



infor

# Ricerca l'efficienza operativa facilitando il cambiamento con soluzioni enterprise avanzate

*Fabio Della Lena – Principal Solutions Designer*

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Engineered for speed.*

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## Infor: alcuni indicatori

**3<sup>a</sup>**

Azienda al mondo  
in ambito enterprise  
applications

**9.000**

progettisti &  
consulenti tecnici

**13.000**

Dipendenti (+1.700  
ultimo anno)

**1.500**

Partner (+140  
ultimo anno)

**2.300**

Nuovi clienti

**600**

Nuovi assunti in area  
sviluppo prodotto  
(ultimo anno)



# Specializzati per industry



Aerospace & Defense



Automotive



Chemicals



Distribution



Equipment



Fashion



Food & Beverage



Healthcare



High Tech



Hospitality



Industrial Manufacturing

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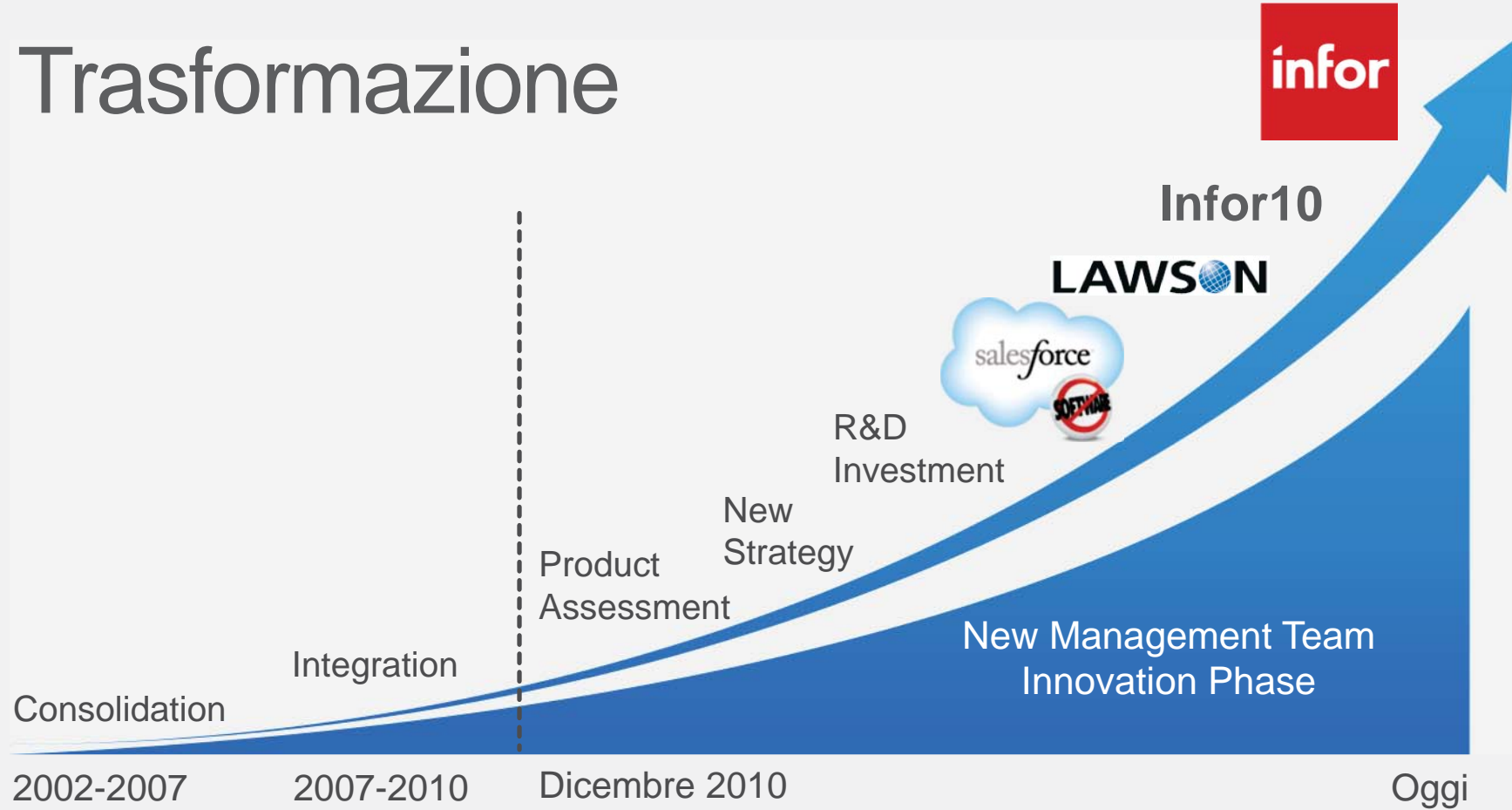
# Infor fornitore ufficiale della Scuderia Ferrari



