



SUPPLY CHAIN MANAGEMENT

BOLOGNA | 14 MARZO 2017



TECNOLOGIE INTELLIGENTI E
CLOUD COMPUTING PER UNA
SUPPLY CHAIN TARGATA INDUSTRY 4.0

Sessione parallela
SUPPLY CHAIN MANAGEMENT h. 14.30



Cosa pensiamo delle NUVOLE?



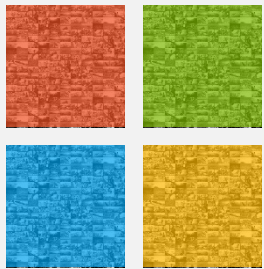
Cosa pensiamo delle NUVOLE?



Microsoft Mission

... con l'aiuto del giusto Partner

Microsoft da sempre fornisce **soluzioni che aiutano nel miglioramento della efficienza operativa - "nuovi livelli di produttività" e dell'efficacia operativa - "le migliori best practices"**



Microsoft mission

Empower every person and every organization on the planet **to achieve more**

Customer Experience



Productivity

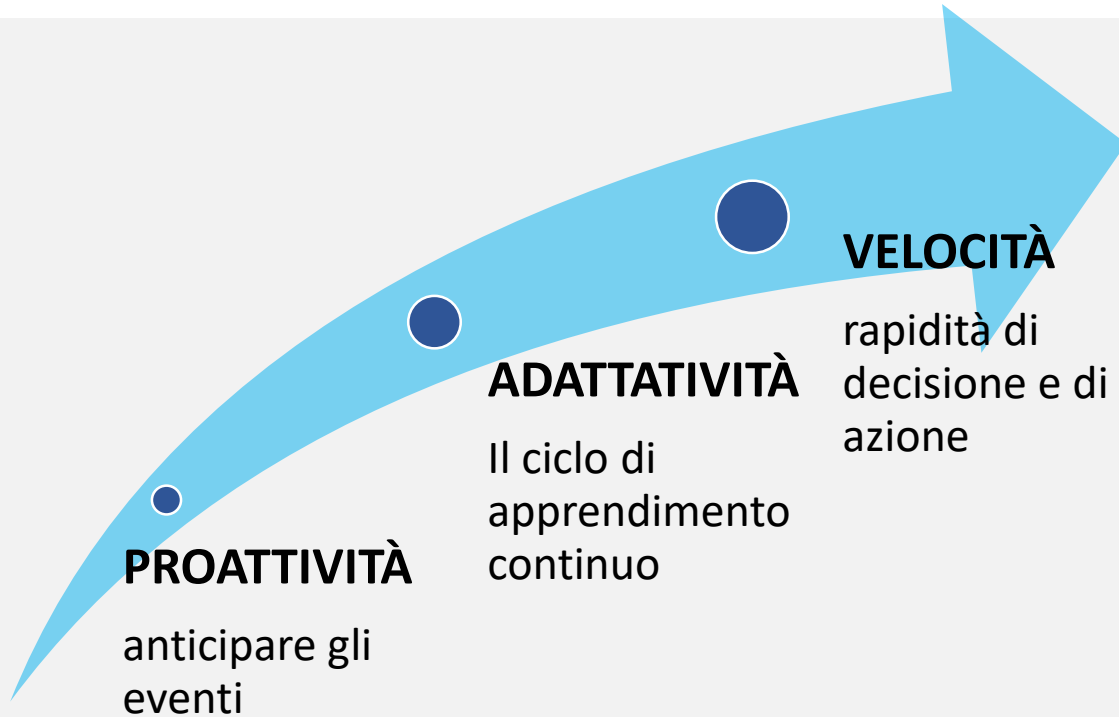


Velocità del Business



The Power of Convergence

Convergenza tra Business e Tecnologia



DIGITAL TRANSFORMATION

- la «**connessione**» è il nuovo concetto di riferimento (persone, luoghi, cose)
- la tecnologia è solo lo strumento per **ridisegnare la propria offerta**
- il significato della informazione è una **opportunità**
- il **cambiamento** è **aspetto critico**
- **leadership e sponsorship** sono un **requisito**
- *la fine è ancora solo l'inizio ...*

Supply Chain

La ricerca dell'efficienza

Secondo il **Supply Chain Council**, la gestione della Supply Chain pesa tra il 60% ed il 90% di tutti i costi all'interno dell'azienda. E' talmente rilevante che, un incremento di **efficienza di soli 2 punti percentuali** nella **Supply Chain**, ha un **impatto stimato tra le 30.000 e le 50.000 volte superiore** rispetto ad un miglioramento del 2% **su qualsiasi altra area funzionale** o processo aziendale.



