

## Welcome to our Newsletter



Spring is finally here.

Watching mother nature wake from the sleepy dark days of winter is inspirational. Seeing the trees bloom, the flowers break through and feeling the warmth coming back into the sun gives us all a new lease of life and perhaps a motivation to spring forward in all aspects of our lives. The team at MOMi want to share their knowledge and insights in the Manufacturing domain to help your career development and organization flourish in the digital transformation age. In this

edition of the newsletter, we look at the importance of manufacturing education for you and your team and give our top tips on how to get ready for MES selection.

Over the winter months the team at MOMi have been preparing a full manufacturing education schedule for the year. You will find the latest program dates and locations at the end of the newsletter. Its all an exciting time for our education with the introduction of a new MESA Approved Instructor (MAI) for France, Guillaume Mouquot.

As always if the team at MOMi can support your manufacturing requirements, please reach out to either myself, [Gerard Ipskamp](#) or [Mathijs Philips](#).

In the meantime, I hope you will enjoy reading this seventh 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 me directly [Sarah.Knight@mom-institute.org](mailto:Sarah.Knight@mom-institute.org).

**Sarah Knight**

**MOMi Team Lead**

**Global Education Program Manager**

## 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)

## Latest News

### MESA Approved Instructors – France



MOMi is pleased to announce we have a new MESA Approved Instructor (MAI's) in France. Joining the MOMi team to deliver MESA's Global Education Program is [Guillaume Mouquot](#). Guillaume, a colleague from ATS France, brings a wealth of knowledge to the education team at MOMi. With 10 years' experience, his roles have included business consultant, pre-sales, solution architect and facilitator of workshops and now MESA Approved Instructor. Guillaume is available to teach the program in both French and English.

If you would like to join Guillaume for one of MESA's MES/MOM Global Education Programs (GEP) you can do so by clicking the link and registering at [www.mom-institute.org](http://www.mom-institute.org)

### MESA Education Downunder!



For the first time in MESA history MOMi have delivered a MESA Certificate of Awareness in Australia, albeit on-line. Whilst it was a slight challenge with the time zones, Gerard had to work through the night, it was a great success, with the attendees finding benefit from the program.

The pandemic, which seems like a very long time ago, forced MOMi to reassess how we deliver education. Whilst nothing beats face to face interaction delivering education online has resulted in customers getting the same high standard of education without the extra costs of travel and accommodation. For MOMi it has meant we can provide education globally.

## MOMi Education in Focus

### Maximizing efficiency: The power of team training for MOM teams

By Principal Instructor Gerard Ipskamp

In this article, we explore the advantages of team training in the manufacturing domain. MOMi has provided independent education to various organizations in the manufacturing domain, including system integrators, innovation centres, smart manufacturing teams, MOM centres of excellence team, and implementation teams. These efforts aim to enhance individual capabilities as well as overall team performance. Within system integration, where new and old technologies converge to form integrated solutions, team training is indispensable. Bringing together the MOM team for training sessions offers benefits that improve performance, efficiency, and client satisfaction.



#### **Skill Development:**

System implementation, like MES and LIMS, and integration demands expertise in manufacturing, software development, hardware configuration, change management, and cybersecurity. Training offers opportunities for skill development, enhancing the team's proficiency in various areas and enabling effective project execution.

Effective communication and collaboration are crucial for successful teams. Team training can enhance communication skills and encourages collaboration among members with diverse technical backgrounds. This minimizes errors and ensures seamless integration of complex systems.

**Example:** *Having the knowledge to assess the maturity of the customer (internal or external) and change behaviour because of that. Result might be that you spend more time on explaining or on challenging current ways of working or sharing best practices.*

#### **Consistency:**

Team training ensures every member comprehends processes, procedures, and objectives, promoting a unified approach. It enhances the use of standards, like ISA 95, methodologies and terms and definitions. Sharing standardized knowledge minimizes errors, reduces rework, and enhances the final product's quality.

