











Day One: March 13th, 2019

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| 08.00 | REGISTRATION and COFFEE |
| 08.45 | <p>CHAIR'S WELCOME AND OPENING REMARKS</p> <p><i>Thomas Brand, Digital Transformation Lead, PA Consulting Group</i></p>  |
| 08.55 | <p>OPENING KEYNOTE</p> <p>Design driven development in times of uncertainty & change</p> <ul style="list-style-type: none"> • Design Driven Digital Development at Husqvarna Group to date • From product planning to solution planning • Smart Garden as one of the prioritized initiatives • AI and data being the future value both at Husqvarna Group AND for our customers <p><i>Towe Resson</i> <i>VP Global Design, Husqvarna Group</i></p>  |
| 09.25 | <p>OPENING PANEL DISCUSSION</p> <p>Management change: Understanding and undergoing a digital revolution</p> <ul style="list-style-type: none"> • Different scenarios of impact IoT is having on people and culture within corporations • Communicating the change with a Board: Ensuring support and investment • Talent management & skills gap: acquisition of new skills and new talents • Who needs to be involved in IoT planning and execution to ensure digital transformation? • Empowering employees with the IIoT tools • Disrupting familiar and comfortable & learning about new processes and procedures <p><i>Thomas Brand, Digital Transformation Lead, PA Consulting Group (Moderator)</i></p> <p><i>Ralf Hagen, Engineering Manager, Nestle</i></p> <p><i>Cesare Ceraso, European Continuous Improvement Director, Stanley Black & Decker</i></p> <p><i>Borg Exelmans, EMEA Vegetables IT Lead (Regional CIO), Bayer</i></p>     |

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| 10.15 | NETWORKING COFFEE BREAK | |
| | PRE-SCHEDULED 1-2-1 MEETINGS | 11:10 HOSTED ROUND TABLE The Secret to orchestrating your digital landscape  |
| 11.25 | DIGITALIZATION SESSION Digitalization of Manufacturing Operations: <ul style="list-style-type: none"> • Full Value Chain perspective. • Shop Floor execution: The Digital Channel • Balancing the need of Standardization with local initiatives and creativity • Managing the change process <p><i>Torsten Nordgren</i> Director Business Transformation & Strategic Projects SKF</p>  | |
| 11.50 | CASE STUDY SESSION Beyond Predictive Maintenance Case Studies using IoT digital solutions <ul style="list-style-type: none"> • <i>The challenge of digitizing maintenance processes</i> • <i>What can Asset Performance Management (APM) add to your maintenance strategy?</i> • <i>Integrated APM & Field Service Management as a new service business model</i> • <i>Real outcomes from European manufacturers</i> <p><i>Lennart Christensson</i> Senior Solutions Director Predix apps & platform GE Digital</p>  | |

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| 12:15 | <p>DATA SESSION</p> <p>Evolving from connecting machines to leveraging data in a digital ecosystem</p> <ul style="list-style-type: none"> • Moving from a focus on machine data to a holistic view of the customer's processes • Identifying the relevant stakeholders in a digital ecosystem • Defining the right business model as the main challenge <p><i>Friedrich Völker</i> Product Manager, Alfred Kärcher</p>  |
| 12:40 | LUNCH |
| 13:50 | <p>SMART FACTORY SESSION</p> <p>Smart Factory – Creating a Truly Global Cockpit</p> <ul style="list-style-type: none"> • Bringing clarity into complexity of plant management and automation • Enabling intelligent optimization and productivity improvement from a single process to the whole factory with global real-time visibility • Elisa Smart Factory Management <p><i>Kari Terho</i> VP and Head of Smart Factory Management Elisa Industrial IoT</p>  |
| 14:15 | <p>STRATEGY SESSION</p> <p>Postal and Logistics Operations in a connected world</p> <ul style="list-style-type: none"> • Incorporating local initiatives into an IoT strategy on a corporate level • Building a platform that connects all Postnord fleet • Implementing Sensor technology on 8000 delivery vehicles <p><i>Christian Oestergaard</i> Head of Business Information & Production Alignment, PostNord</p>  |
| 14:40 | <p>ASK THE AUDIENCE SESSION</p> <p>Data-ism: Data as a new religion</p> <p>An industry leading expert will lead an interactive voting session and you will get a chance to have your say on the most prominent Industrial IoT questions. Results will be shown live on the big screen. Get your smart devices ready to vote!</p> <p>Submit your questions to anna@intrinsic-communications.com</p> <p><i>Moderator and speaker:</i> <i>Thanos Kontopoulos</i>, Computational & Data Science Scientific Director, R&D Air Liquide</p>  |

