

Trends and Strategies Driving Manufacturing Success in 2019

written by Lauri Moon | January 15, 2019

Though the manufacturing sector has seen strong growth over the last few years, recent data indicates some slowing. The inability to attract talent in a tight labor market, rising prices, and trade anxieties are just some of the challenges to growth that manufacturers will continue to face in 2019. Yet at the same time, digital disruption is creating new opportunities for manufacturers as they embrace evolving technologies.

In this webinar, you'll learn about key factors impacting manufacturing's global economic outlook, discover how software solutions and digital technology will play an increasingly important role in manufacturing in 2019, and get answers to questions such as:

What can manufacturers do to overcome the shortage of skilled workers?


- How will the volatile global economy impact market demand?
- What economic and political issues should manufacturers monitor?
- Will changing regulations call for new strategies and processes?
- Which technology trends and innovations will benefit manufacturers most?
- Are manufacturers ready to invest in digital technology?

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.

 **Chad Moutray, Chief Economist, National Association of Manufacturers (NAM)**

Chad Moutray is chief economist for the National Association of Manufacturers (NAM), where he serves as the NAM's economic forecaster and spokesperson on economic issues. He frequently comments on current economic conditions for manufacturers through professional presentations and media interviews and has appeared on various news outlets, including CNBC. In addition, he is the director of the Center for Manufacturing Research at the Manufacturing Institute, the social impact arm of the NAM, where he leads efforts to produce thought leadership, data and analysis of relevance to business leaders in the sector.



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Critical Steps to Achieving ROI in Your IIoT Implementation

written by Lauri Moon | January 15, 2019

With any IIoT undertaking, one burning question is always top of mind - “How soon until we see some ROI?” Each IIoT implementation is as unique as your company is. Costs vary due to scope, complexity and any professional services required prior to launch. There are a few critical steps you need to undertake that are important to any IIoT initiative and setting yourself up for maximum ROI.

Join Dave McCarthy, Chief Evangelist at Bsquare, as he discusses what you need to consider to get the most out of your IIoT implementation including:

- Insight in terms of state models
- Knowing where you are in your journey to implementation
- Identifying your direct and indirect costs and savings
- Assessing velocity or value over time
- The dangers of too much data

Speaker

 **Dave McCarthy, Chief Evangelist, Bsquare**

Dave McCarthy is a leading authority on industrial IoT and a 20-year veteran of the software industry. Since joining Bsquare in December 2006, he has led several different teams while serving in an ongoing consultative capacity, advising Fortune 1000 customers on strategies for integrating device and sensor data with enterprise systems to improve their businesses through technology. Dave is also responsible for monitoring trends in IoT and regularly speaks on the topic at technology conferences around the globe and as well contributing to IT publications, including Network World and TechTarget. Most recently, he led both product management and product marketing as Senior Director of Products, before stepping into his current role as Chief Evangelist overseeing go-to-market initiatives, market analysis, and product strategy.



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The Future of Work

written by Lauri Moon | January 15, 2019

There's been a lot of recent media hype about robots and artificial intelligence replacing humans in the workplace. Does that mean you should be bracing yourself for widespread job losses and economic doom and gloom? Instead of panicking, it's time to prepare your organization so it can successfully adapt to the changing technology and employment landscape and come out on top.

Join **Mollie Lombardi**, Aptitude Research Partners cofounder and CEO, and **Amanda Nichols**, Kronos® industry manager, as they discuss proven strategies for combining technology and human capital to create value and drive productivity — even as automation expands and evolves. Hosted by SHRM, this informative webinar will provide insight into:

- How the labor market has adjusted to advances in technology in the past
- Why you need to adopt a people-centered technology strategy moving forward
- What steps top companies are taking to balance people and automation today

Don't get left behind by automation ... embrace it! Discover how to stay on the forefront of change by adopting innovative technologies that enable and empower the workforce in ways never before possible.

Speakers

Mollie Lombardi, Cofounder and CEO, Aptitude Research Partners

With nearly two decades spent advising, developing, and studying HR and business leaders, Mollie brings a wealth of knowledge and experience in human capital and workforce management to help ignite a new conversation at the intersection of HR technology, strategy, and impact. As Co-Founder and CEO of Aptitude Research Partners, she focuses on primary research covering end-to-end human capital management, to help organizations better understand their HR needs and the landscape of HCM technology solutions, and to help solution providers articulate the unique differentiators they bring to meet those needs.

