

IMPLEMENTATION OF IoT WITH AIMS PROJECT AND 5G SCOTLAND

VENUE: CRICHTON CENTRAL, DUMFRIES | WEDNESDAY 26 MAY 2023

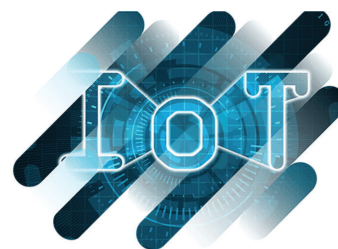


AIMS

Advancing Innovative Manufacturing in the south of Scotland



EUROPE & SCOTLAND
European Regional Development Fund
Investing in a Smart, Sustainable and Inclusive Future



The Scotland 5G Centre is the national centre for accelerating the deployment and adoption of 5G connectivity in Scotland's Industry and Public Sectors.

Funded by the Scottish Government, the Centre is uniquely positioned with connections to industry, telecom providers and academia – allowing the team to work collaboratively and support the delivery of advanced communications solutions, future proofed to unlock Scotland's digital potential.

EVENT OVERVIEW

COLLABORATION WITH 5G SCOTLAND, SMAS, SOSE, COCHRANS AND JAS P WILSON

The AIMS Project worked with Andy Todman, Business and Engagement Manager from 5G Scotland on a joint event to showcase high-capacity connectivity and automation.

Originally the idea was to have a 5G Roadshow over 3 weeks in 3 locations, Stranraer, Dumfries and Hawick with the main event on one day and drop-in sessions on day 2. However, due to some exhibitors not being able to attend we opted for a one-day dedicated event at Crichton Central in Dumfries. So, we needed to think of a tag line for the event, something that would draw people in and would not just be a list of various businesses doing their own presentations that most businesses had seen before.

THE EVENT FOCUS

- Awareness Raising of the resources and opportunities in South of Scotland for SMEs in Manufacturing
- Education of SMEs in technologies available and technological trends
- Application to SME's businesses. How SMEs can apply the technologies and available support to improve their businesses.

TARGET AUDIENCE

SMEs in the South of Scotland involved directly or indirectly with manufacturing in any sector.

Key People for the event:

- AIMS Project: Joanne Johnstone
- Scotland 5G Centre: Andy Todman
- SMAS: John Grierson
- SOSE: Kirstie Scrimgeour
- Skinny Rhino: Simon Woolley (photos and videos and content for social media)

We also wanted drop-in sessions from local businesses with live demonstrations, which we felt was more powerful for the audience. We invited Cochran Ltd who are an internationally renowned boiler specialists, they have been manufacturing, supplying and maintaining industrial boilers for over 135 years who are based in Annan, Dumfries and Galloway and AIMS Project have worked with them on various projects since the start.

We also invited JAS P Wilson who are a UK based forestry & firewood machinery suppliers and engineers based in Dalbeattie in Dumfries and Galloway and AIMS Project have worked with them on various projects since commencement of the project.

THE VENUE

CRICHTON CENTRAL, DUMFRIES

We used the Crichton Central as this is the innovation hub for S5G Connect Dumfries. Each of their innovation hubs has their own private 5G testbed offering a secure environment for businesses to meet with their experts and test their products using the 5G network. Their hubs are located nationwide, and each offers a wide range of free services to local SME'S and public sector organisations. The Crichton Central is set within the stunning grounds of The Crichton in Dumfries and is full of character and charm. We used the flexi space meeting room and an additional room for the teas/coffee and buffet lunch. There is an onsite café and outside seating available that the delegates used during their lunch break.



THE AGENDA

- 10.00** - Registration
 - 10.25** - Welcome and introductions
 - 10.30** - AIMS – Advancing Innovative Manufacturing in the South of Scotland – Joanne Johnstone
 - 10.50** - Scotland 5G Centre – Andy Todman
 - 11.10** - SMAS - Scottish Manufacturing Advisory Service – John Grierson
 - 11.30** - SOSE – South of Scotland Enterprise – Kirstie Scrimgeour
 - 11.50** - Panel Session Q&A
 - 12.00 to 13.00** - Buffet Lunch - Networking Demonstrations by AIMS Tech Team Cobots.
 - 13.00 to 13.30** - Drop-In Session 1
Host JAS P Wilson – Drew Easton and Phil Robinson.
- The session will include a demonstration of remote support with a live feed into the event from a Jas P Wilson location using a RealWear Navigator 500 headset.
- 13.30 to 14.00** - Drop-In Session 2
Host Cochran Ltd. – Allan Shaw & Richard Henry
The session will feature a demonstration of Cochran's remote boiler monitoring systems using feeds from IoT sensors that enable combustion performance monitoring and emissions monitoring.
 - 14.00 to 14.20** - CGI Demonstration of MaEVA
MaEVA is a remote assistance and expertise platform that helps companies across industries, including utilities, manufacturing and oil and gas to solve problems in the field.
 - 14.20 to 14.30** - TBC Introduction by Headset Company RealWear.
 - 14.30** Final Networking and Close



METHOD & APPROACH

MARKETING OF EVENT

Andy Todman's team kindly set up the Eventbrite page for the event and AIMS Project and 5G Scotland shared this on 5G Scotland social media pages and website. This was then shared on the AIMS Project's page, the AIMS Team individual page. This was shared several times in the lead up to the event. We worked with our marketing company Skinny Rhino, who took images and video footage of the demonstration practice session at JAS P Wilson's site prior to the event. They posted images and a video on AIMS Project social media pages which were again shared by 5G Scotland, individual team members, Dumfries and Galloway College. Skinny Rhino was also there on the day to take images and video footage of the event. Images were posted on the night of the event and that post has since been shared 9 times to date, 573 impressions with an 84% engagement rate on LinkedIn so far. They are currently working on video footage which will be posted on AIMS Project social media pages within 2 weeks of the event.

