2018 post show report
AUDIENCE DEMOGRAPHICS | EXHIBITOR FEEDBACK

smartmanufacturingexperience.com
COMPANY SIZE

The Smart Manufacturing Experience put you face-to-face with the smallest job shops to the largest OEMs; all were curious to explore and implement smart manufacturing technologies.

AUDIENCE PROFILE

MULTIPLE DAY ATTENDANCE

230 individuals attended 2 or more days of the event to explore the exhibits, attend the conference or workshops and fully experience smart manufacturing processes and technologies.

COMPANY SIZE

Owner/Company Management/Corporate Executive 18%
Manufacturing Engineering Department 11%
Manufacturing Engineering Management 9%
Manufacturing Production Management 8%
Product Design & Development 8%
Design Engineer 6%
Control Engineering/Automation 3%
Educator/Instructor 3%
Manufacturing Production Department 3%
Quality Assurance & Control 2%
Purchasing 1%
Other 28%

35% of the audience were management level or above.

Source for all statistics unless otherwise stated: Smart Manufacturing Experience 2018 Registration Data
ATTENDEES’ PRIMARY TYPE OF BUSINESS
The Smart Manufacturing Experience attracted buyers from many diverse Northeast business sectors including aerospace, medical, industrial machinery, electronics and much more.

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aircraft/Aerospace</td>
<td>14%</td>
</tr>
<tr>
<td>Industrial/Commercial Machinery</td>
<td>11%</td>
</tr>
<tr>
<td>Medical/Surgical/Pharmaceutical/Biotech</td>
<td>8%</td>
</tr>
<tr>
<td>Consulting/Engineering</td>
<td>7%</td>
</tr>
<tr>
<td>Electronics/Computers</td>
<td>6%</td>
</tr>
<tr>
<td>Services (Financial and Other)</td>
<td>6%</td>
</tr>
<tr>
<td>Automotive</td>
<td>4%</td>
</tr>
<tr>
<td>Defense</td>
<td>3%</td>
</tr>
<tr>
<td>Education/Academic</td>
<td>3%</td>
</tr>
<tr>
<td>Fabricated Metal/Stampings</td>
<td>3%</td>
</tr>
<tr>
<td>Plastic Products</td>
<td>3%</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>3%</td>
</tr>
<tr>
<td>Communications</td>
<td>1%</td>
</tr>
<tr>
<td>Government/Military</td>
<td>1%</td>
</tr>
<tr>
<td>Motorsports/Other Transportation</td>
<td>1%</td>
</tr>
<tr>
<td>Petroleum/Renewable Energy</td>
<td>1%</td>
</tr>
<tr>
<td>Other Manufacturing</td>
<td>25%</td>
</tr>
</tbody>
</table>

“Great Mix of Education and Exhibits”

“The Smart Manufacturing Experience is a great mix of education as well as time in front of our target market and gauging interest in our software. We have also used the event to assess where we are in the market and how we compare with our competitors. We have been able to talk to decision-makers and the actual end-users who could use our products.”

Christopher Mandry, Business Development Manager, CoveyCS
BUYING TEAMS

Dozens of manufacturing companies sent buying teams to the Smart Manufacturing Experience, giving you the opportunity to discuss your solutions with purchase influencers and final decision makers.

Amazon Robotics
American Acoustical Products
Anvil International
Barnes Aerospace
Blackhawk Machine Products
Boston Centerless
Boston Scientific
BSC Industries
C&M Machine Products
Cobham
Comstock Industries
Crane Pumps & Systems
Curtiss Wright Target
Dell Technologies
Dentsply Sirona
DePuy Synthes Orthopedics
Eaton
Emerson
EuroTech Machining & Eng.
Fabreeka International
Flexcon Industries
Flintec Inc.
Formlabs
GE Aviation
Gillette
GKN Aerospace
Halliburton
Harmonic Drive LLC
Henke Sass Wolf of America
Honeywell International
IMBY Energy
Innovo Technologies
Jabil
Jones Kinden Company
Kaman Precision Products
Keurig Green Mountain
Liberating Technologies
Lockheed Martin
Massachusetts General Hospital
MIT
National Guard Products Inc.
New England Small Tube Corp.
Nova Biomedical
NSK Steering Systems
America
Owens Corning
P&G Gillette
Plansee USA
Portsmouth Naval Shipyard
Pratt & Whitney
Prattville Machine & Tool Co.
Procter & Gamble Co.
PV Engineering
Schneider Electric
Scott Electronics Inc.
Siemens
Sikorsky Aircraft
Smith & Nephew
Stanley Black & Decker
Sturm, Ruger & Co., Inc.
Tegra Medical
The Boeing Company
Toyota Tsusho America
Turbine Technologies
United Technologies Aerospace
Vermont Microtechnologies

