

TOPICS



1. Strategic and Operational Landscape, 2019

2. ASM Renewal Goals and Accomplishments, 2017-2019

3. ASM Realization Goals and Strategies, 2020-2022

4. Challenges

5. Summary and Outlook

Strategic and Operational Landscape, 2019



Industry 4.0

- ◆ Manufacturing 4.0
- ◆ Interconnection
- Information Transparency
- ◆ Assistance Systems for Humans
- Decentralized Decisions
- Net-Centric Processes

Materials Genome Initiative

- ◆ Reduce Cost & Development Time
- Discovery, Optimization, and Deployment
- Integration, Curation, Provisioning of Data and Models
- Data Exchange Protocols
- ◆ Interoperability of Computer Simulations
- ◆ Model and Data Quality

Common Underlying Technologies

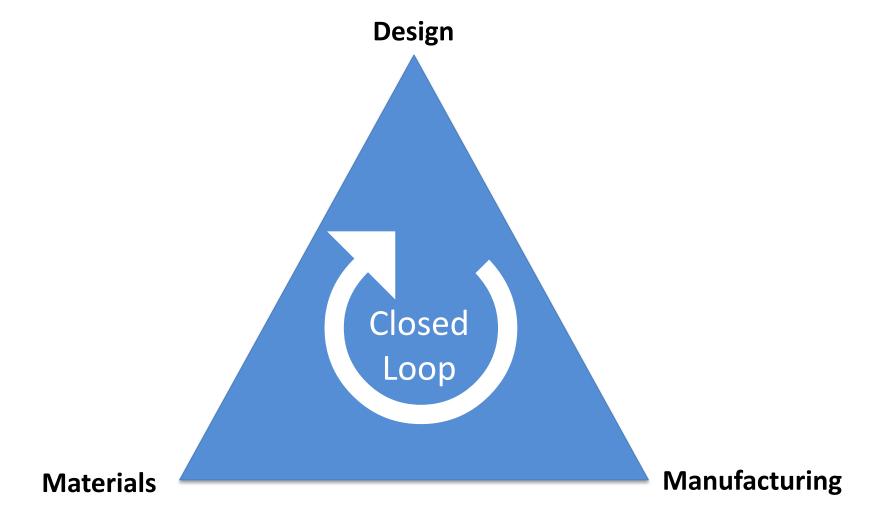
- Connection (Sensors and Networks)
- Cloud (Computing and Data on Demand)
- Cyber (Model and Memory)

- ◆ Content/Context (Meaning & Correlation)
- ◆ Community (Sharing & Collaboration)
- Customization (Personalized Value)

