

3

Information
Research
& Solutions



Mapping and Driving the Knowledge Solutions of a Corporate Information Organization Towards 2010 ...and beyond

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ICIC 2007

22 October, 2007





Silent 700





Innovate, Grow, Deliver



More than 40 Core Technologies



Ad Adhesives	Am Advanced Materials	Bi Biotech							Rf Reclosable Fasteners
Ab Abrasives	Dd Drug Delivery						Mr Micro-replication	Pe Predictive Engineering & Modeling	Rp Radiation Processing
Ac Acoustics	Dm Display Materials					Nt Nano Technology	Nm Nonwoven Materials	Pm Polymer Melt Processing	Sm Specialty Materials
As Application Software	Do Dental & Orthodontic Materials	Fi Films	Fs Filtration, Separation, Purification	Ir Immune Response Modifiers	Md Medical Data Mgmt	Mi Microbial Detection & Control	Pc Precision Coating	Po Porous Materials & Membranes	Su Surface Modification
Ce Ceramics	Ep Electronic Packaging	Fl Fluoro-materials	Im Imaging	Is Integrated Systems Design	Me Metal Matrix Composites	Mo Molding	Pd Particle & Dispersion Processing	Pr Process Design & Control	Wo Wound Mgmt
Cp Chemical Power Sources	Fc Flexible Converting & Packaging	Fo Fiber Optics	Ip Inks & Pigments	Lm Light Mgmt			Pp Precision Processing		Vp Vapor Processing

Expanding Globally



- 3M companies in more than 60 countries
- Sales in nearly 200 countries
- 61 percent of sales
- 52% of employees

3M Information Research & Solutions



“Perfect information and rational thinking are necessary for competent business decisions”

Adam Smith, *An Inquiry into the Nature and Causes of the Wealth of Nations* (1776)

- **Core Drivers:**
 - Right information, at the right time, in the right format
 - Alignment with 3M’s strategies
 - Change is the only constant
- **Key Competencies:**
 - In-depth knowledge of 3M and the information industry
 - Service excellence, but growing business focus
- **Intellectual Property Drivers:**
 - Protect our IP and not infringe that of others
 - “Technical personnel shall know the worldwide patent and non-patent literature relating to their area of activity”

The Information Landscape in 2010



External Landscape

- Exponential information expansion
- Self service and self sufficiency
- *Just in time* rather than *Just in case*
- Find fast / no barriers
- Content is king
- Independent seekers

Internal Landscape

- 75:25 International to US
- R&D deployment
- Information Driven Enterprise
- Global Teams
- Collaboration
- “Dark” information
- “On the fly” translations

Strategy Mapping



Definition:

