

## Introduction

Welcome to our fourth Newsletter. In this edition, the Training in Focus are the MESA Global Education Programs: MES/MOM Methodologies Certificate of Awareness and Certificate of Competency, which are now scheduled as expert-led online sessions as well.

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, you will find the last part of “Control the Business Change Cycle”. Next to this, Gerard Ipskamp will share some thoughts about being in control of your Product Master Data.

The new MOM Solution Guide 2020 - MES will be published in two weeks: October 29, 2020. In this Newsletter we share a few sneak previews of our findings.

I hope you will enjoy reading this fourth 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 business wise!

*Jan Snoeij, President*

## MOM Solution Guide: MES

In their daily job, the MOMi business consultants’ team has tracked the latest trends in Manufacturing Operations Management (MOM) and particularly looked at Manufacturing Execution Systems (MES).

As part of our MOM Solution Guide, MES suppliers from around the world told us about their 43 MES solutions, their services, technologies, quality and focus. We hope that clients and business partners will appreciate and benefit from the clear solution overviews and insights into market developments our Guide provides. Despite mergers, acquisitions and possibly bankruptcies, there are still many technologies and solutions to choose from. This offers MES buyers a greater opportunity to find the perfect solution but also increases the challenge of finding it.

This guide provides extensive information, primarily to manufacturers, to help them with their selection of an appropriate MOM solution to improve their performance, now and into the future.

The MOM Solution Guide (MES) will be published October 19, 2020. It can be purchased through our [website](#) (Euro 750).

## About MOMi

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

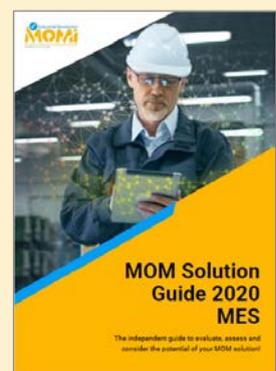
MOMi offers best-practice business consultancy services to support the full change cycle in a dynamic operations environment and provides strategic and tactical advice to manufacturers, delivering the 4<sup>th</sup> Industrial Revolution.

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)

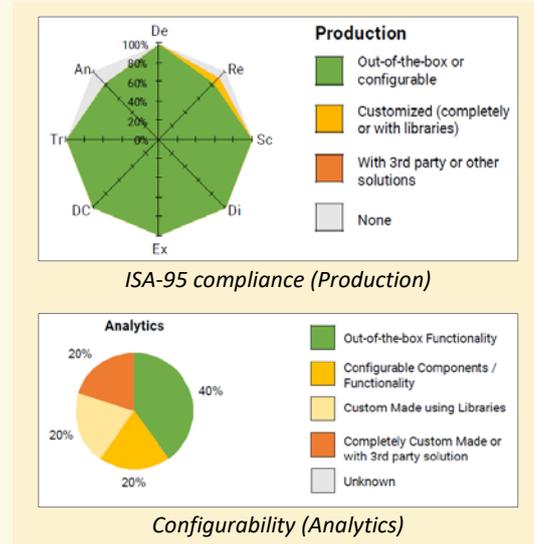


## MOM Solution Guide: MES (continued)

The Guide comprises general information about MOM solutions, MOM Business Challenges, Smart Manufacturing & Industry 4.0, applicable standards and best practices.

In the Solution Information Sheets (nearly 300 pages!) all the capabilities of the MES solutions and the vendors are presented, e.g. industry sector focus, the vendors' internal quality assurance systems, deployment methodologies and tools, required expertise for successful implementation, architectural aspects and applied technologies. In short, a wide range of subjects that may be relevant for finding the right MES solution.

The vendors provided information to what extent their solution support the activities (all 207!) defined in the ISA-95 Activity Model. The graph at the top right shows a summary per activity group, from Definition Management (De) and Resource Management (Re) to Tracking (Tr) and Analysis (An). This is done for Production, Maintenance, Quality Test and Inventory Operations to find the match with what is done in the factory, the operational processes.



