By joining this webinar you'll learn how leading manufacturers such as Toray Plastics, Nestle, and GE Aviation have embraced these powerful tools to:

- Deliver insights to the right people at the right time
- Adapt to meet your customer demands
- Drive short term and long term decisions around equipment, people, suppliers, and more

Speakers

Matt Bernhard, Technical Director, AutomaTech

AutomaTech Technical Director Matt Bernhard has helped leading Manufacturing & Industrial companies identify and overcome their toughest challenges for over a decade, specializing in Process Automation, Data Collection, Digitization & IIoT, and Continuous Improvement. Matt leads the AutomaTech Solution Architect team, an outcome-focused group of experienced professionals, directing the technical content development of workshops, conferences, training sessions, and more. Matt and the AutomaTech Solution Architects take a hands-on problem solving approach in identifying customer business requirements and applying appropriate technology solutions to deliver tangible business results. Matt is a Penn State University graduate with a Bachelor of Science in Electrical Engineering.

Joe Gerstl, Sr. Product Manager, GE Digital

Joe Gerstl is the Sr. Product Manager for GE Digital's Plant Applications MES software. He has worked in the software industry and in manufacturing for over 30 years spending time in various roles including engineering, sales and product management while working at leading companies such as Microsoft and now GE Digital.

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Supply Chain Visibility: A New Look

written by Lauri Moon | May 1, 2019

Are you keeping up with the evolution of supply chain visibility?

Many of the world's top supply chain organizations are gaining an understanding of how their supply chain flows are tied to outcomes. As a result, they make better business decisions, stay ahead of problems, and gain new efficiencies.

In this session, you'll see how to:

- Gain actionable insights with an end-to-end view of your supply chain
- Identify new opportunities for supply chain process improvement
- Reduce bottlenecks, while improving profit margins and satisfaction

Speakers

Sean T. Riley, Global Industry Director, Manufacturing & Transportation, Software AG

Sean Riley is the Global Industry Director for Manufacturing & Transportation for Software AG. Over the past six years, Mr. Riley has been obsessively focused on enterprise digital transformation with a focus on leveraging technologies like IoT, Predictive Analytics, Machine Learning and Intelligent Automation as applied to production, field services, supply chains, logistics and new product development. Prior to joining Software AG in 2011, Mr. Riley has over ten years of experience in the supply chain and logistics fields. In addition to his work experience, Mr. Riley has received a BA in Business Administration from Hanover College, a MBA with Distinction from DePaul University and is a certified Six Sigma Greenbelt. As well as being a continual guest lecturer for DePaul University, Mr. Riley also sits on the curriculum advisory committee for the DePaul Graduate Program for Supply Chain and Operations Management and has been named a Supply & Demand Chain Executive “Pro to Know” for the sixth consecutive year.

Erick Argueta, Vice President, Global Enterprise Solutions, Visual Enterprise Architecture

Erick Argueta is Vice President of Global Enterprise Solutions at Visual Enterprise Architecture. Over the past 15 years, Mr. Argueta has helped numerous clients foster innovation and effectively bridge the gap between business and IT to provide successful results in Global Business Transformation initiatives. Prior to joining VEA, Mr. Argueta was responsible for the management and supply chain operations of a multi-million dollar production facility of infrared sensors. He holds a Masters in Technology Management from the Wharton Business School at the University of Pennsylvania.



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Manufacturing and Artificial Intelligence: How Computer Vision Drives ROI

written by Lauri Moon | May 1, 2019

Manufacturing enterprises are quickly deploying AI solutions to stay ahead, but how to scale these advances — and where to begin — remain elusive.

This talk, moderated by Levatas' head of Data Science, will walk through how to perform human-in-the-loop analysis of unstructured data such as imagery and video footage, and how it could save businesses time and money.

Join this webinar and learn more about how AI solutions in manufacturing can improve your:

- Production Process
- Decision Making
- ROI

We'll walk through factors to consider, results that other industries are seeing, and the potential of AI for this industry.

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Leveraging ERP to Enhance Your Customers' Experience

written by Lauri Moon | May 1, 2019

Technology disrupters such as Uber, Amazon and Netflix have set new standards and irrevocably changed the meaning of customer service. Customers have now been conditioned to expect exceptional customer experience—every time—and it is often the difference between retaining a customer or losing them to the competition. And no industry is immune.