**OFFICIAL SUPPLIER**  
SCUDERIA FERRARI



# Trasformazione





# Ricerca dell'efficienza operativa

Analisi di mercato

Soluzioni di nuova generazione

Esempio applicativo

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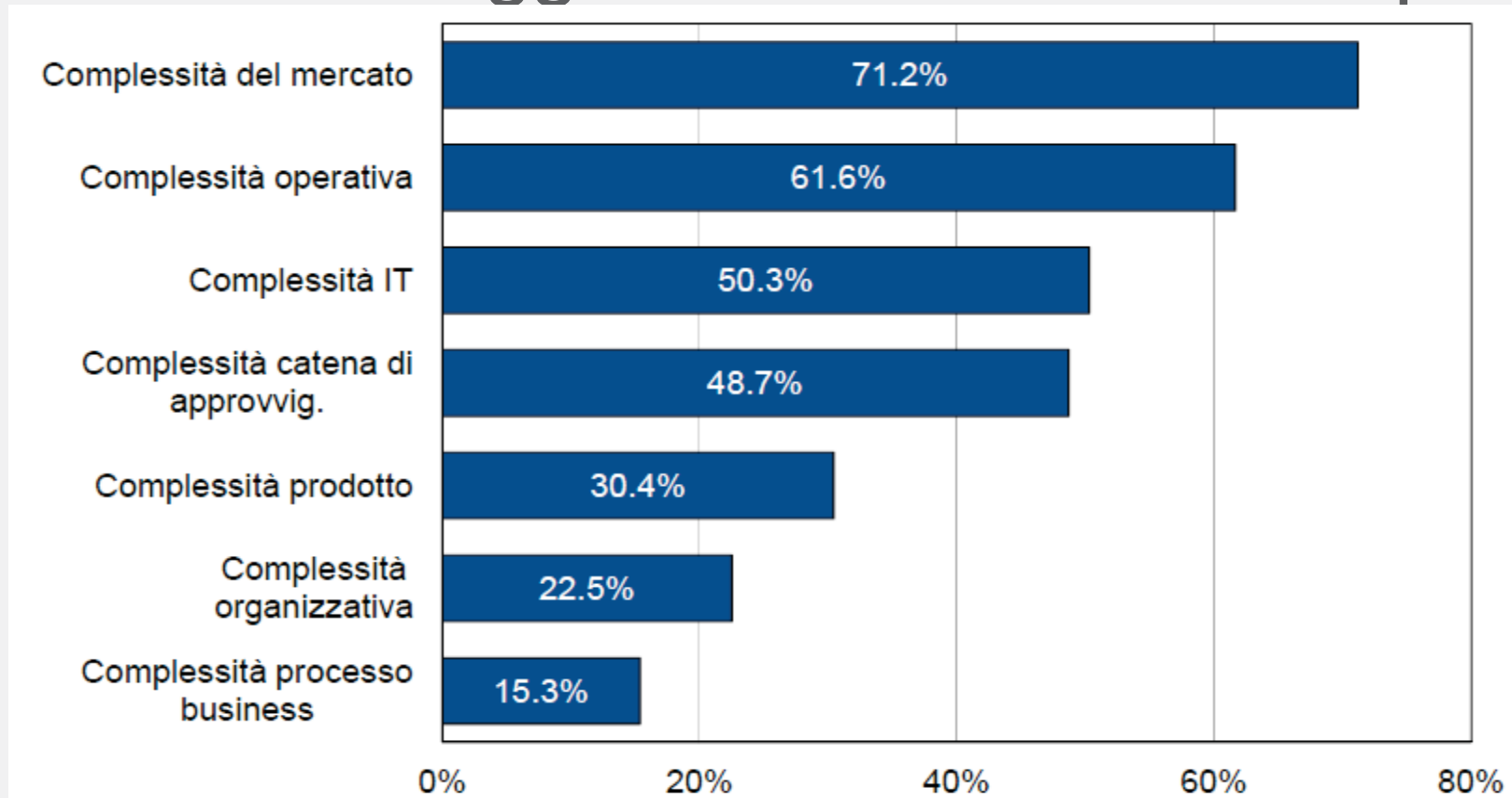
# Studio IDC nel settore manifatturiero

- L'obiettivo della ricerca:
  - Comprendere il ruolo dell'IT - e dell'ERP in particolare - rispetto al drammatico aumento di complessità del settore
  
- Indagine globale su più regioni e paesi:
  - Quasi 400 interviste
  - Automobili, aerospaziale, macchinari industriali e high tech
  - Europa occidentale, Stati Uniti, BRICs, Australia, Giappone e Medio Oriente
  - Dimensioni aziende che vanno da 100 a 5.000 dipendenti



