

VDI

International VDI Conference 2018

Spare Parts Management

October 23-24, 2018, Rotterdam, The Netherlands

- Current Trends in Spare Parts Management
- Securing Spare Parts Availability in Times of Industry 4.0
- Implementing an effective Master Data Management
- Designing a Service oriented Supply Chain
- Best Practice Examples from different Industries

+ Interactive Sessions

+ Workshops

Keynotes:
Vanderlande
and KLM

Meet international Experts from:

AIRBUS

AIRFRANCE INDUSTRIES

KLM
Engineering & Maintenance

bp
BAXTER
PLANNING

dr.schaab+partner
consulting excellence • supply chain • production • logistics

Erafinx
ERASMUS UNIVERSITY ROTTERDAM

GMP
GERMAN MACHINE PARTS

IAS
MEXIS GmbH

Linde
Linde Group of Handling

cerlikon

Outotec

SATAIR
AN AIRBUS SERVICES COMPANY

Vaillant

Valmet

VANDERLANDE

WÄRTSILÄ

An event organized by VDI Wissensforum GmbH
www.vdi-international.com/02KO908018



About us

VDI

The Association of German Engineers (VDI) is one of the largest technical-scientific associations in Europe. Throughout the years, the VDI has successfully expanded its activities nationally and internationally to foster and impart knowledge about technology-related issues. As a financially independent, politically unaffiliated and non-profit organization the VDI is recognized as the key representative of engineers both within the profession and in public.

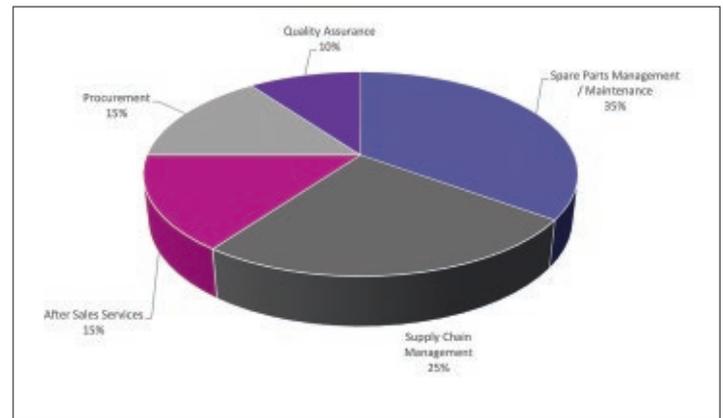
Supporting Experts

Dr.-Ing. Wolfgang Heinbach, German Machine Parts GmbH & Co.KG, Germany
 Hans Christian Siegert, dr. schaab + partner gmbh, Germany
 Markus Schmermund, Linde Material Handling GmbH, Germany

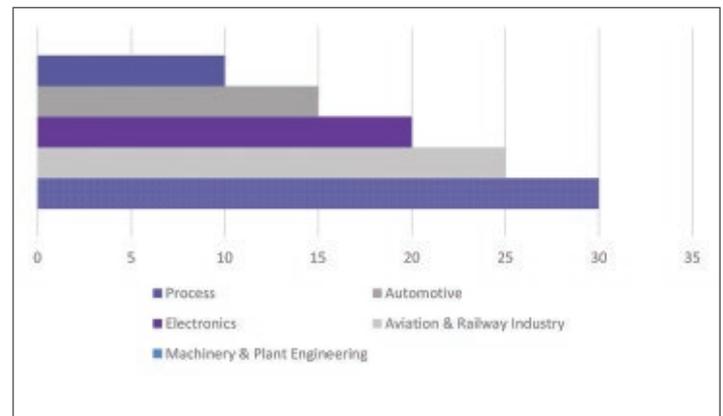
Reasons to attend

- Meet international experts from industry & science
- Learn how to manage especially your electronic spare parts
- Get informed about new regulatory developments
- Network with your peers from different industries
- Benefit from exchange with high-level speakers
- Prepare for after sales services 4.0
- Hear about customized supply chain design
- Discuss the impact of IIoT for spare parts

Expected Participants according to Functions



Expected Participants according to Industries



08:00 Registration & welcome coffee

09:30 Chairs welcome & opening address

Dr.-Ing. Wolfgang Heinbach, Managing Director, GMP German Machine Parts GmbH & Co. KG, Germany

I. Obsolescence

09:45 Tentacle #8 - In the Grip of the Octopus!

- Introduction of tentacles
- Obsolescence
- The rule of three
- Mitigation strategies
- Arinc - 662.....

