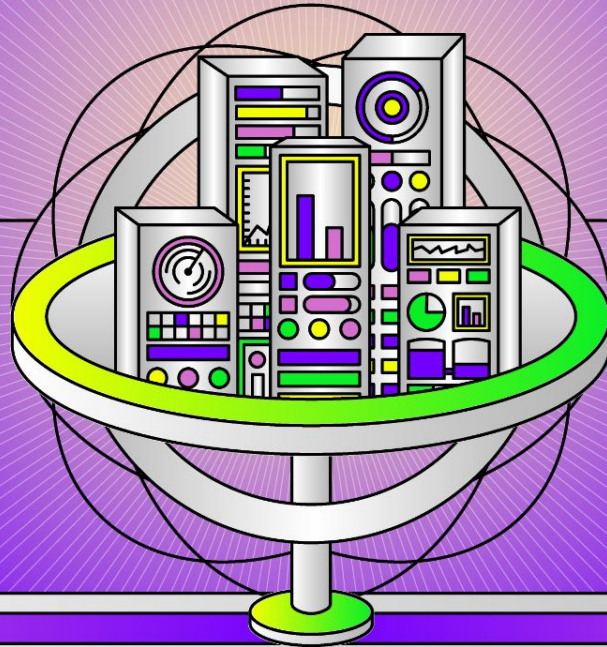


Integrator Roundtable: Building A Successful & Sustainable Future In Manufacturing



Moderator



Chris Fischer

Integrator Program Manager

Inductive Automation

Guest Panelists



Nigel Flynn

Client Manager
Actemium



Julio Velasco

Technology
Solutions Manager
Automation Group



John Downey

Portfolio Operations
Manager
SL Controls Ltd



Donald Bailey

Senior Digital
Transformation Engineer
Gray Solutions

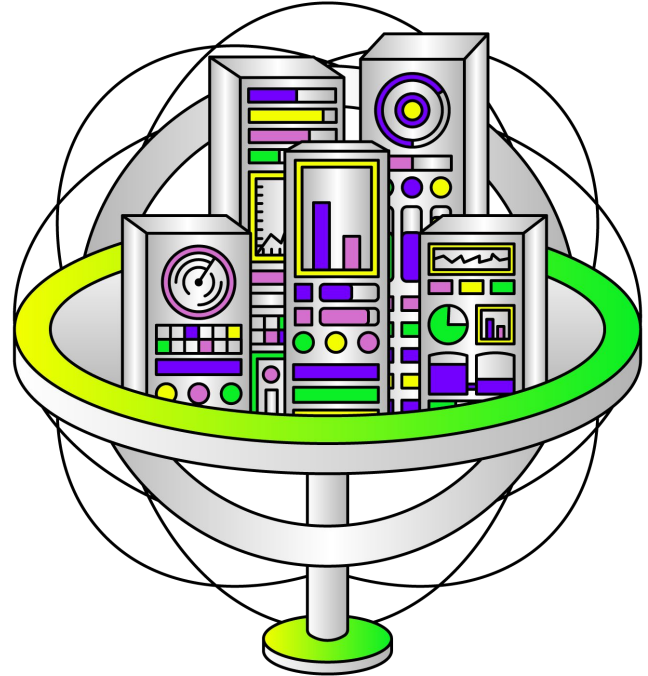


Matt Heiden

Director of
People Operations
Flexware Innovation

Agenda

- About Inductive Automation & Ignition
- Future-Minded Solutions
- Leadership
- Sustainability In Manufacturing
- Company Culture
- Finding Top Talent
- Emerging Technologies
- Using New Technologies
- Advice For New Integrators
- Q&A



About Inductive Automation

- We make software for problem solvers
- 61% of the Fortune 100 use Ignition
- Highly diversified customer base across many industries
- Ignition installations in 100+ countries
- 4,000+ integrators worldwide
- Profitable and independent with no outside investors





The Unlimited Platform for SCADA and So Much More

- **Connect, Design, Deploy Without Limits:**
 - One central hub for everything on the plant floor
 - Create any kind of industrial application
 - Web-deploy clients to desktops, industrial displays & mobile devices
- **Unlimited licensing**
- **Industrial-strength security and stability**
- **Trusted by thousands of companies worldwide**