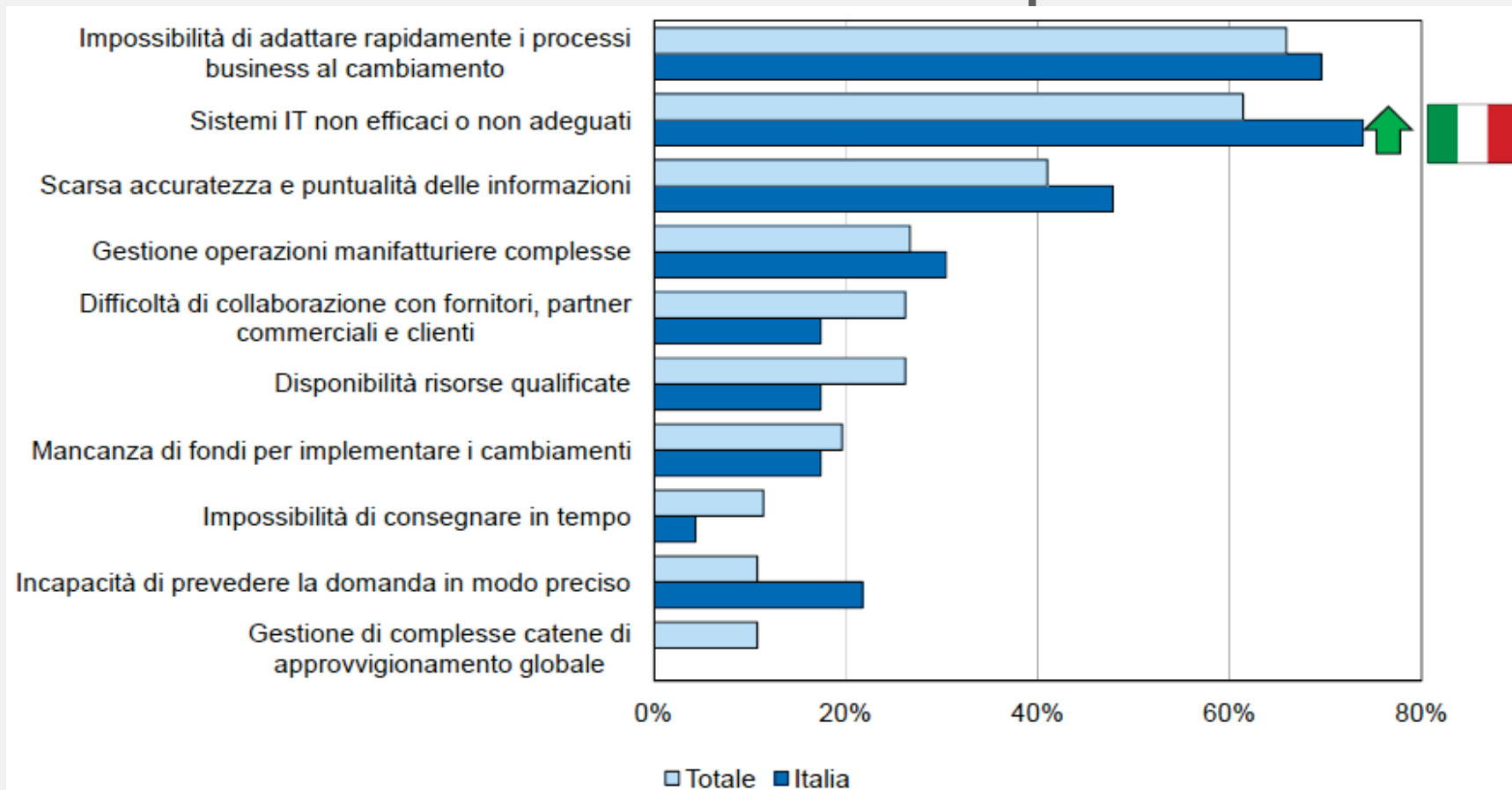


# Aree con maggior aumento della complessità

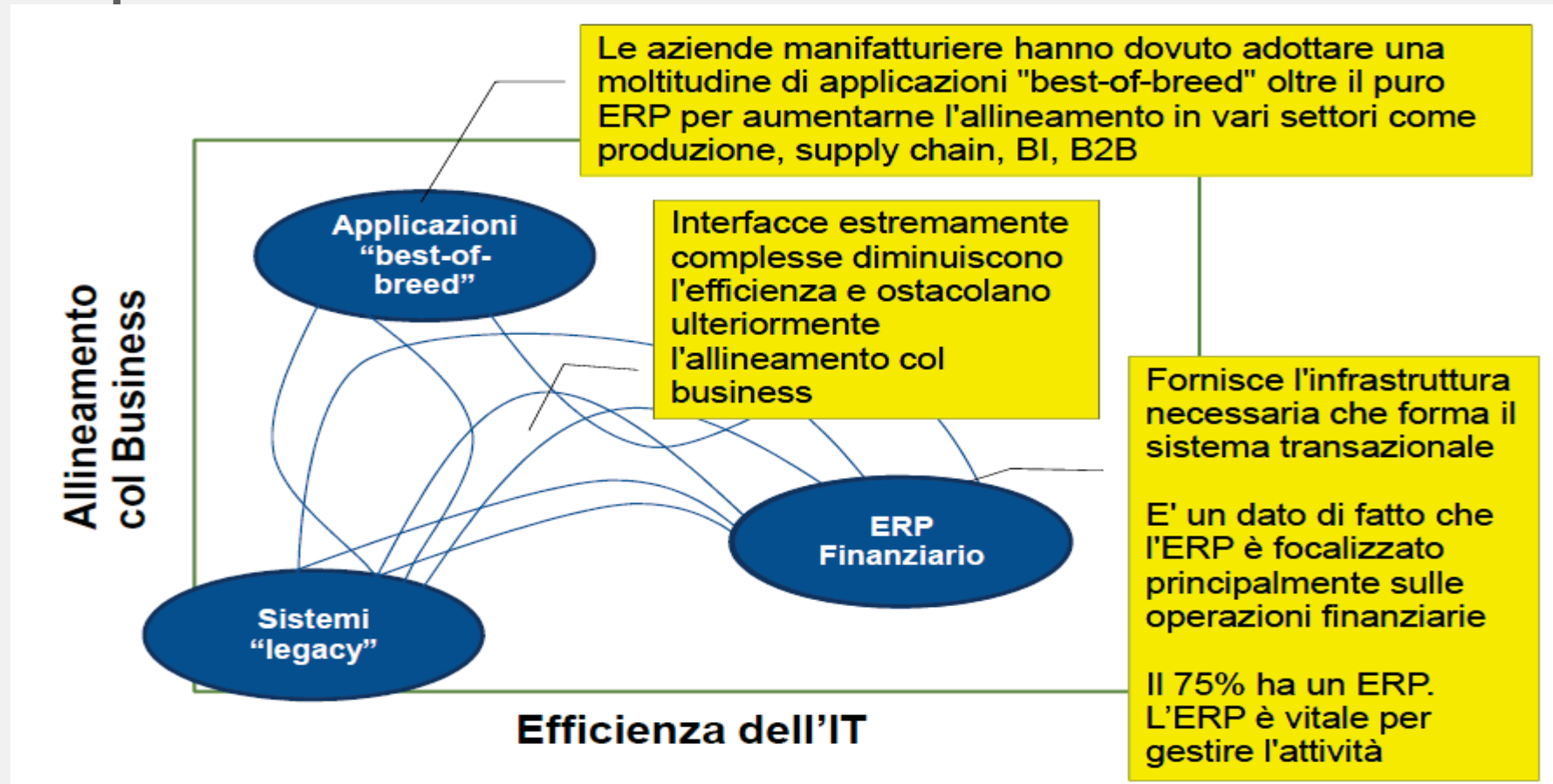




# Barriere contro l'eccellenza operativa

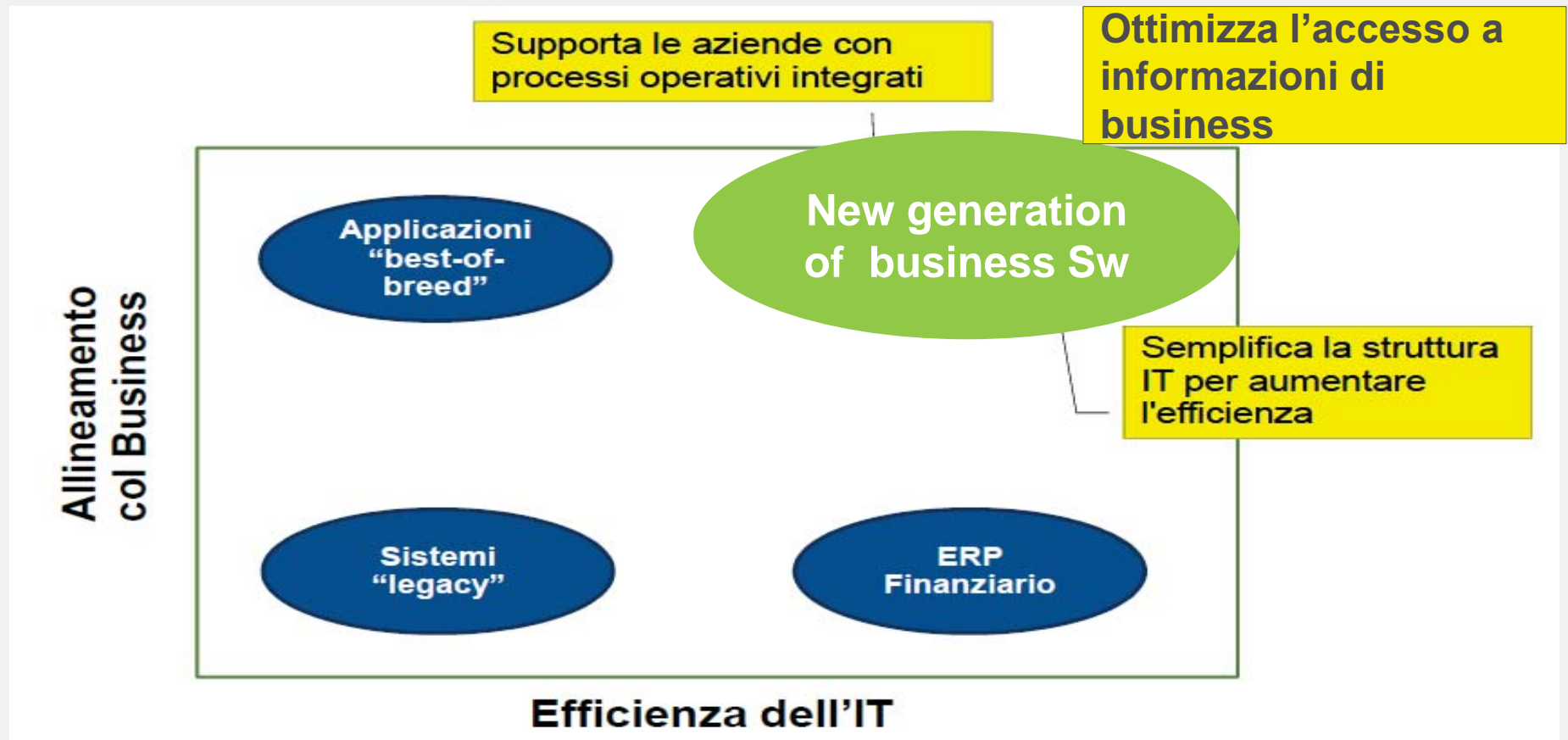


# Tipica situazione di un'azienda manifatturiera





# Nuovo approccio per le