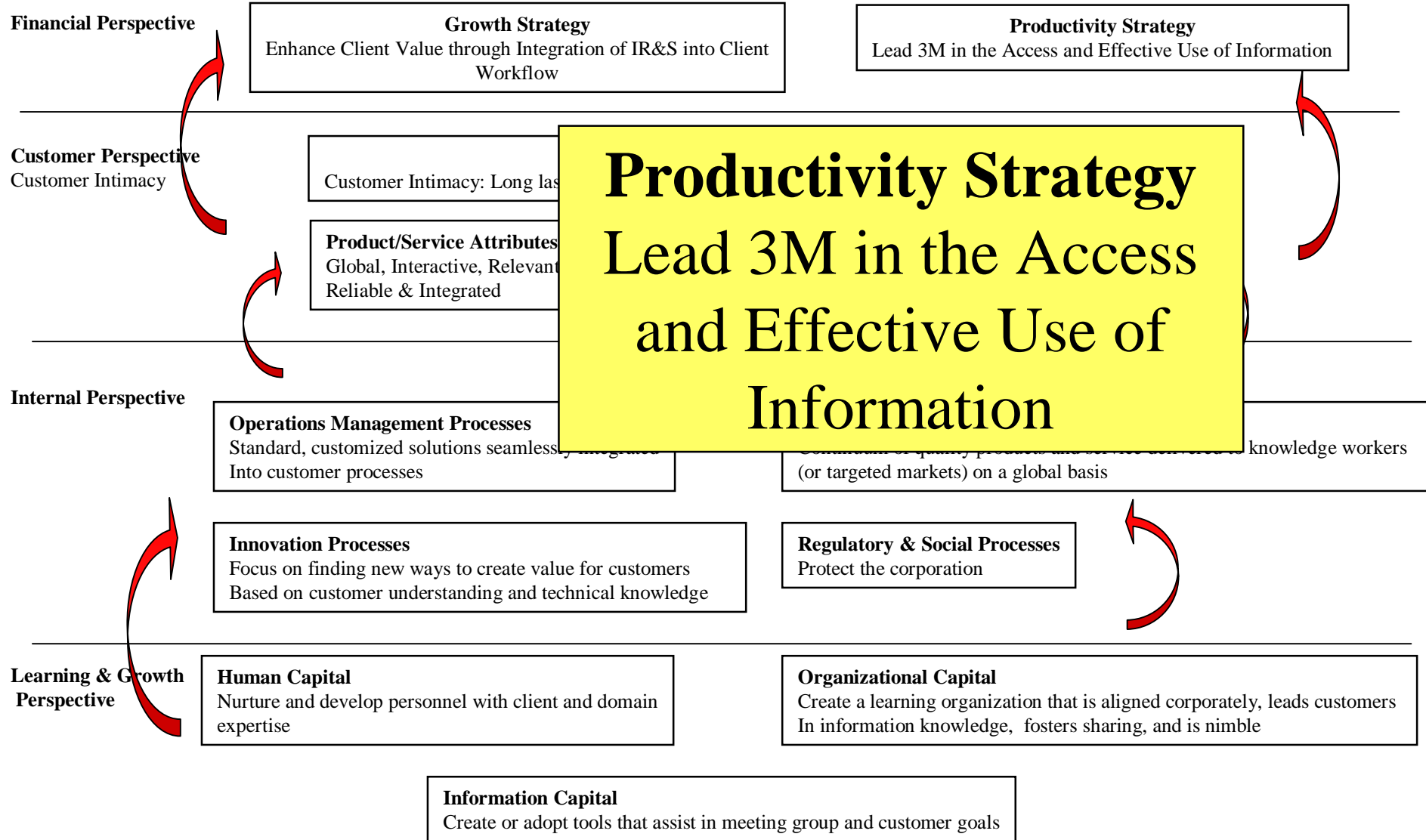
- Provides a picture of an organization's objectives and the relationships among them

Focus:

- Aligns and links employees jobs to overall objectives of the organization so that everyone is working collaboratively toward the same goals

Mission
 Create and nurture trusted relationships by enabling 3Mers to get the right information at the right time, in the right context (embedded), and in the right format so that they can make informed business decisions that makes 3M grow.

Informed Business Decisions





3M Information Research & Solutions' Road Map to 2010 And beyond.....

- Increase product support for the 24/7 Electronic Library
- More analysis in our information research product
- Print to Electronic resources
- Libraries to Collaboration spaces
- Global content and services
- Leverage and transform 3M's knowledge
- Integrate point of need information into 3Mers work processes

Underlying assumption: Understanding of IR&S' clients and IT expertise are key to successful development of all initiatives, projects and programs on our road map.