Another view is the configurability of the support for Analytics, Business Logics, User Interface (GUI), Reporting and Workflow Management. These aspect are related to the ease of tailoring the solutions for the various roles.

The MOM Solution Guide offers this and much more! Check our [website](#) on October 29 or shortly after.

## Product Master Data: Are You Really in Control?

Ask in your organization who is responsible for product master data. And then ask someone else. You probably will find out that there are several viewpoints in your organization depending on role and tasks. It even gets 'better' if you ask to define what is a BOM to a ERP user and a MES user, or what is a recipe?

The biggest challenges found in this area ownership and sharing the product master data in the organization. The whole organization depends on product master data: production, quality (QA and QC), marketing, Innovation/R&D, legal, planners, purchasing, delivery, and many more.

If you want a better grip on product master data (after you defined what it is) you need to find out who generates master data in what step of what process. Then which solutions are used (like excel) to manage the product master data. And then you find out what processes are used to create, change/update product master data, and make it obsolete at the end of its lifecycle.

Often multiple solutions are used to manage product master data. Which one is the master? The others should be slaves. The master is the solution that creates and updates the data and makes them obsolete.

Should you have a PLM/PDM solution to manage product master data? Maybe. Maybe not. Depends on many criteria. You must be in control! Therefore you need to have clear processes, well defined responsibilities and have ONE truth.

MOMi can help you with

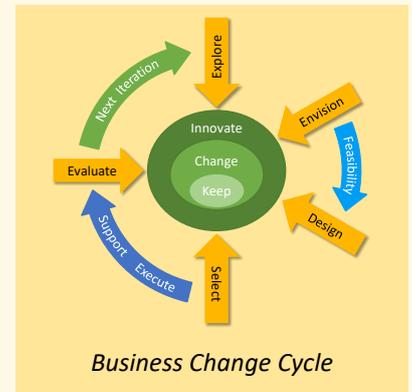
- Training about standardization that can help you;
- Consultancy to find out where you are and where you should go;
- Solution selection.



## Business Consultancy Highlight: Control the Business Change Cycle (3)

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 the March Newsletter, we explained the first three steps: Explore, Envision and Design. These steps are the preparation for a successful Selection of a sufficiently good MOM solution (MES, LIMS/ELN, CMMS, etc.) as explained in the previous Newsletter. But they are also a prerequisite for the next steps: Execute & Support and Evaluate.

### Execute and Support

As laid out in the roadmap, the selected solution(s) will be deployed step-by-step. The ways of working will be adapted in according to the design while assuring adoption by the customer's staff. The selected vendor and/or his system integrator partner will support the deployment of the solution in all its aspects and assure sustainable gains by adequate maintenance support.

### Evaluate

After each step of the roadmap, it needs to be checked that the expected benefits are (or will be) achieved and that adequate controls are in place to secure them. It is a best practice to explicitly create (or keep) metrics for those elements of the operational processes that are intended to improve. If one of the goals is to reduce a certain waste stream, then an adequate metric should be in place to continuously monitor the progress of the reduction of that waste stream. In this way many elements of the improvement program can be monitored easily.

However, also organizational aspects, like roles & responsibilities and succession plans & backups, policies & procedures, etc. need to be checked if they are aligned with each other and with the improvement goals. In the preparation steps a maturity assessment may have been performed to determine the actual situation, to identify the steps to improve and to create a plan (roadmap). In that case, it makes sense to repeat that assessment to see what improvements have been realized.

Since the beginning of our business change cycle the world may have changed (think of COVID-19). Therefore, we need to check if our goals for the future, which we have used to define our roadmap, are still valid. If necessary, the next step(s) have to be updated accordingly. Then the execution of that next step (cycle) can be prepared.

## MOMi Webinars

In the past month, MOMi delivered several webinars "Educating for a post-corona manufacturing world!", "IT/OT convergence for a connected factory!" and "It is Time to Rethink the RFP Process for MES!".

The recordings are available on our [website](#). If you missed them, you still can watch them!



