

We are not back to normal ... yet!

Time is flying and we are already beginning at the last part of 2021. We hoped to get back to a more normal situation with less impact of COVID-19. In many places, rules and restriction are slowly lifted. However, no guarantees for the near and longer term future.

Therefore, MOMi is not yet offering classroom education programs, with the exception of in-house trainings if the situation and regulations allow. Recently, we have added all the public education programs scheduled for next year to the [Event Calendar](#) on our website.



Will this be normal soon again?

Talking about education, we are very happy to join forces with our colleagues from the [ATS Academy](#). They offer all kinds of training especially focusing on industrial automation topics, which is a great addition to our own portfolio of MES/MOM related programs. More about this on page 4.

In every Newsletter, we highlight and explore in more detail one of our training programs and workshops. In this edition, the Training in Focus is 'Custom In-House Training' based on our Standard Courses.

We explained our approach to Control the Business Change Cycle in previous Newsletters. MOMi senior business consultant Gerard Ipskamp elaborates on how requests from many of our customers relate to element in that approach. Time and again, we get the confirmation that the combination of MOMi's business consultancy services and education programs is a successful way to go for our customers.

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

Jan Snoeij, President

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 4th 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

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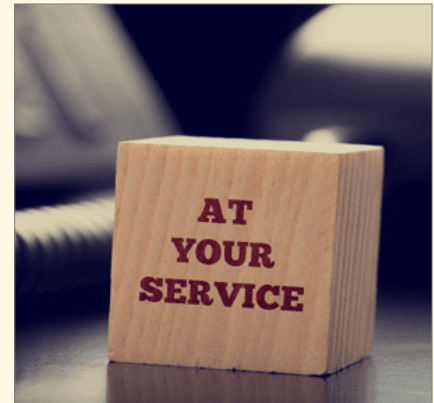
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NEWS: Business Consultancy Services Website

As you know, Business Consultancy and Educational Services are at the core of MOMi's activities. Where education had high visibility on our website, that was not the case with our standardized Business Consultancy Services.

In the upgraded www.mom-institute.org website you now also can find information about these:

- Discover Your Potential (workshop).
- Find the Value of Standardized IT for Manufacturing.
- Requirements Specification.
- MES Solution Selection.
- LIMS Solution Selection.
- Manufacturing Maturity Assessment.
- Master data for Manufacturing Operations.
- IT/OT Alignment Workshop.
- Support the Business Change.
- Product Serialization.



The Business Consultancy Services are a structured way, that include lessons learned from previous executions, to support manufacturers to solve problems, become more mature and prepare for smart manufacturing. Of course, we adjust the services depending on the customer specific situation.

So [Contact Us](#) if you have a challenge, we can help you define a way to go using both our educational programs and our standardized business consultancy services.

MOMi Education in Focus: Custom In-House Training

Based on our Standard Courses

Having an in-house training has several benefits for you as a customer:

- It can be executed the way you want it (location & timing)
- The content can be modified to include the important aspects for you, and comprise explicit examples from your company.
- It is also a teambuilding for the participants.
- Everybody talks the same 'language' afterwards.
- The many exercises can be adapted to the company's situation.

The following three examples of real programs we delivered to our customers are showing it is really easy to tailor a training program as you want it. Because the exercises can be based on your own situation, the results of them are often great input for further use in your improvement initiatives.



Custom In-House Training 1

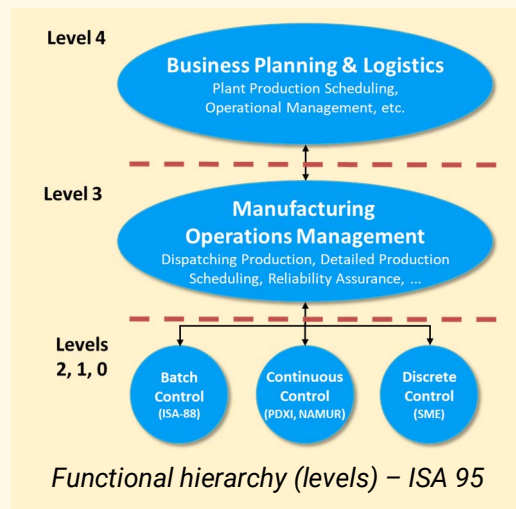
In this company, a program was running about standardization of their level 2 (process control) and level 3 (manufacturing operations management) activities.

They observed that they were 'losing' the rest of the organization in the process. For that we designed 3 versions of one training.

- 2 days for the future users of the solutions that were going to support the new ways of working;
- 1 day for employees that were expected to already know something about it;
- 2 hours for management and stakeholder.

The content of the training were parts of the existing courses about ISA 95 and ISA 62443 (cyber security). We included where useful some of the examples and program results of the company. Additionally, we developed material for ISA 18.2, ISA 101, and ISA 106.

Around 90 employees were trained in this program.



Custom In-House Training 2

In this company, the training was decided after following a course. They decided to do the standard courses but have it inhouse executed so everybody was free to talk and discuss. The first was at location, but the second and third were delivered online because of the COVID-19 pandemic.

