

## *Invitation to Participate*

You are invited  
to participate in our  
first Asian  
*Multi-Industry  
Benchmarking &  
Best Practices  
Sharing Opportunity*

**SHANGHAI, CHINA**  
**At the Hyatt on the Bund**  
**May 10-11, 2017**

### ***Facilities, Engineering & Real Estate Benchmarking / Best Practices Program***

**Two-Day Roundtable  
Knowledge Exchange and Plant Visit to**



**Linton Consulting**  
Insights for Industry and Government

[Bill@LintonConsulting.com](mailto:Bill@LintonConsulting.com)



*Join this special invitation program!*

Includes Plant Visit to:



Morimatsu is a Japanese fabrication and modularization company with major facilities in Shanghai.



Assemblies and products fabricated here for many industries are shipped worldwide and provide insights on the growing trend for modularization.



**Please R.S.V.P.  
soon.**

**Contact  
Bill Linton  
to explore your  
interest:**

**864-901-5398**

[Bill@LintonConsulting.com](mailto:Bill@LintonConsulting.com)

## Benchmarking & Best Practices Forum

- **Facilities, R.E., Engineering, and Project Focus**
- **Global & Regional Perspectives, Resources, H.R., More...**
- **Executive Roundtable; Manufacturing Plant Tour**

As a leader in Facilities, Engineering, Project Management, Real Estate or related functions, you face many financial technical, geographic, resource, H.R. and regulatory challenges.

To be successful and constantly improve, consider how you can accelerate your team's learning and process improvement through *Best Practices* sharing.

Linton Consulting has been bringing company leaders together for knowledge exchange and benchmarking for years. This is our first Asia-based industrial *Best Practices* program. ([more...](#))

Shanghai, China is a global financial and business hub for much activity regionally and globally. While multinational firms have been investing and performing work in Asia for decades, condi-

tions are changing and there is much to be learned for improving efficiency and effectiveness. Modularization is one focus of various strategies and tactics we will explore in this session.

Since 2014, we have brought together participants from many non-competitive industrial and energy companies for these sessions including **3M, Amgen, AstraZeneca, BMW, Chevron, Coca-Cola, Intel, J&J, Michelin, Pharmadule Morimatsu, Sealed Air, Texas Instruments and others.** We expect participants from multiple industries, companies, cultures and countries in Shanghai at this session.

If doing business—or doing better—in Asia, China or globally is an objective for you, please consider this program. This knowledge

exchange, Roundtable and Tour will bring new insights, ideas and options to your organization and enable performance breakthroughs.

We invite you to meet your peers in Shanghai to share experiences. This will be a small, yet unique group of leaders from a cross-section of global industrial companies. We will develop specific topics from interviews and customize the knowledge exchange for maximum value to your Engineering, Facilities, Project Management, Real Estate and related business functions.

Why not join us for this program?

For information on requirements, fee and benefits and to explore your prospective role, contact: **Bill Linton**

**at 864.901.5398 or**

[Bill@LintonConsulting.com](mailto:Bill@LintonConsulting.com)

### Key Benchmarking / Best Practice Topics

- Big picture statistical comparisons
- Country / regional challenges, export / import challenges
- Facilities and Real Estate challenges
- Protecting IP throughout design, construction and asset life cycle
- Engineering & Construction methodologies & resources in Asia
- Executing globally, leveraging locally; linking dispersed expertise
- In-house competencies versus outsourcing strategy & project control
- Modular techniques & applications
- Global procurement of fabricated equipment and modules
- Business process improvement challenges: Capital & Project management
- HR & cultural challenges: developing competencies, leaders & talent
- Knowledge retention; innovation
- Technology: 3D, standard design platforms, content & data management, rapid prototyping, modular mfg.
- Departmental scope, missions, organizational structure, funding models
- Service provider experiences, evaluation

## Agenda Topics / Past Participants

### Selecting from These and Other Agenda Topics

Personal / Company Introductions	Operations & Maintenance	Content & Data Management
Department Missions, Organization, Funding Model	Integrating Acquisitions	Protecting IP thru asset life cycles; Security / Cyber Security
Department Strengths / Weaknesses	Doing Business in Emerging Regions / Asia / China	Facility / Factory of the Future
Statistical Comparisons	Global Procurement	Automation, I&C
Business Process Improvement	Modularization	Internet of Things (IoT)
Capital Efficiency / Management	Team Evaluation & Scoring	Rapid Prototyping
Project Management / Control	Knowledge Retention	Sustainability / LEED
Improving Engineering Processes	Business Continuity	Energy Management
Developing & Maintaining Talent: Leaders & Technical Competencies	Technologies	EH&S
Outsourcing Philosophies & Practices	Managing Regulations	Engineering's role in NPD
Improving Expertise Utilization	Design Simulation, Visualization (3D)	University Collaborations
Linking Global Expertise	Standard Design Platforms vs. Customization	Others

### Past Participants for Our Programs





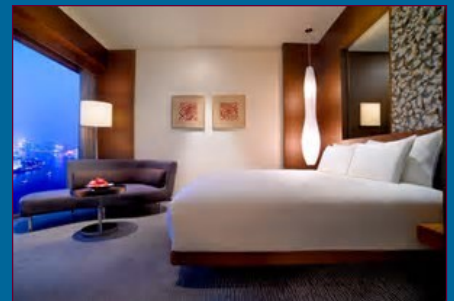
## Venue: Hyatt on the Bund—Shanghai



Shanghai China is one of the world's largest cities with a population of some 25 million. Shanghai is a global financial center, industrial complex and the world's busiest port. The city has unique architecture and is an ideal location for Linton Consulting's 4th Benchmarking & Best Practices Roundtable. We have chosen this location for our first program in Asia to take

advantage of an offer from Morimatsu to tour one of their primary Modular and Pressure Vessel manufacturing facilities and to explore doing business better in Asia.

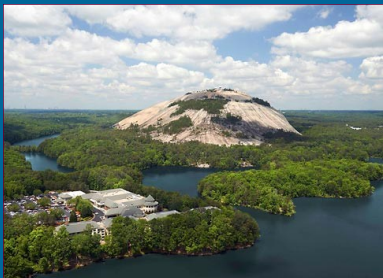
Our venue for this program is the Hyatt on the Bund (above-right). It is a recognized hotel ideally situated on the river, while near key business and downtown sites.



### Past Benchmarking and Best Practices Sessions

#### STONE MOUNTAIN, GA (2014)

Our first Benchmarking and Best Practices session was held at the Evergreen Conference Center in beautiful

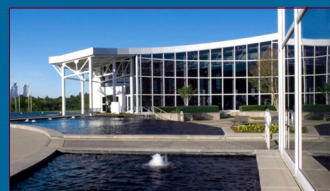


Stone Mountain, GA. This first of a kind multi industry session identified areas to explore and initiated a balanced, qualitative and quantitative approach.

#### GREENVILLE-SPARTANBURG, SC (2015)



Our 2015 session added an industrial tour to the knowledge exchange and we visited BMW's Spartanburg, SC



facility where we learned about the company's growth and sustainability achievements.

#### DALLAS, TEXAS (2016)

In 2016 we ventured to Dallas, TX where we explored key Facilities and Engineering themes; Sustainability and Energy Management; and Reliability



and Maintenance. These themes fit well with our tour of Texas Instruments' modern Richardson FAB where microelectronic chips are manufactured.