

ALEX

7-8 November

Singapore

Southeast Asia 2019

Marina Bay Sands Convention Centre
Jasmine Ballroom | Level 3

Topics and Abstracts:

Speaker	Mr. Peter Hessney
Company	Sensor Films Inc.
Designation	President
Title of Presentation	Making It Better: How Multifunctional Printing Is Changing Global Manufacturing Processes
Abstract	<p>Additive Manufacturing using multifunctional printing processes is both changing established manufacturing operations and enabling the production of important new devices through innovative production systems. This talk will explore the path to production for emerging flexible hybrid electronics (FHE) applications using industrial inkjet integration processes that support the adoption of Industry 4.0 manufacturing methods and practices. Examples from large global industries will illustrate the critical considerations to successfully transition from the laboratory into scaling these new processes into a robust production setting. Recent progress towards the development of state-of-the-art test systems and integrated scalable inkjet production systems will be reviewed.</p>

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Biography



Peter is responsible for company marketing, business development, corporate strategy and overall day to day operations. Peter brings over 25 years' experience, in OEM product development and key design-in experience as a global vice-president at Motorola and as a serial entrepreneur at various successful technology start-ups. In his role at Motorola, Peter led an organization of global sales and application engineers responsible for working directly with Fortune 500 OEM companies engineering departments.

Peter was responsible for leading a team to successfully design-in over \$250 million dollars in annual sales revenues of Motorola technology products. Additionally, Peter has worked in a variety of corporate executive and business development roles building successful technology services and software start-ups.

Beyond his corporate responsibilities, Peter was often responsible for fund raising and developing the go-to-market strategy. Peter developed technology services approaches and business strategy models to acquire new customer relationships providing long term contracts. At these start-ups, Peter successfully won multi-year, multi-million-dollar business contracts with several blue-chip companies that included GE, GM, Delphi, Aptiv, HP, P&G, Coca-Cola, Nestle, Caterpillar, Xerox, Kodak, Rolls-Royce, Daimler-Benz, Toyota, Fuji, Sharp, Canon, and Samsung. Peter holds a BSBA from Rochester Institute of Technology and an Executive MBA from the Simon School at the University of Rochester.