business application





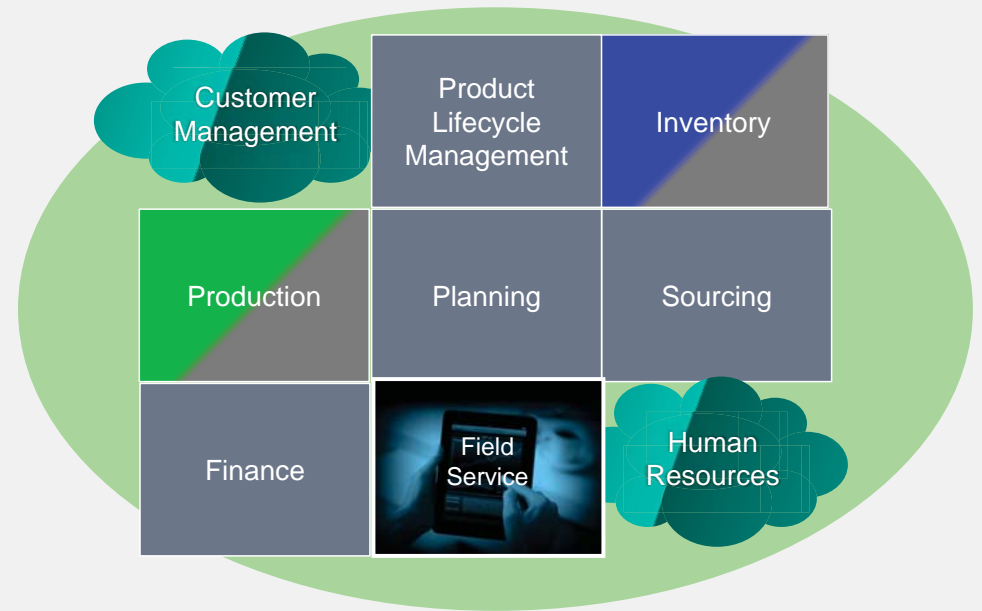
*“Think you know ERP? Think again!”*

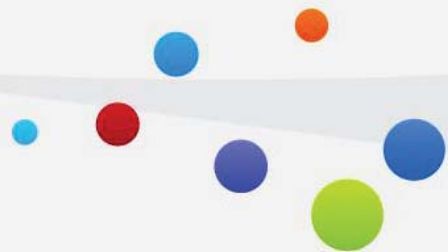
### Traditional ERP

Customer Management	Product Lifecycle Management	Inventory
Production	Planning	Sourcing
Finance	Field Service	Human Resources



