

Newsletter

Great Lakes Bay Manufacturers Association

The new year is upon us and we hope that 2022 will be a year of growth and normalcy. We continue with this message to continue building hope for this year.

Our focus will be on continuing to educate the region on Industry 4.0 awareness. We hope you find this information useful in increasing your bottom line this year.

Feature Article

Our New Year's Resolution Is... The 4th Industrial Revolution

Provided by [Human Element](#) originally published January 3, 2022

By Bobby Rejek

The Fourth Industrial Revolution, or Industry 4.0, encapsulates the concept of rapid change to technology, industries, and societal patterns in the 21st century. This is due to increasing interconnectivity and smart automation. It asserts that these changes are more than just improvements to efficiency, but express a significant shift in industrial capitalism. Part of this phase of industrial change is the joining of technologies like artificial intelligence, advanced robotics, and gene editing that blur the lines between the physical, digital, and biological worlds. Oh yeah, and eCommerce.

As automation and the Internet of Things (IoT) become more prevalent, the virtual world continues to grow and provide new avenues for businesses and consumers to purchase the things they need. That means eCommerce will continue to grow—but not everyone knows it.

You Don't Have Me Convinced

Really? Let me throw some data your way. When polled during a recent GT Nexus study, the majority of manufacturing execs admitted they recognize the significance of a digital transformation strategy, but only 5 percent of those surveyed were very satisfied with their digital progress so far.

The need for digitization is very real. It's been dubbed the "Digital Transformation" and incorporates not only automation and new data systems, but eCommerce platforms

refined and efficient enough for the growing needs of B2B manufacturing. What it comes down to is problem solving:

Where can you fulfill the need for greater efficiency?

Are your suppliers providing you with raw materials fast enough to meet your quotas?

Does your enterprise customers have the smoothest checkout process possible, or do they languish in confusion before clicking away, opting for a competitor?

Where Do I Fit Into All This?

An excellent question (that we posed to you)! Each business has individual needs. Some require a streamlined UX (User Experience) to hit those lofty sales goals right from Q1. If POs are a requirement of your business, or your efforts to break into new markets haven't gone as planned, it may be time to assess what it's like to be a user, and refine the process against the competition.

This extends to other facets of your business that some might not have considered. eProcurement encompasses all corporate buying and selling activities over the internet. Whereas a typical business would require faxing physical order forms or rummaging through paper catalogs and price lists, eProcurement digitizes these activities. In a COVID-era business world, it's already proven to be an invaluable asset in Manufacturing. Businesses rely on eProcurement software to help them make the research, shopping, and purchasing process more efficient. It makes the requisition and payment process easy, fast, and efficient while driving down the cost per transaction. In short, it brings the ease of eCommerce to business purchasing and provides a means of better managing expenditures.

In industrial manufacturing, this manifests as purchase order generation, multiple levels of user access to internal portals, and expenditure tracking for all important materials. Some companies have yet to adopt these streamlined processes, and soon it'll begin to affect sales numbers and business relationships. With so many moving parts, it's essential that eProcurement systems and the buyer's purchasing process integrate seamlessly. To save time and costs, they must offer the right permission management, accurate inventory, pricing, and quality product information. It's these components that create complete –often cloud-based– Punchout and ERP systems that make workflow uninterrupted.

Similarly, many needless issues stem from data: When was the last time you checked how your keywords were ranking, or your site's current health? These things may seem insignificant, but if Google isn't putting you on the first page for any search terms, how much money do you think you're losing? For some, it's around \$358,000 per year—and that's just the average. In many cases, it's significantly more.

Security and maintenance. These are terms we know are important, but many businesses take a 'set it and forget it' approach, meaning weak, outdated security protocols ripe for hackers to strike at. Manufacturing, unfortunately, gets a bad rap for data security breaches for these very reasons. This doesn't have to be the case, however; we even spoke on that just a bit ago. Starting early and working with certified experts can mean millions in secured data and even more in reputation.

So if you're looking to the future, keep in mind that the world is moving towards Industry 4.0. In many ways, it's already here in a plethora of industries. And if you're ready, reach out to the expert developers, strategists, and SEO professionals who make a difference.