Keynote

Marijan Jozic, B.Sc., Development Leader, Component Services, KLM Royal Dutch Airlines, The Netherlands

10:15 Obsolescence - The growing Risk for Spare Part Availability

- What is obsolescence and why does it affect business
- The main drivers of obsolescence
- Communication and standards to manage obsolescence
- Risk evaluation and supplier contracts
- Professional handling of product change notifications

Dr.-Ing. Wolfgang Heinbach, Managing Director, GMP German Machine Parts GmbH & Co. KG, Germany

10:45 New Approaches to End-of-Life and Obsolescence Management

- Approaches were developed for consumer electronics and aerospace companies
- New spare parts demand forecast methods using installed-base information
- Improved final buy decisions using swap options
- Supplier defection risks can be forecasted through ERP data

Prof. dr. ir. Rommert Dekker, Professor of Quantitative Logistics, Dept. of Econometrics, Co-author: Dr. Christiaan Heij, Assistant Professor, both: Erasmus University Rotterdam, The Netherlands

11:15 ☕ Networking & coffee break

II. Product Life Cycle Management

11:45 Effective Master Data Management required to secure successful Maintenance and Spare Parts Management

- Maintenance system data content including spare parts information
- Proper systems content and spare parts solutions secure high parts availability
- Product changes and upgrades during the lifetime of the production line
- Related services to complement the above

Ismo Katila, M.Sc., Global Sales Director, Performance Parts, Valmet Technologies Inc., Finland

12:15 Smart Spare Parts Management within the Scope of Smart Maintenance

- The fear of unplanned downtimes often leads to excessive warehousing
- Challenge: How to reduce stocks to a plant-specific minimum amount?
- Approach: Availability-controlled smart maintenance and algorithms
- Impact: Reduction of capital costs as a result of a smart spare parts management
- Practical example of a customer

Falk Pagel, MBA., Managing Director, IAS MEXIS GmbH, Germany

12:45 🍴 Lunch

14:15 Additive Manufacturing and Applications to the Spare Parts Business

- Purchasing process, application areas & target
- Use Case: Engines
- Supply Chain Management & Services

Rosario Sommante, MSC., Manager Strategic Purchasing, Wärtsilä, Italy

14:45 The Virtual Spare Parts Library – enabled by 3D Printing

- Digital Spare Parts Management
- Traditional Stock vs. On-Demand Manufacturing
- Printing with Composites and Metal
- Secondary benefits along Supply Chain

Oliver Hoffmann, Strategic Sales Director - Central Europe, Markforged Inc, Germany

15:15 ☕ Networking & coffee break

III. Supply Chain Design

15:45 The Transformation of Oerlikon Manmade Fibers' Spare Parts Panning and Warehouse Footprint in order to increase Customer Satisfaction and drive Sales

- Supply chain vision
- Achievements from the introduction of a material requirement planning software
- Dynamic network planning

Manuel Haid, Executive MBA, Head of Global Service Fulfillment, Co-author: Sebastian Skirl, B.A., Senior Supply Chain Manager, both: Oerlikon Barmag, Germany

16:15 Maintenance- and Spare Parts Supply of high Performance Logistics Centers

- Why is maintenance- and spare parts supply for high performance logistics centres important?
- How to implement excellent maintenance- and spare parts supply
- What does it consist of?

Keynote

Frank van Schijndel, Manager Global Spare Parts, Vanderlande, The Netherlands

16:45 Summary of the first conference day



Get Together

At the end of the first conference day we kindly invite you to use the relaxed and informal atmosphere for in-depth conversations with other participants and speakers.

III. Supply Chain Design

09:00 Chairs welcome & opening address

Building a world wide distribution system for spare parts

Hans Christian Siegert, Managing Partner, dr. schaab + partner gmbh, Germany

09:30 World Cafés on Aftersales Services & Logistics:

1. IT optimized demand planning and material planning for spare parts

Olaf Dulz, Senior Management Consultant & Partner, dr. schaab + partner gmbh, Germany

2. How to improve the customer journey

Oğuz Saygi, Senior Service Operations Manager, Vaillant Group, Germany

3. How to identify the right price

Martin Brändström, Service Product Manager, Outotec

4. How to design a service contract for high performance logistics centers

Carlo Peters, Principal Consultant, Buck Consultants International, The Netherlands

World Cafés

11:00 ☕ Networking & coffee break

11:30 Service Supply Chain Planning: Specialization = Optimization

- Buyers buy, expeditors expedite, why do we ask planners to wear so many hats?
- How do best in class service organizations define supply chain planner responsibilities to drive higher levels of optimization?
- How can algorithmic supply chain planning enable logistics teams to drive supply chain excellence?