### Modern Solution





Point Era

1980



Monolithic Era

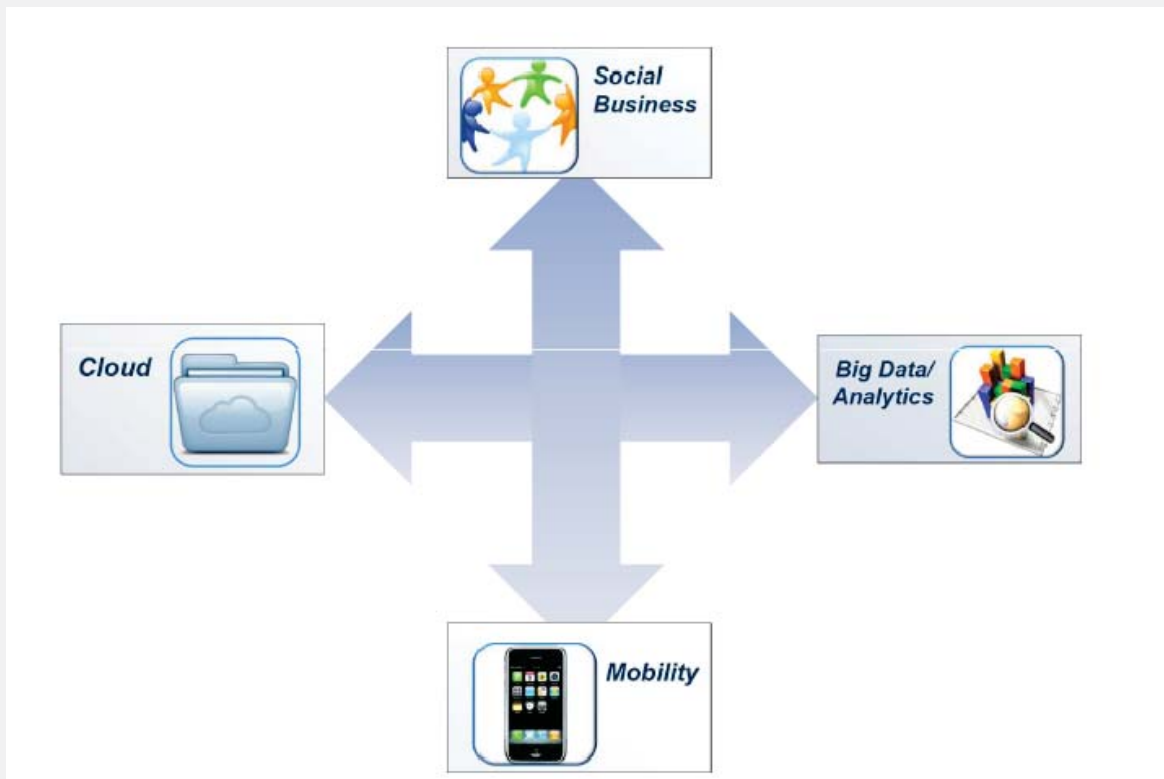
1995



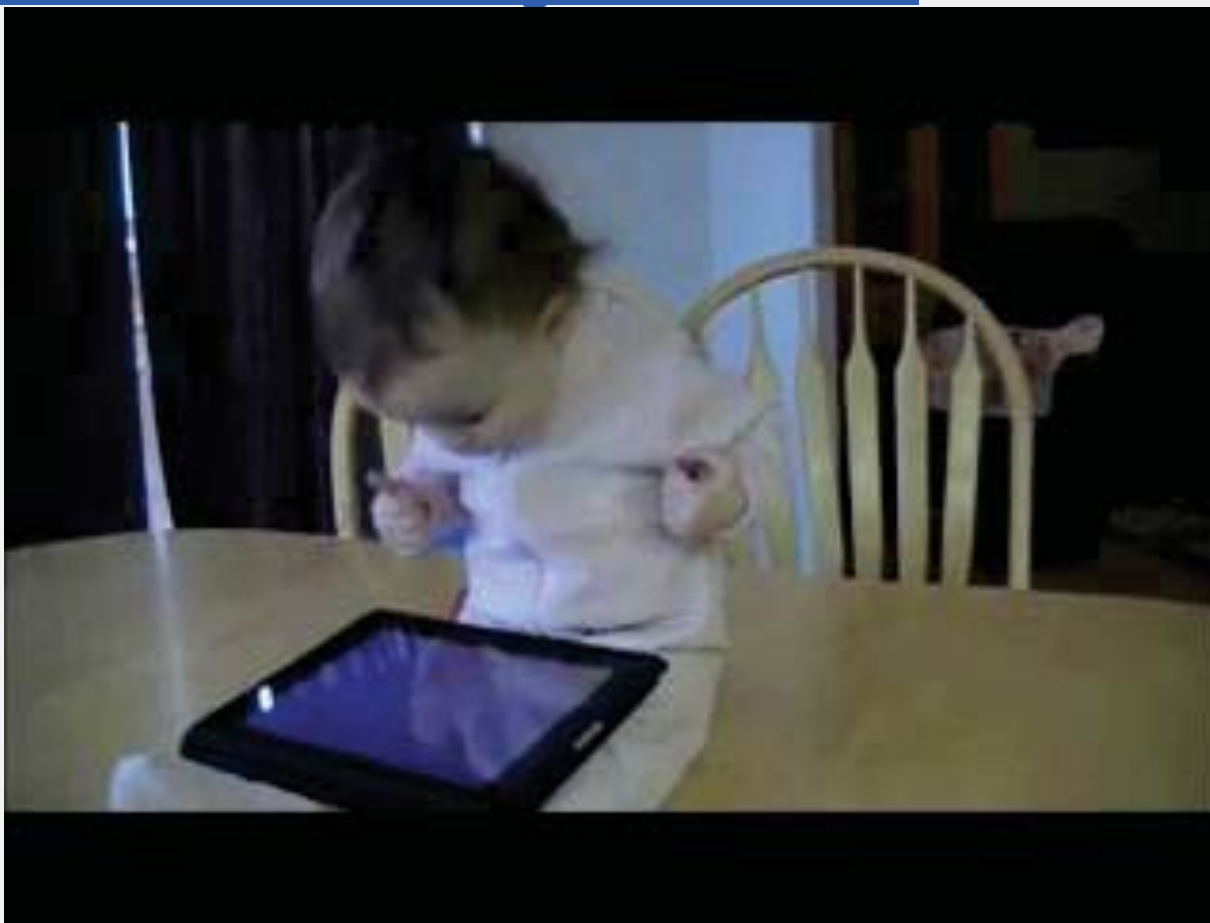
Internet Era

2010+

# Le “Quattro Forze IT” che stanno cambiando il modo di fare business



## Il cambiamento è già in atto .....



## Una buona organizzazione aiuta ad affrontare i cambiamenti







# Infor Mission & Vision

## Mission

- Empower customers to achieve *speed* as a competitive differentiator.