IR&S Business Deliverables



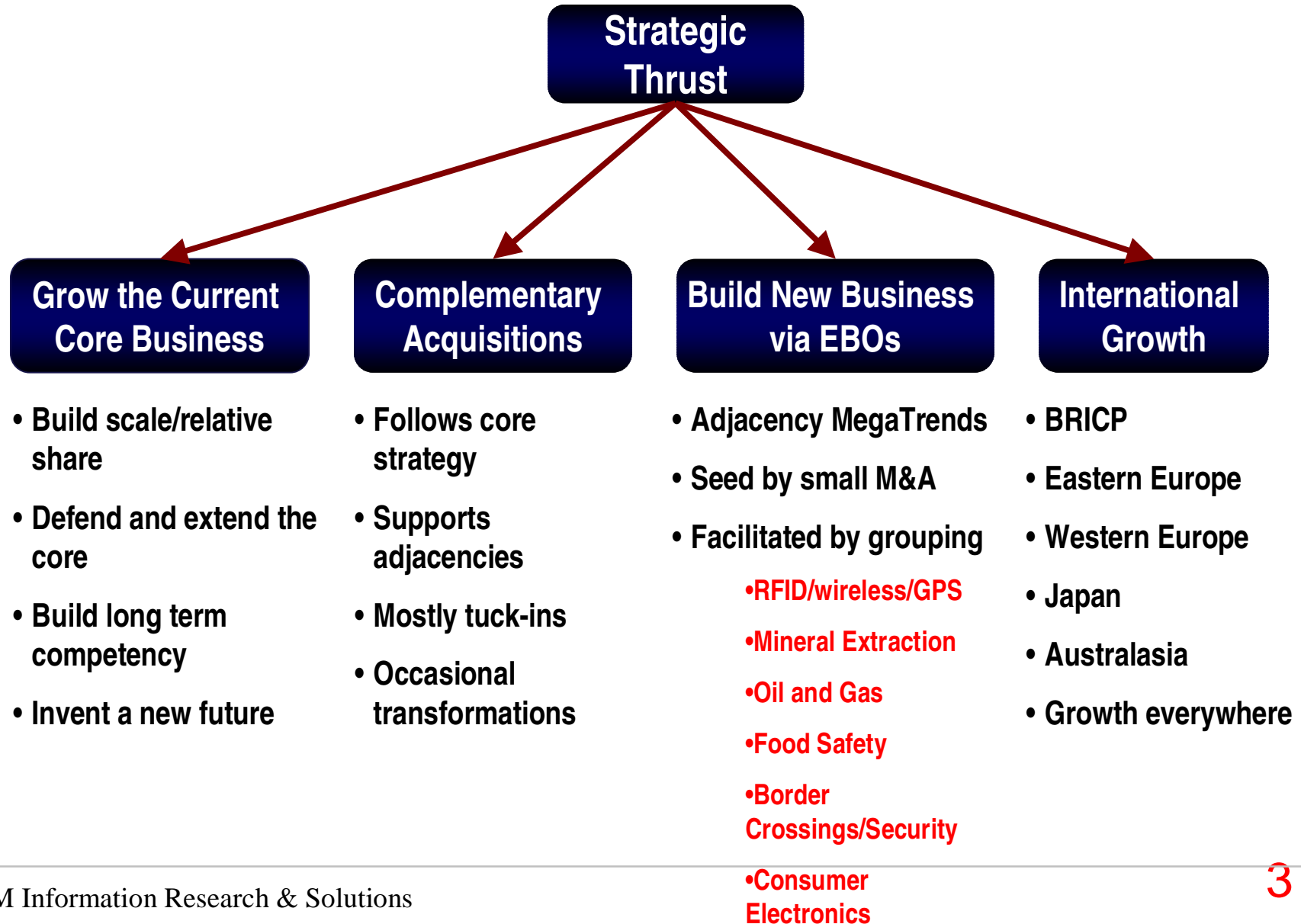
- **User Desktop Resources with point of need help**
- **Research & Analysis**
- **Content Management & Enhancement**
- **Internal Knowledge Management**
- **Consulting and Training**
- **Innovation and Collaboration Spaces**