Strategic and Operational Landscape, 2019 🜎







ASM Renewal, 2017-2019 Goals and Accomplishments



Key Performance Initiatives

1. Membership and Revenue Growth

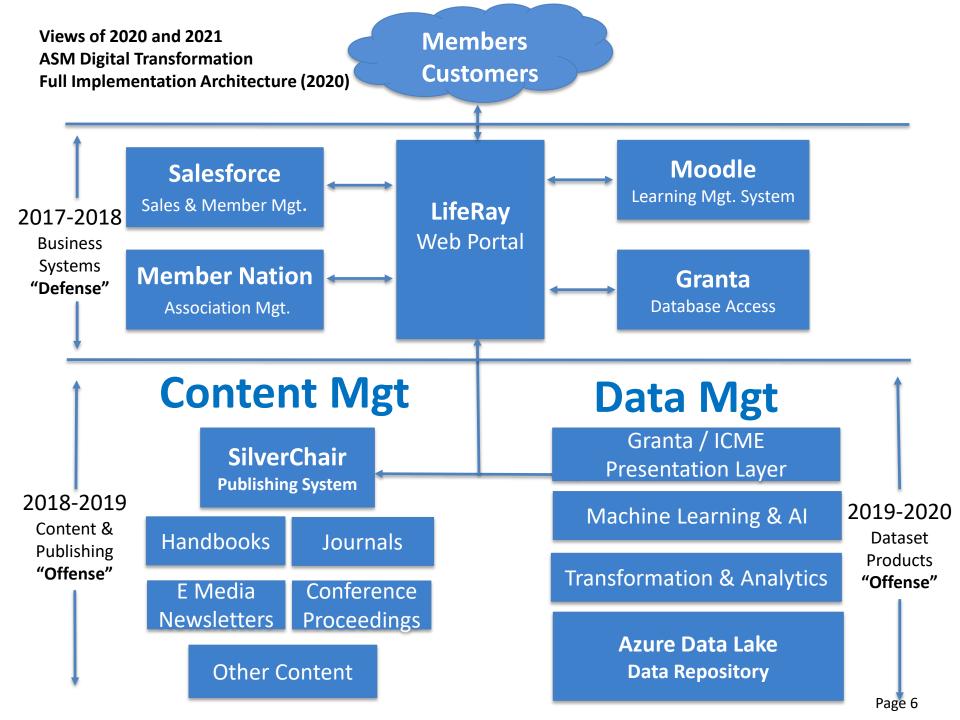
2. Improved Financial Health

3. Improved Foundation Support

4. New Technological Competencies

Results

- ~2,000 New Professional Members
- 9% Annual Revenue Growth
- Operating Break-Even and Debt-Free
- 8-Figure Granta ROI
- \$400K + In Operations Support
- >\$1M of Granta Proceeds Reserved
- Digital Transformation
- Legacy Content Re-Engineering
- New Content and Data



2019 Experiments: New Technological Competencies



Projects

- Private Label and Resell MPDS Database
- 2. Stand Up Center for Materials Processing Data (CMPD)

- 3. MGI Toolkit in ASM Cloud (Thermocalc and Calphad)
- 4. ATI and ORNL Data Management Services Subcontractor
- 5. ISO 10303 Compliance

Results

- Strength in Phase Diagram (and Meta Data) Segments
- Prove Processes and Methods to Aggregate, Validate, Curate, Disseminate Transient Data for Industry
- Deploy ASM SAAS Ecosystem (Data and Tools)
- As in 2. Above, but for DoD/DoE Markets
- Interoperability and Relevancy in Manufacturing

ASM SaaS Ecosystem - ICME



ASM Service Cloud

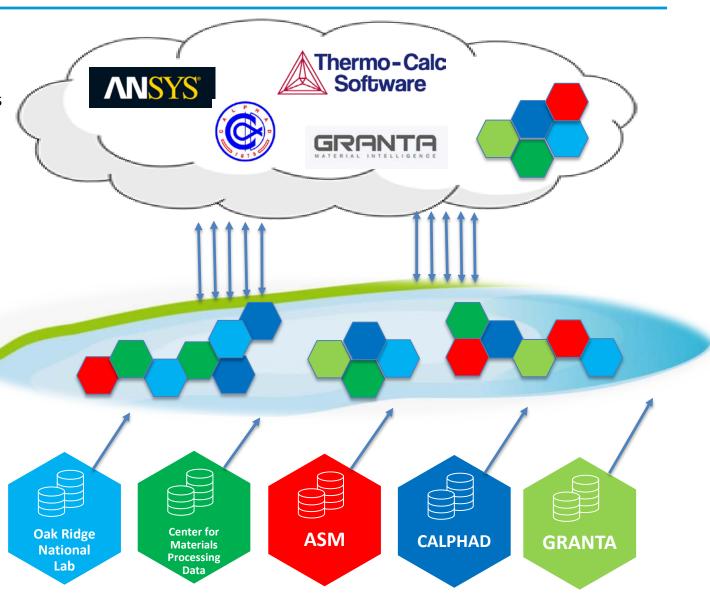
Customers can run their models against our datasets or subscribe to datasets directly. Generic results can be fed back to the Data Lake, proprietary results can be safeguarded