**Example:** *Agree as a team where a requirements/functionality should be implemented in an application architecture and what integration is needed.*

## **Improvement and Problem-Solving Abilities:**

MOM projects can be complex and may encounter unforeseen challenges. Team training equips members with problem-solving strategies and best practices, enabling issue prevention, proactive issue resolution and ensuring a greater project success.

Team training should promote a culture of continuous improvement and innovation. Encouraging knowledge sharing enabling the team to identify opportunities for optimization and enhancement in processes and methodologies.

**Example:** Signalling low quality of master data, before it becomes an expensive issue to be solved later in the project.

## **Customer Satisfaction and Trust:**

A well-trained implementation and integration team builds confidence and trust in clients by demonstrating competence and professionalism. Effective team training enhances customer satisfaction by delivering high-quality consultancy and solutions that meet or exceed expectations.

**Example:** Being able to deliver independent consultancy before starting a selection and implementation. Consultancy ensures you are prepared for the next step.

## **Boosted Morale and Engagement:**

Although initial investments in team training may seem significant, the long-term benefits outweigh the costs by far. Reduced errors and enhanced productivity contribute to substantial cost savings over time, enhancing organizational reputation and employee satisfaction.

Investing in employee development promotes a sense of belonging and empowerment, leading to higher morale and increased job satisfaction. Engaged employees are more likely to contribute proactively to organizational success.



**In summary,** team training is essential for enhancing the performance, capabilities, and success of MOM teams. By investing in training programs, organizations empower their teams to excel in delivering complex implementation and integration projects with efficiency, innovation, and client satisfaction at the forefront.

## The benefits of private in-house education with MOMi

By Sarah Knight

In his article Gerard highlighted the benefits of investing in education for your team. Skill development, project consistency, improvements to project efficiency and most importantly empowering your people are all essential for successful digital transformation.

Private in-house team education (Online or classroom), can offer additional benefits compared to more general or public education sessions.

**Customized delivery:** Private education programs can be delivered in a variety of formats, including workshops and seminars, and can be delivered in a classroom and online, depending on the preferences, and learning styles of the team. This customization ensures that the training delivery method aligns with the team's needs and requirements. The education can have a tailored content and flexible scheduling.

**Focused attention and increased engagement:** With in-house education, participants receive dedicated attention from the instructor or coach, leading to a more focused learning experience. Private education sessions can be more engaging and interactive compared to larger, public workshops. With a smaller group size, participants are more likely to actively participate in discussions, ask questions, and engage in hands-on activities, leading to a deeper understanding of the material.

**Enhanced team dynamics:** In-house education, promotes collaboration among team members as they work together to improve their skills. By training as a group, the result is that they will become more a team.

**Confidentiality:** Private team education offers a safe and confidential environment where team members can freely discuss challenges, share experiences, and ask questions without concerns about confidentiality. This can encourage open communication and create a safe space for learning and development.

All these advantages can contribute to improved performance, productivity, and morale within the team, making private training a valuable investment for organizations looking to develop their workforce.

## MESA Education in Dutch



For the first time in MESA history MOMi are offering the MESA MES/MOM Certificate of Awareness and Certificate of Competency global education programs in Dutch. Any of our customers wanting to join us click the links below and look for the dutch flag;

[MESA Certificate of Competency](#) or [MESA Certificate of Awareness](#)

## Business Consultancy in Focus

### Digital Manufacturing: five tips for self-assessment to find the IT solutions that fit your operations.

By Senior Business Consultant Mathijs Phillips



If you plan your path to digital manufacturing, you may get inspiration from what the IT solution vendors have to offer and how your manufacturing future can look. Having input from outside is good but it is equally important to do some self assessment. Understand and reflect on where your organization is, and what will work well for your business.