## Vision

- Change the way work is done.
- Complete the application.
- Reimagining enterprise software.



Raj Doddi

Production Manager

Status: Available

Colleagues



Dale McConnell  
Production Supervi...



Jarrod Pough  
Assembly



Norman Richardson  
CSR

Groups

- Production (4)
- Maintenance (12)
- Sales (6)
- Engineering (3)

Following People

Following Objects

- 1 PL002304  
Plant 23, Production Line 4

Post Something

Text input field for posting

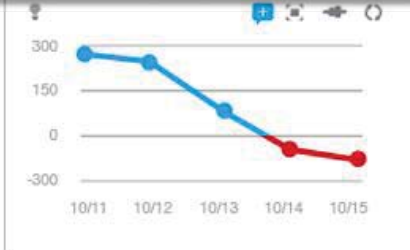
+ Add Tags, Add Attachment, Colleagues, Post, Cancel



Norman Richardson  
Customer Service Rep

@production: working on a critical order for Ford -- just noticed this drop off in production on #11000123524 What can we do? Today 11:14AM

Sales Order: 200000163 | Item: IT000123524 | Customer: CUS000016 | Plant: P00023



Sales Order: 200000163 | Item: IT000123524 | Customer: CUS000016 | Plant: P00023

+ Leave a comment



Angie Mejia  
Plant Engineer

@rajdoddi I'll look into the press maintenance for #SPU001243

+ Leave a comment

Today 10:56AM



Infor EAM  
Enterprise Asset Mgmt

Asset Exceeding Tolerance. Press #SPU001243 has exceeded schedule for maintenance.

Asset: SPU001243

+ Leave a comment

Today 10:54AM



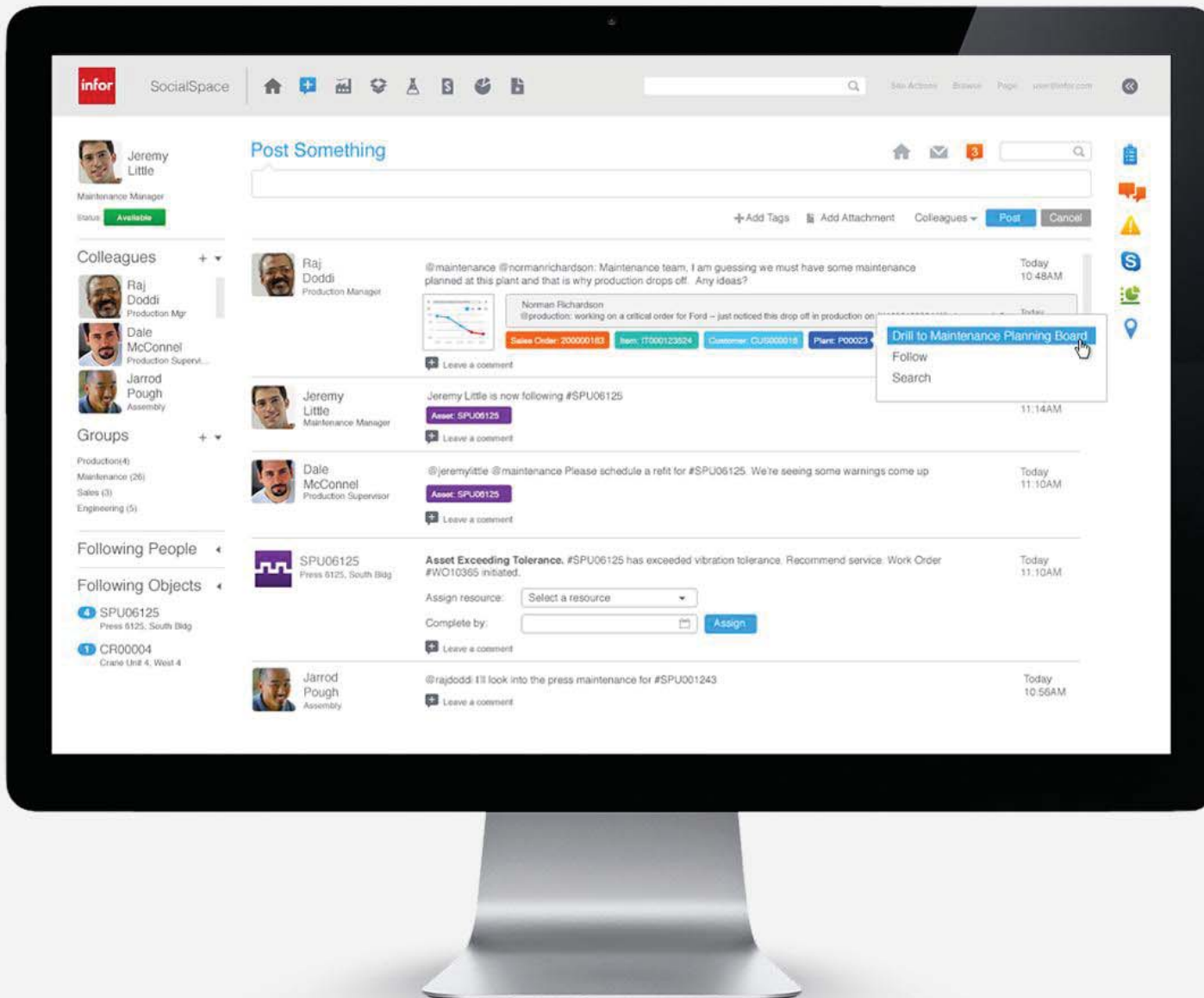
Jarrod Pough  
Assembly

@production @maintenance: Crane 4 #CR00004 is back online. Thanks!

