



ROUNDTABLE: ACCELERATING VALUE CREATION IN THE FACTORY WITH THE INDUSTRIAL INTERNET OF THINGS

Moderator: Jason Dietrich
SVP, Worldwide Sales

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OUR PANEL OF EXPERTS



Luigi de Bernardini

CEO

Autoware

Michael Grasley

VP, Technology and Marketing

Callisto Integration

Alex van Lancker

Corporate Business Development

Director

INDEFF

20 Years
Experience

540
Completed
Projects

2 Offices
in Italy

1100 mq
Offices

30
Employees



MES



EAM



Smart
Manufacturing



Internet of
Things



Energy
Management



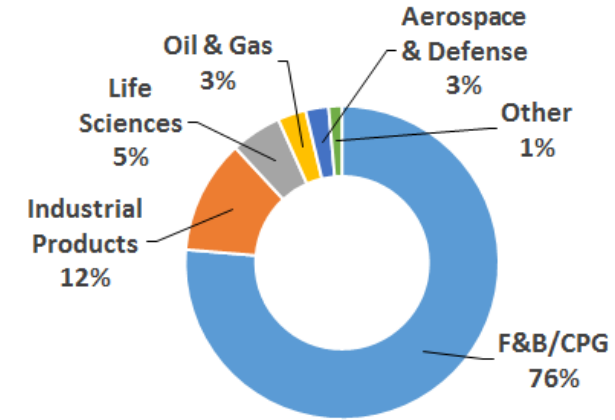
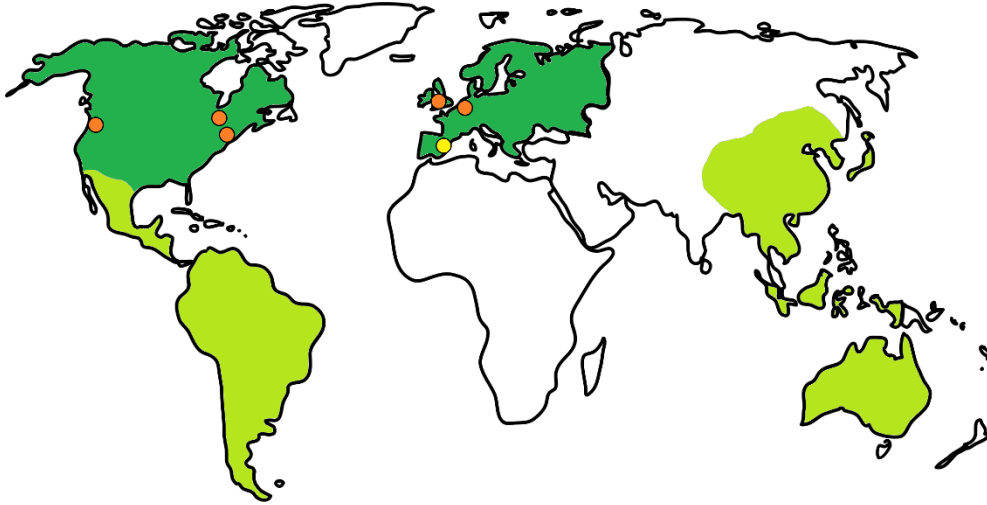
Automation



Support

CALLISTO INTEGRATION

Technology Made Easy and Effective



Callisto Top Verticals

Global Leader

Multi-site, Complex Manufacturing Solutions

3,000+

Smart Manufacturing Implementations

67% Revenue

From Global Fortune 500

Smart, Connected Operations

IIoT as a Unified MOM & Supply Chain Console

Smart, Connected Systems

Smart Farms and Smart Cities

MeasureTek agricultural and environmental monitoring and control systems

Consultancy
Projects
Industry
Solutions

Smart Digital
Factory &
Connected
Supply Chain

Food & Bev
Chemicals
Life Science
Infrastructure



Automation
MES
Industrial IOT
24/7 Support

INDEFF

Countless Parts.
One Flow.

Industrial efficiency defined

A vertical grey bar on the left side of the slide contains several colorful, sharp, triangular shapes pointing towards the center. From top to bottom, there is a green shape, a blue shape, a yellow shape, and a pink shape.

DISCUSSION

What trends are you seeing in deploying manufacturing solutions and leveraging the IoT?

A vertical grey bar on the left side of the slide contains several colorful, pointed geometric shapes: a green triangle at the top, a blue triangle at the bottom left, a yellow triangle at the bottom left, and a pink triangle at the bottom left.

DISCUSSION

What are some of the use cases you are seeing manufacturing companies trying to solve?

DISCUSSION

Can you talk about an example deployment that was successful and describe the use case and results?

A decorative graphic on the left side of the slide, consisting of several overlapping, semi-transparent geometric shapes in shades of green, blue, yellow, and pink, pointing towards the center.

DISCUSSION

How are you dealing with the fact that most manufacturing companies have a broad base of solutions already deployed?

In other words, how do you fit new solutions into a brown field environment?

A vertical grey bar on the left side of the slide contains several colorful, pointed geometric shapes. At the top is a green triangle pointing downwards. Below it are a blue triangle pointing upwards, a yellow triangle pointing downwards, and a pink triangle pointing upwards.

DISCUSSION

What are some of the first steps a company can take to get started with an IIoT strategy?

AUDIENCE Q & A

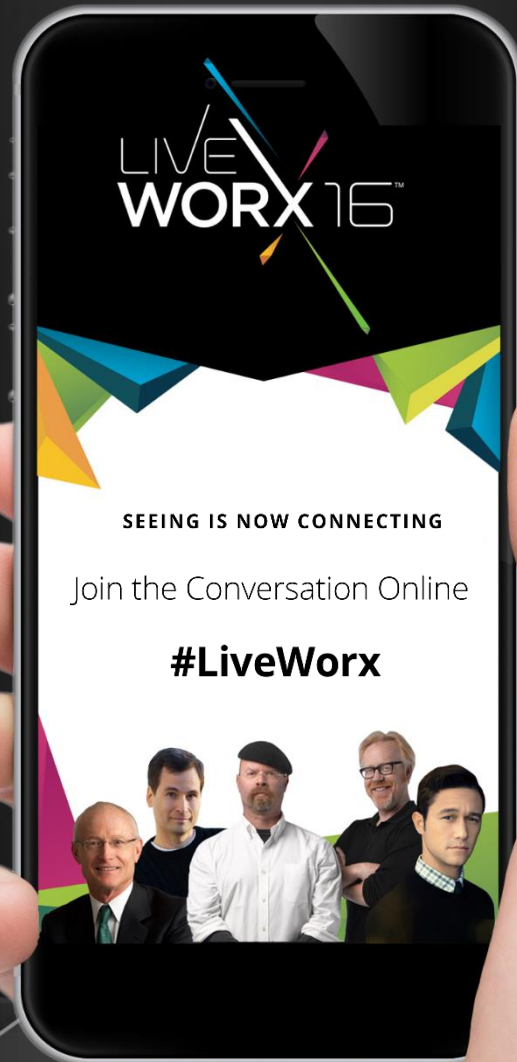
The image features several colorful geometric shapes, including triangles and lines in shades of blue, green, yellow, orange, pink, and purple, scattered across the background. A large, multi-colored triangular shape is prominent on the right side. The text 'LIVE WORX 16' is centered, with 'LIVE' in a thin, outlined font and 'WORX 16' in a bold, solid black font. A small 'TM' trademark symbol is positioned to the upper right of the '6'.

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TAKE A FRESH LOOK AT THINGS

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