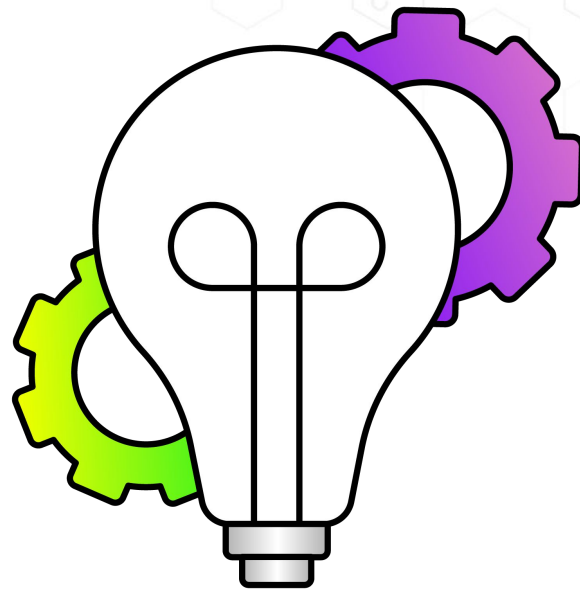
Inductive Automation Integrator Program

- Free to join with no obligations
- 100% free technical support
- Exclusive marketing resources
- Discounts on software & certification tests (at Credentialed and higher levels)
- Valuable co-marketing opportunities (at the Premier level)

Join the program: <https://inductiveautomation.com/integrators/join>

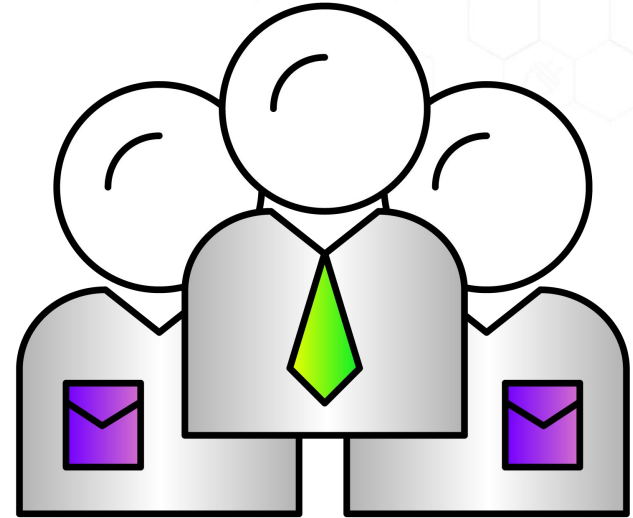
Future-Minded Solutions

How can integrators build solutions that keep up with a rapidly evolving technology landscape?



Leadership

What do you think are the most important qualities of a leader in the integration business?

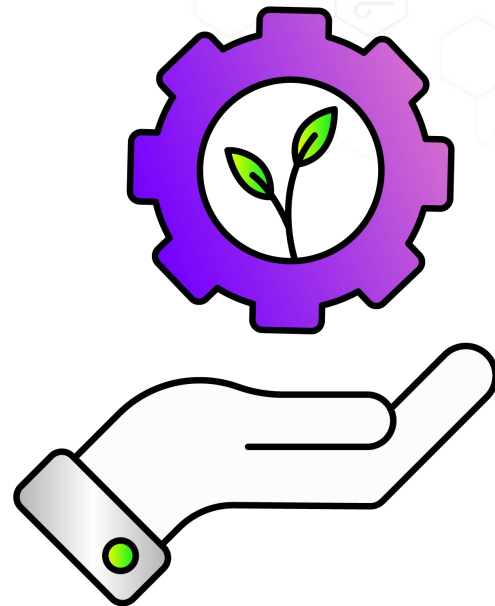


Sustainability In Manufacturing

Why is sustainability in manufacturing important?

How can integrators help with sustainability?

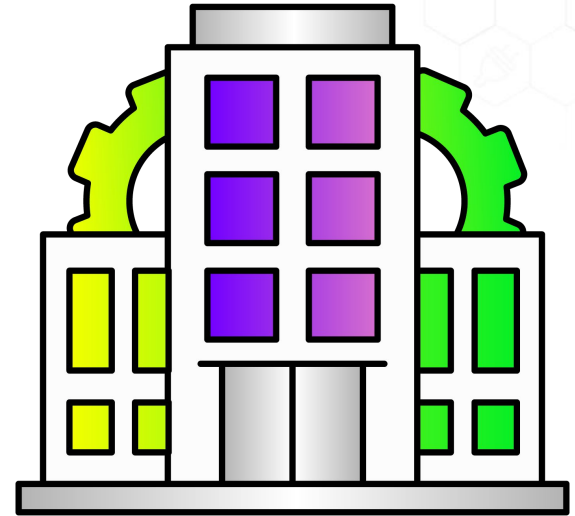
How can Ignition aid in sustainability efforts?



Company Culture

Why do you think company culture is important for integrators?

What are the most critical elements to creating a strong culture?



