



Creating AI Impact in Manufacturing

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06/04/2025

My perspective

AI researcher way before it was cool



Thirty years working at the intersection of manufacturing and digitalization



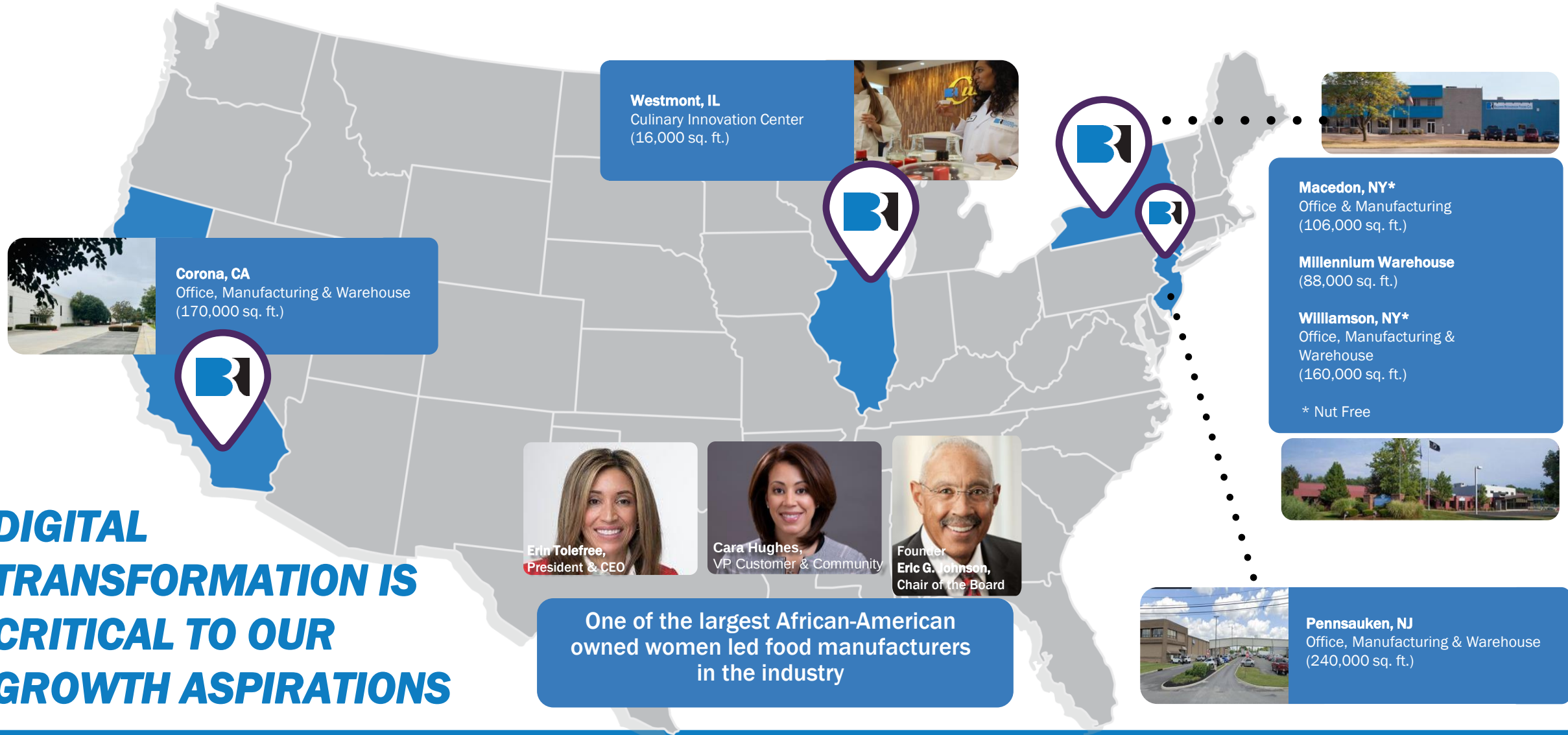
Experienced with small, medium, and large manufacturers



THE BRF STORY OF GROWTH AND DIGITAL TRANSFORMATION

BALDWIN RICHARDSON FOODS

BRF is a custom ingredients manufacturer supplying sauces, syrups, toppings, and fillings to top Quick Service Restaurant (QSR), Consumer Packaged Goods (CPG) brands, and food service companies

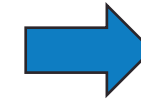


The AI Opportunity in Manufacturing



AI as calculators and content creators

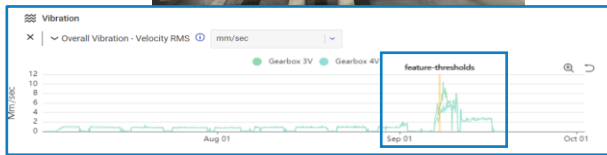
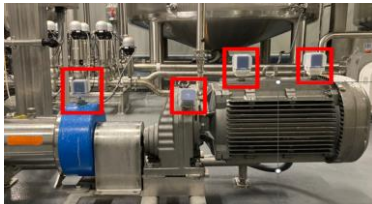
- Demand forecasting
- Machinery performance monitoring
- Training content development
- New product development



*Efficient use of resources
leads to sustainability*

Paths to AI value

Embedded in End-Products



Personal Productivity



Customized applications



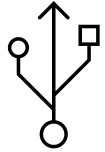
Increasing AI maturity & competitive advantage

The Ingredients of the AI Supply Chain



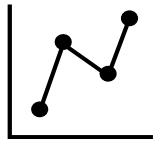
Leadership & Vision

- A long-term commitment, not a project



A Strong Technical Foundation

- Scaling beyond pilots



(Good) Data

- Trusted, contextualized, fit for purpose, consistent



TALENT

- Bridge the gap of technology and business value



Large companies can do this - but what about smaller companies?

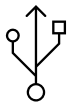
The Challenges for Small to Medium Enterprises

In manufacturing SME's make up about 98% of the companies, 75% of the value chain, and 40% of the employees...

...yet they are being left behind in the technology race



Lack of exposure and R&D funding



Aging infrastructure and technical debt



Stuck in Excel and not experienced with modern data platforms



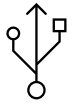
Difficult in accessing, hiring and retaining talent across the AI value chain

Supporting Small to Medium Enterprises



Bring the expertise to them

- Leverage the MEP's as a path to market; incent partnerships with the vendor and academic ecosystem



Encourage investment

- Targeted research funding & tax incentives



Encourage SME targeted solutions

- Incent "iPhone simple" solutions leveraging open standards



Help them develop talent

- Curate workforce development within geographical economic development clusters



Goes beyond our competitiveness – it's an issue of national security

Thank you!



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