## Expert-Led Online MESA MES/MOM Global Education Program

MESA's Global Education Program (GEP) provides the knowledge-foundation, relevant standards and best practices for manufacturing companies that aim to:

- Make the next step in optimizing their manufacturing processes with help of IT solutions for Manufacturing Operations;
- Further integrate their shopfloor IT systems to the enterprise systems;
- Add (flexibility/compliance/efficiency/control) capabilities to their manufacturing operations supported by IT solutions.

Since the start of the global pandemic MOMi has continued to bring world class, interactive, informative MES/MOM education to our customers. Having delivered the Manufacturing Enterprise Solution Association (MESA International) MES MOM Global Education Program (GEP) in classrooms MESA's GEP program and a range of classroom trainings for the past 6 years, we were conscious our customers were asking to follow MESA's GEP but due to travel restrictions could not attend classroom training. With continued travel restrictions in place, we moved the MESA GEP program online.

Therefore, the first full Expert-Led online sessions for both the CoC (Certificate of Competency) and CoA (Certificate of Awareness) tracks education programs, will take place in November and December. MESA International's MES/MOM Global Education Programs are independent and have been developed for manufacturers and others who are actively involved in the domain of manufacturing operations. More information about content, the difference between the CoA and CoC track and how to register can be found [here](#).

Joining the online training saves travel time. We experienced the online training has a different setup compared to its classroom variant, but there is no difference in content or quality.

Here is what you need to know...

- The programs will be taught by a MESA Approved Instructor, on specified date at the specified time. You must attend all sessions and complete both the in-course and out-course test to achieve your MESA certificate.
- MESA CoA – 3 consecutive education sessions of 5 hours
- MESA CoC – 5 consecutive education sessions of 6 hours
- Expect interaction! Just because we are not in the physical classroom, does not mean we cannot talk. Sharing experiences leads to learning!

Register at MESA MES/MOM [Certificate of Awareness](#) or MESA MES/MOM [Certificate of Competency](#).

## What Our Customers Say

*“When the Intersnack Group wanted a very quick and independent assessment of its MES environment, we contracted Gerard Ipskamp, Senior MES Consultant at MOMi. His in-depth knowledge, high speed and quality of his answers delivered in his pleasant manner were a great help when matching Intersnack's requirements with the global market availability. He supported us with speedy preparation of the required documents and helped us to make sure that all important information was included.*

*Gerard was always independent and professional in his approach. For questions he could not answer directly, he was always able to get the information needed to choose the best solution for Intersnack. We would definitely ask MOMi and Gerard in particular for consulting services again.’*

Christoph Laufen, Sr. Manager, Center of Excellence MES, Intersnack Group.