ASM Data Lake

Secure repository of ICME Data Indexed by Alloy, Topic, Industry or Process

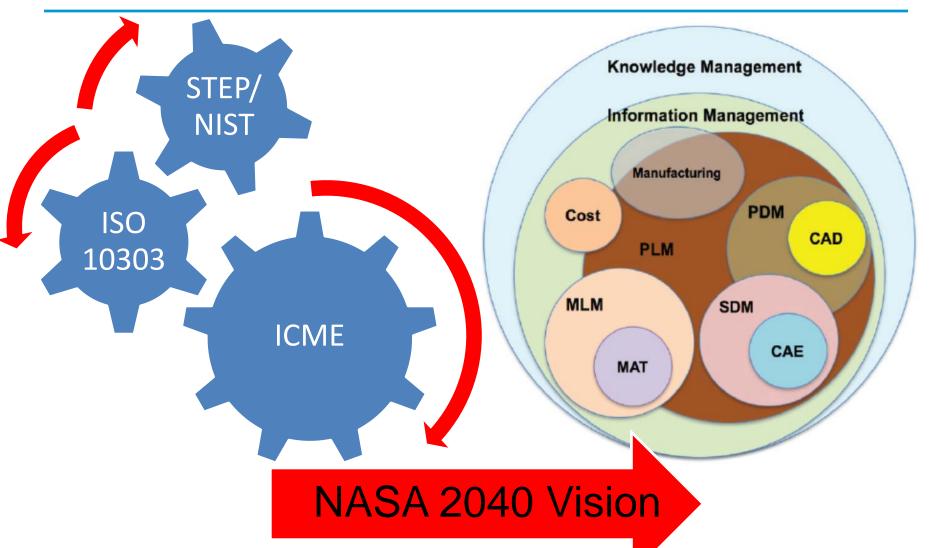
Data/Metadata

Experimental and Simulated data from many sources



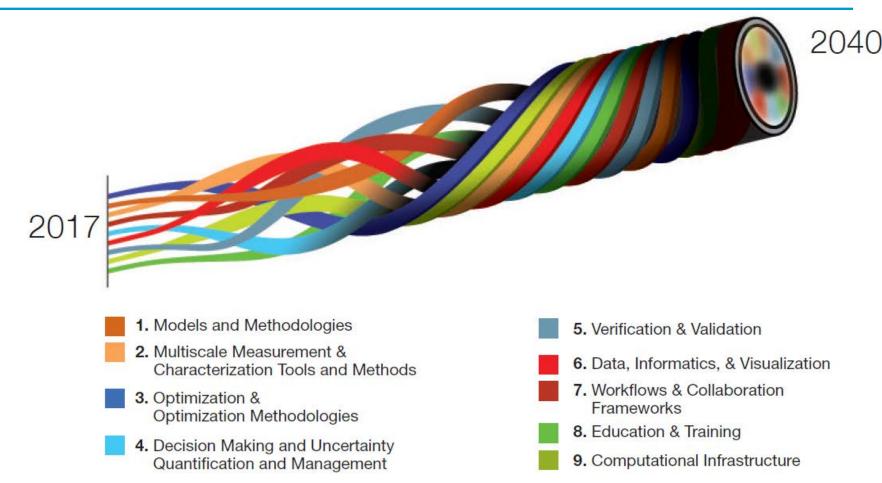
ISO 10303 Concept Evolution





NASA Vision Evolution

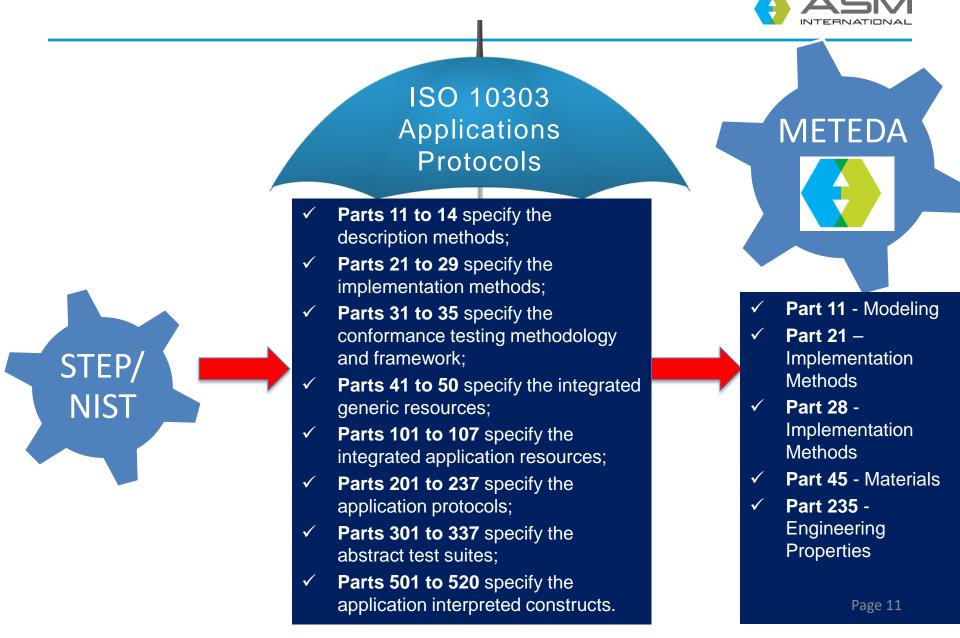




ISO STANDARDS ARE REFLECTED IN NASA 2040 VISION