Here are MOMi's five tips for self-assessment. To help you find the right solutions for digitalization of your manufacturing operations:

- **Understand the maturity of the current manufacturing operations environment**, and specify what is needed to make next steps. Not every site is ready for the top-of-the bill visionary solutions. Sometimes it can be good to understand current operations, formalize crucial working processes first, clean up and bring in structure.
- **Specify your requirements and connect to value**. Not only for selection of new IT solutions, but also for the design of the details, the deployment and the optimisation steps. It is important to learn how to specify requirements:
  - how do we want to work,
  - what does it mean for IT solutions,
  - what is the value of the step forward if we can make this happen?
- **Understand your current IT landscape**. Your manufacturing IT landscape is probably not a blank sheet anymore: there are already solutions in place and some boundaries and standards defined. Any new solutions need to fit in.
- **Keep an eye on the data**: digitalization in manufacturing is not just about connecting systems and functional features. It is also about managing the data that goes into the process, understanding which data is used where, and understanding the data that comes out. What will change, and what will ownership and working processes look like?
- **Have a vision for long term and plan small feasible steps towards that vision**. Next to the technical detailing, the configuration and testing, there is the impact on organization like the change of the new working procedures. Fundamental choices for digital manufacturing are made for long term and large scope, and the way to get there is often best done in small steps.

As an independent expert, MOMi can provide business consultancy in this area, helping you to get prepared. If you have specific questions and like to discuss more on the topic, [feel free to book time for an online meeting](#).

## What our Customers Say...

**Novotek** 

*"Thank you for the great training and inspiring discussions. The course gave practical improvement ideas for our value delivery model to reach higher value by utilizing standard products more rapidly in customer projects. I found the manufacturing*

*strategy/maturity, enterprise architecture, and process design perspectives most intriguing."*

**Sakari Aulanko, Technology & Innovation Lead at Novotek Oy**

*MESA Methodologies CoC, November 2023*



**TOKAI COBEX**

**MES Selection (2023)**

*'Tokai COBEX had the opportunity to work with MOMI on a MES selection project. Tokai COBEX really appreciated the*

*structured & professional approach, the personal expertise and overall support of the MOMI team that supported us. We feel very happy with the MES solution that we chose and we would like to thank the MOMI team for their guidance.'*

**Alexander Loscher, Chief Operating Office, Tokai Cobex**

## Education Schedule

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.