**Intersnack**

## Training Schedule



### Important note

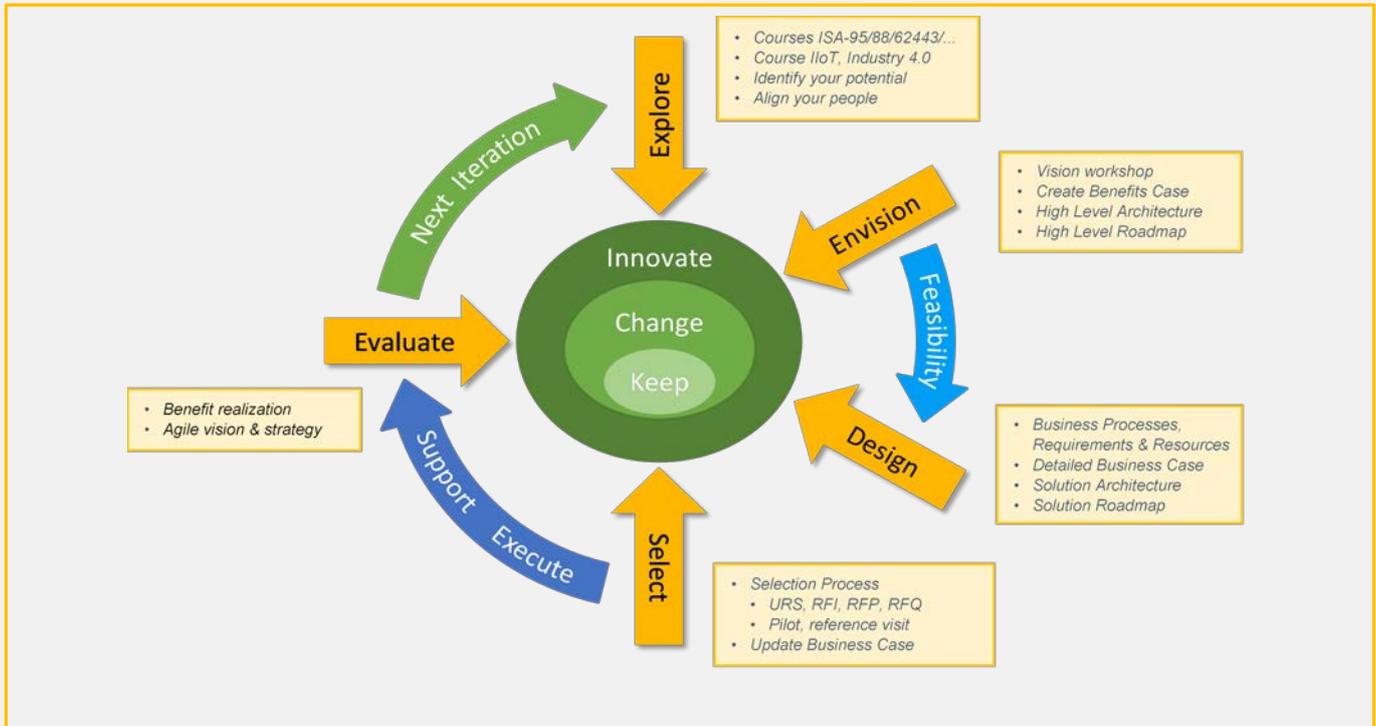
Because of the COVID-19 restriction in many countries, we currently have scheduled online programs only. Actually, all our education programs are transformed into Expert Lead online versions. In-house trainings can also be offered online. As soon as the situation allows, we will organize classroom trainings again. For the latest information, please check the event schedule on our [website](#).

Online Program	Days	Start date	Location	Price
Smart Manufacturing and Industry 4.0 Strategies	3	2020-10-21	Online (13:00 – 17:00 CET)	EUR 990
Manufacturing Maturity to Improve Performance	2	2020-10-29	Online (13:00 - 17:00 CET)	EUR 750
IT/OT Convergence for a Connected Factory	2	2020-11-09	Online (13:00 – 17:00 CET)	EUR 750
MESA MES/MOM Methodologies Certificate of Competency (CoC01)	5	2020-11-11	Online (14:00 – 20:00 CET 08:00 – 12:00 EST)	EUR 3950
MES/MOM: All You Need to Know!	3	2020-11-18	Online (14:00 – 18:00 CET)	EUR 990
MESA MES/MOM Methodologies Certificate of Competency (CoC01)	4	2020-11-24	Insavalor – Lyon (F)	EUR 3950
MESA MES/MOM Methodologies Certificate of Awareness (CoA01)	3	2020-12-01	Online (16:00 – 21:00 CET 10:00 – 15:00 EST)	EUR 2395
LIMS: All You Need to Know!	2	2020-12-10	Online (13:00 17:00 CET)	EUR 750
MES/MOM: All You Need to Know!	3	2021-01-19	Online (14:00 – 18:00 CET)	EUR 990
Smart Manufacturing and Industry 4.0 Strategies	3	2021-01-26	Online (14:00 – 18:00 CET)	EUR 990
Serialization in Manufacturing	2	2021-02-02	Online (13:00 – 17:00 CET)	EUR 750
MESA MES/MOM Methodologies Certificate of Competency (CoC01)	5	2021-02-08	Online (14:00 – 20:00 CET 08:00 – 12:00 EST)	EUR 3950

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

