

APRIL 30 - MAY 2, 2018  
 BOSTON CONVENTION CENTER | BOSTON, MA



# 2018 post show report

AUDIENCE DEMOGRAPHICS | EXHIBITOR FEEDBACK



Media Partners:

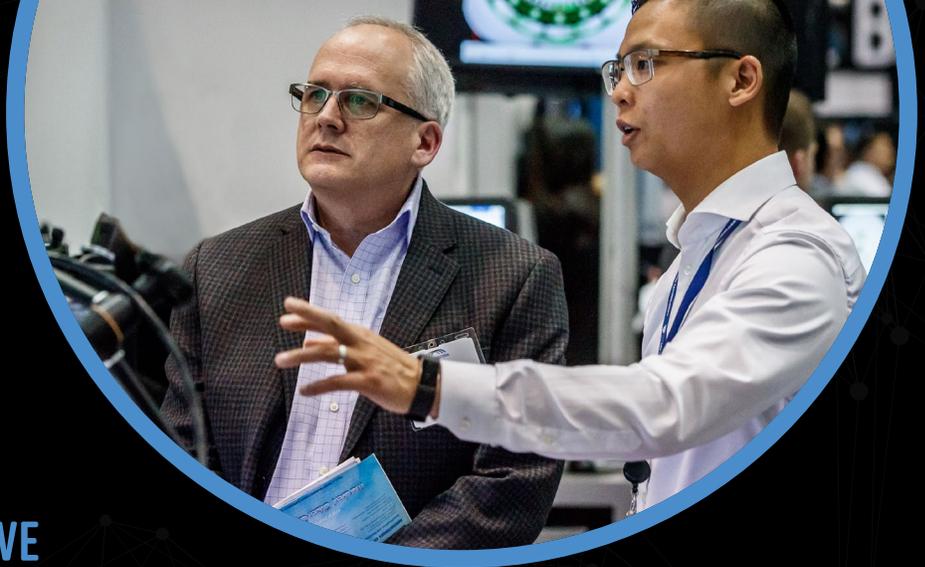


[smartmanufacturingexperience.com](http://smartmanufacturingexperience.com)

## JOB FUNCTIONS

# 47%

## OF THE AUDIENCE WERE MANAGEMENT LEVEL OR ABOVE



Owner/Company Management/ Corporate Executive	24%	Manufacturing Production Management	11%	Educator/Instructor	3%
Manufacturing Engineering Department	15%	Design Engineer	9%	Information/IT	3%
Manufacturing Engineering Management	12%	Control Engineering/Automation	4%	Quality Assurance & Control	2%
Product Design & Development	12%	Manufacturing Production Department	4%	Purchasing	1%