- Metrics Framework for Manufacturing Performance
- MESA MES/MOM Methodologies Certificate of Awareness (Online)
- MES/MOM Standardization using ISA-95 – Integration (Online)

Custom In-House Training 3

Two teams of this company (total around 10 participants) with several new employees were in need of training on standards and some basic concepts. Together with the customer, we designed a 2 ½ day training program with focus on parts of "Applying ISA 95", integration concepts, combined with introductions on manufacturing maturity, IT/OT convergence, ISA 88, and metrics. The entire program was composed out of parts of available courses of MOMi.



ATS Academy Education Programs

MOMi is an *Expert* Division of ATS Global. Our colleagues from the ATS Academy offer an extensive set of trainings and workshops. Their dedicated team of trainers has distinguished themselves as a center of knowledge within the industrial automation industry. We have added some examples of their training programs to the training overview on our website. Two of them are:



Industrial Networking & Cybersecurity

This training is designed for industrial automation engineers who need to cooperate with colleagues in IT departments such as software engineers, technicians, managers of technical departments, maintenance engineers, etc. It provides insight into the mind of the "IT people", the common technologies and brands being used and the common working procedures. The participants will get awareness about tasks and responsibilities within an IT service department. Therefore, they can communicate better with IT colleagues about Factory Automation.

OPC UA

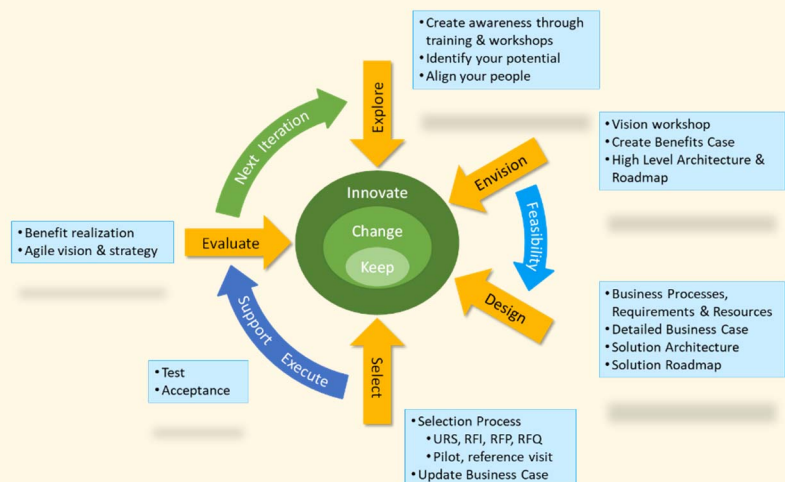
OPC UA changes the landscape of the industrial automation and forms the spine for Smart Manufacturing and Industry 4.0! Suppliers of industrial automation platforms are spreading this message and they want us to believe that OPC UA is the ideal successor of OPC Classic. OPC Classic fulfills the need of simple application integration of e.g. a SCADA application into a Programmable Logic Controller (PLC). The participants will learn more about how to use/integrate the OPC UA technologies in the right way in an Industrial Automation installation (PLC, SCADA, MES and ERP).

How to Control the Business Change Cycle!

In previous newsletters (March, July, October 2020) we explained the ideas behind our approach to Control the Business Change Cycle. In this newsletter, we like to share examples of how this control of the business change cycle work in practise based on a number of real customers cases.

The examples referenced below are covering different markets (Food, Beverage, Meat, Medical Devices, Automotive and Aerospace) and have different scopes (production, quality, master data).

We observe a common theme from customers contacting us for the first time, or after they have followed one of our education programs.



These themes are:

- We have a challenge and could use advise. What is the problem behind the challenge? What are possible solution scenarios?
- We need to standardize.
- We need an outside view to help creating effective improvement plans.

In general, our response for all themes is a combination of our **Evaluate, Explore and Envision**¹ activities. It often starts with workshops and then often scaling up to an evaluation of the current situation, including the actual solutions landscape or even a full manufacturing maturity assessment. In this phase we determine what to keep, what to change, and how to innovate.

Typical examples of these initial activities

- Assessment of current MES solution using ISA 95.
- Assessment of current product master data structure and solution.
- And a product master data workshop.

The next step is often to provide education programs to the customer's team, for example:

- Applying ISA-95 for Operations
- Integrating in Manufacturing
- MESA's MES/MOM Methodologies (CoA)
- MES/MOM: All You Need to Know!

In many cases, this leads to internal discussions at the customer about what this all could mean to them (feasibility).



Then requirements are gathered, architecture blueprint and roadmap discussed, and high-level versions of these are created: the **Design**¹ phase. The benefits case is detailed. Sometimes an IT/OT convergence workshop is done to support the design of the future ways of working.

In some cases, we see a focus on getting people trained. For several customers, we provided in-house courses for groups of up to 10 participants (see also the article about Custom In-House Training above).