Phillip Kennedy, B.Acc., President, Baxter Planning, Texas, USA

12:00 Building Service friendly Supply Chains using new Technology and advanced Analytics

- How aggregating and using data from multiple business groups can create new ways to manage parts supply chains
- Using predictive analytics and adaptive business rules to treat every order on its own merit and find the best solution per customer rather than "one-size-fits all"
- Drive reduced supply chain costs whilst improving Service CSAT
- Case studies from Medical Device and High Technology companies

Oliver Lemanski, Managing Director, OnProcess EMEA, UK

12:30 🍴 Lunch

IV. Pricing and Future Trends

13:30 Spares and Wear Parts Value based Pricing – Is it worth the Effort?

- Value based pricing of simple mechanic spare parts
- Communication of value based pricing methodology to front-line sales
- Outotec value based price journey – lesson learned.

Martin Brändström, M.Eng., Service Product Manager - Flotation Services, Outotec, Finland

14:00 Material Services Market Trends and Solutions in the Aviation Industry - and Beyond

- Outsourcing, used and surplus parts, digital transformation, additive manufacturing, aircraft leasing, consolidation
- Strategic positioning - Performance based services as integrated services solutions
- Comprehensive portfolio - Material support and services portfolio based on individual customer needs
- Innovation focus - Innovative Additive Manufacturing material solutions
- New material services market structure - Material integrators realizing economies of scale, scope and density as well as transaction cost reductions

Dr. rer. pol. Jörg Rissiek, Vice President – Head of Strategy and Portfolio Management, Satair (Airbus Services Company), Germany

14:30 Visionary – Block Chain for Spare Parts

- Managing second and third life uses of parts
- Certification processes
- Approval process

Roger Campbell, B.Sc. Logistics, Head of Service Solutions Intralogistics, Linde Material Handling GmbH, Germany

15:00 Conference chair's closing remarks

15:15 End of Conference

International VDI Workshop 1

Out of Stock! Managing Spare Part Obsolescence

Workshop Chair:

Dr.-Ing. Wolfgang Heinbach, Managing Director, GMP German Machine Parts GmbH & Co. KG, Germany

Date and Venue:

October 22, 2018
Rotterdam, The Netherlands

Time: 10:00 - 16:00

Key Topics

- Obsolescence – the heavily increasing risk for business
- Out of stock: How to prepare for the worst case
- Working together: Suppliers and customers teaming up to deal with obsolescence
- Obsolescence within supply chain contracts – working with procurement and suppliers
- Long time storage of spare parts: aging, environment and unintended obsolescence
- Are those originals? The risks of fake parts and how to avoid them

Aims & Objectives

Contracts addressing obsolescence define the rules when and what to do when products become obsolete. An early warning allows for measures in time at reasonable costs.

Obsolescence management (OM) offers several ways to get a grip on the obsolescence of spare parts – for both sides, suppliers and customers. Within this workshop, experts in the field of OM give an overview about the different options to tackle obsolescence and give practical advice how to introduce OM in your company or even supply chain.

Workshop content

- Obsolescence – definition and terms
- The impact of obsolescence – costs and risks
- Basics of obsolescence management
- The importance of product change notifications – for suppliers and customers
- Improving the crystal ball: life cycle status
- Obsolescence within supply chain contracts – working with procurement and suppliers
- Storage of sensitive products
- Counterfeits – the risk of fake spare parts
- Management of last time / life time buy stock

International VDI Workshop 2

Rapid Realization of Smart Maintenance and Smart Factory with AI/Machine Learning and Digital-Twin-Architecture

Workshop Chair:

Dipl.-Ing. (TU) Markus Ahorner, Managing Partner, Ahorner & Partner, Germany

Date and Venue:

October 22, 2018
Rotterdam, The Netherlands

Time: 10:00 - 16:00

Key Topics:

- Getting the big picture: The important technologies, methodologies and structures of Smart Factory and Smart Maintenance
- Gaining basic knowledge: How AI and machine learning support data analysis and automatic software agents for Smart Maintenance
- Experiencing agility: Why strategy, technology and realization are so strongly interdependent
- Practicing and learning: How a first Smart Factory architecture can be designed and set up
- Getting started: How to select the relevant and optimal technology partners for your transformation

Aims & Objectives

The objective of this workshop is to provide all the necessary basics for decision making – understanding, knowledge, tools and methodology – to get started with piloting, optimizing and rolling out Smart Factory technology, AI/Machine Learning, data analysis, data modeling and IT-infrastructure.