+ Leave a comment

Today 10:48AM





**In-Context BI**

Planned Available Plant P0023

Date	Value
10/11	250
10/12	200
10/13	100
10/14	-100
10/15	-150

---

**Maps & Directions**

---

**Chat**

---

**Alerts**

---

**Content Assistant**

---

**Paparazzi**  
Click to follow business objects in this module

- Follow Sales Order: 200000163 (5 Followers)
- Follow Item: IT000123524 (25 Followers)
- Follow Customer: CUS000016 (76 Followers)
- Follow Plant: P00023 (65 Followers)

# Activity Feed



SocialSpace

🏠
+
🏭
📦
🧪
💰
📊
📄

Site Actions
Browse
Page
user@infor.com
⏪

**Raj Doddi**  
Production Manager  
Status: Available

Colleagues

- Dale McConnell  
Production Supervi...
- Jarrod Pough  
Assembly
- Norman Richardson  
CSR

Groups

- Production (4)
- Maintenance (12)
- Sales (6)
- Engineering (3)

Post Something

+ Add Tags
📎 Add Attachment
👤 Colleagues
Post
Cancel

**Norman Richardson**  
Customer Service Rep

@production: working on a critical order for Ford -- just noticed this drop off in production on #11000123524  
What can we do?

Planned Available

Date	Planned Available
4/11	300
4/12	200
4/13	100
4/14	-200
4/15	-200

Sales Order: 200000103
Item: IT000123524
Customer: CUS000018
Plant: P00023

+ Leave a comment

Today 11:14AM

**Angie Mejia**  
Plant Engineer

@rajdoddi I'll look into the press maintenance for #SPU001243

+ Leave a comment

Today 10:56AM

**Infor EAM**  
Enterprise Asset Mgmt

Asset Exceeding Tolerance. Press #SPU001243 has exceeded schedule for maintenance.

Asset: SPU001243

+ Leave a comment

Today 10:54AM

**Jarrod Pough**  
Assembly

@production @maintenance: Crane 4 #CR00004 is back online. Thanks!

+ Leave a comment

Today 10:48AM

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# Do work in the feed



The screenshot displays the Infor ION Activity Deck interface. A central task card is highlighted with a blue border. The card contains the following elements:

- Tasks** (with a clipboard icon) and **ION Activity Deck**
- Purchase Order - PO00054734** (with a paperclip icon)
- Approve** (green button)
- Need more info** (grey button)
- Reject** (red button)
- Leave a comment** (with a plus icon and speech bubble)
- Today 10:56AM** (timestamp)

The background shows a blurred view of the activity deck with various user avatars and data visualizations.

# Do work in the feed

infor

**Tasks**  
ION Activity Deck

**Purchase Order - PO00054734**

Today 10:56AM

**Approve** **Need more info** **Reject**

Vendor: Hamilton Bay    Item: IT0002351    Item description: 5 Light Ceiling Fixture  
Quantity: 200    Amount: 20,540 USD    Cost center: 2516  
Project: Corp facility upgrade    Activity: Lighting upgrade  
Budget: 850,000    Actual to date: 653,436