When the customer wants to **Select**² a new MOM solution, the requirements gathering has been combined with discussions to about organization & governance, master data, and people skills, the pillars of manufacturing maturity. In this Select step (for MES, LIMS and PDM/PLM), the process as described in our newsletters from July 2020 has been followed, resulting in selecting a sufficiently good solution.



¹ See Newsletter March 2020

² See Newsletter July 2020

Training Schedule



Program	Days	Start date	Location	Price
LIMS in Manufacturing: All You Need to Know!	2	2021-10-27	Online (13:00 – 17:00)	EUR 895
Manufacturing Maturity to Improve Performance	2	2021-11-03	Online (13:00 – 17:00)	EUR 895
MESA MES/MOM Certificate of Awareness (CoA01)	3	2021-11-09	Online (09:00 – 14:00)	EUR 2395
Serialization in Manufacturing	2	2021-11-16	Online (13:00 – 17:00)	EUR 895
MESA MES/MOM Certificate of Awareness (CoA01)	3	2021-11-16	Hosted by ROIMA (FL) Online (09:00 – 14:00)	EUR 2395
Cybersecurity for Manufacturing (ISA/IEC 62443) - Online	2	2021-11-24	Online (13:00 – 17:00)	EUR 895
Smart Manufacturing and Industry 4.0 Strategies - Online	3	2021-05-12	Online (13:00 - 17:00)	EUR 1595
MESA MES/MOM Certificate of Competency (CoC01)	5	2021-12-06	Online (13:00 – 18:00)	EUR 3950
IT/OT Convergence for a Connected Factory	2	2021-12-15	Online (13:00 - 17:00)	EUR 895

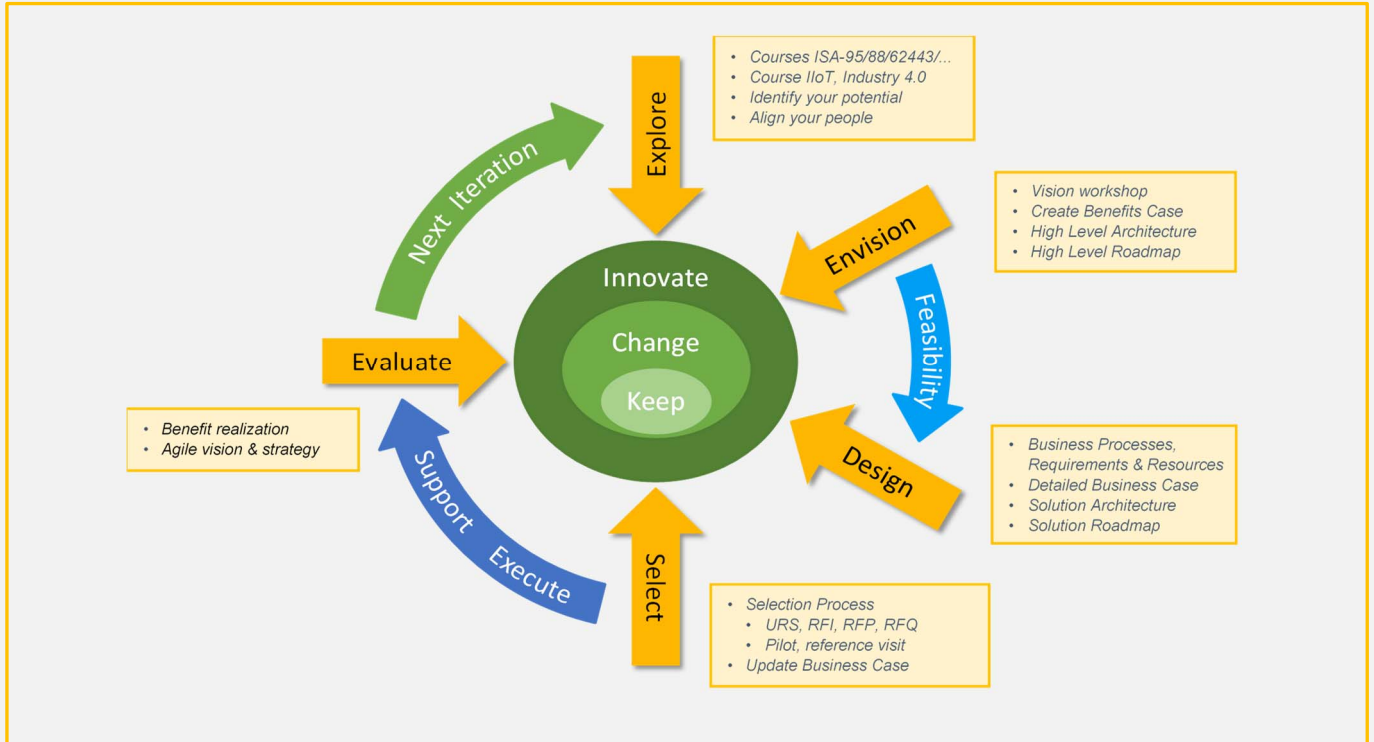
MOMi's education programs are delivered as public sessions as well as in-house. In the last case, the content can be tailored to your specific situation.

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

