



## INDUSTRIAL IoT/m2m STRATEGIEDIALOG

DÜSSELDORF  
30<sup>th</sup>-31<sup>st</sup> January 2018



### Solution Partners Offer: Industry 4.0 Strategy Dialog 30<sup>th</sup>-31<sup>st</sup> January 2018, Düsseldorf

Decision makers come for your solutions.  
Real business development made by CINTONA

It is our core business to connect key decision makers with innovative suppliers to discuss strategies and projects in face-to-face meetings. We identify corporate projects and search for suitable suppliers. We help you to identify and address new corporate customers in a very efficient and convenient way. We know face-to-face meetings with qualified suppliers are of great value for CxOs as long as these meetings deliver real value-ads. That's why we specialised in finding these value-ads with our analytic methods and tools. Our advanced easy-to-use business matching tools enable you to meet the best potential customers.

- **Decision Makers:** You'll meet decision makers being interested in your solutions in one-on-one meetings
- **Workshops** included in packages „Elaborated“ and „Premium“
- **Qualified:** Tough pre-qualification grants for for decision makers with true interest in vendor meetings
- **Matchmaking** of your solutions and competencies with projects and interests of corporate decision makers
- **You select your meeting partners** based on detailed well-documented matching results
- **Market focus:** Invitation-only combined with market focus lead to relevant meetings
- **Ultra efficient:** Up to 20 CxO meetings in two days. Invest below your internal cost of sales
- **Real Business Meetings:** Your meeting partners authorize each meeting and have clear expectations
- **Sales Support:** We present your solutions before the event in calls, newsletter, online presentations and campaigns
- **Reduced opportunity cost:** We fill your sales pipeline for a reasonable invest while you can close your „low hanging fruit“
- **Online Community:** Stay in touch and interact with your new contacts

### Industrial IoT/m2m Strategy Dialog Connects CTOs, Heads of Production, R&D, IT Managers, Scientists and Solution Providers to Discuss Ideas and Projects on the Road to Industrial IoT

In a smart factory all kind of people, machines and products communicate with each other. It is intelligently connected with suppliers delivering tagged components or carriers offering smart supply chains. The smart factory communicates with customers who bought its smart products with embedded sensors delivering data for product maintenance and improvement.

This communication requires a common IT language. Industrial IoT merges manufacturing, automation, IT and Internet in the smartest ways to make production more efficient and customers more satisfied at the same time. The smart factory is agile, green and ergonomic.

The connection between customers and production as well as among one and another machine organises development and value chains of products in a brand new way.

A completely smart factory and holistic industrial internet of things should be a reality 10 years from now. But already today many projects mark the starting point on the way from semi-automated and automated to the fully digitalised factories. It's not the big bang but a journey with many small steps. The Industrial IoT/m2m Strategy Dialog wants to accompany this journey and connects CTOs, Heads of production, R&D, IT managers, scientists and solution providers to discuss ideas and upcoming projects on the road to Industrial IoT.

In some industries like passenger cars or kitchen furniture customers ask for individualised products which puts manufacturers under cost pressure. Small batch sizes shouldn't be more expensive than mass production. In cases like these we can already witness the beginnings of Industrial IoT and advanced m2m communication with tagged workpieces communicating with conveying systems and machines which set up autonomously.

A smart factory is based on a complete vertical integration of business processes, manufacturing processes and manufacturing data. Already today manufacturing execution systems (MES) link machines with ERP. Usual interfaces like OPC, UA, OPC DA or OLE DB connect manufacturing devices to the MES. This is a very good base to plan the next steps.

Remote predictive maintenance in the machinery industry is also a good example for Industrial IoT and m2m communication already in place. Sensors deliver data to predict when parts need to be replaced. In a smart factory the spare part will also be produced and shipped autonomously.

Industrial IoT changes how companies collaborate. It changes their products and services. It changes their customer relationships. As always with big changes there will be successful and failing startups and not all established players might still be on top tomorrow. Especially when combined with disruptive technologies like 3D Printing or Big Data it is true game changer. In any case these technologies will lead to an even tougher competition and future business models for manufacturing companies will need to be even more focused on the specific wishes of individual customers.