**INDUSTRY 4.0
READINESS
WEBINAR**

**Effective Change
Management for
Industry 4.0**

Tuesday, January 25, 2022
8:00 am - 9:00am
Virtual Meeting

Hosted By: **MICHIGAN
MANUFACTURING
TECHNOLOGY
CENTER**

[Register to Participate](#)

Industry 4.0 Webinar Series

Join us Tuesday morning, January 25, 2022, at 8:00 am for this informative webinar.

The link to the webinar will be sent in the event reminder.

Key Learning Objectives:

- Learn the 5 essential elements needed for change to happen
- Understand what causes confusion, resistance, and frustration with change efforts
- Learn how to engage the entire business into implementing change

Presenters:

- Chris Shuster, Corteva
- John Jacob, Johnson Carbide
- Matt Shoffner, Michigan Manufacturing Technology Center



Partner News

We Take Your Organization's Safety and Security Seriously

Join us for the 8th annual Cybersecurity Conference, Jan. 20-21, 2022

“Rehmann facilitated boots on the ground here to help us start recovering systems and also provided insight and knowledge into how to proceed – the safest way to proceed.

They helped us get our business back up and running as quickly and as safely as possible.” – *Michigan-based manufacturer that experienced a cyberattack in 2020.*

No doubt you've been hearing news of an ever-growing number of cyberattacks on businesses – those impacted include larger, well-known companies as well as small- and mid-size operations. How organizations like yours can navigate the challenges of managing risk and response, like this manufacturing client who faced a breach and successfully came out the other side, is the focus of the upcoming 8th annual Cybersecurity Conference, taking place virtually this Jan. 20-21. **Use the discount code CYBER2022 and pay just \$25 today (the regular registration cost is \$50). Registration closes Monday, January 17, 2022.**

The 8th annual Cybersecurity Conference is held virtually in partnership with the Better Business Bureau serving Western Michigan, the West Michigan Cyber Security Consortium, and the Michigan Small Business Development Center.

Connect, learn, and engage in dynamic conversation during this two-day virtual event. You'll hear from cybersecurity and other industry specialists sharing the latest best practices and strategies organizations should be aware of – especially as cybersecurity incidents continue to rise.

Learn more and save your spot today. We look forward to seeing you there and helping you gain confidence in your business' cybersecurity practices!

[Register to attend here!](#)

Prometis Partners Offer Fireside Chat

“Owner's Fireside Chat” is being held virtually on 1/18/2022 at 12:00 PM EST. This session will be on Investment Buyers.

[Register to attend here.](#)

This session is provided for free by Prometis Partners.



INDUSTRY 4.0 ASSESSMENTS

Get your PERSONALIZED IMPLEMENTATION PLAN by calling 989.964.2884. Don't fall behind.

2 hours.
40 questions.
1 report.
Your future.

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MANUFACTURE SMARTER
The-center.org

The MEDC and the MMTTC Continue to Offer Industry 4.0 Technology Assessments

You may schedule your free two-hour assessment with Chris Tibaud, Business Solutions Manager for the Michigan Manufacturing Technology Center - Northeast office. Chris will help you get your assessment completed by helping with the transformational planner and scheduling your facility's walk-through and follow-up report. All this is free of charge provided by the MEDC.

Chris can be reached at 989-964-2807 or by email at cmtibaud@svsu.edu



GLBMA partners with SVSU's Career Services

On **Wednesday, February 16th from 12pm-3pm** we are hosting our annual Manufacturing & Information Technology Employment Fair at Saginaw Valley State University. This is your opportunity to meet with our talented students from the College of Science, Engineering, & Technology regarding **full-time, part-time, Co-op, and Internship opportunities** that are available. By attending the Manufacturing & Information Technology Employment Fair, you will be able to meet with students and alumni from the following degree programs available at SVSU:

Biology | Chemistry | Computer Information Systems | Computer Science
 Computer Science and Computer Information Systems (Masters) | Electrical Engineering
 Engineering Technology Management | Mathematics | Mechanical Engineering | Physics

Price: \$150

Refund Policy: Refund requests for registration fees will only be granted for cancellation notifications received before Wednesday, February 9th, 2022.

