

The banner features a dark background with a central burst of colorful, multi-colored streaks radiating outwards. The text 'SAP Leonardo Live' is prominently displayed in the center, with 'SAP Leonardo' in white and 'Live' in yellow. Below it, the tagline 'Not just another business conference' is written in white. The right side of the banner has a vertical gradient from dark to light yellow.

SAP Leonardo Live

Not just another business conference

From Analog to Digital: Building Your Smarter Factory with **Fujitsu and SAP Leonardo**

Fujitsu, SAP, Toro, Johns Manville

PUBLIC

Today's interactive panel discussion

- Identifying, selecting, and applying technologies to transform manufacturing operations
- Exploring the impact of emerging technologies such as artificial learning, the Internet of Things, and machine learning

Moderated by Raymond Russ

Featuring customers Toro and Johns Manville and partners SAP and Fujitsu



Ray Russ

Senior Director
Fujitsu



James Zhang

Director
Fujitsu



Dave Elmer

Development
Manager
Johns Manville



Paul Chapman

Project Manager
Toro



Frank Platt

Senior Director
SAP

A journey to a smart factory

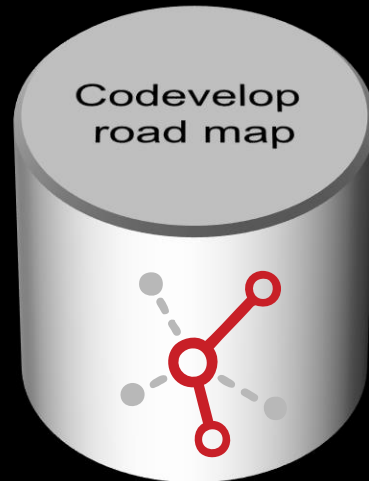
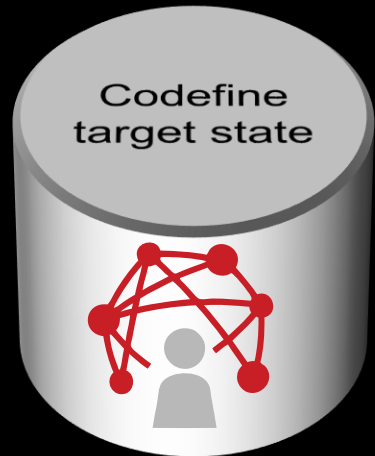
- » Vision and strategy
- » Maturity model
- » Business case

- » Outcome-based road map
- » ID pilot opportunities

- » Reusable asset
- » Best practices
- » Digital co-creation

- » Organizational transformation
- » Technology implementation

- » Hybrid IT
- » Process automation



Think big

Start small

Grow fast

Panel questions and speaker flow

Introduce panel participants

- Frank: Tell us what SAP Leonardo Live is and how it benefits SAP customers?
- James: How is Fujitsu partnering with SAP and customers to make digital manufacturing transformation a reality?
- Paul and Dave: What have Toro and JM done so far for digital manufacturing transformation?

Paul and Dave

- The Internet of Things offers great potential business value for companies. What do you see as the greatest opportunities for incorporating the IoT into your customer strategies?
- Paul and Dave: Have you designed sensors into your equipment to assist with monitoring and service agreements?
 - Do you manage “as maintained records” for equipment in the field?
 - How do you manage service in the field?

All

- What have been the biggest barriers to driving change in manufacturing on the shop floor?
- How do you see incorporating emerging technologies like AI and blockchain into your operations?

All

- If you could predict the future, what do manufacturing operations look like 5 to 10 years from now compared to today?
 - James and Frank: For an SAP customer
 - Paul and Dave: For your company

Today's panel



Paul Chapman, Project Manager, Toro

Paul is a project manager at Toro responsible for delivery to the manufacturing plants. Focused on delivering value and eliminating waste, he brings best practices and innovation to process improvement efforts. Having spent several years in various Toro businesses, he is familiar not only with manufacturing operations but also with serving the customer. Prior to Toro he was a consultant and implementer of demand planning and sales and operations software and processes.



Dave Elmer, Technical Manager, Corporate IT Manufacturing Group, Johns Manville

Dave is the technical leader for Johns Manville's manufacturing functions. These functions oversee the processes used across Johns Manville's diverse locations around the globe. Dave's career started at a large custom machine builder in West Michigan as a senior controls engineer designing and commissioning various types of large-scale automated equipment, eventually starting up his own business. The business was a contract automated manufacturing business that served multiple industries. After a success launch and seven years of operations growth Dave continued his career growth by joining the leadership of IT manufacturing at Johns Manville.



Frank Platt, Senior Director, LoB Manufacturing, SAP

Frank is a senior director for SAP in the solutions area: line of business – manufacturing. He joined SAP in 2005 as a part of the acquisition of Lighthammer, now known as SAP MII, where he served as VP of sales and marketing from its inception. He has a deep background in sensors, controls, process automation, MES, and enterprise software. His current activities support SAP's manufacturing strategy and road map, and are focused on digitalization strategies that leverage a global Industry 4.0 approach. Frank is also very active with SAP's industrial Internet of Things strategy, providing thought leadership and strategies in this emerging technology area.



James Zhang, Director, North American Lead, Digital Manufacturing and IoT, Fujitsu

James is focused on driving Fujitsu's smart factory strategy using Big Data, software, sensors, controllers, and robotics in combination with lean manufacturing techniques to increase productivity and deliver asset and operations optimization. He defined and deployed Fujitsu Smart Factory Lab, an incubation and acceleration space for integrated, next-gen manufacturing solutions encompassing a wide variety of companies and technologies defining the industrial IoT ecosystem