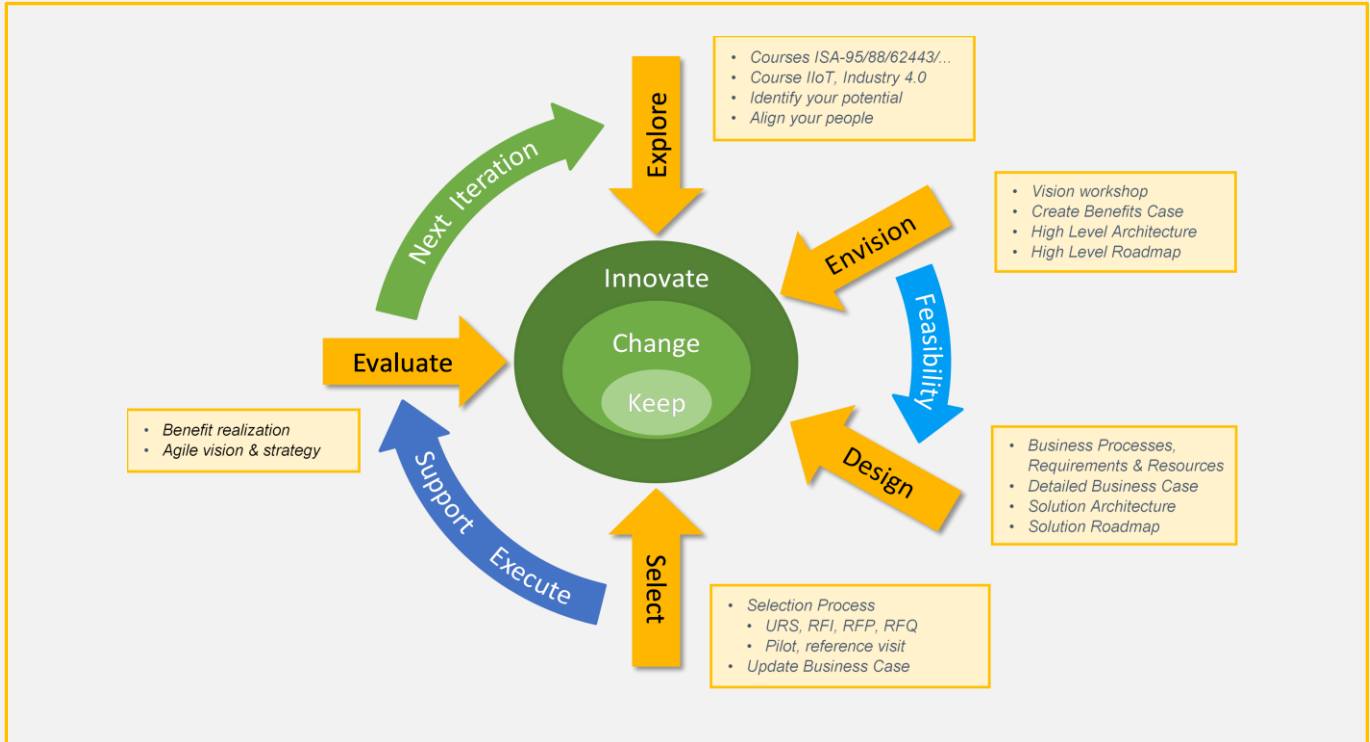


For more information and registration, see our [website](#).

Course Name	Days	Start Date	Location	Price	Register
<a href="#">MESA MES/MOM Certificate of Competency (CoC01)</a>	5	April 8, 2024	Online - US Time Zone (11:00 - 16:00 EDT)	€ 4,000	<a href="#">Registration</a>
<a href="#">MES/MOM: All You Need to Know!</a>	2	April 16, 2024	Online (14:00 - 18:00 CET / 08:00 - 12:00 EDT)	€ 1,900	<a href="#">Registration</a>
<a href="#">Manufacturing Maturity to Improve Performance</a>	2	April 23, 2024	Online (14:00 - 18:00 CET / 08:00 - 12:00 EDT)	€ 1,100	<a href="#">Registration</a>
<a href="#">MESA B2MML &amp; Integration Fundamentals Certificate of Competency (CoC02)</a>	2	April 25, 2024	Online (14:00 - 18:00 CET / 08:00 - 12:00 EDT)	€ 2,000	<a href="#">Registration</a>
<a href="#">LIMS in Manufacturing: All You Need to Know!</a>	1	May 7, 2024	Online (14:00 - 18:00 CET / 08:00 - 12:00 EDT)	€ 1,100	<a href="#">Registration</a>
<a href="#">MESA MES/MOM Certificate of Awareness (CoA01)</a>	3	May 14, 2024	Online - In Dutch (10:00 - 15:30 CET)	€ 2,450	<a href="#">Registration</a>
<a href="#">Integrating Manufacturing (MES/MOM)</a>	1	May 21, 2024	Online (14:00 - 18:00 CET / 08:00 - 12:00 EDT)	€ 1,100	<a href="#">Registration</a>
<a href="#">MESA MES/MOM Certificate of Competency (CoC01)</a>	5	June 3, 2024	Online - In Dutch (10:00 - 15:30 CET)	€ 4,000	<a href="#">Registration</a>
<a href="#">MESA MES/MOM Certificate of Awareness (CoA01)</a>	3	July 16, 2024	Online (14:00 - 19:00 CET / 08:00 - 13:00 EDT)	€ 2,450	<a href="#">Registration</a>
<a href="#">Applying ISA-95: All You Need to Know!</a>	3	July 23, 2024	Online (14:00 - 18:00 CET / 08:00 - 12:00 EDT)	€ 2,400	<a href="#">Registration</a>
<a href="#">MESA MES/MOM Certificate of Competency (CoC01)</a>	5	July 29, 2024	Online (14:00 - 19:00 CET / 08:00 - 13:00 EDT)	€ 4,000	<a href="#">Registration</a>



## MOMi Business Consultancy: Control the Business Change Cycle



## MOMi Education: A Comprehensive Set of Programs