Bumps in the Road

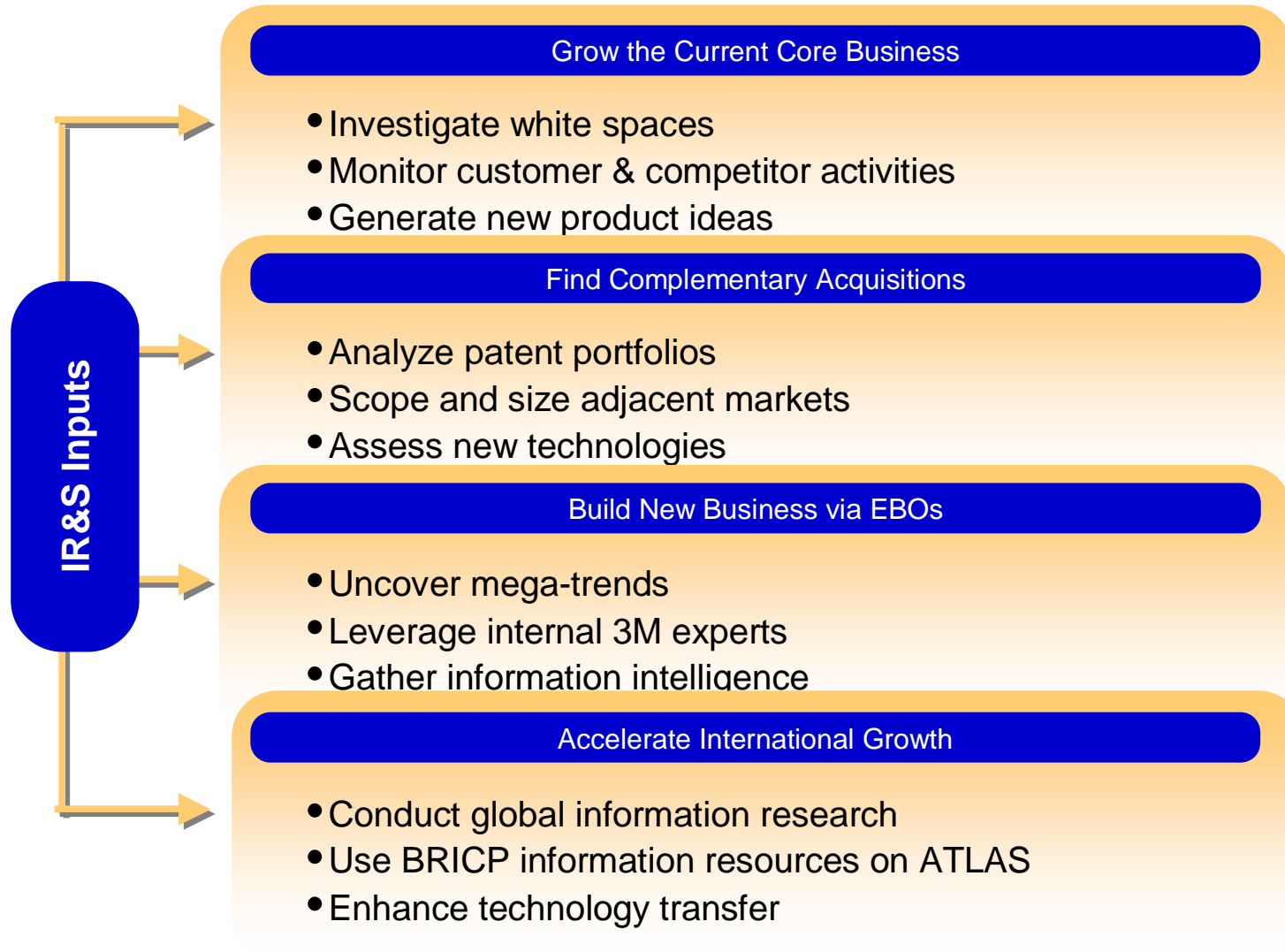


Unplanned Disruptors
Staff Reductions
\$ Reductions
Change in CEO and Direction

3M's Strategic Elements of Growth



Partnering with You to Grow 3M



Continuing on the Road – Mass Customization



3M Information Research & Solutions - Microsoft Internet Explorer provided by 3M/IE 6.0

File Edit View Favorites Tools Help

Address <http://atlas.mmm.com/>

Google G

3M Information Research & Solutions

Providing trusted information & Partnering with you to grow 3M

welcome

My ATLAS for MARTHA ELLISON

- ▶ Manage My ATLAS
- ▶ QPAT Patent Database
- ▶ SRIC-BI Scan
- ▶ Patent Order
- ▶ Technical Insights Alert
- ▶ Scopus
- ▶ Inventables
- ▶ Google
- ▶ MapQuest
- ▶ KRI Reports

WORKING TOGETHER

Information Research & Solutions (IR&S) staff understand 3M's businesses and technologies and the information best able to support 3M.

- IR&S: your partners to drive growth
- In-depth information research
- Information management & customized solutions
- Patent, technology & business watch services
- Answers to fact-based questions

IR&S maintains a network of world-class staff, libraries, and information resources for your use.

- Locations & Innovation Spaces
- IR&S Staff Directory

WHAT'S NEW

Global Industry Profiles

Each entry of the Encyclopedia of Global Industries covers current trends; size and

3M STOCK QUOTE

MMM 15-Oct 10:50am (C)Yahoo!