Workshop content

- The canonic architecture: How any digital twin can easily be set up
- Data exchange: How data for the Smart Factory are captured, transferred and stored in brown-field plants and what needs to be kept in mind when designing green-field plants
- Data usage: How measurable benefits and profits can be generated for new business ideas and internal optimizations
- Data linkage: The "miracle of KI" simply explained and arranged in automatic software agents for Smart Maintenance workflows
- Digital Transformation: The importance of change management and staff inspiration for continuing success – and how to do it

International VDI Workshop 3

Starting the Predictive Maintenance Journey - How to use ML and AI to generate Business Value

Workshop Chair:

Tobias Gaukstern, Vice President Business Unit Industrial Analytics, Weidmüller Interface GmbH & Co. KG, Germany

Date and Venue:

October 22, 2018
Rotterdam, The Netherlands

Time: 10:00 - 16:00

Key Topics

- Industrial Analytics use cases like process optimization, Predictive Maintenance (PM) and Predictive Quality (PQ)
- Machine Learning (ML) and Artificial Intelligence (AI) applications
- Key success factors to realize data driven business ideas
- Requirements to start analytics projects
- Data Science technologies and frameworks based on open source
- Software architectures for Industrial Analytics

Aims & Objectives

At the end all participants have a business use case to start the digital journey. They know how to use ML/AI to generate business value, are aware of the selection criteria for use cases and the requirements for starting analytics projects. They are acquainted with the competences, key success factors and best practices needed for data driven projects and organizations.

Workshop content

- Overview of Industrial Analytics use cases like PQ or PM
- Introduction of ML and AI applications (anomaly detection and classification, failure prediction) and their value. Optional a deep dive to the underlying data science technologies and analytics frameworks
- In the main part it will be discussed why ML and AI is a game changer for the today's business
- Generation and evaluation of business uses cases, in which ML and AI methods can be used to provide new data driven service, improve existing service processes, increase productivity and machine availability
- Challenges within the realization phase in order to identify which competences and technologies are necessary
- Required infrastructure and software architecture to realize platform independent and open source based solutions

Parallel International VDI Conference 2018

Maintenance 2018

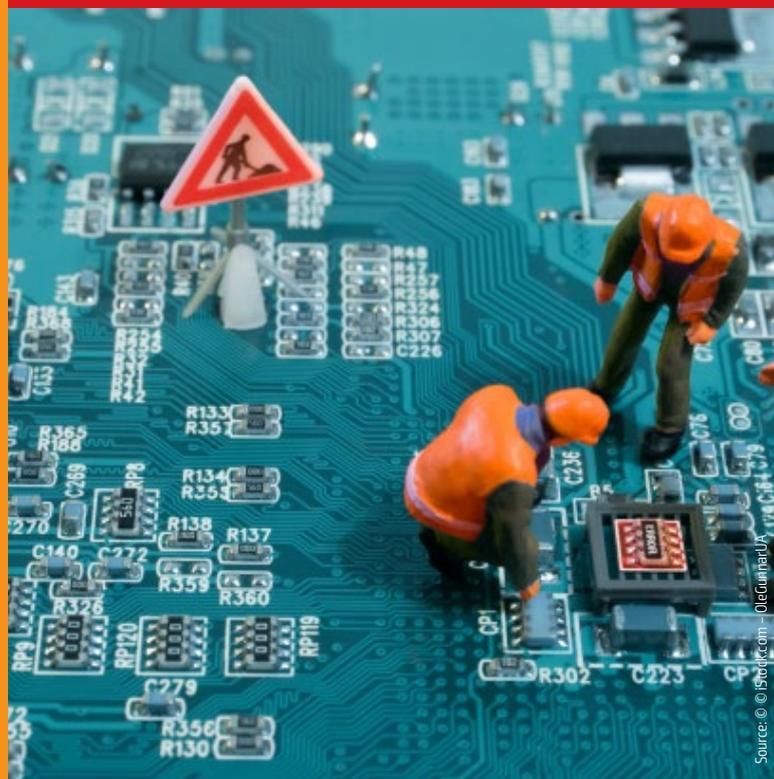
Predictive Analytics for intelligent Asset Management

October 23-24, 2018
Rotterdam, The Netherlands

Renowned speakers will present their results on the following topics:

- Latest Development in Predictive Maintenance and beyond
 - Data Management for Industry 4.0
 - Applying AI, ML and Mixed Reality effectively
 - New Business Models for Maintenance
 - Current Trends in Asset Management
- + Interactive Sessions
+ Workshops

www.vdi-international.com/02K0017018



Exhibition / Sponsoring

If you want to meet with and reach out to the first-rate experts attending this VDI conference and to powerfully present your products and services to the well-informed community of conference participants, please contact:

Lukas Floherschütz
Project Consultant
Exhibitions & Sponsoring
Phone: +49 211 6214-916
Fax: +49 211 6214-97916
Email: floherschuetz@vdi.de



Become a speaker

Become a speaker at our international VDI Machinery & Plant Engineering conferences. Make yourself known in the industry and discuss best practice examples with other international experts. We are looking for speakers on: Predictive Maintenance, Spare Parts and Asset Management.