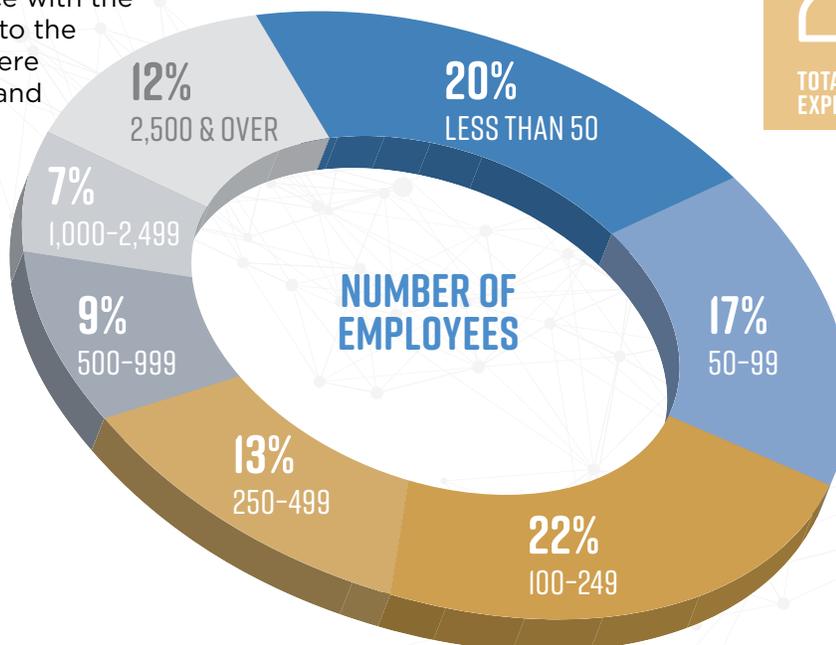
## AUDIENCE PROFILE

### MULTIPLE DAY ATTENDANCE

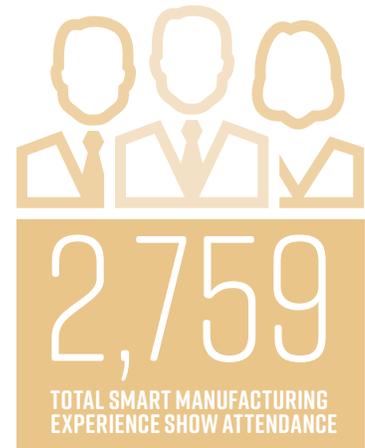
230 individuals attended 2 or more days of the event to explore the exhibits, attend the conference or workshops and fully experience smart manufacturing processes and technologies.

### COMPANY SIZE

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.



## VERIFIED ATTENDANCE



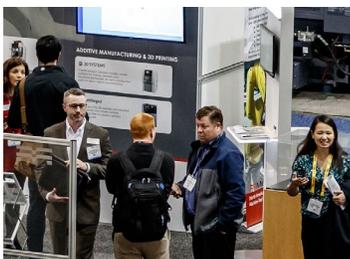
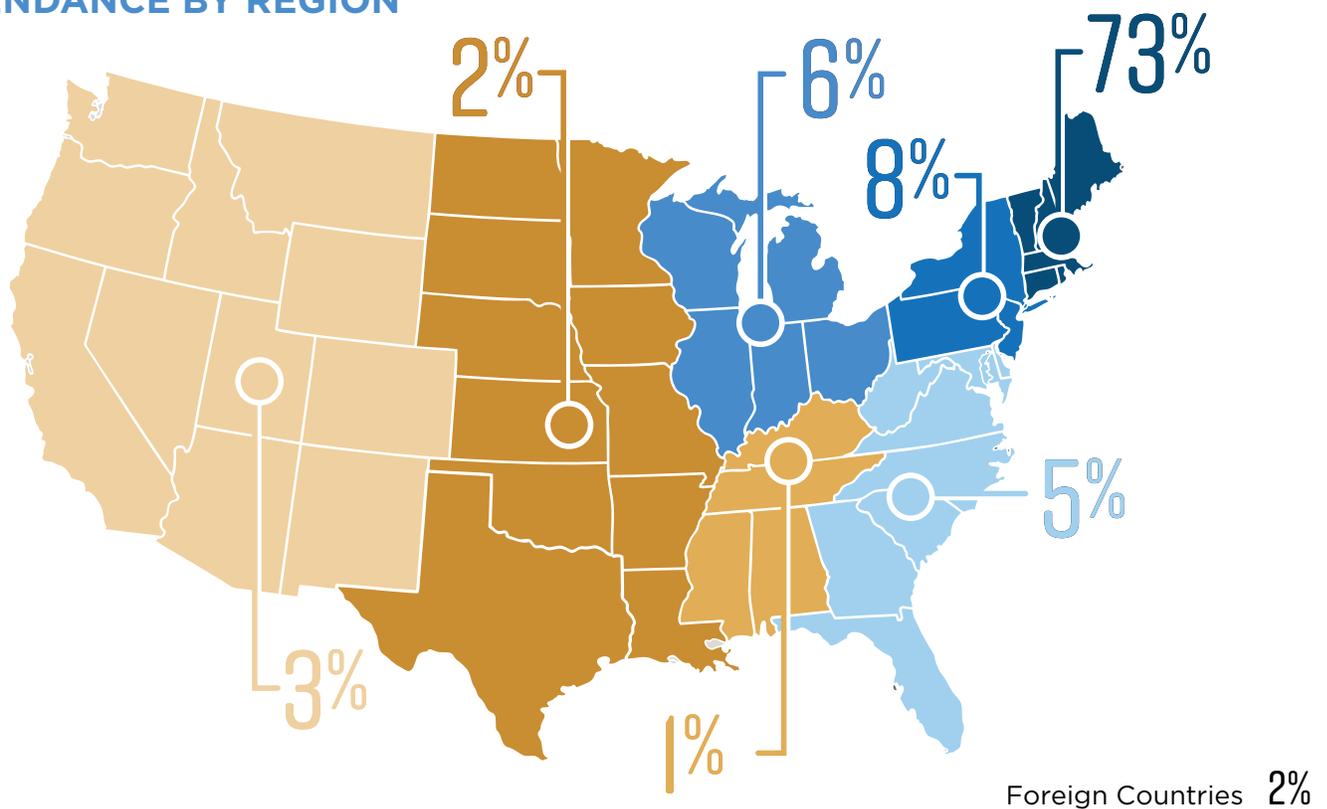
Source for all statistics unless otherwise stated: Smart Manufacturing Experience 2018 Registration Data