97
96

Local intranet

Continuing on the Road – Mass Customization



Track and Trace Solutions – Microsoft Internet Explorer provided by 3M/IE 6.0

File Edit View Favorites Tools Help

Address: http://atlasservices.mmm.com/infoplaces/trackAndTrace/

3M Track and Trace Solutions

Creating Customer Value Through Innovative Track and Trace Solutions

ATLAS InfoPlace
3M CONFIDENTIAL

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TRACK AND TRACE SOLUTIONS Go

INDUSTRY PERSPECTIVE Go

3M Track and Trace Solutions

T&TS Core Businesses & Technology

News and Links

Blog

Strategy

- Track and Trace Mission and Strategy
- International Activities

Operations

- Organizational Structure
- Contact Information
- Meeting Notes
- Information / Announcements
- People Spotlight

3M Core Businesses and Technology

- Priority Markets
- Core Businesses
- RFID Competitors & Value Chain
- Products & Technologies
- New Business Ventures
- Trade Show Participation

3M IN THE NEWS Go

BLOG Go

3M Track and Trace news at your fingertips

Collaborative space for 3M Track & Trace discussions

http://atlasservices.mmm.com/infoplaces/trackAndTrace/wp-admin/post.php

Local intranet

Continuing on the Road – Mass Customization for Global Clients



BRICP - EMERGING COUNTRIES (BRAZIL, RUSSIA, INDIA, CHINA, POLAND)

Brazil

- [Brazil - Euromonitor FactFile](#) [pdf - 20kb]
Find basic background on the economy in Brazil.
- [Brazil - EIU Report](#)
Find key development in the economic, business, political, regulatory environment for Brazil.
- [Brazil: Industry News](#)
Find links to recent news stories on the automotive, utility, and dental markets. (3M top growth markets in Brazil)
- [Brazil: General News](#)
Find news stories from *O Globo*, *O Estado de São Paulo*, *Gazeta Mercantil*, and *Valor Econômico*, useful web links, and news stories covering key issues in Brazil.
- [Emerging Market Information Service from ISI](#)
Search market and news information from regional and local sources in emerging market countries around the world.

Russia

- [Russia - Euromonitor FactFile](#) [pdf - 18kb]
Find basic background on the economy in Russia.
- [Russia - EIU Report](#)
Find key development in the economic, business, political, regulatory environment for Russia.
- [Russia: Industry News](#)
Find links to recent news stories on the automotive parts & repair, dental, oil & gas, mining, and telecommunications markets. (3M top growth markets in Russia)
- [Russia: General News](#)
Find news stories from leading Russian publications, useful web links, and news stories covering key issues in Russia.

May we help?
Need help?
Amy Lovgren
Triminet: 736-7754
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Continuing on the Road – Libraries to Innovation Spaces



Continuing on the Road – Information to Knowledge



- **Enhanced Technology Awareness Databases:** analyze collections of patents and literature to determine key players and white space opportunities
- **External Industry Views:** integration of information on customers, distributors, competitors and suppliers for key 3M businesses
- **Patent Strength Analyses:** determine the relative value of a patent portfolio using key quality factors related to patent grants, cites, technical scope and international scope

Continuing on the Road – Information to Knowledge



Business Information Resources - Company / Industry by 3M Big B - Industrial Adhesives & Tape D - Microsoft Internet Explorer p

Address: http://atlas.mmm.com/business/bigb-iatd.cfm

3M Information Research & Solutions

ATLAS Electronic Library

Business & Marketing > Company Information > Company/Industry by 3M Big B > Industrial Adhesives & Tape

INDUSTRIAL ADHESIVES & TAPE DIVISION - EXTERNAL INDUSTRY VIEW

Index: In the News | Major Customers | Major Distributors | Major Competitors | Major Suppliers | Related Resources

