

C-Suite Strategy Series: Accelerating Progress in our Value Chains

Takeaways and Next Steps



The Voice of the Leaders



"The dimensions of design are speed, quality and cost. Typically, the design process can only optimize two of these and customers who collaborate, get the tradeoffs they want"
-Scott Woida, President, Midwest Engineering Solutions



"It's about figuring out the right policies to make a big change"
-Jen Upthegrove, Executive Supply Chain, Rockwell Automation



"One common thread is transparency. We can be more agile and create better relationships with what covid pushed us to do"
-Tommy Lenahan, Central Regional Director, Crown Castle



"We need to stay up to speed. We must work with local universities to find out what needs to be the new curriculum"
- Raman Dhiman, Vice President, Infinite Computer Solutions Inc



"If there is true collaboration between parties, there is inherent trust built"
-Dennis Menefee, CEO, Parstat



"It is the time to remove the handcuffs we put on acquisitions of small manufacturers"
- Jennifer Meister, Vice President, Marketing, Everstream Analytics

Welcome Reception



Amy Pechacek

*Secretary-designee,
Wisconsin Department of Workforce
Development*

Key Takeaways

- Secretary-designee Pechacek highlighted Wisconsin's success in job growth and placement with private sector and academic partnerships that are driving **record low unemployment and a record high number of jobs** "because we embrace innovation, new ways of thinking, and incorporating technology across our value chains"
- Several key priority areas for the Department of Workforce Development:
 - Preparing for disruptive technology such as AI
 - Assisting those who experience barriers to entry such as childcare and access to reskilling programs
 - Growing partnerships with companies like Google to innovate and improve response time for workforce solutions

"We meet people where they are at to support their development"

Welcome Reception



Koreen Grube

*Director of U.S Commercial Service,
Wisconsin, U.S Department of Commerce*

Key Takeaways

- Director Grube drove home the need to accelerate progress in our value chains by "coordinating within and across supply chains to increase the effectiveness of government programs."
- Several key priority areas for the Department of Commercial Service:
 - Providing transparency for international business expansion
 - Advancing clean technology partnerships
 - Bridging IPEF country connections for collaboration

"Think of us more as a concierge service rather than a government agency"

Panel: Collaboration of Partners in the Value Chain



Moderated by:
Jen Uptegrove
Executive Supply Chain
Rockwell Automation

Nicole Kosmowski
Executive Strategic Sourcing
GE HealthCare



Dennis Menefee
CEO
Partstat

Justin Tervooren
Director Supply Chain
Analog Devices



Andy Hyatt
Senior Vice President
Plexus

Key Takeaways

- Long lead times, customer dissatisfaction and concerns ranging from CFOs to shareholders are prompting the exploration of innovative partnerships that optimize proximity within the value chain
- Transparency, delegation, and trusted networks enable a shared responsibility across the value chain
- Measuring lead time reduction, pre-paid suppliers, inventory deposits, and shorter payment terms boost financial performance now and enhanced resilience and customer satisfaction during the pandemic
- Successful regional diversification of the supply chain requires strong leadership, synchronization, and a commitment to meeting revenue obligations

“Surviving is just as important as thriving.”
– Andy Hyatt

Fireside Chat: The Role of Collaboration plays in Supply Chain Innovation



Moderated by:
Stephanie Wright
Chief Operating Officer
US Center

Scott Woida
President
Midwest Engineering



Jimmie Beacham
Executive Chief Engineer -
Advanced Manufacturing
GE HealthCare

Key Takeaways

- Codesigning early and often improves customer-vendor relationships by aligning objectives and enhancing communication for smoother processes and tailored outcomes
- Collaborative momentum is enhanced by prioritizing innovation, fostering an environment of creative solutions and leveraging diverse expertise
- Successful collaboration depends on a future workforce with a blend of education, curiosity, and customer interaction skills

“Bringing the customer and vendor together allows for everyone to get exactly what they want compared to just taking a price-based solution approach” – Scott Woida

Key Takeaways



Small and Medium-Sized Manufacturers (SMEs)

- Collaboration on customized programming highlight requirements and technology best practices that enable SME's engagement across the value chain
- SME's play a vital role in strengthening speed and agility in light of global disruptions
- Qualifying for capability not existing practice diversifies SME industry suppliers increasing opportunities



Supply Chain Management for Innovation and Improvement

- Balancing disruption and meeting customer demand requires coordinating a mix of just-in-time inventory management and appropriate storage solutions
- Investment in the adoption of new technologies across the value chain benefits the time to delivery and quality of finished products
- Maintaining open communication between suppliers and customers experienced during COVID-19 drives agility and product improvement



Key Success Factors for Building an Ecosystem

- Precompetitive mentorship groups aid in c-suite education and help foster a shared narrative across the value chain
- Establishing clear objectives, trust and a path forward grows successful supplier collaborations
- Rethinking entry barriers and increasing customer communication includes more participants, encouraging innovative thinking

Current Projects

Key challenges the US Manufacturing and supply chain communities are currently facing:



Unlocking the full potential of technology and innovation across factories and value chains



Work force shortage and inadequate use of technology on shop floors



Global disruptions generating an unprecedented need for change

The Center is focusing on a set of projects to address key industrial challenges:



Accelerating Technology Adoption in the US



Reskilling and Upskilling the US Manufacturing Workforce



Disruptive Innovation and New Business Models in Manufacturing

Pipeline Projects

Emerging project concepts that will be developed in collaboration with the stakeholders of the center:

- Clean Energy
- Supply Chain Resiliency
- Cybersecurity



How to Engage

- Participate in Voice of the **Workforce** Interviews
- Identify appropriate executive to contribute your innovation strategies and success stories for **New Business Model** Project
- Open your factory floor to showcase how your organization tackles key manufacturing challenges in **Workforce** and **Technology adoption**
- Schedule a discussion for further **collaboration**

Upcoming Events

- Schneider Electric Go&See
 - June 20 & 21st, Lexington, KY
 - Disruptive Innovation Playbook Working Group
 - June 15th, West Lafayette, IN
 - Final 2023 C-Suite Strategy Series
 - November 13 & 14th , hosted by Flex
-



US
Center for
Advanced
Manufacturing