METEDA – ASM Direct Connection

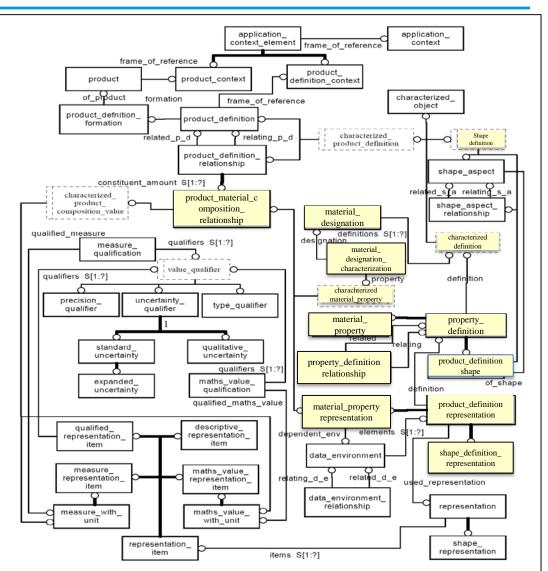
ASM/JRC/CEN/EPRI/ORNL - ISO 10303 Applications Protocols



ISO 10303-235



Graphical Presentation of the Information Model for Presentation of the Property of a Product

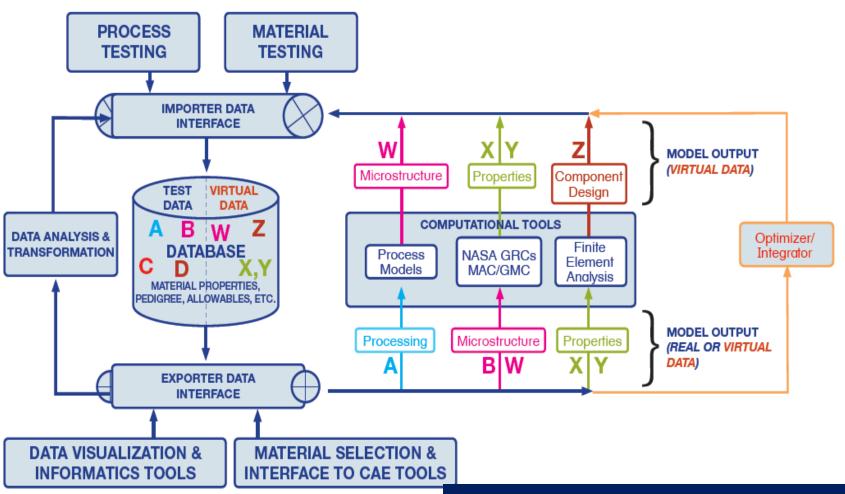


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ICME Paradigm

(NASA Vision 2040)



