

## Introduction

In every Newsletter, we highlight and explore in more detail one of our training programs and workshops. In this second edition, the Training In Focus is the 2-days workshop “MES/MOM: All You Need to Know!”.

MOMi provides business consultancy services based on industry best practices, with customer specific needs as a priority. These are based on best practice approaches, but always tuned to the specific needs of our customers. Throughout these newsletters, our business consultants will highlight aspects of these services. In this edition (and the next two), we will focus on Control the Business Change Cycle.

May 1, 2020, Mathijs Philips will join the MOMi team. Mathijs has a MSc degree in Industrial Engineering & Management and holds an MBA certificate in Organization Change Management. In his 27 year career, he helped many organizations to improve their performance especially in Supply Chain and Manufacturing Operations.



Mathijs Philips

I hope you will enjoy reading this second MOMi Newsletter. Please, let us know if you have any questions and/or suggestions either via our [website](#) or by e-mailing [Sarah Knight](#).

Especially in these days of the global COVID-19 crisis, the MOMi team wishes you good health personally and businesswise!

*Jan Snoeij, President*



### Webinar – 2nd April 2020 (9:00 and 17:00 CET)

Throughout our global manufacturing community, we find ourselves in unprecedented times. It is now thought leaders will realize opportunities to prepare for the future. How will we organize our production supply chains if there is another global event?

In a 30 minute webinar, I will highlight how MOMi establishes the “Online Education Series” that will enable manufacturing professionals to adapt and prepare for the future of Digital Transformation.

See our website to [register](#).

## About MOMi

The Manufacturing Operations Management Institute (MOMi) is an Expert Division of ATS Global.

MOMi offers best-practice business consultancy services to support the full change cycle in a dynamic operations environment and provides strategic and tactical advice to manufacturers, delivering the 4<sup>th</sup> Industrial Revolution.

MOMi provides independent education programs to manufacturers, preparing their people to leverage new smart technologies through the power of knowledge.

Our team has extensive experience in supporting manufacturers around the globe and provides best-practice services to help them to continuously improving their performance (step-by-step).

MOMi’s consultants and instructors work from a pragmatic basis to deliver effective, deployable strategies. MOMi’s team consists out of independent, professional experts in the domain of Manufacturing Operations Management.

More: [www.mom-institute.org](http://www.mom-institute.org)

## Classroom training sessions cancelled - Online programs available!

MOMi is always striving to support participants on our education programs in the best possible way. In these uncertain times, traveling to a training location is not in your and our interest. Therefore, we have cancelled all our classroom training programs till the end of May 2020.

We will follow the national guidelines with respect to the Covid-19 outbreak, applicable at the locations of our scheduled programs (after May), to decide whether or not they can take place.

Meanwhile, we have transformed three of our training programs for online delivery:

- MES/MOM: All You Need to Know! – Online
- Cybersecurity for Manufacturing (ISA/IEC 62443) – Online
- Industry 4.0 and Smart Manufacturing Strategies – Online

More programs will be made available as online sessions soon.



## Training In Focus: MES/MOM: All You Need to Know!

Going back to basics and keeping it simple can be the start of great achievements. The manufacturing industry is changing. Talk of Big Data, the Internet of Things, the Fourth Industrial Revolution, Smart Factories, ... is all very exciting, but is it really real?

One thing is for sure: manufacturing organizations will not become self-organizing without achieving manufacturing excellence by utilizing Manufacturing Operations Management (MOM) / Manufacturing Execution Systems (MES) first.

This program provides an extensive overview of MES/MOM and how to leverage its full potential both on short and long term. A successful change requires alignment of your ways of working in manufacturing operations, organization & governance, your people's skill set and the supporting IT. The course introduces the relevant industry standards for MES/MOM, like ISA-95, and many other aspects to create a well-designed roadmap to improve your manufacturing performance.

When you are preparing for the new smart technologies, you need to know about the technologies and solutions available to you today and the best practices for successfully justifying, implementing and sustaining them long term.

"MES/MOM: All You Need to Know!" is available both as classroom and as online program.



## Business Consultancy Highlight: Control the Business Change Cycle (1)

In order to stay in business competitively, every manufacturing company needs to change, to improve continuously. However, this needs to be done while remaining extremely efficient, effective and still compliant to all applicable regulations. A huge challenge! An appropriate strategy and a structured approach are required for successful control of the Business Change Cycle.

It comprises all steps:

- from the initial exploration of the improvement potential,
- the sound benefits case supporting the investment decision,
- the design of the blueprint for the future, including the processes, organization & governance, people skillsets and the enabling technologies,
- up to the deployment of the solutions to delivering sustainable improvements.