Finding Top Talent

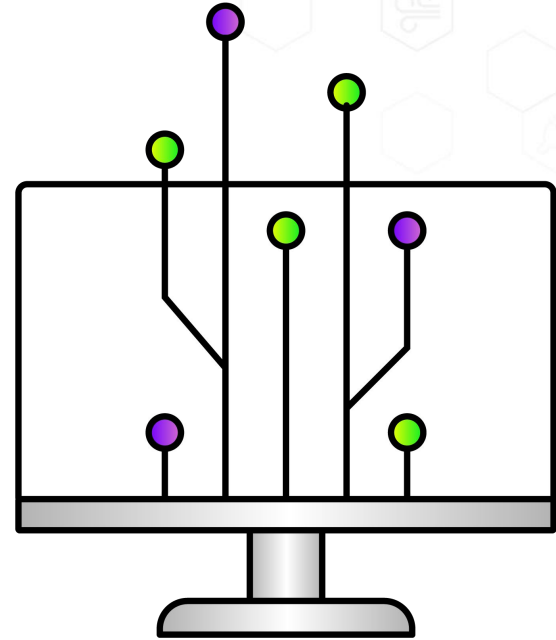
What steps can integrators take to attract talented people?

Where are the best places to find new, skilled talent?



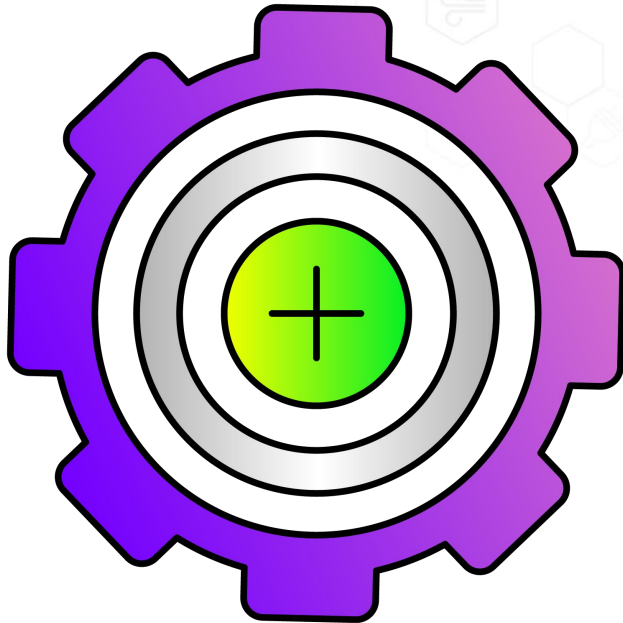
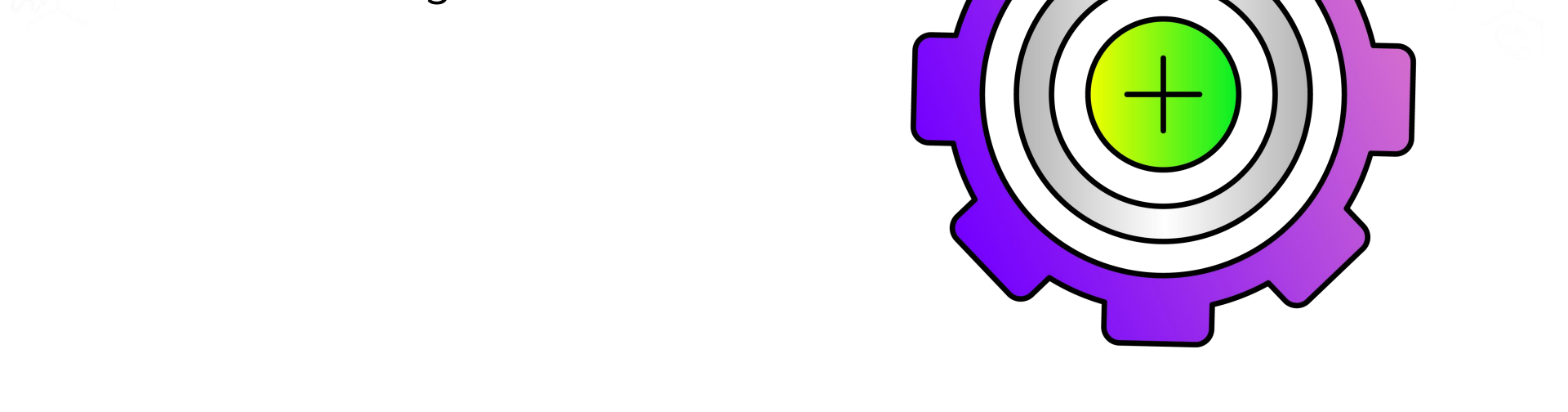
Emerging Technologies

What do you consider to be the top emerging technologies to keep an eye on over the next year?



Using New Technologies

How does Ignition factor into the ability to use new technologies?

A large, stylized purple gear with a green center and a black plus sign. The gear has eight teeth and a thick purple outline. The center is a solid green circle with a black plus sign. The background is white with a faint, repeating pattern of various icons (atom, leaf, gear, etc.) inside hexagons.

Advice For New Integrators

What advice do you have for integrators who are just starting out?





Ready to Try Ignition for Yourself?

Download the full version for free at:
inductiveautomation.com



inductiveuniversity.com

*Ignition User Manual also available at:
docs.inductiveautomation.com*

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Questions & Comments



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