## ATTENDEES' PRIMARY TYPE OF BUSINESS

The Smart Manufacturing Experience attracted buyers from many diverse business sectors including aerospace, medical, industrial machinery, electronics and much more.

- Aircraft/Aerospace
- Automotive
- Communications
- Consulting/Engineering
- Defense
- Education/Academic
- Electronics/Computers
- Fabricated Metal/Stampings
- Government/Military
- Industrial/Commercial Machinery
- Medical/Surgical/Pharmaceutical/Biotech
- Industrial/ Commercial Machinery
- Motorsports/Other Transportation
- Petroleum/Renewable Energy
- Plastic Products
- Research & Development
- Services (Financial and Other)

## ATTENDANCE BY REGION



### “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 gaging 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  
Innovent 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%

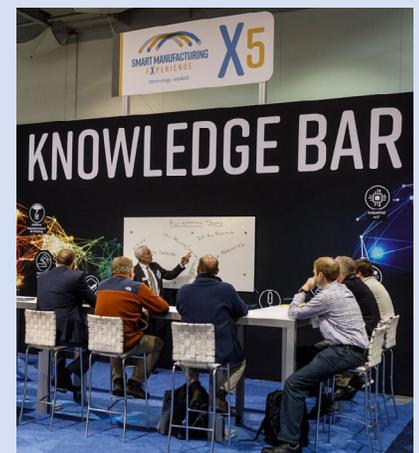
**of attendees  
influence equipment  
purchase decision in  
their companies.**

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.”