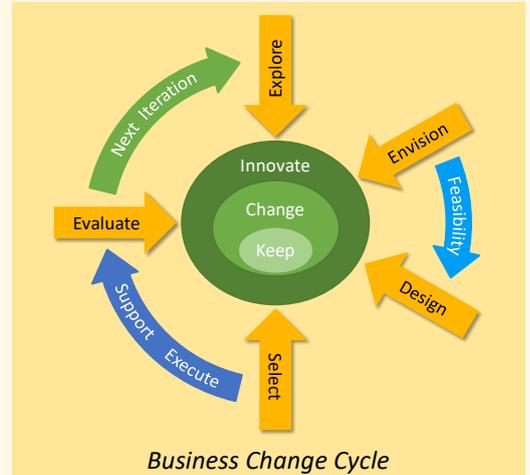
In this Newsletter, we will focus at the first three steps: Explore, Envision and Design. In the next edition, we will provide more details about Selection of appropriate MOM solutions and following that more information on the Evaluate step.

### Explore

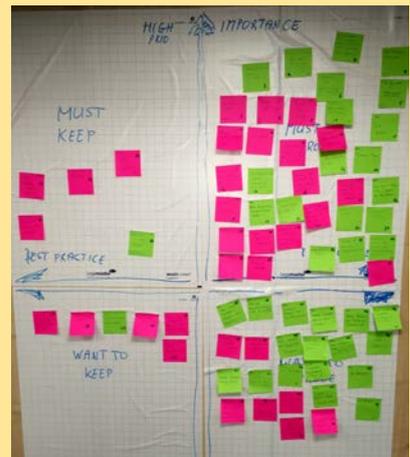
In order to create common understanding, commitment and ownership, most of the activities are concentrated in workshops with your subject matter experts. Normally, your employees have limited experience with modern MES applications. Therefore, an awareness session is planned at the beginning of the project. Often, one of our MES/MOM training programs is used for these awareness workshops. While creating awareness, commitment and ownership, we also determine current best practices, required improvements and potential innovations.



*Discussing priorities of innovations.*



*Business Change Cycle*



*Identification of best practices and potential improvements.*



*Requirements mapping on ISA-95 Activity model.*

## Envision

Based on the ‘exploration’ results, we will identify the future ways of working in order to achieve your strategic objectives. A first version of the architecture blueprint, including processes, organization & governance, the people skill sets and the enabling technology (IT), and a draft roadmap for gradual realization (based on priorities and added value) will be created. Business benefits (high-level benefits case) will be determined and the feasibility of investing in manufacturing operations management systems assessed.

## Design

Because it is primarily about improving manufacturing operations, the future standardized ways of working need to be designed (‘to-be’) in comparison to the current ways of working (‘as-is’). From this, a complete set of functional and non-functional requirements will be defined. Next is the creation of the solution architecture, leading to a less complex IT landscape supporting the (new) improved standardized ways of working.

The step-by-step roadmap will be detailed to ensure achieving the identified improvements and to minimize the risks. The benefits/business case will be detailed to the required level in order to show every step in the roadmap will be beneficial.

By going on this journey together with an experienced MOMi consultant you will create acceptance and commitment of all involved. In the end, everybody will be convinced that you created a perfect starting point for the next steps (selecting and deploying an appropriate MOM solution) to enable manufacturing operations to contribute to your overall success. The entire process is also traceable in case you get questions later.

## What Our Customers Say

*“Thank you for the so much knowledge and experience shared last week, and it was a pleasure indeed to work with you as well. I have enjoyed the training very much!”*

Milos Stankovic, Business Development Manager – Digital Technologies, The Design to Manufacturing Co., participant “MES/MOM: All You Need to Know!”, March 2020.

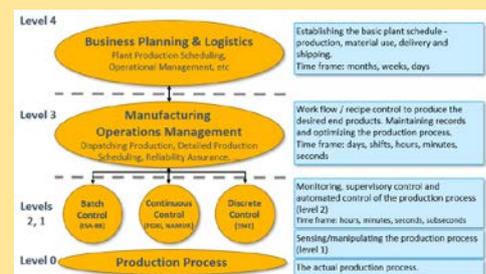
*“An inspirer. An empower. An engager. These three characteristics are just a short sample of the many you demonstrate with all of your students, including me, every single day. I want to express our gratitude and authentic value for the support you so eagerly share for our knowledge, as not only students, but also as Managers and decision makers.”*

Salah Eddine Khouatra; Chief Technology Officer, Satarex Algeria – participant MESA CoC Haarlem, December 2019

## ISA-95 Standard

In all three steps, the ISA-95 standard “Enterprise – Control System Integration” provides great help. The models for Functional Hierarchy, the Equipment Hierarchy and MOM Activities (production, maintenance, quality test and inventory) are used to

- Identify the scope for MOM solutions,
- Define and structure the new improved ways of working,
- Determine the required integration with other areas and solutions.



ISA-95 Functional Hierarchy model

With Smart Manufacturing, Industry 4.0 and other similar alike initiatives, integration has become a major part in the scope of a selection and the business case. Not only connections to level 4 (ERP) and level 2 (DCS/SCADA) solutions but also to other level 3 systems.