Click to Register Today

Or contact Career Services anytime and we are happy to help them get registered at 989-964-4954 or careers@svsu.edu.

Saginaw Career Complex looking for volunteers for Professional Development/ Mock Interview Day

The Saginaw Career Complex is looking for volunteers to help with our Professional Development/Mock Interview Day for over 400+ seniors. Our mock interviews will be held at Delta College in Downtown Saginaw on **Tuesday, March 8th**. We will have a morning session (7:30am-10:00am) and an afternoon session (11:30am-2:00pm).

Please "SAVE THE DATE", Tuesday, March 8th, now, so you can plan to help our students develop the highly sought out professional skills that will enhance their career path and help build YOUR talent pipeline!

For more details or to be contacted for a time slot to assist in this event, please contact Ann Marie Batkoski, abatkoski@sisd.cc.

MEP Supplier Scouting Opportunities

The following supplier opportunities are available through the MEP center. These are national MEP Center clients seeking domestic suppliers for the various items. Please contact Chris Tibaud with the Michigan Manufacturing Technology Center Northeast office for complete details on how to submit a Supplier Scouting form. Chris can be reached at cmtibaud@svsu.edu.

Current Opportunities:

Opportunity: 2021-092 Electrospun Protein Sheets, closes Feb. 15, 2022
Submitted by Catalyst Connection (part of Pennsylvania MEP)

Opportunity: 2021-106 Flexible Heating Duct, closes March 3, 2022
Submitted by Purdue MEP (Indiana MEP Center)

Opportunity: 2021-113 PET Plastic Sheets, closes Feb. 7, 2022
Submitted by CONNSTEP (Connecticut MEP Center)

Opportunity: 2021-114 Film closes, Feb. 7, 2022
Submitted by Oregon MEP

Opportunity: 2021-118 Porous Sensor Body, closes Feb. 16, 2022
Submitted by Innovative Manufacturers' Center (IMC, part of Pennsylvania MEP)

Opportunity: 2021-119 Electrical Resistivity Sensor Frame, closes Feb. 16, 2022
Submitted by IMC

Opportunity: 2021-120 Sensor Electrical Assembly, closes Feb. 16, 2022
Submitted by IMC



Check out the latest edition of the Michigan Manufacturers Association's MiMfg Magazine.

[View here](#)



Michigan STEM Forward Program is accepting applications for Internship grants

Michigan STEM Forward, a statewide program that matches students attending Michigan colleges with internship opportunities, is now accepting applications from companies & students!

Is your company looking to hire an intern? Participate in the STEM Forward program and review resumes from the state's top young talent + get 50% of wages matched! Apply here: <http://a2spark.org/MichiganSTEM>

Michigan STEM Forward internship program:

- 🎓 Matches students attending MI colleges w/ internship opportunities
- 💰 Up to 50% of the intern's wages are matched
- 🏭 Company can be in any industry but all internships must be STEM-focused

Learn more: <http://a2spark.org/MichiganSTEM>

Quality
Special Interest Group

Our next Quality Special Interest Group Meeting

We are looking to hold the 2022 Quality Special interest Group each quarter in 2022. Please complete our survey to help us best select days for these meetings.

[Survey link](#)

The Quality Special Interest Group (SIG) is a professionally facilitated group of the Great Lakes Bay Manufacturers Association (GLBMA). This SIG focuses on providing a forum to discuss and review quality systems, validate the need, discuss industry updates, and new regulations. It will also serve as a place where Quality employees can discuss issues in a confidential setting.

Current Events

January 2022

25 - Industry 4.0 [Webinar](#)
Effective Change Management for Industry 4.0

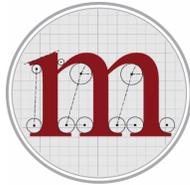
February 2022

1 - Industry 4.0 [Webinar](#)
Deep Dive into System Integration and Robotics & Automation

15 - Industry 4.0 [Webinar](#)
Deep Dive into Cybersecurity & the Internet of Things

MFG Champions & Partners





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If you want to become an MFG Champion, please contact Tanya at the GLBMA office for more details. (989)964-2881.



Proud to Manufacture



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