



Tech Talk: Managing The New Normal, With YASH Technologies and C5MI
Wednesday at 11 AM Pacific /2 PM Eastern
May 20th 2020: Tech Talk: Managing The New Normal, presented by YASH Technologies and C5MI - #3

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YASH and C5MI business experts will discuss the opportunities and challenges in successfully managing the transition to the new normal. Today you'll hear from John Gretter, Jacinto Arauz and Yogesh Nagpal at YASH Technologies and Marty Groover at C5MI. Topics they will cover: Digital Reliability Center Maintenance (DRCM), focusing on improving business outcomes by taking a proactive approach to maintenance. Managing the New Normal in the Mid-Market [revenue <\$1B USD], which has been especially hard hit by the pandemic. How the digital Environment, Health and Safety (EHS) solution is he

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Featured Guests



John Gretter

John Gretter is Vice President, SAP Service Line for YASH Technologies and C5MI. John is focused on leading the Sales Team, Go To Market and Alliance for YASH Technologies SAP Service Line as well as C5MI. His teams are integral in working with clients to solve their complex manufacturing innovation needs. The art of assisting clients with their Industry 4.0 digital transformation journey is one of the most exciting aspects of John's day-to-day functions. John is also a certified trainer on the Challenger Sale methodology. Due to his Challenger Sale background, John prides himself on his ability to bring a true consultative approach to his dealings with both internal and external stakeholder

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Marty Groover

Marty Groover is currently a leading Partner in the Industry 4.0 practice for the C5MI business transformation firm. He leads functional and technical teams that solve manufacturing business challenges by merging people, process and technology to create C5MI's Live Factory® and Digital Reliability Centered Maintenance® solutions for Industry 4.0. C5MI solutions converge Information Technology with Operational Technology to create a live supply chain and manufacturing "Common Operational Picture" focused on operational execution to improve business outcomes. In May of 2021 Marty will release a book called "Speed of Advance, How the US Navy's convergence of people, process and technology can h

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Jacinto Arauz

Mr. Jacinto Arauz serves as VP of Mid-Market at YASH Technologies. Mr. Arauz leads all North American sales partner and channel activities, and is responsible for driving revenue growth, managing YASH's sales teams, driving business development partnerships, and expanding market penetration into companies who are less than 1B in revenue. He brings 20+ years of executive-level experience in managing international sales teams, developing channels, and driving sales growth. His background includes helping companies with software selections, product implementations, and customer support, with a focus on companies in the manufacturing industry. Mr. Arauz holds a degree in Business Administration

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Yogesh Nagpal

Yogesh Nagpal brings 18+ years of experience in the EHS and Sustainability Space. Having spent over 12+ years in YASH Technologies, Yogesh is the Global Head for EHS Centre of Excellence. He has an Engineering and then a Master's degree in Business Administration and list of certifications he has completed in the Safety, Environment and Sustainability domain. Yogesh is a transformation leader in this niche domain and has been engaged with quite many Fortune 500 companies, in providing consulting and designing their digital / technology roadmap.

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