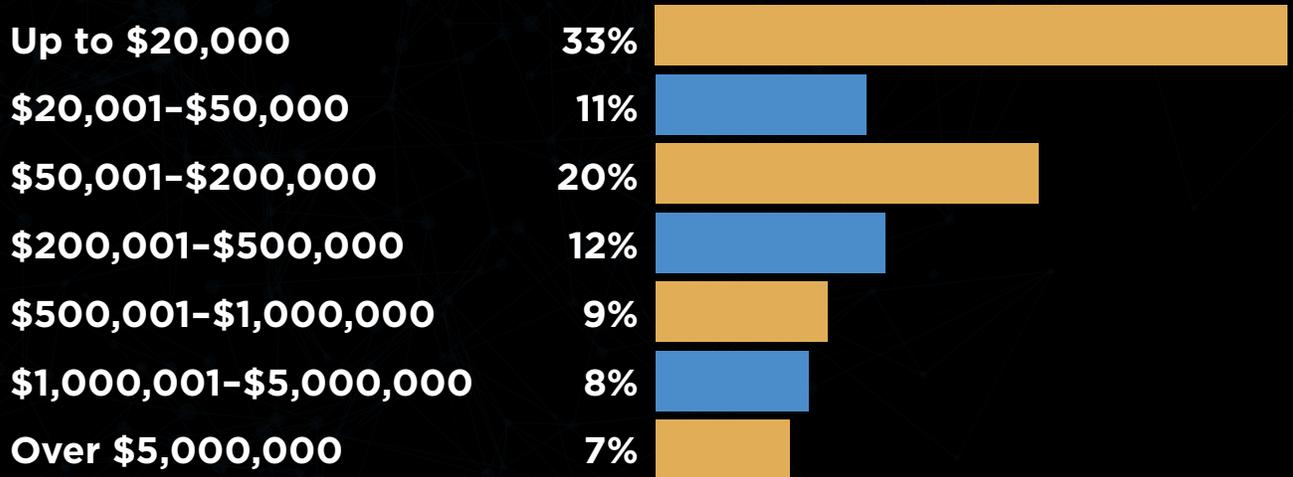
**Shane Bluto**  
Manufacturing Engineer  
Husky IMS



# 36% OF AUDIENCE

# > \$200,000 BUDGETS

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.



## TECHNOLOGIES EVALUATED

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%	Digital Transformation	12%	Modeling & Simulation	18%
3D Printed Electronics	19%	Digitizers	4%	Networking Equipment	7%
3D Printing	51%	Electrical Discharge Machining (EDM)	10%	Operations Technology	12%
Additive Manufacturing	43%	ERP/MRP & Supply Chain Management	10%	Product and Process Design Management	11%
Advanced Materials	24%	Flexible Manufacturing Systems	24%	Product Lifecycle Management (PLM)	8%
Artificial Intelligence	20%	Forming & Fabricating	21%	Quality	20%
Automated Manufacturing & Assembly	44%	Industrial Internet of Things (IIoT)	29%	RFID	14%
Automation & Controls	32%	Industry 4.0	27%	Robotics	43%
Big Data Platforms	12%	Information Technology	11%	Sensors	23%
Cloud Computing	10%	Laser & Laser Systems	23%	Simulation	13%
Computer-Aided Engineering (CAE)	15%	Lean Manufacturing	34%	Supply Chain Integration	12%
Contract Manufacturing Services	12%	Machine Vision	25%	Tooling	32%
Controls, CAD/CAM Software	25%	Machining & Material Removal	34%	Virtual Reality & Augmented Reality	13%
Cutting Tools	28%	Manufacturing Execution Systems (MES)	14%	Workholding & Fixturing	26%
Cybersecurity	6%	Measurement Inspection & Testing	28%		
Data Acquisition	13%				
Data Translation/ Interoperability	7%				

# 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.



## MEDIA REACH

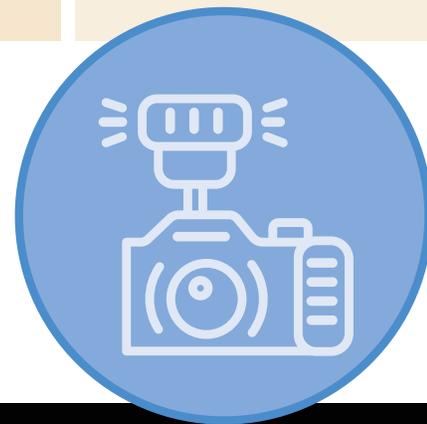
The Smart Manufacturing Experience attracted 32 trade, research and local media representatives who reported on advancements in Industry 4.0.

“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

Visit our photo and video gallery on [smartmanufacturingexperience.com](http://smartmanufacturingexperience.com) for the Smart Manufacturing Experience 2018 highlights.



**For questions regarding this report, contact:**

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