She has spoken around the globe to HR audiences on topics across the HCM spectrum, and has authored hundreds of research reports and papers. Her research has been featured in the Wall Street Journal, eLearning Magazine, CIO Magazine and other trade publications. Prior to Aptitude Research Partners Mollie was Vice President, Workforce Management at Brandon Hall Group and Vice President and Principal Analyst, Human Capital Management at Aberdeen Group.

Amanda Nichols, Industry Manager, Kronos®

Amanda Nichols is industry manager for the services and distribution practice group at Kronos Incorporated, a leading provider of human capital and workforce management software solutions. In this role, Amanda helps lead product direction and go-to-market strategies for several target industries, including logistics and staffing. She is also responsible for partnering across sales, services, product development, and customer support to achieve customer satisfaction goals.



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Industry 4.0 One Step at a Time

written by Lauri Moon | January 15, 2019

Industry 4.0 has the opportunity to dramatically transform the way manufacturers compete. Some of the benefits that companies are looking to achieve via Industry 4.0 include improved quality, reduced costs, shorter cycle times, and increased revenue. While the benefits can be significant, the path to get there can seem overwhelming. Faced with the many enabling new technologies and complexities of transforming the business, companies are asking how to get started. What should they do first? How do they begin the journey?

This webcast will discuss the associated business transformation along with concrete ideas on how to begin the journey and reap the benefits of Industry 4.0 one step at a time.

Speakers

 **John Barcus, VP, Industry Solutions, Manufacturing Industries, Oracle**

John Barcus is Vice President responsible for the Oracle Global Manufacturing Industries. The Manufacturing Industries Solutions Group works globally with customers, partners, and within Oracle to refine industry strategy and build industry solutions that support the Industrial Manufacturing, Automotive, and High Tech industries.

John has been with Oracle for over 20 years, 8 of which were in consulting working with customers to manage large global ERP and advanced planning projects. John brings to companies a strong manufacturing, supply chain, and industry background. His implementation and business experiences help customers to use technology to solve business issues, gain competitive advantage, and to the adapt to the rapidly evolving needs of the digital age. John has been a frequent speaker at industry events.

Prior to coming to Oracle, John worked within the industrial manufacturing, aerospace, and high tech industries in a variety of roles including; Sales, Materials Manager, Purchasing Manager, Manufacturing Manager, and Inventory & Control Manager. He has an MBA from Pepperdine University, and an Operations Management Degree from Cal State Fullerton.

 **Scott Renner, Director, Industrial Manufacturing, Oracle**

Scott Renner is the Director of Industrial Manufacturing in Oracle's ISG group where he is driving solutions for the digitalization of the value-chain and preparing companies for the Industry 4.0 revolution. His 30 years of experience in operations, ERP, and business transformations brings a deep business and technical skill set to his work.

Before Oracle, Scott has been an operations manager, a professional services manager and entrepreneur with over two decades of consultancy experiences in the largest of manufacturing companies to the smallest.

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Transforming Manufacturing for Growth

written by Lauri Moon | January 15, 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

written by Lauri Moon | January 15, 2019

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: Regulatory Landscape Changes Demand Digitalization in Medtech

written by Lauri Moon | January 15, 2019

Big changes in the regulatory landscape are challenging Medtech companies:

- Overhauled EU regulations: MDR & IVDR
- New 2018-2020 Strategic Priorities from the FDA in the US

Implementing and maintaining regulatory compliant processes and systems is a constant for Medtech firms; however, there's a tremendous variation in chosen processes, procedures, tools and technology. Looking back, there has been acceptance of this variation, across different size companies with very different

medical products, business priorities and maturity levels. Looking forward, with the changing regulatory landscape in view, there's a clear increase in demand and payback for use of digitalization (i.e., software tools and technology) to respond to new regulatory requirements and initiatives.

In this webinar, Siemens PLM Software will highlight key regulatory changes and describe specific ways Medtech firms can respond using digitalization to both remain compliant and help balance business goals for safe, effective devices and profitability.

Speaker

 **James B. Thompson, Ph.D., Director, Industries, Medical Device & Pharmaceutical, Siemens PLM Software**

Jim Thompson has worked in the Product Lifecycle Management (PLM) industry for 30 years, in various leadership and management positions. Currently, at Siemens PLM Software, Jim is responsible for the global strategy for the Medical Device & Pharmaceutical industries.

Prior to Siemens, Jim worked for IBM in PLM software product development & consulting, and for GE as a mechanical engineer. Jim received his doctorate from the University of Illinois at Urbana-Champaign, where his research focused on AI-based engineering decision making.

