

# AI and the Revolution of Logistics, Mobility and Manufacturing

written by Lauri Moon | October 18, 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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# Supply Chain Visibility: A New Look

written by Lauri Moon | October 18, 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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# **Transforming Manufacturing for Growth**

written by Lauri Moon | October 18, 2019

## **Gaining a Competitive Advantage with IoT**

Industrial IoT is ushering in a new era of vastly improved performance in the world of supply chain management, production process and 'smart factories'. The IIoT is helping companies improve productivity and safety while increasing engagement, differentiating their offering, and generating new revenue streams. Those leveraging IIoT technologies including cellular connectivity are far more efficient, productive and profitable than their non-connected counterparts—providing them a distinct competitive advantage.

Join IndustryWeek and Sierra Wireless on October 23rd for this 60-minute webinar and discover the foundational layers and complex collection of technologies that are required to get started with smart connectivity to generate, process and use machines for a competitive advantage in industrial business, using IoT.

Our panel of industry experts will explore:

- Current and future trends in Industrial IoT
- Real-life examples of how IoT is transforming manufacturing businesses
- Getting started for determining the 'right' IoT strategy for you
- Recommendations for working with the right solution providers
- Future-proofing your business for a competitive advantage

## Speakers

### **Vaibhav J. Parmar, Partner, PwC**

Vaibhav is Partner in PwC's Technology Consulting organization, focused on IoT, Cloud, and Software Defined Networks. He has 20 years of experience in sales, business development and client service delivery of technology advisory, consulting, systems integration and managed services projects globally. His specialties include technology infrastructure (telecom / networks, cloud, data centers, service management), emerging technologies (automation, analytics, mobility, Internet of Things), and cybersecurity.

Vaibhav has worked with clients in the telecom, mobile, cable, high tech, energy, utilities, mining, hospitality, retail and transportation industries. His experiences include strategy development, assessments, technology infrastructure design and implementation, business case development, mobility enablement and applications, technology and product development, and systems operations and management. Vaibhav has spoken at industry conferences such as DistribuTECH, UTC Telecom, CTIA Wireless, WiMAX Forum, and TeleManagement Forum, and has participated in industry organizations such as FCC, IEEE, Utilities Telecom Council and WiMAX Forum.

Vaibhav holds a Master's degree in Electrical Engineering and a Bachelor's degree in Electrical Engineering, both from the Georgia Institute of Technology in Atlanta USA.

### **Vijay Ujjain, Director, IoT Lab, Emerging Technology, PwC**

Vijay leads the IoT Team for the Emerging Technology Lab at PwC. He has a passion for developing innovative technology solutions and building prototypes. Vijay joined PwC with over 20 years of experience with wireless, cybersecurity and network design areas. He is recognized by peers as a leader in the Internet of Things (IoT), broadband wireless (LTE) and Low Power Sensor Networks space. He provided leadership to engineering teams at a pivotal time in transition to a scalable, cloud based architecture and connecting sensors to the cloud. Vijay has extensive experience with end-to-end aspects of IoT incl. distributed architectures for edge computing.

Previously, Vijay was VP Product Management at Proximity till its acquisition. He also led the efforts on standardization of Smart Grid Security architecture, content transfer for aviation systems and optimization of multi-mode wireless systems. Career includes senior engineering roles at Freescale Semiconductor, Ingenu, and Motorola.



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# **Webinar: Industry 4.0 Wireless**

# Technologies-What's New and Where to Begin

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The Industrial Internet of Things (IIoT) is helping companies improve productivity and safety while increasing engagement, differentiating their offering, and generating new revenue streams. From predictive maintenance to equipment as-a-service, Industry 4.0 promises huge returns. But where do you begin and which wireless technologies should you be considering? For device manufacturers and solution developers of industrial applications and equipment, betting on the wrong one could prove a costly mistake.

Register for this webinar to understand:

- Pros and Cons of different wireless technologies
- Hardware considerations for designing in wireless modules
- Data considerations for integrating industrial assets with the cloud
- And other connectivity options if you don't want to build it from scratch



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# Webinar: The Servitization Revolution in Industrial Manufacturing

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Engineering & Manufacturing (E&M) companies are advancing their business models to focus more on providing services and capability to their customers, a practice known as “servitization.” As core markets are becoming increasingly saturated, and product margins are under pressure, companies are aligning their supply chain strategies to meet their customers’ heightened expectations.

Service type activities already make up from one-third to more than one-half of manufacturing employment in some industries. And in today’s marketplace, more and more companies are offering after-market services or complete solutions that are closely coupled to the manufacturer’s products.

While having a digital strategy is important for any manufacturer today, that’s only half the story. There is a huge shift towards the consumption of services over the consumption of products, and it’s this combination of digital pressures and demand for services that is bringing about a revolution in industrial manufacturing.

DHL’s Engineering & Manufacturing sector and The Advanced Services Group have created a white paper series focused on this shift in business models, and in this webinar you’ll hear from several experts who will discuss servitization in the context of value networks as well as supply chain strategies and its impact on E&M industries. You’ll also hear a best practice case study that will shine a light on the transformational change process – from strategy articulation to process definition and decision enablement.

## Speakers

 **Reg Kenney, President, Global Engineering and Manufacturing, DHL, Customer Solutions & Innovation**

Involved in the logistics and transportation industry for 40 years, Reg Kenney is President of DHL's Global E&M Sector and Head of DHL's Customer Solutions & Innovation, Americas Region, based in Plantation, Florida.

Roles prior to this included Executive VP, DHL Global Customer Solutions, Americas Region and - with Air Canada Cargo for 20 years - a variety of executive-level assignments including Director of Sales, GM of Western North America, and GM of System Operations. Reg has been a member of the Council of Supply Chain Management Professionals since 1999.

 **Tim Baines, Professor and Executive Director, The Advanced Services Group, Aston Business School**

Tim is the leading international authority on servitization and spends much of his time working hands-on with both global and local manufacturing companies to understand servitization in practice and help to transform businesses.

He spent ten years working in manufacturing businesses, beginning his career as an apprentice. His background gives him a personal understanding of the challenges faced by the industry and of the need for practical, relevant guidance on implementing change strategies.

His book *Made to Serve: How manufacturers can compete through servitization and product service systems* described as, 'Essential reading for any companies or executives looking to explore this option for their business' provides a practical guide to servitization, based on in-depth research with leading corporations such as Xerox, Caterpillar, Alstom and MAN Truck & Bus UK.

 **Jim Euchner, Honorary Professor, Aston Business School, Former VP for Global Innovation, Goodyear**

Jim Euchner is an Honorary Professor at Aston Business School and the Editor in Chief of *Research-Technology Management*, a peer-reviewed journal for practitioners of innovation, technology and research management. He was previously Vice President of Global Innovation at Goodyear Tyre & Rubber Company, where he led the development of new businesses and helped launch businesses on

three continents.

Prior to his work at Goodyear, Jim held positions as Vice President of Growth Strategy and Innovation at Pitney Bowes, Inc. and Vice President, Network Systems Advanced Technology at Bell Atlantic. He is particularly interested in the use of lean startup approaches in large organizations and the challenges manufacturers confront in moving to services-led business models.

Roles prior to this included Executive VP, DHL Global Customer Solutions, Americas Region and - with Air Canada Cargo for 20 years - a variety of executive-level assignments including Director of Sales, GM of Western North America, and GM of System Operations. Reg has been a member of the Council of Supply Chain Management Professionals since 1999.

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