ROLE IN BUYING

77% of attendees influence equipment purchase decision in their companies.

The Smart Manufacturing Experience connected you with forward-thinking manufacturers ready to enter the Next Industrial Revolution.

“Organization, Education and Insight”

“I thought this event was perfect in illustrating where manufacturing is headed. I was very impressed with the organization, the Knowledge Bars were excellent and the venue was good. I particularly liked the low-pressure environment of the Knowledge Bars.”

Shane Bluto
Manufacturing Engineer
Husky IMS

the future of manufacturing is yours.
The Smart Manufacturing Experience attendees indicated a high interest in 3D printing/additive manufacturing, automation and robotics, machining and many other advanced manufacturing technologies (multiple responses):

3D Scanning 26%
3D Printed Electronics 19%
3D Printing 51%
Additive Manufacturing 43%
Advanced Materials 24%
Artificial Intelligence 20%
Automated Manufacturing & Assembly 44%
Automation & Controls 32%
Big Data Platforms 12%
Cloud Computing 10%
Computer-Aided Engineering (CAE) 15%
Contract Manufacturing Services 12%
Controls, CAD/CAM Software 25%
Cutting Tools 28%
Cybersecurity 6%
Data Acquisition 13%
Data Translation/Interoperability 7%

Digital Transformation 12%
Digitizers 4%
Electrical Discharge Machining (EDM) 10%
ERP/MRP & Supply Chain Management 10%
Flexible Manufacturing Systems 24%
Forming & Fabricating 21%
Industrial Internet of Things (IIoT) 29%
Industry 4.0 27%
Information Technology 11%
Laser & Laser Systems 23%
Lean Manufacturing 34%
Machine Vision 25%
Machining & Material Removal 34%
Manufacturing Execution Systems (MES) 14%
Measurement Inspection & Testing 28%

Modeling & Simulation 18%
Networking Equipment 7%
Operations Technology 12%
Product and Process Design Management 11%
Product Lifecycle Management (PLM) 8%
Quality 20%
RFID 14%
Robotics 43%
Sensors 23%
Simulation 13%
Supply Chain Integration 12%
Tooling 32%
Virtual Reality & Augmented Reality 13%
Workholding & Fixturing 26%

36% of the Smart Manufacturing Experience audience had equipment budgets that exceeded $200,000. These were serious buyers looking to invest in the future of their business.
endless education opportunities

Knowledge Bars
147 sessions attracted 1,640 attendees

Learning Lab
10 presentations were attended by 336 manufacturing professionals

Workshops
6 technology-focused workshops drew 210 attendees

Conference
5 conference tracks drew a total of 301 participants

Over 90% of the education sessions were rated four stars on a five-star scale by the attendees.

“We Met New Clients and Partners”

“We’re super excited to be here. We’ve met great clients that will lead to a different type of business, from partnerships with other exhibitors, but also to clients joining our web platform.”

Etienne Lacroix, Founder & CEO, Vention

MEDIA REACH
The Smart Manufacturing Experience attracted 32 trade, research and local media representatives who reported on advancements in Industry 4.0.

Visit our photo and video gallery on smartmanufacturingexperience.com for the Smart Manufacturing Experience 2018 highlights.

For questions regarding this report, contact:
Kim Farrugia, Senior Event Manager
800.733.3976, ext. 3103 | kfarrugia@sme.org