Please submit your topic to:
Julia Basedau
Product Manager
International Business Development
Phone: +49 211 6214-194
Email: basedau@vdi.de

Terms and Conditions

Registrations: Registrations for conference attendance must be made in writing. Confirmation of your registration and the associated invoice will be mailed to you. Please do not pay your conference attendance fee until you have received our invoice and its invoice number to be stated for transfer. Dutch VAT directives apply. Please state your VAT-ID with your registration.

Conference venue
Hilton Rotterdam
Weena 10
3012 CM Rotterdam, The Netherlands
Phone: +31 10 710 8000
Email: info.rotterdam@hilton.com



You will find more hotels
close to the venue at
www.vdi-wissensforum.de/hrs

Hotel room reservation: A limited number of rooms has been reserved for the benefit of the conference participants at the Hilton Rotterdam. Please refer to "VDI Conference". For more hotels: www.vdi-wissensforum.de/hrs

VDI Wissensforum service package: The conference package includes the conference documents (online), beverages during breaks, lunch and the get-together on October 23, 2018.

Conference attendance conditions and terms: By way of your registration you accept the conference attendance conditions and terms of VDI Wissensforum GmbH as binding. Any cancellation of your registration must be made in writing. We will charge you only an administrative fee of € 50.00 plus Dutch VAT if you cancel your registration earlier than 14 days ahead of the conference date. Any cancellation that reaches us after this deadline will entail the conference attendance fee as stated in our invoice to be charged in full. The date of the post office stamp of your written cancellation will be the decisive criterion. In that case, we will gladly mail you the conference documents on request. Subject to agreement, you may name a substitute participant. Individual parts and sections of conferences and seminars cannot be booked. You will be informed without delay if an event has to be cancelled for unforeseeable reasons. In that instance, you will be entitled only to a refund of your conference attendance fee if already paid. We reserve the right to exchange speakers and/or change the program sequence in exceptional cases. In any case, the liability of VDI Wissensforum GmbH is restricted exclusively to the conference attendance fee.

Data protection: VDI Wissensforum GmbH captures and processes the address data of conference participants for their own corporate advertising purposes, enabling renowned companies and institutes to reach out to participants by way of information and offers within their own marketing activities. We have outsourced in part the technical implementation of data processing to external service providers. If you do not want to receive any information and offers in the future, you may contradict the use of your personal data by us or any third parties for advertising purposes. In that case, kindly notify us of your contradiction by using the email wissensforum@vdi.de or any other of the contact options mentioned.

Spare Parts Management



Register online!

www.vdi-international.com/02K0908018



VDI Wissensforum GmbH
P.O. Box 10 11 39
40002 Düsseldorf, Germany
Phone: +49 211 6214-201
Fax: +49 211 6214-154
Email: wissensforum@vdi.de
www.vdi-international.com/02K0908018

VDI Wissensforum GmbH | VDI-Platz 1 | 40468 Düsseldorf | Germany

Participants
are eligible to
attend the parallel
conference free of
extra charge

Yes, I will participate as follows:

Participation Fee + VAT

VDI Conference 23.-24.10.2018
(02K0908018) € 1590

and/or

Workshop 1 -
Out of Stock!
(02ST916001) € 850

and/or

Workshop 2 -
Rapid Realization
(02ST918001) € 850

and/or

Workshop 3 - Predictive
Maintenance Journey
(02ST909001) € 850

and/or

Package Price (Please tick the boxes)
 (Conference + 1 Workshop) € 2190

I am interested in sponsoring and/or exhibition

Participation Fee VDI-Members* Save 50 € for each Conference Day.

* For the price category 2, please state your VDI membership number

VDI membership no.

Title

First Name

Last Name (Family Name)

Company/Institute

VAT-ID

Department

Street

ZIP Code, City, Country

Phone

Fax

Email

Please state your invoice address if this differs from the address given

Participants with an invoice address outside of Austria, Germany and Switzerland are kindly requested to pay by credit card:

Visa Mastercard American Express

Card holder

Cardno.

Valid until (MM/YYYY)

Security Code

Date

× Your Signature