In this webcast, you will learn about the trends that are causing companies to rethink how they interact with customers, what solutions those companies are using to ensure that they are meeting the expectations of often demanding customers, and the success that these innovative companies have achieved.

Speaker

 **Kerrie Jordan, Sr. Manager Product Marketing, Epicor Software**

Kerrie brings over a decade of experience in ERP, supply chain, eCommerce, and product development business solutions.

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Safety Performance Leads Business Performance

written by Lauri Moon | May 1, 2019

Everyone knows that safety is a business imperative. It helps to keep your people safe and your operations productive and profitable. Not everyone realizes that safety can be a significant driver for business performance. But, in order for safety performance to influence your business performance, you need a strong culture of excellence built on a shared corporate vision—and that requires continuous, organization-wide engagement.

When employees are engaged and working together towards common goals (like safety), it improves organizational culture and, ultimately, elevates business performance. In other words, the relationship between safety, culture, and performance makes an ideal catalyst for improving every area of a business.

Unfortunately, most manufacturers struggle to effectively engage their frontline employees, so safety excellence, organizational culture and business performance suffer.

Join Ryan Hellman (President and CEO of Hellman & Associates) and Carol Leaman (CEO of Axonify) on Friday, November 30th from 2 - 3 pm EDT as they explore:

- How engaging employees on a continuous basis helps build a proactive culture of safety excellence
- Strategies for reducing safety incidents and injuries to improve quality, productivity and profitability
- Real-world examples of organizations that are using safety performance excellence to drive business results

Speakers

Carol Leaman, CEO, Axonify

Carol Leaman (BA, MAcc, FCPA) is an award-winning thought leader with an impressive track record of successfully leading tech companies. Not only is she a disruptor in the corporate learning space, but she's also the brains behind the Axonify Microlearning Platform. Prior to Axonify, Carol was the CEO of PostRank Inc., a social engagement analytics platform she sold to Google. She was also the CEO at several other technology firms, including RSS Solutions and Fakespace Systems.

Carol is a celebrated entrepreneur and trailblazer (Sarah Kirke Award 2010, Waterloo Region Entrepreneur Hall of Fame Intrepid Award 2011 and the Profit500 Award for Canada's Leading Female Entrepreneur 2017) whose articles appear in leading learning, business and technology publications. She also sits on the boards of many organizations and advises a variety of Canadian high-tech firms.

Ryan Hellman, President and CEO, Hellman & Associates

Ryan Hellman is founder and President of Hellman & Associates, Inc. Ryan has more than 28 years of environmental health and safety (EHS) experience; including the past 20 years spent providing outsourced services and compliance leadership to H&A clients in construction, manufacturing and service-based organizations ranging from start-ups to Fortune 500 companies.

Ryan has experience in the development and management of world class EHS management systems, exceeding expectations of OSHA Voluntary Protection Program (VPP), ISO 18001 and 14001 international management systems. H&A

remain one of only three consultation companies in the U.S. to achieve the OSHA VPP Star recognition for a mobile workforce; and thereby extend their knowledge of EHS management to their clients by leading as an example. Ryan, through his organization, has assisted companies decrease injury and illness rates by as much as 50%, achieving levels at, or below, the industry average in as few as nine months and driving measurable change through safety-culture change and enhancement.



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Webinar: Product Lifecycle Trends - Design to Manufacturing Delivery

written by Lauri Moon | May 1, 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.



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Webinar: Robot Ready-Adopting a New Generation of Industrial Robots

written by Lauri Moon | May 1, 2019

In industrial manufacturing, robots are shedding their cages, where they have toiled for decades, and now collaborate shoulder-to-shoulder with their human co-workers. They're working on dangerous and onerous industrial tasks, while also carrying out other tasks of great dexterity and precision such as soldering microchips. As robots take on more, and promise more - and as adoption costs continue to decline - a wealth of options for manufacturers are opening that did not exist even a few years ago.

A perfect storm of factors favor robot investment in 2018 and 2019

While robots have been edging into human work at a rapid pace for some time, 2018 seems to present an inflection point on even wider adoption. A number of trends are begging the industrial sector to take a closer look at robot adoption, including greater pressures to customize products, rising global competitiveness, and a tightening industrial labor force. Another trigger is the 2017 overhaul of the US tax code, which frees up cash for manufacturers that could be earmarked for automation technology.