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| 15.20 | NETWORKING COFFEE BREAK | |
| | PRE-SCHEDULED 1-2-1 MEETINGS | 15:45 HOSTED ROUND TABLE |
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| 16:30 | <p>INTEROPERABILITY ADVISORY SESSION</p> <p>OPC UA as enabler for Industrial Interoperability including Oil & Gas market</p> <ul style="list-style-type: none"> • OPC Foundation: The independent interoperability foundation • OPC UA: Secured, standardized information exchange from sensor to cloud • Status OPC UA in the world of Oil & Gas • Future – What’s next? <p>Alexander Allmendinger <i>Test Lab Manager, OPC Foundation</i></p> <div style="text-align: right;"></div> | |
| 16.55 | <p>STRATEGIC ADVISORY SESSION</p> <p>Defining the digital roadmap, going beyond deploying technologies but delivering agile operations</p> <ol style="list-style-type: none"> 1. What is required right now? <ul style="list-style-type: none"> - Defining the right technology architecture with awareness for collaboration landscape - Managing the transition to skills of digital natives for the future - Trying to join up diverse initiatives in an agile way of working 2. Observations from our clients <ul style="list-style-type: none"> - Tackling performance for agility - Defining the platform for digital transformation - Embracing the change for business value 3. The PA journey <ul style="list-style-type: none"> - Combining breakthrough technologies and internet of things expertise with a consultant’s life - Bringing Ingenuity to Life to build a positive human future in a technology-driven world <p>John Hicklin <i>Technology and Internet of Things Expert</i> PA Consulting</p> <div style="text-align: right;"></div> | |

17:30 **PANEL DISCUSSION****How to generate revenue from the IoT business by creating value**

- Building value proposition and structure that supports all processes across the entire IoT chain
- Complementing existing infrastructure and lowering the risks
- What are the attributes of an IoT value and monetisation framework?
- Using monetisation patterns and models to create an IoT monetisation strategy

Thomas Brand, Digital Transformation Lead, PA Consulting Group (Moderator)

Jens Kaatze, SVP Digital Transformation and Business Model Innovation, Covestro

Andrew Leask, Business Transformation, Jaguar Land Rover

Ralf Hagen, Engineering Manager, Nestle








18:05

END OF DAY ONE AND DRINKS RECEPTION

Day Two: March 14th, 2019

| 08:00 | | REGISTRATION and COFFEE |
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| 08.40 | <p>CHAIR'S OPENING REMARKS</p> <p><i>Thomas Brand, Leader in Digital Transformation</i> <i>PA Consulting Group</i></p> |  |
| 08:45 | <p>PANEL DISCUSSION WITH LIVE AUDIENCE POLLING</p> <p>Monetisation of Industrial IoT: Where is the Money?</p> <ul style="list-style-type: none"> IoT has many opportunities, but how do we measure them in order to be able to fully harness them How to innovate, pushing digital transformation initiatives forward, while addressing short-term stakeholder's interests Building investment with the changing landscape of the industry Case studies and real examples of how IoT technologies can bring ROI Building well defined strategies that drive a profitable business Holistic approach to Industrial IoT to address long-term ROI and future for industrial IoT <p><i>Among the panellists:</i></p> <p><i>Matthias Berger, Digital Innovation Manager, Hoffmann Group</i></p> <p><i>Heikki Rekola, Service product management, Konecranes</i></p> <p><i>Andrew Leask, Business Transformation, Jaguar Land Rover</i></p> |     |
| 09.25 | <p>THOUGHT LEADER SESSION</p> <p><i>Giovanni Giorgio, Senior Technical Engineer</i> <i>GlaxoSmithKline</i></p> |  |
| 09.50 | <p>THOUGHT LEADER SESSION</p> <p>Agility meets Industry 4.0 Utilising swarm principles for the successful implementation of IIoT</p> <ul style="list-style-type: none"> How to organize the collaboration, free room for innovation and delighting your customer? How to measure success in an agile Industry 4.0 environment? <p><i>Sama Mbang,</i> <i>Manager Digitalization – Simulation Manufacturing Load Cases,</i> <i>Daimler AG</i></p> |  |