#### Main Topics:

- Technological requirements for a smart factory
- Industrial IoT infrastructure
- IoT Eco System
- Big Data / Advanced Analytics
- Roadmap to a smart factory
- Smart supply chains
- Smart customer interaction
- Smart product development
- Smart products
- Smart machines
- Organisational merger of IT and Engineering
- Virtual and augmented reality

## 30<sup>th</sup> January 2018, Van der Valk Airport Düsseldorf

8:00  
Start Registration / Breakfast

9:00  
Opening

9:15  
Business Case

9:50  
Business Case

10:25  
Coffee Break / Peer Networking

10:40-11:40

- **Workshop 1: TBA** -- oder
- **Networking Session 1** (10:40-11:10)
- **Networking Session 2** (11:10-11:40) -- or
- Round Table Discussions

11:40-12:40

- **Workshop 2: TBA** -- oder
- **Networking Session 3** (11:40-12:10)
- **Networking Session 4** (12:10-12:40) -- or
- Round Table Discussions

12:40  
Lunch / Peer Networking

13:40  
Business case

14:20-15:20

- **Workshop 3: TBA** -- oder
- **Networking Session 5** (14:20-14:50)
- **Networking Session 6** (14:50-15:20) -- or
- Round Table Discussions

15:20-16:20

- **Workshop 4: TBA** -- oder
- **Networking Session 7** (15:20-15:50)
- **Networking Session 8** (15:50-16:20) -- or
- Round Table Discussions

16:20  
Coffee Break / Peer Networking

16:35  
Business Case

17:10  
Business Case

18:00  
We invite you for drinks and snacks at the hotel bar - Chill out and networking after an exciting day

19:30 End Day I

## 31<sup>st</sup> January 2018, Van der Valk Airport Düsseldorf

8:00  
Start Registration / Breakfast

8:30  
Opening

8:40  
Business Case

9:15  
Business Case

9:50  
Coffee Break / Peer Networking

10:05-11:05

- **Workshop 5: TBA** - oder
- **Networking Session 9** (10:05-10:35)
- **Networking Session 10** (10:35-11:05) -- or
- Round Table Discussions

11:05-12:05

- **Workshop 6: TBA** -- oder
- **Networking Session 11** (11:05-11:35)
- **Networking Session 12** (11:35-12:05) -- or
- Round Table Discussions

12:05-13:05

- **Workshop 7: TBA** -- oder
- **Networking Session 13** (12:05-12:35)
- **Networking Session 14** (12:35-13:05) -- or
- Round Table Discussions

13:05  
Lunch / Peer Networking

14:05  
Business Case

14:40  
Business Case

15:15  
Wrap-up and Closing Discussion

15:30  
End of official part  
Drinks, snacks and rooms remain available

**Send booking fax to +41 21 52 13 633  
or mail scan to sven.hardt@cintona.com**

**We book the following package to become a solution partner of  
Industry 4.0 Strategy Dialog, 30th-31st January 2018, Düsseldorf:**

<input type="checkbox"/> Premium	3 representatives	20 meetings + Workshop	10,000 EUR + VAT
<input type="checkbox"/> Elaborated	2-3 representatives	15 meetings + Workshop	8,000 EUR + VAT
<input type="checkbox"/> Advanced	2 representatives	10 meetings	6,000 EUR + VAT
<input type="checkbox"/> Basic:	1 representative	5 meetings	4,000 EUR + VAT

Company name and address:

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Attendees (name(s), job title(s), email(s), can also be named later in time):

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Main point of contact for us on your side (name, email, phone):

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City, date

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Signature

**CINTONA Ltd | Hauptstrasse 14 A | CH-8280 Kreuzlingen**

Sven Hardt | sven.hardt@cintona.com | +41 79 246 67 0

**Terms & Conditions**

- The booking becomes valid when confirmed by CINTONA.
- CINTONA guarantees for the services stated in this brochure.
- Payment is due prior to the event after booking, because CINTONA starts to work for the client immediately after booking (presentation of solutions, research etc.) and needs to pay services in advance herself.
- CINTONA is not liable for damages caused by technical malfunctions or force majeure like e.g. acts of God, war, riots, terrorist threats or activities, political constraints or trade disputes.
- The regular cancellation fee is 25% of the invoice. In a period starting 4 weeks before the event the fee is 100% of the invoice.
- The solution partner bears expenses for damages caused by the partner's representatives during the event.
- Place of jurisdiction shall be Kreuzlingen, Switzerland