



## **April Virtual Events: Guidance and Tools to Help you Excel**

This month's virtual trainings are designed to help you make progress in the areas of automation and emerging technologies, and improving diversity, sales and process efficiency.

View the complete list of events below or visit the [IMEC Events Page](#) to register!

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### **PLAN FOR TECH: Identifying Your First (or Next) Robotic Automation Project Webinar**

April 6 | 11:30 am

[Register!](#)

Unlike traditional equipment purchases, robotic automation is typically not standardized, meaning there is not an off-the-shelf solution to fit your manufacturing operations. Many factors contribute to an automation project's success, starting long before it hits your floor. This webinar help you prepare to automate your processes by giving you a broad understanding of robotic automation and how to take your first steps. Attendees will also learn about opportunities to support companies in the process of becoming an [Industry 4.0 Showcase Manufacturer](#).

### **BUILD YOUR TEAM: The Business Case for Diversity in Manufacturing Webinar**

April 8 | 11:30 am

[Register!](#)

Why does diversity matter in manufacturing? How can focusing on diversity improve teamwork, innovation, productivity, and the bottom line? This seminar will share success stories from manufacturing companies that have taken steps to create a diverse and inclusive work

environment. Learn how these companies have leveraged diversity to achieve their organizational objectives – and you can, too!

### **Understanding ISO/IEC 17025 and AOAC Food Program Guidelines 4-Day Training**

April 12 – 15 | 12:00 pm – 4:00 pm daily

**Register!**

This course focuses on the application of the ISO 17025 requirements and the AOAC International Guidelines for Laboratories Performing Microbiological and Chemical Analyses of Food, Dietary Supplements Requirements, in an accredited food testing laboratory setting.

### **CLOSE THE SALE: Write a Sales Plan that Delivers Revenue in Uncertain Times Webinar**

April 13 | 8:00 am

**Register!**

How do we develop a sales plan that will deliver profitable growth in such uncertain times?

This presentation is designed for senior-level leaders needing a proven process to design and deliver a data-driven sales plan. This session will share the three data sets organizations need to develop a buyer-centric sales plan that delivers profitable results. Mark Roberts of OTB Solutions will share each data set your team will need and how to leverage that data strategically into a customer-centric sales plan.

### **PLAN FOR RISKS: Preparing for the Next Disruption Webinar**

April 13 | 11:30am

**Register!**

Disruption is a change from the normal – and 2020 is the epitome of change. Even as you work through the uncertainty of today, it's essential to let past reactions inform your future risk plan. As you plan your company's standard work to withstand the next disruptions, take note of how you integrate:

- Communication Plan
- Financial Impact
- Product or Service Impact
- People Impact
- Supply Chain Disruptions

This session will highlight tools to guide you to craft a disruption plan that will limit the negative impacts of the next inevitable change.

### **BUILD IT BETTER: Additive Manufacturing Summit**

April 14 | 8:00 am – 4:00 pm

**Register!**

Additive manufacturing (AM) includes 3D printing, and it has quickly grown in popularity because of its many benefits and applications including design alternative exploration, rapid prototyping, repairs, waste reduction and more flexible innovation. Join IMEC, [Met-L-Flo](#), and [EIGERlab](#) for a day of learning this new technology for industrial production, including applications and benefits, through facility tours, expert presentations and peer discussions.

### **2021 Examiner Application Deadline: IMEC Excellence Recognition Program**

April 15

**Apply!**

Examiners are quality-driven professionals who collaborate to assess the organizations that apply for the annual IMEC Awards for Excellence. They're also tasked with developing the valuable feedback reports that applicant organizations use to advance their processes, empower their workforce, and achieve the results they want. Examiner training is an unparalleled professional development opportunity and a powerful way to equip your organization with in-house Baldrige expertise.

### **EQUIP YOUR TEAM: Introduction to Maintenance Excellence Workshop**

April 15 | 8:30 am – 12:00 pm

**Register!**

This course will walk learners through the basics of hydraulic, pneumatic, electrical and mechanical systems. It will focus on the basic components, safety considerations, tools, and general pm checks for each of these systems. This training is designed to help manufacturers strengthen operations, reduce production shutdown and increase worker safety.