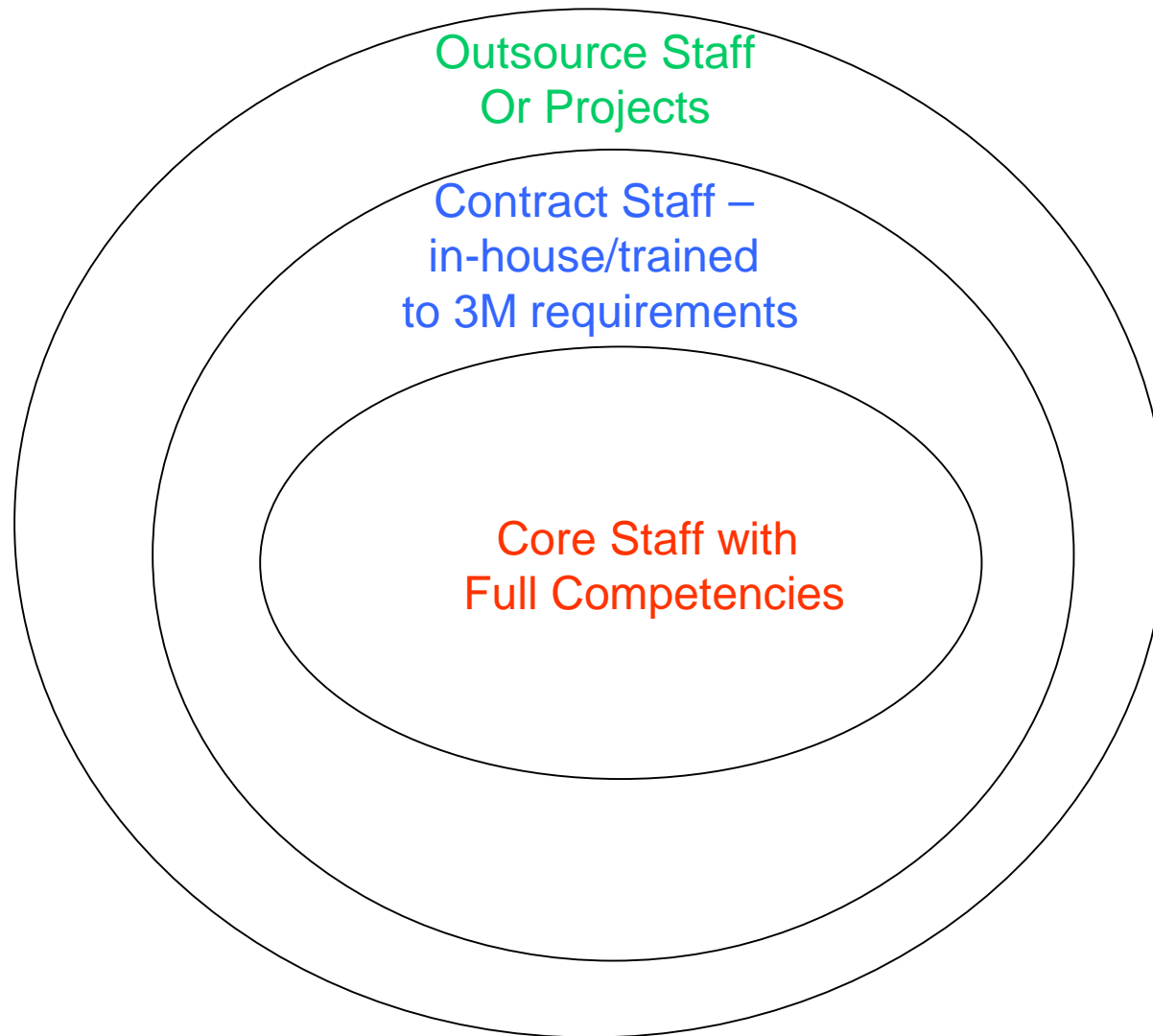
• In the News ...

Headlines 1-10 of 17

- **Specialty Chemicals**
(Standard & Poor's Industry Investment Reviews - Published: 10/13/2007, 403 Words)
We have a neutral fundamental outlook for the specialty chemicals sub-industry, although business conditions vary for individual companies. Major categories of specialty chemicals include water treatment and manufacturing processing ...
- **Buckeye Technologies First Quarter Earnings Results Schedule**
(Business Wire - Published: 04:31 pm, 10/11/2007, 249 Words)
MEMPHIS, Tenn. - (BUSINESS WIRE) - Buckeye Technologies Inc. (NYSE:BKI) has scheduled a conference call for Tuesday, October 23, 2007 at 2:00 p.m. Central (3:00 Eastern). Management participating on the call will include John B. Crowe, ...

