

# SMART BITES:

QUICK INSIGHTS FROM  
SMART INDUSTRY  
CONFERENCE SPEAKERS



**SPEAKER SMART BITE:**

# WHAT IS A MISCONCEPTION ABOUT HOW THE IIOT WILL CHANGE HUMAN INTERACTION WITH INDUSTRIAL OPERATIONS?



"IIoT technologies in the factory will enable workers to see into their machines and into their overall operations, thus increasing transparency. This will enable humans to go from being problem fixers to being proactive problem solvers. Their jobs will become more strategic and will most likely have a larger span of control than current job roles and responsibilities envision."

-Dr. Faith McCreary, Principal Engineer and User Experience Researcher, Intel Corp.

"A big misconception underlying this transition is that humans in the factory will go away. While we believe that automation will increase, there will still be roles that only humans can play—oversight roles. Our study participants agree with this perception, and while nearly all of the participants believe that the number of workers will be reduced, none of them believe that their specific job/role would go away. They do understand that they will need to continuously upgrade their digital skills to remain relevant, however."

-Dr. Irene J. Petrick, Market Innovation Director, Internet of Things Group, Intel Corp.



## SPEAKER SMART BITE:

# WHAT SHOULD INFORM THE STRATEGY AN ENTERPRISE CREATES WHEN GETTING STARTED IN SMART MANUFACTURING?

“Think big, start small, get quick wins and feed the frenzy. You need to begin with a vision that everyone can buy into—from the folks on the floor that touch the process daily, to the C-suite that can sponsor it. The vision needs to be concise, clear and compelling—one that can be socialized throughout the organization. Find passionate leaders to do that. Then go after quick wins in your manufacturing operations that you can use to demonstrate what smart manufacturing can do for you. This helps build energy and commitment, helps get the buy-in, and helps change the culture, which is huge. Then feed that frenzy—standardize where it makes sense, deploy in other swim lanes, and maintain momentum and excitement.

And you must do those things without losing sight of your vision—ensure that whatever you undertake is 100% aligned with your vision.



Lastly, don't go at it alone. Learn from others, collaborate where it makes sense, and leverage technology partners. That's how you win this game.”

-Haresh Malkani, Chief Technology Officer, Clean Energy Smart Manufacturing Innovation Institute

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**SPEAKER SMART BITE:**

## **CHANGING MINDSETS ABOUT DATA USE IS CRITICAL. WHY?**

“Data can be one of an organization's most valuable assets, but only if and when that organization understands how to extract the value from it. Data without analysis can provide no insights and, as such, is useless. Transforming into a data-driven organization requires that everyone understands how to appropriately utilize data, but perhaps more importantly, that they understand why it is valuable to do so. By demonstrating how data can be used to uncover information or discover knowledge that was once hidden and then relating that back to organizational goals, team members are able to recognize how their efforts are a part of something much larger and how their efforts drive overall performance.”



-Trent Salvaggio, Executive Director, IoT Talent Consortium

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## **WHY ARE INDUSTRIAL COMPANIES HISTORICALLY SLOW TO EMBRACE SHIFTS SUCH AS DIGITAL TRANSFORMATION?**

“For industrial companies to be successful they have had to take a different path. The culture that made them successful in the past was strongly results-oriented, process-oriented, operating within a discipline. That’s what they are known for. As industrial companies want to become more customer-centric, innovative and agile, they are recruiting executives from B-to-C companies to help them in those areas. The reverse is true where industrial companies are infusing talent in B-to-C companies to help with operating discipline and productivity improvements.”



## **ARE PEOPLE THE PROBLEM? DO PEOPLE INHIBIT HEALTHY DISRUPTION?**

“Disruption for the sake of disruption is not necessarily a good thing, but in order to gain long-term competitive advantages it is now a business imperative. We’re witnessing that with an Amazon or Uber coming up with different business models that change the landscape. For a business to compete in the long-term they must have strategies that are able to address these changes straight on and, hopefully, be ahead of the curve.”

-Suzzane Burns, Global Industrial & Digital Practices, Spencer Stuart

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## **WHAT MOST EXCITES YOU ABOUT THE NEAR FUTURE OF YOUR DIGITAL TRANSFORMATION?**

“Although it is rewarding working in a plant that is taking full advantage of the value created by digital solutions, including Glass, cobots, AGVs, 3D printing, AR/VR, sensors, cloud, eksoskeletons and more, the most exciting change for me is the employees' increased ability to act on our customers' demands with agility and transparency. When employees have easy access to information and are encouraged to take advantage of creativity and quick innovations, the culture benefits. When the focal point of every decision is our customer experience, our customer benefits. The most lasting impressions of change you will embrace when you walk through our plants will be our culture and our people.



Innovation is all about trying new things and taking risks. In the end, the greatest risk of all is not taking any.”

-Peggy Gulick, Director Digital Transformation, Global Manufacturing, AGCO

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