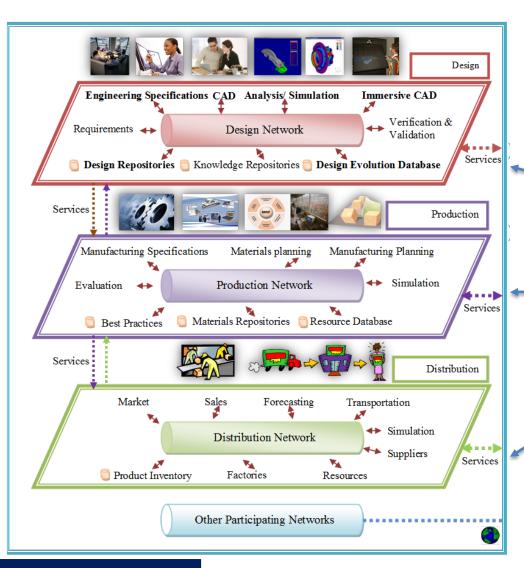


ASM PRODUCTS ARE
ALIGNED TO ICME/NASA VISION
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Networking Enterprises



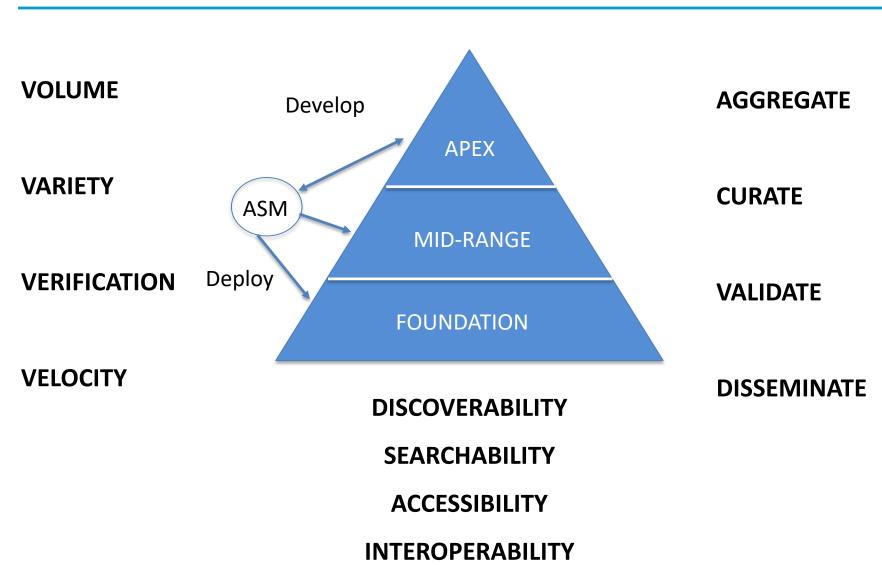
NETWORK



ASM
Materials Solutions
Information and
Data Services

Network-centric computer aided product realization (CAPR)

Information and Data Services Strategy 🕀 🕰



Challenges



- Potentially Large, Emerging Market for Materials Data and Related Services
- Fragmented, Relatively Slow-Moving
- Complex Functional and Technical Requirements
 - Schema and Formats
 - Gateways
 - "Translation" Between Materials and Other Engineering Disciplines
- Scarcity (currently) of "Connective Tissue"
 - Trusted Consortia May Be Best for Future Market Development

Summary and Outlook



- 1. ASM is Transitioning to a Leadership Position: "The Materials Information Society for the 21st Century"
- Major Role in Helping to Build the Bridge Between Materials Science and Data Science (with Partners and Collaborations)
- 3. Significant Opportunity to Gain Position as "Materials 4.0" Underneath Industry 4.0/Manufacturing 4.0
- Market Challenges Will Require Patience, Persistence and Continued Investment
- ASM Today has the Skillsets and Resources to Fulfill the Vision, Execute Its Strategy