Local intranet

Continuing on the Road – Creative Staffing



Continuing on the Road – Voice of Clients Determines the Direction

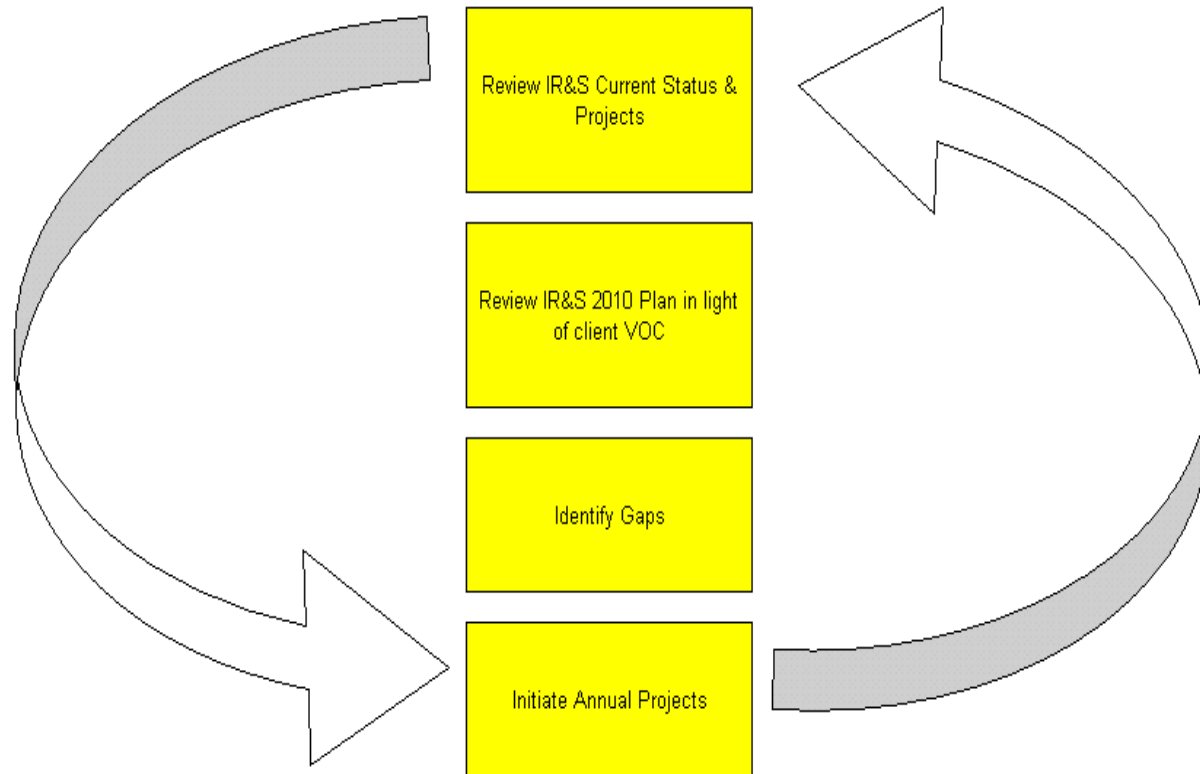


“...Link every IR&S activity to an explicit user need” (Outsell)

“Lead 3M in the access and effective use of information” (Productivity Strategy)

“Enhance client value through integration of IR&S into client workflow” (Growth Strategy)

Continued Re-evaluation





3M Information Research & Solutions' Road Map to 2010 And beyond.....

- **Increase product support for the 24/7 Electronic Library**
- **More analysis in our information research product**
- **Print to Electronic resources... Hold at 95/5?**
- **Information to knowledge...Leading to better business decisions**
- **Libraries to Collaboration spaces ...to Innovation enhancers**
- **Global content and services**
- **Leverage and transform (and transfer) 3M's knowledge**
- **Integrate point of need information into 3Mers work processes**

Underlying assumption: Understanding of IR&S' clients and IT expertise are key to successful development of all initiatives, projects and programs on our road map.