AIMS PRESENTATION

JOANNE JOHNSTONE

We took the opportunity at the start of the day to present to the delegates. We gave an overview of the project including our latest capital equipment purchase – MIR 250 AMR.

Then we gave a high-level overview of the Internet of Things (IoT)

- What is the internet of things (IoT)?
- Challenges of implementing IoT
- Requirements of IoT
- The risks and the measures that businesses can put in place
- The Rewards



5G SCOTLAND PRESENTATION ANDY TODMAN

Andy gave an overview of The Scotland 5G Centre and the founding partnerships. Then he went onto talk about the evolution of the G's (1G to 5G), their target key sectors, the innovation hubs across Scotland including Dumfries, the 5G testbed, the business and 5G innovation services. Then he discussed how businesses can access and start the 8-step journey with 5G and how to submit an expression of interest.

SMAS PRESENTATION JOHN GRIERSON

John gave an overview of the Scottish Manufacturing Advisory Service (SMAS). He covered manufacturing and the Scottish economy, supporting Scottish productivity the 4 areas of business support: operational excellence, leadership and culture, supply chain and industry 4.0. He talked about the lean and lean six sigma programmes SMAS offers. He gave some case studies of best practice visits including some collaborations and innovations within the south of Scotland. He introduced the delegates to the SMAS team and how the team has added value by supporting local businesses.

SOSE PRESENTATION KRISTIE SCRIMGEOUR

Kirstie gave an overview of South of Scotland Enterprise (SOSE). She explained that SOSE are a dedicated economic and community development agency of the South covering Scottish Borders and Dumfries and Galloway council areas. SOSE are a public body "For the South, BY the South, IN the South". Kirstie talked about SOSE's vision and mission, key statistics for the region and their engagement. Kirstie explained how SOSE is made up into 4 main departments: Place and Enterprise; Net Zero; Strategy and Finance and HR. She went onto talk about SOSE's 5-year plan (2023-2028) and their 6 areas of strategic focus: Accelerating net zero and nature-positive solutions, Advocating for fair work and equality, Activating and Empowering enterprising communities, Attracting Ambitious investment, Awakening entrepreneurial talent and Advancing innovation and improving productivity. Then Kirstie explained how to engage with SOSE.

DROP-IN SESSION 1 HOST JAS P WILSON - DREW EASTON AND PHIL ROBINSON

Drew and Phil presented a live demonstration of remote support with a live feed into the event from their site at Dalbeattie using a RealWear navigator 500 headset. Ian in Dalbeattie was shown on the big screen conducting a safety test on one of their tractors and he communicated back to Drew and Phil in Dumfries. JAS P Wilson have forest and firewood machinery based all over the UK and Ireland so this demonstrated the capabilities that this technology could offer and the difference this could make to their business moving forward.

DROP-IN SESSION 2 HOST COCHRAN LTD. - ALLAN SHAW AND RICHARD HENRY

Allan and Richard demonstrated Cochran's remote boiler monitoring systems using feeds from IoT sensors that enable combustion performance monitoring and emissions monitoring. They showed the delegates these systems in real time and showed the capabilities of how this remote monitoring can make a massive difference to their clients. Cochran Ltd have boiler systems all over the world and they can monitor their performance anywhere and anytime which saves their clients money and makes their boilers safe.

CGI DEMONSTRATION OF MAEVA

MaEVA dialed in remotely from Bordeaux in France and London via a Teams call which was shown to the clients on a big screen. MaEVA is a remote assistance and expertise platform that helps companies across industries, including utilities, manufacturing and oil and gas to solve problems in the field. They demonstrated some of the capabilities of the RealWear headsets to the delegates and answered any questions that came up during the session.

EVENT OUTCOME

Many thanks to 5G Scotland, SOSE, SMAS, JAS P Wilson, Cochran Ltd and MaEVA for making this event a success. Also, thanks to the staff at Crichton Central for their delicious buffet, everyone appreciated their hospitality. There was a good turnout, and everyone seemed engaged during the presentations and demonstrations. This event stood out from recent events as it showed live demonstrations from local businesses rather than a series of presentations which made an impact on the audience. The delegates learned about the history of the businesses and gained more knowledge on their products. We have had some positive feedback following the event, businesses saying they found the event informative and interesting. The social media posts following the event had good traction and were shared multiple times and we have gained more followers on both LinkedIn and Facebook since the event. Since this event, we have had several businesses engaging with the project which will hopefully lead onto some new projects.

Prepared by: Joanne Johnstone
AIMS Business and Facilities Coordinator | 9th May 2023