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Webinar: Internet of Things for Smarter Manufacturing

written by Lauri Moon | January 15, 2019

The modern manufacturing industry is investing in new technologies such as the Internet of Things (IoT), big data analytics, cloud computing and cyber security to cope with system complexity, increase information visibility, improve production performance, and gain competitive advantage in the global market. These advances are rapidly enabling a new generation of smart manufacturing that “enable all information about the manufacturing process to be available whenever it is needed, wherever it is needed, and in an easily comprehensible form across the enterprise and among interconnected enterprises”. Smart manufacturing goes beyond the automation of manufacturing shop floors but rather depends on data-driven innovations to realize high levels of autonomy and optimization of manufacturing enterprises.

This webinar will review the Internet of Things (IoT) for smart manufacturing that help you:

1. Understand the evolution of IoT technology and its applications in the manufacturing domain
2. Develop the strategy to implement IoT technology for smart manufacturing
3. Understand the technology of cloud computing and fog computing for IoT data analytics
4. Realize full potentials of big data through new analytical methods and tools for smarter manufacturing

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Webinar: The ERP Playbook - A Step by Step Guide to Modernizing Operations

written by Lauri Moon | January 15, 2019

It's hard to find a manufacturer that doesn't want to modernize their ERP, create a factory of the future or create a new business model. But what exactly do these projects entail? If your firm is pondering such strategic initiatives, you owe it to your firm to catch Brian Sommer, founder of research firm Vital Analysis, as he details which technologies are most important and how to prioritize, plan and execute these projects.

Brian will also candidly discuss:

- The timing and purpose behind an ERP replacement effort
- The most relevant factors to consider when aligning new technologies with new business strategies today
- The top technology and modernization areas to focus on
- A foolproof strategy to acquire a new ERP solution that will position you for the future

Speakers

 **Brian Sommer, Enterprise Software Industry Analyst, Vital Analysis**

Enterprise software industry analyst Brian Sommer covers the ERP, finance and HR sectors for Diginomica and other publications. Brian began his career by re-writing a payroll/time-reporting system for a fast food chain and subsequently reworked numerous application software systems. He went on to run Accenture's Global Software Intelligence organization where he advised hundreds of clients on software selection and shared services initiatives. Brian also headed up Accenture's Global

HR Center of Excellence and its Global Finance/Performance Management Center of Excellence.

More recently, Brian has been a consultant to and an expert witness for major software litigation cases and anti-trust matters. He remains involved in numerous software strategy and selection efforts.

Brian has won the Software Advice 2011 Authority Award - ERP Expert and numerous ERP Writers' Awards. He has keynoted numerous software conferences globally including events for NetSuite, PeopleSoft, and Sage.

Brian is guest lecturer at major university MBA programs. He has a BBA (Marketing) and a MBA (Finance) from the University of Texas at Austin.

 **Tom Brennan, CMO, Rootstock**

Tom Brennan is Rootstock's CMO. Tom has 30 years of professional experience in ERP and business software. He has held many executive roles including being at Financial Force where he was the VP of Marketing.



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Webinar: The Journey from Remote Monitoring to Remote Service and Connected Field Service, a Practical Guide

written by Lauri Moon | January 15, 2019

Remote monitoring of assets is the proven first step for manufacturers like you to leverage the Internet of Things to increase your operational efficiency and improve profitability. Once connected, you can monitor how assets are performing in the field and can collect valuable data.

The operational data provided by remote monitoring enables you to deliver a quick service response and improve your first-time fix rates. It is the next step on your journey to service transformation.

Using remote monitoring as a foundation to enhance your ability to respond quickly and holistically to unplanned outages, or to conditions that will eventually produce an outage, improves your service organization's efficiency and your customer satisfaction. In this webcast, you will learn your path to remote service and connected field service and practical steps you can take to see how your service processes can evolve.

Join us to learn how remote monitoring, remote service and connected field service can help your business achieve:

- Significant increases in first time fix rates and customer uptime
- Faster repair times and lower service costs
- A solid foundation for your service transformation

Speakers

✘ **Michael Anderson, Senior Director of Solution Management, PTC**

Michael Anderson, Senior Director of SLM Solution Management at PTC, has more than 25 years' experience in solutions, product and integration management related to the development and implementation of enterprise software for the service lifecycle.

 **Mark Hessinger, VP Services, 3D Systems Inc.**

Mark Hessinger is a Senior Global Customer Experience Leader who leads organizations to higher performance. He is a visionary with a demonstrated ability to identify customer needs and design a strategy that builds innovative, profitable and scalable solutions that deliver greater customer loyalty and employee engagement.



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