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2016 Research Vision & Agenda

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Manufacturing Operations Management (MOM)

House Keeping Items



- Lines are Muted
- Recorded Line
- Chat Box
- Questions during the Presentation
- Questions after the Presentation

Our Mission is Driving Industrial Transformation

We are thought leaders and trusted advisors for Business, IT, and Automation executives

Our differentiators:

- Experienced analysts
- Primary social research
- Deep industry contacts
- Interactive data visualizations



Analyst Team



Matthew Littlefield
IIoT



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APM



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Starting Jan 14, 2016
EHS

Digitalization and Industrial Transformation Framework



Digital Transformation

Reimagining Business Process and Service Delivery



Operational Excellence

Realigning People, Process, and Technology

OPERATIONAL EXCELLENCE SUPPORT



Enterprise Architecture

Managing IT-OT Convergence and Next-Gen IIoT Technology



Business Case Development

Defining Immediate and Long Term ROI

Five Year Total Cost Summary - Subscription Licensed

COSTS	TOTAL	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
PERSONNEL						
SOFTWARE LICENSING						
THIRD PARTY SOFTWARE						
APPLICATION SOFTWARE						
DOCUMENTATION & TRAINING						
MAINTENANCE						
INSTALLATION						
INTEGRATION						
LEGACY DATA LOADING						
PROJECT MANAGEMENT						
SUPPORT						
TOTAL:						

Solution Selection

Eliminating Bias and Finding Long Term Partners



New Surveys Launched across OpEx



- IIoT
- Metrics that Matter
- EQMS
- EHS
- Energy Management
- APM
- MOM

OPERATIONAL EXCELLENCE SUPPORT

People – Process – Technology
Operational Excellence Platform

Fall short on any pillar and your
OpEx platform becomes tippy

Fall short on two or more pillars and your
OpEx platform becomes totally unstable



Value Chain Technology Architecture



MOM Research Vision – Uncovering New Insights on Technology



- Moving into the cloud – Get away from the monolithic MOM system
- Define cloud and on premise options
- Smart connected applications
- MOM as part of your IoT process guide
- Solution Selection Guide for MOM

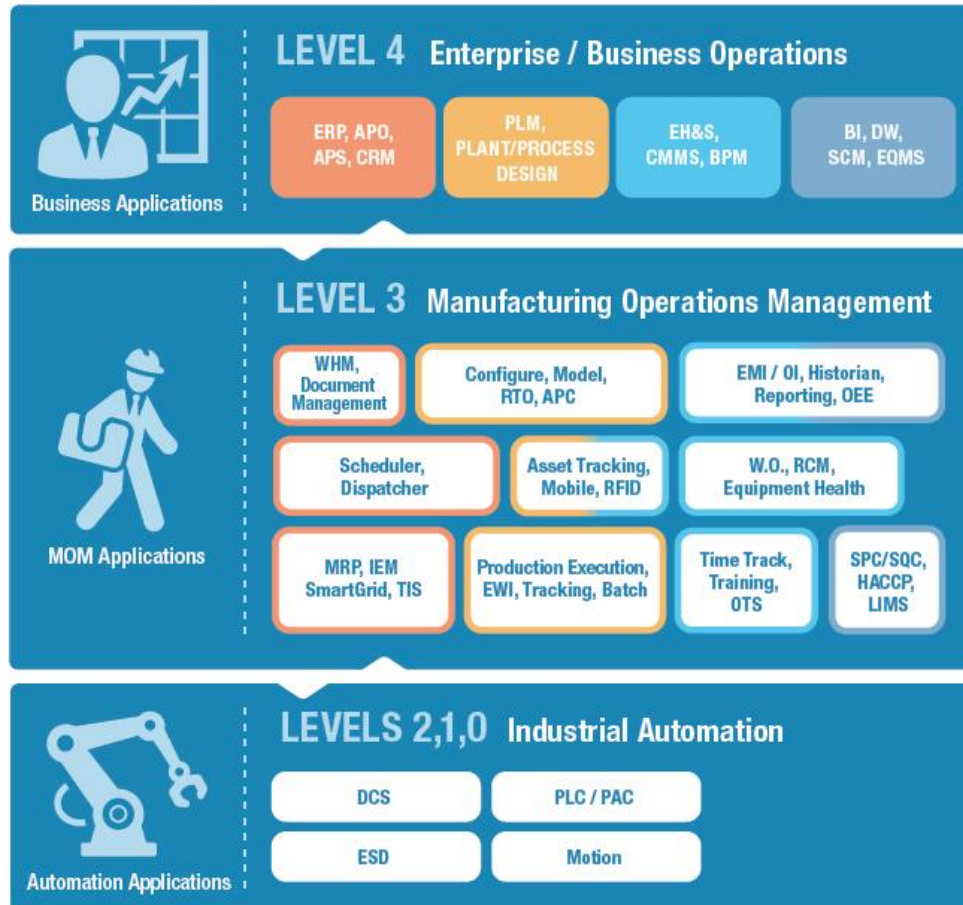


MOM Research Vision – Uncovering New Insights on Strategy



- Define the business processes and the improvements required
- How can MOM support Lean, OPP, & 6 Sigma
- Cross functional business processes
- Industry specific MOM requirements
 - Discrete
 - Batch
 - Regulated
 - Technology

MANUFACTURING OPERATIONS MANAGEMENT Software / Application View



MOM Research Vision – Uncovering New Insights on People



OPP – Overall People Productivity

- Trusting, encouraging and getting the most from shop floor workers
- How can we measure shop floor worker's real contribution and what do we need to do to support improvement?
- Working with the customer – customer centric MOM
- Working with suppliers – Discover true genealogy and traceability



MOM Global Executive Council Topics



- Batch processing in a IIoT world
- Project Management in multi-plant MOM
- MOM moving into the cloud



MOM: 2016 Integrated Campaign -1



What's really happening in the world of MOM - Metrics that matter

- LNS and MESA's biennial survey of manufacturers on their progress in managing KPIs
- Learn about your peers' key metrics and the impact on manufacturing by big data and analytics.
- Reports on metrics improvements and new findings.
- Present the results at MESA NA conference in early May (3-5)
- Please do take the survey if you are a manufacturer

<http://www.Insresearch.com/myPages/RedirectToMetricThatMatters.aspx?uid=6d83d32d-49bf-408f-a596-a49def658c1a&redir=CreateAccount&sid=0.5385764851234853&isSingleArticle=undefined&library=metrics-that-matter>

MOM: 2016 Integrated Campaign -2



Making the right MOM solution selection to deliver operational excellence

- In 2016 LNS Research will publish two main research notes on how to do MOM well – best practices and solution selection
- In MOM best practices we will study what is current good practices and help customers to understand what best practices will become in the new digital world.
- Manufacturers will learn to:
 - Define the MOM process, involve all the relevant people and confirm executive support
 - Define the needs, the scope, the roll out plan and then
 - Build a MOM framework to suit the enterprise and the key operational excellence goals
 - Execute on the process and requirements
- Finally, the solution selection guide will help manufacturers to navigate through the myriad of potential MOM software vendors.



Moving batch industries into the IoT century

- Many control system vendors have mature batch management and execution systems. As we move into the era of the IoT, these can deliver more manufacturing value across the enterprise
- MOM, smart connected devices and applications. Moving to an agile MOM that can work with flexible batch management and IoT connected devices.
- Pharmaceuticals, food & beverage and CPG market focus
- Building enterprise wide solutions for fast roll out



Thank You!