**Approval Workflow**

77%  
Budget to date

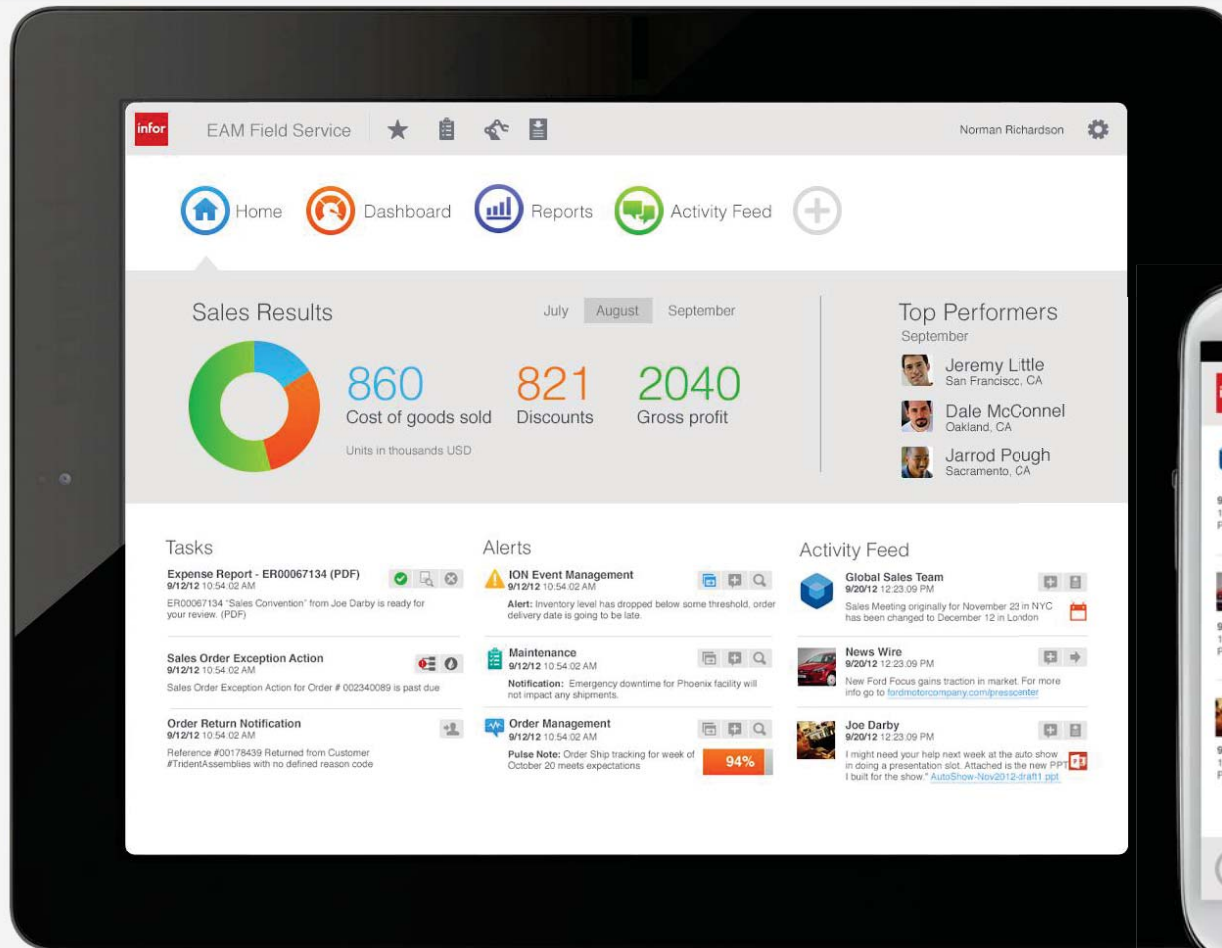
**PO00054734**

Step	Person	Status	Date	Hours
1	Emily Wells	PO Created	10/11/12	
2	Jarrod Pough	PO Approved	10/11/12	6.31 Hours
3	Angie Meija	PO Pending	10/11/12	1.23 Hours 7.54 Hours
4	Norman Richardson	Final Approver		

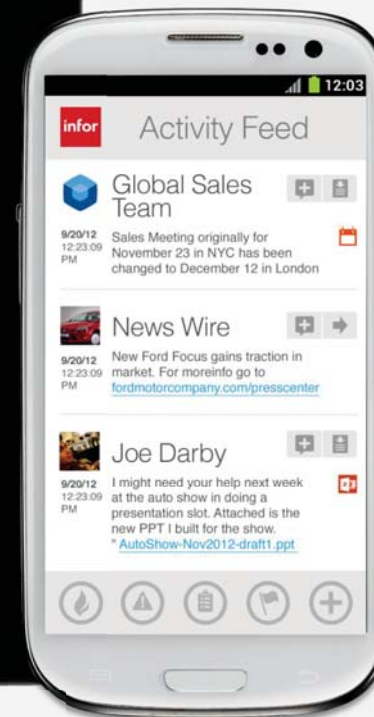
Leave a comment

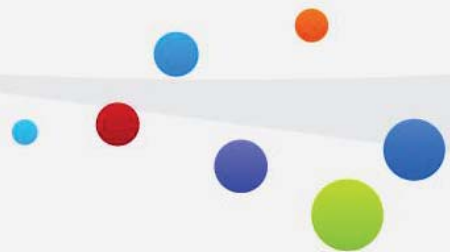
# Users Work the Way They Live

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Social  
anywhere  
with Motion





Point Era

1980



Monolithic Era

1995



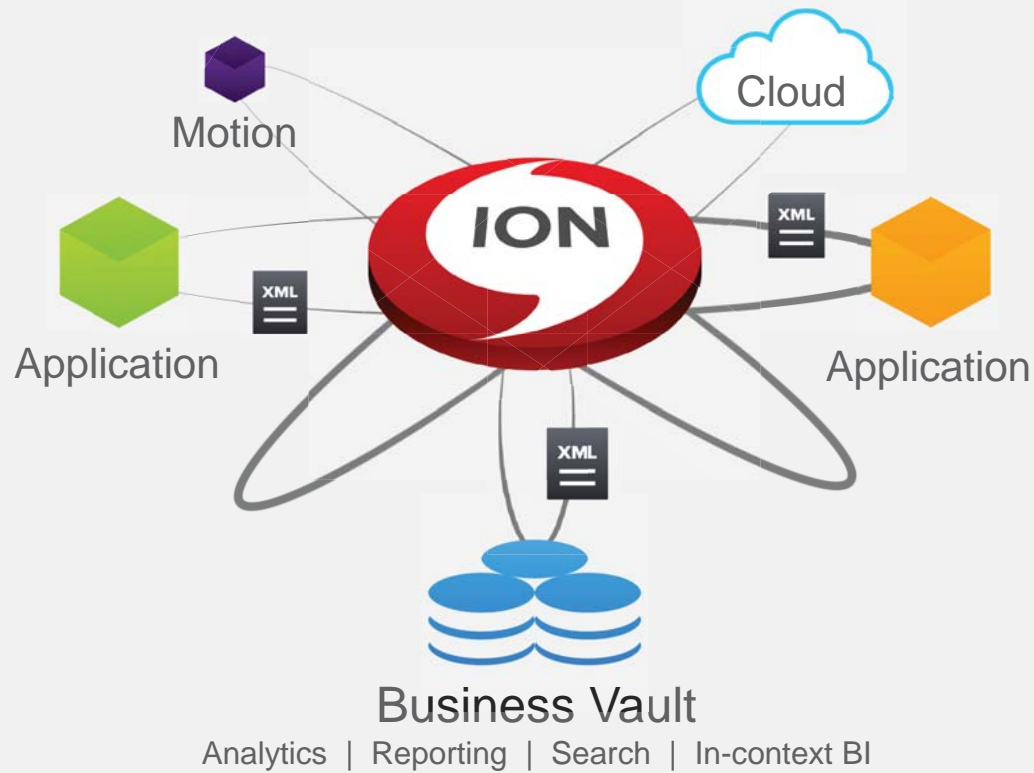
Internet Era

2010+





# Infor ION



# Infor ION - Intelligent Open Network (a door to access the Infor ecosystem)



XML Messaging  
Standard  
Powered by

Infor  
Applications

- Experience
- Process
- Intelligence

Connectivity Options for 3rd party apps (no programming):

- Native (SAP, EBS, MSCRM, EDI)
- Tech (WebServices, File, DB)

Other  
Applications

Business  
Cloud



Motion  
Apps



Logical Layer for «Application Agnostic Shared Services»:  
Enterprise Search, BI, Reporting,.....

## Infor Road Warrior: esempio di “backend agnostic” mobile app





## Opportunità per le aziende

- Sistemi sempre più allineati al business (risposta rapida alle esigenze di cambiamento)
- Il dipartimento IT può (e deve) indicare la visione d'insieme
- Le nuove tecnologie possono essere una leva per avvicinarsi agli utenti superando le classiche barriere (giocando di anticipo per evitare l'effetto valanga)

... qualche effetto collaterale ☺



# Le nuove generazioni sono già pronte!



# Grazie per l'attenzione

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