Strategies around robotics integration

Any new manufacturing technology requires a well-informed and scalable strategy. Industrial automation can be a considerable investment. Based on PwC's experience in working with manufacturers integrating robotics automation, there are three main areas new adopters (and those expanding their current adoption) would do well to think through before committing to investments in time and capital:

- Build a no-surprises business case. It is critical to make a clear, fact-based assessment of total costs of automating compared to not automating. Consider the increase of benefits (cost savings from higher productivity, reduced waste, etc.) net the cost of the robots. **During the webinar, we will offer some foundational questions to address to help you achieve an accurate ROI.**
- Know your automation know-how. You must assess your in-house experience with automated systems to determine what might need to be outsourced. **During the webinar, we will identify the areas of skill you should assess.**
- Choose the right robotics technology for the right job. This starts with identifying what can be automated...and why. **During the webinar, we will review the taxonomy of robotics technology: what they are, what they do, and where they work.**

Robotics and its role in the factory of the future

Manufacturers are finding value not only in the instrumentation of machines on the shop floor, but also from data captured in other parts of the operations, including materials, parts, labor and workflow records. Such data, when aggregated with

other data (customer, financial, environment, etc.) can serve as the basis for insights and actions.

During the webinar, we will walk through the ways new adopters can systematically build robotics into the fabric of operations to capture valuable data, and always with an eye to the digital future.

Speakers

✖ Steve Pillsbury, PwC Principal, 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.

✖ Tom Foth, Director, Emerging Technology Labs at PwC

Emerging technologies have become a critical factor of PwC's most successful clients' strategic portfolios, providing large opportunities in business growth, performance, and game-changing disruption. Tom leads PwC's Emerging Technology Labs. He is a technologist and innovator with 46 patents.

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Webinar: Why Current Production Scheduling Tools Aren't Helping You Deliver On-Time and How to Fix It

written by Lauri Moon | May 1, 2019

Tremendous strides have been made over the last 50 years in Production Scheduling. Once an extremely manual and time-consuming process, most of today's ERP software packages have automated scheduling embedded and/or Advanced Planning and Scheduling tools available to bolt on to them.

Unfortunately, however, in spite of the tremendous amount of functionality, companies continue to struggle to deliver orders to their customers on-time. And in many cases, after making valiant, but unsuccessful efforts to "go-live" with production scheduling software, companies revert to scheduling the shop floor using whiteboards and spreadsheets - an extremely manual and time-consuming process.

Why is this? We will explore the underlying causes of the failure of modern production scheduling tools to make significant sustainable improvement to on-time delivery or the reduction of lead-times in Manufacturing companies today.

And then we will propose a simplified but effective alternative approach that combines several concepts from Manufacturing performance improvement philosophies.

You will learn:

- How to be confident you're always working on the right job at the right time.

- What the key factor is that prevents you from trusting Scheduling software.
- How to comfortably accept and manage “Rush” jobs.
- Why there is a disconnect between the “Dispatch List” produced by Scheduling programs, and the true priorities on the Shop Floor.
- How to easily deal with customer sales order date pull-ins (and push-outs) without having to run MRP or a scheduling program.
- How to quickly and comfortably lower WIP, speed flow, reduce lead-times and raise your On-time Delivery Performance into the 90’s.

Speaker

✘ Mark Lilly, Partner, Owner & Director - LillyWorks Protected Flow Manufacturing

Mark’s passion is revealing the gap between the status quo within a company, and the potential performance that could be achieved with a plan and the right software tool. He’s been doing it for over 25 years for small to medium manufacturing companies, primarily by showing how software can “dramatically” improve their business performance. He especially likes to focus on the competitive capabilities such as delivery performance, by helping companies with the seemingly continuous struggle with shop floor scheduling.

Mark comes from a strong family background of helping Manufacturers with production scheduling. His father created several manufacturing software applications designed to help companies with shop floor scheduling, such as Profitkey, VISUAL ERP and the latest, LillyWorks Protected Flow Manufacturing. Both his siblings are Co-Presidents at LillyWorks.

But even the best software can’t do a thing without a change management plan that focuses on delivering the desired results. It’s all about motivating people to modify their behavior to support the actions necessary to effect the desired change. After acquiring a foundation of knowledge in computer science and psychology at Cornell 30 years ago, he’s continued to learn both the technology and people side of the equation in making significant and lasting changes in the business performance of a company.



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