At 3M, we are united by a bold vision

Our Vision

3M Technology Advancing Every Company
3M Products Enhancing Every Home
3M Innovation Improving Every Life
3M: Working from a position of leadership and growth

Applying science to life for over 100 years
- Founded in 1902
- HQ in Saint Paul, MN

Continued strong performance
- Global Sales: $31 Billion (63% international)
- Net income: $5 billion
- One of 30 companies in DJIA stock index
- Global reach: sales in ~200 countries
- 90,000 employees worldwide
- 46 technology platforms
- R&D and related investment: $1.8 billion
- Received more than 100,000 patents since 1902
5 Business Groups

Industrial
From purification to aerospace: changing how industry works

Safety & Graphics
From protecting people and information to enhancing visual and design communication

Consumer
Making life easier and more productive at home and work

Health Care
From preventing infections to making smiles brighter

Electronics & Energy
Enabling tomorrow’s lifestyle today by contributing to power, communications and electronics
Science improving lives for more than a century

- Wetordry™ Sandpaper
- Scotch® Masking Tape
- Scotch® Cello Tape
- Scotchlite™ Reflective Signage
- 3M™ Flat Fold Disposable Respirator with Valve
- Scotch-Brite™ Sponge
- Micropore™ Medical Tape
- Command™ Adhesive Strips
- Post-it® Notes
- 3M™ Aluminum Conductor Composite Reinforced (ACCR)
- Cubitron™ Abrasives
- 3M™ 360 Encompass™ System
- Scotch® Magnetic Tape
This is how we apply science to create solutions
We apply our diverse technologies across a variety of expertise categories

12 expertise categories

Automotive
Commercial Solutions
Communications
Consumer
Design & Construction
Electronics
Energy
Health Care
Manufacturing
Mining, Oil and Gas
Safety
Transportation
Leveraging core technologies to create successful platforms

Technology Platforms

- Abrasives
- Adhesives
- Ceramics
- Electronics, Software
- Films
- Microreplication
- Nanotechnology
- Non-wovens
- Precision Coating
- Vapor Processing

Applications

- Littman™ Stethoscopes
- Tegaderm™
- Petrifilm™
- Orthodontics
- Red Dot™ Electrodes
- Kind Removal Silicone Tape™
- Inhalation Drug Delivery
- Health Information Systems
- Dental Fillings
- Sterilization

Opportunity Drives Development and Utilization
In a big company...
Innovation ≠ Things
Front End Innovation
Front End Innovation
Design Thinking Process

- **Empathize**
  - Observation & interviews
  - What is the problem?

- **Define**

- **Ideate**
  - Create multiple solutions to the problem
  - Build out your idea

- ** Prototype**
  - Get feedback and iterate

- **Test**
  - Stanford d.school

Stanford d.school
Listening to & empathizing with end users
Define the problem
Define the problem
Define the problem
Prototype
Examples
Listening to customers

35% of cases in acute care settings include moderate to severe IAD

Increased risk of:

- secondary infections
- pressure ulcers/injuries
Listening to customers

Current solutions are not working
• Not a strong barrier
• Wipes away each time
• Skin doesn’t heal

We developed a new solution
• Highly durable – 7 days!
• Flexible, Thin, Clear
• Reduces pain
• Allows skin to heal underneath
Observing a Need: Inconsistent disinfection of open ports

- Protocol states to wipe with alcohol for 10-15 sec, then allow to dry (long time!)
- No visual indicator that the hub is clean
- Solution makes cleaning easy and shows you the ports are protected
Thank you!