## Training Schedule



Program	Days	Start date	Location	Price
MES/MOM: All You Need to Know! - Online	3	2020-04-14	Online (13:00 – 17:00)	EUR 990
Cybersecurity for Manufacturing (ISA/IEC 62443) - Online	2	2020-04-22	Online (13:00 – 17:00)	EUR 750
Smart Manufacturing and Industry 4.0 Strategies - Online	3	2020-05-12	Online (13:00 - 17:00)	EUR 990

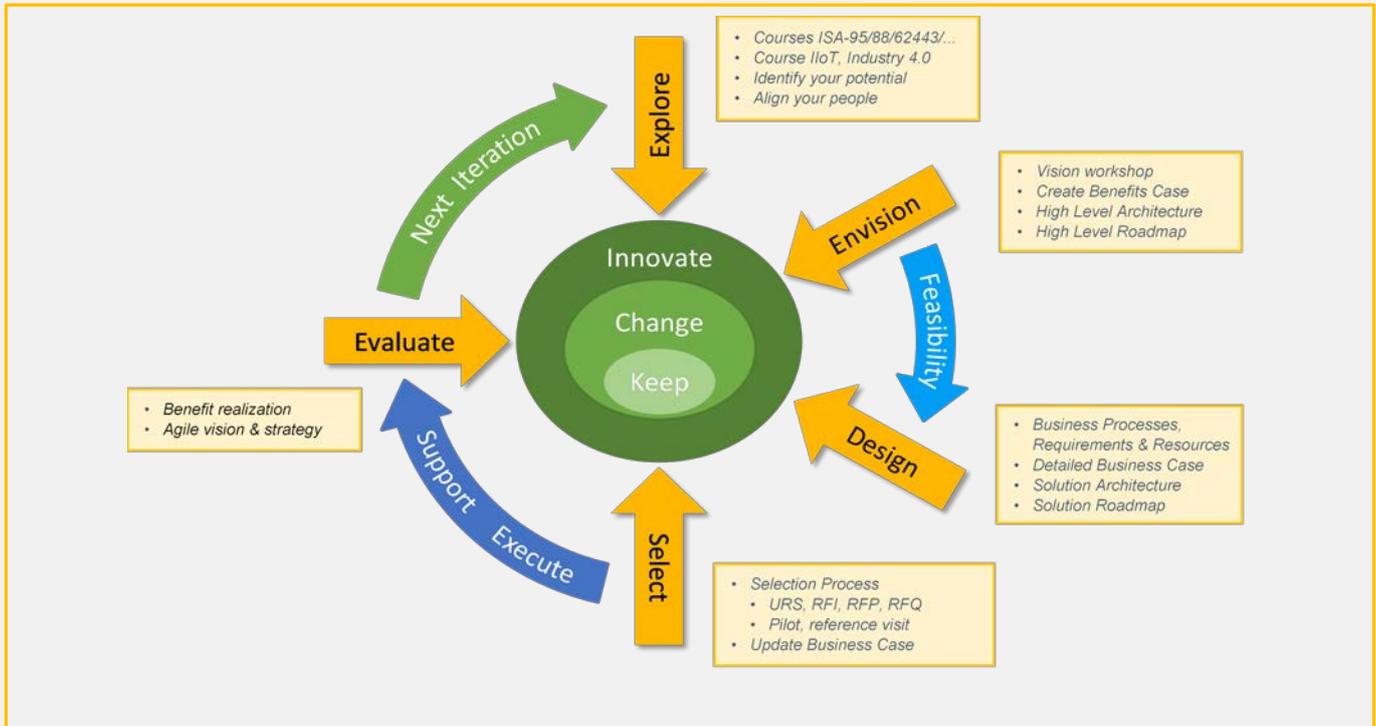
Note: If the restrictions due to the COVID-19 crisis still apply after June 1, more online programs will be scheduled and programs of the schedule below may be cancelled. For the latest information, please check the event schedule on our [website](#).

Program	Days	Start date	Location	Price
MES/MOM: All You Need to Know!	2	2020-06-03	Cork (IRL)	EUR 1595
LIMS in Manufacturing: All You Need to Know!	1	2020-06-05	Cork (IRL)	EUR 895
MESA MES/MOM Certificate of Competency	4	2020-06-08	Weert (NL)	EUR 3950
MESA B2MML & Integration Fundamentals Certificate of Competency	1	2020-06-12	Weert (NL)	EUR 895
MES/MOM Standardization using ISA-95 – Operations	1	2020-06-16	Haarlem (NL)	EUR 895
MESA MES/MOM Certificate of Competency	4	2020-09-22	Insavalor - Lyon (F)	EUR 3950
Smart Manufacturing and Industry 4.0 Strategies	2	2020-09-22	Haarlem (NL)	EUR 1595

MOMi's education programs are delivered as public sessions as well as in-house. In the last case, the content can be tailored to your specific situation. Please ask [Sarah Knight](#) for more details about In-house programs – typically for 10 participants or more – or if you want to participate with a smaller group. Attractive reduced fees may apply.

For more information and registration, see our [website](#).

## MOMi Business Consultancy: Control the Business Change Cycle



## MOMi Education: A Comprehensive Set of Programs