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| 10.20 | NETWORKING COFFEE BREAK | |
| | <p>PRE-SCHEDULED 1-2-1 MEETINGS</p> | <p>10:40 HOSTED ROUNDTABLE</p> <p>How to bring clarity into the complexity of plant management and process automation</p> <p><i>Kari Terho</i> Head of IoT, Elisa</p>  |
| 11.30 | <p>INDUSTRY 4.0 SESSION</p> <p>Sennheiser Future Factory – Digital transformation in Manufacturing</p> <p>The presentation refers to the motivation and drivers for digital transformation in manufacturing and the path Sennheiser has been chosen with its Future Factory Program. Supplemented by some realized use cases focusing on the digital shop floor management system and the digital worker assistance system developed by Sennheiser.</p> <ul style="list-style-type: none"> • Motivation and Driver for Digitalization • Sennheiser Future Factory • Selected Use Cases • Outlook <p><i>Axel Schmidt</i> Director Manufacturing Engineering, Sennheiser</p>  | |
| 11.55 | <p>SMART DATA SESSION</p> <p>Enabling Smart Data Collection and Integration of everything</p> <ul style="list-style-type: none"> • Industrial IoT and the Cloud • Trends & Observations • The IoT Stack • Different versions of Edge Computing <p><i>Martin Thunman, CEO, Crosser</i></p>  | |
| 12.25 | NETWORKING LUNCH | |
| 13.35 | <p>THOUGHT LEADER SESSION</p> <p>From Risk to Results</p> <ul style="list-style-type: none"> • A secure network reference architecture taking IoT devices into respect • Security distinguished between IoT and industrial IoT • Information Security Risk analysis for IoT data • Benefits from tracking mass data <p><i>Walter Speth</i> IT BP Product Supply – Engineering Bayer Business Services (Part of Bayer Group)</p>  | |

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| 14:00 | <p>RESEARCH SESSION</p> <p>Research project FAR-EDGE: Using blockchain and edge computing to enable a plug & produce automation. Whirlpool perspective.</p> <p><i>Pierluigi Petrali</i> Manufacturing R&D Manager Whirlpool</p>  |
| 14:30 | <p>THE IIoT CAFE</p> <p>Drill down round tables session. Your opportunity to join the debate, pose questions and contribute in an intimate, relaxed environment. Facilitated both by industry practitioners and leading solution providers, each round table will discuss a designated topic on the future of IIoT.</p> <p><i>Café discussion</i></p> <p>Digital Platform Smart Fab: What is next? Led by Luca Cremona, Industrial BU Manager, Gruppo Rold</p>  <p><i>Café discussion</i></p> <p>How to establish a Broker business model Led by Matthias Berger, Digital Innovation Manager, Hoffmann Group</p>  <p><i>Café discussion</i></p> <p>Data Analytics at Sonae Arauco Led by Angel Garcia Bombin, Business Data Analytics Project Manager, Sonae Arauco</p>  <p><i>Café discussion</i></p> <p>Digitization of chemical production: Opportunities and Challenges Led by Joerg Arnold, Plant Manager, Oxea</p>  |
| 15:30 | <p>SUMMARIZING THE CAFÉ</p> <p>Moderators of the IIoT Café discussions will come on stage to summarise each topic they discussed with their peers.</p> |
| 16.00 | <p>CHAIR'S CLOSING REMARKS AND END OF SUMMIT</p> |