



NFPA / FPIC Regional Conference
 Friday, September 6, 2019
 Hyatt Regency Milwaukee, Vue Room 21st Floor
 333 W Kilbourn Ave, Milwaukee WI 53203

8:00 – 8:30AM	Breakfast, Welcome, and Networking
8:30 – 9:30AM	<p>Title: Designing your IoT Solution Presenter: Chad Repp, Business Development-Telematics; HED Inc.</p> <p>Abstract: To develop an end-to-end IoT solution that captures, transports, visualizes and stores data, there is a set of preliminary steps that need to be defined. These include identifying broad and diverse use cases, asset types and key users to help determine what data you need, when you need it and ultimately how to design the application for success. This presentation will deep dive into these critical areas.</p>
9:30 – 9:40AM	Break and Networking
9:40 – 10:40AM	<p>Title: Boosting Productivity Using IIoT Ready Smart Systems Presenter: Shishir Rege, Technical Sales Specialist Controls Architectures; Balluff, Inc.</p> <p>Abstract: IIoT and Industry 4.0 are the buzzwords these days. This presentation discusses these topics as they apply to building and maintaining smart machines in fluid power applications. Sensors and devices play a key role in the new era of smarter factories, in this presentation we will discuss a few applications on how utilizing IO-Link as the device level technology helps build smart systems and how they help with overall improvements in productivity and maintenance.</p>
10:40am – 10:50am	Break and Networking
10:50 – 11:50AM	<p>Title: Building IoT Driven Customer Relationships Presenter: Jon Prescott, CEO; Scante Corp.</p> <p>Abstract: Emerging IIoT technologies can provide profound, game changing opportunities for Fluid Power equipment manufacturers and suppliers of fluids, consumables, and related services. IoT data connectivity from customer's hydraulic equipment and processes is being used to optimize ongoing interactions of all types including technical support, MRO consumables, and services. This talk will present real world examples and discuss the sensors, connectivity, security, and interfaces currently being used to develop tight, IoT driven relationships between equipment OEMS, suppliers, distributors, and customers.</p>
11:50 – NOON	<p>Meeting Recap and Feedback Eric Lanke, President & CEO, NFPA</p>
NOON – 1:00PM	<p>Lunch for all Attendees Join us for lunch and continue the discussion with your colleagues.</p>

1:00 – 2:30PM	<p>Title: Ensuring the Success of IoT Implementation in Fluid Power Applications</p> <p>Presenter: Keaton Holappa, Project Manager, Connected Hydraulics Strategy & Growth, Bosch Rexroth is the speaker.</p> <p>Abstract: The landscape of industry is changing in the US, and rapidly. Changes in the demographics of the workforce, pressures from globalization, and rapidly advancing technology are creating disturbances throughout entire supply chains. The “Internet of Things” or “IoT” for short, may be a solution to new manufacturing or market pressures, it may create new revenue streams, or it may be a bad, bad investment... What does success look like using IoT-enabled technologies, and how can we ensure (or at least try to ensure) success?</p>
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For further questions, please contact:

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Speakers Contact information

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- Shishir Rege; Technical Sales Specialist Controls Architectures; Balluff, Inc; Shishir.Rege@balluff.com 859-206-9745
- Jon Prescott; CEO; Scante Corp.; jon.prescott@scante.net 804-519-7411

Future NFPA / FPIC Regional Conferences

December 6, 2019; Renaissance Chicago O’Hare; 8500 Bryn Mawr Ave; Chicago, IL 60631; phone 773-380-9600

Topic: “IoT Integrators (Use Data, Scale Data, Analyze Data, Secure Data, Share Data)”

Draft agenda as of July 17

- **Title: Connecting the Industrial World: Presenter: *Adam Livesay, Chief Revenue Officer Elevat IOT***
- **Title: the Central Module for Networked Pneumatics: Presenter: *Mark Densley, Director of Business Development, Emmerson Automation Solutions***
- **Title: Artificial Intelligence – The missing link in the Industrial IoT: Presenter: *Johannes Kunze von Bischhoffhausen, Manager Digital Transformation and Internet of Things, Trelleborg Sealing Solutions***

March 5, 2020; Detroit area location

Topic: “Advanced Sensor Technologies for Fluid Power Systems”

This program will cover:

- Better (more robust able to withstand vibration, magnetic interference and ambient temperature extremes) sensors including smart and wireless for measuring:
 - Real time fluid conditions (viscosity, aeration, bulk modulus, cleanliness)
 - Pressure, temperature, position (end actuation, pumps & valves), flow, torque, velocity (linear and angular), acceleration and vibration.
- On board diagnostics and self-calibration functions

Presentations to include case studies in fluid power or similar industries where the technology could be easily implemented with minor customization to fluid power. Case studies to include benefits of technology implementation such as but not limited to;

- Increased Productivity and Performance
- Increased availability and uptime
- Lower capital and operating costs
- Easier and more predictable maintenance
- Compliance with safety regulations and machine directives
- Weight reduction and increased power density
- Greater integration of technologies including data acquisition, utilization and ownership