### **OPTIMIZE YOUR SYSTEM: ERP & Manufacturing Information Systems Overview Webinar**

April 19 | 11:30 am

**Register!**

An ERP system is a software system that integrates all aspects of a manufacturing organization, including inventory, sales, purchasing, finance, and sometimes HR, all with the goal of greater efficiency across an organization company. Investing in an ERP system can increase efficiency and productivity – if the proper steps are taken. Because an ERP system can't solve existing inefficiencies, it is imperative that companies improve business processes before implementing the system. Through this event you will learn from IMEC's manufacturing background and years of unbiased experience assisting manufacturers to select new systems, avoiding the costly mistake of selecting a new system is the risk of selecting a system that doesn't fully support the current or future business requirements.

### **FRAME THE FUTURE: IMEC Post-Conference Sessions on Performance Excellence**

April 21 & May 6 | 8:30 am

**Register!**

Begin to apply the concepts you learned about at the 2021 IMEC Conference on Enterprise Excellence with two virtual, interactive sessions that introduce the basics of performance excellence:

- **April 21: Get Acquainted with the Criteria for Performance Excellence**
  - What is Baldrige and how can we get started? Understand the basics of the Criteria framework and different options for getting started.
- **May 6: Building Your Organization's Operating Model for Performance Excellence**

- How do we make Baldrige and the IMEC Award process work for us? Understand why some organizations struggle in their improvement journey and learn a systematic approach to build your customized operating model for excellence.

### **DRIVE BIG CHANGE: Why a Lean Assessment is Your Best First Step to Efficiency Webinar**

April 21 | 11:30am

**Register!**

Learn how a Lean Assessment can inform the foundation for your continuous improvement activities. A thorough Lean Assessment will help you understand your current and ideal state, along with activities that can keep you moving toward more efficient processes. Attendees will also learn about the tried and true IMEC Lean Assessment and support available to help you eliminate the wastes that are keeping you from achieving your ideal level of process efficiency.

### **SECURE AND PROTECT: Introduction to Protecting Mission Critical Systems Training**

April 22 | 10:00 am – 3:00pm

**Register!**

This 4-hour training outlines individual knowledge and skills necessary to protect and secure critical systems and infrastructure. Those holding the CMCP designation demonstrate that they have the requisite skills necessary to handle mission-critical threats safely and effectively.

Using the Certified Mission Critical Professional (CMCP) exam blueprint as a template, the course introduces how certified individuals play an integral part in the cybersecurity, physical safety, risk and change management, and business continuity efforts of mission critical organizations – including manufacturing. This course provides basic guidance to those interested in learning more about the importance of the convergence of IT and Operational Technology systems and provides a preview of all the domains covered by the CMCP certification exam.

## **MORE WITH MORE: The Human Side of Automation Webinar**

April 29 | 11:30 am

**Register!**

This session will take a look to the future, via European manufacturing and automation trends, to see what is likely coming to US manufacturing. Fusion Robotics will share their story of how, through automation, their growing team is completing more rewarding and less dangerous work. Hear the personal benefits to machine-tending workers, highlighting research on the reduction of workplace stress resulting from adoption of automation to complete the dull, dirty and dangerous tasks.

Questions about any of the training options? Contact Emily Lee at [elee@imec.org](mailto:elee@imec.org) or 608.445.4905.

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**Missed a Webinar?** Recordings of all past webinars and resources are available on demand. Visit the [IMEC Coronavirus: News & Updates Page](#) to download and listen to all of the past sessions.

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### **Claim Your Fully-Funded Project**

Valued at \$5,000, the [MOVE AHEAD FASTER](#) projects offer support in Occupational Health & Safety, Global Market Presence, Maintenance, Cash Flow, Sales Skills, and Technology.

These projects are designed to provide assessments and technical assistance for key drivers of your organizational success. These projects are fully funded through the CARES Act Recovery Assistance Funds.

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