La risposta di Microsoft

Dynamics 365



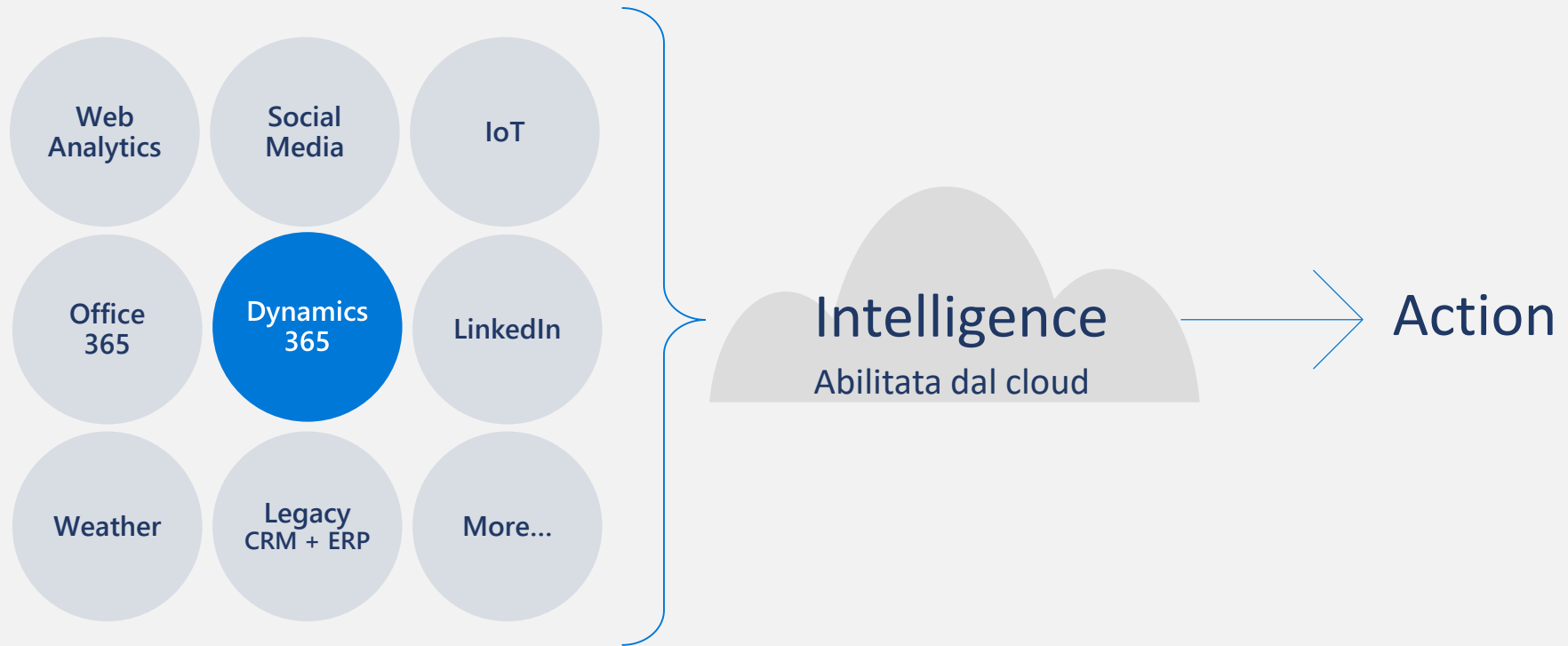
Dynamics 365 offre il meglio dell'offering Microsoft in termini di **CRM** ed **ERP** in un unico **CLOUD SERVICE** con applicazioni costruite appositamente per gestire i processi di business strategici (es: Sales, Field Service, Operations, Customer Service ecc..).

Una soluzione integrata CRM-ERP come fattore differenziante.

Microsoft Dynamics 365

For Customer Insights

Transformational intelligence platform



Microsoft Dynamics 365

IoT nello Shopfloor

Dynamics 365 Operations > Sales and Marketing > Customers > All customers


Configure my workspace Create new OPTIONS

Production floor management

12/14/2015

Summary

Number of jobs



Job Status	Count
Not started	100
In progress	50
Stopped	0
Completed	0

8 Production orders to release

1 Planned absences

Jobs and people

Jobs to complete

Notifications

Jobs with deviation

Team

Favorite contacts

Filter

+ Add - Remove Register absences

NOT CLOCKED IN

Bill Malone
000509

ABSENT

Lukas Keller
000504

PRESENT

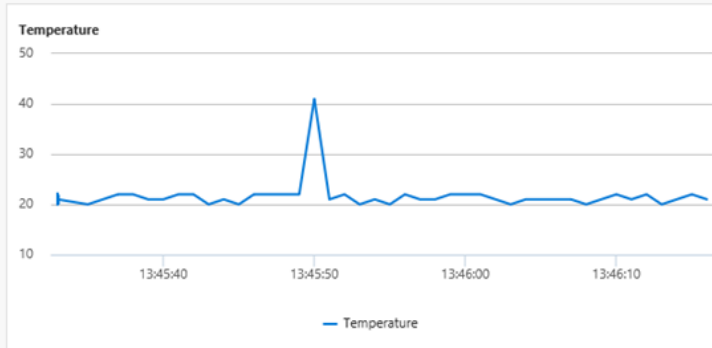
Dana Birkby
000500

PRESENT

Dan Jump
000501


Charts

Temperature



Temperature

Humidity



Humidity

Links

- Orders
 - All production orders
 - Subcontracted work
- Resources
 - Resources
 - Resource groups
- Journals
 - Picking list
 - Route card
 - Job card
 - Report as finished
- Time and attendance
 - Calculate
 - Approve

Microsoft Dynamics 365

IoT nello Shopfloor

Dynamics 365 Operations Sales and Marketing Customers All customers

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Jobs and people

Jobs to complete:

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Favorite contacts

WARNING

Overheating

43.00 degrees recorded at Speaker Testing unit

Charts

Temperature

Time	Temperature
11:56:50	20
11:56:55	20
11:57:00	20
11:57:05	43

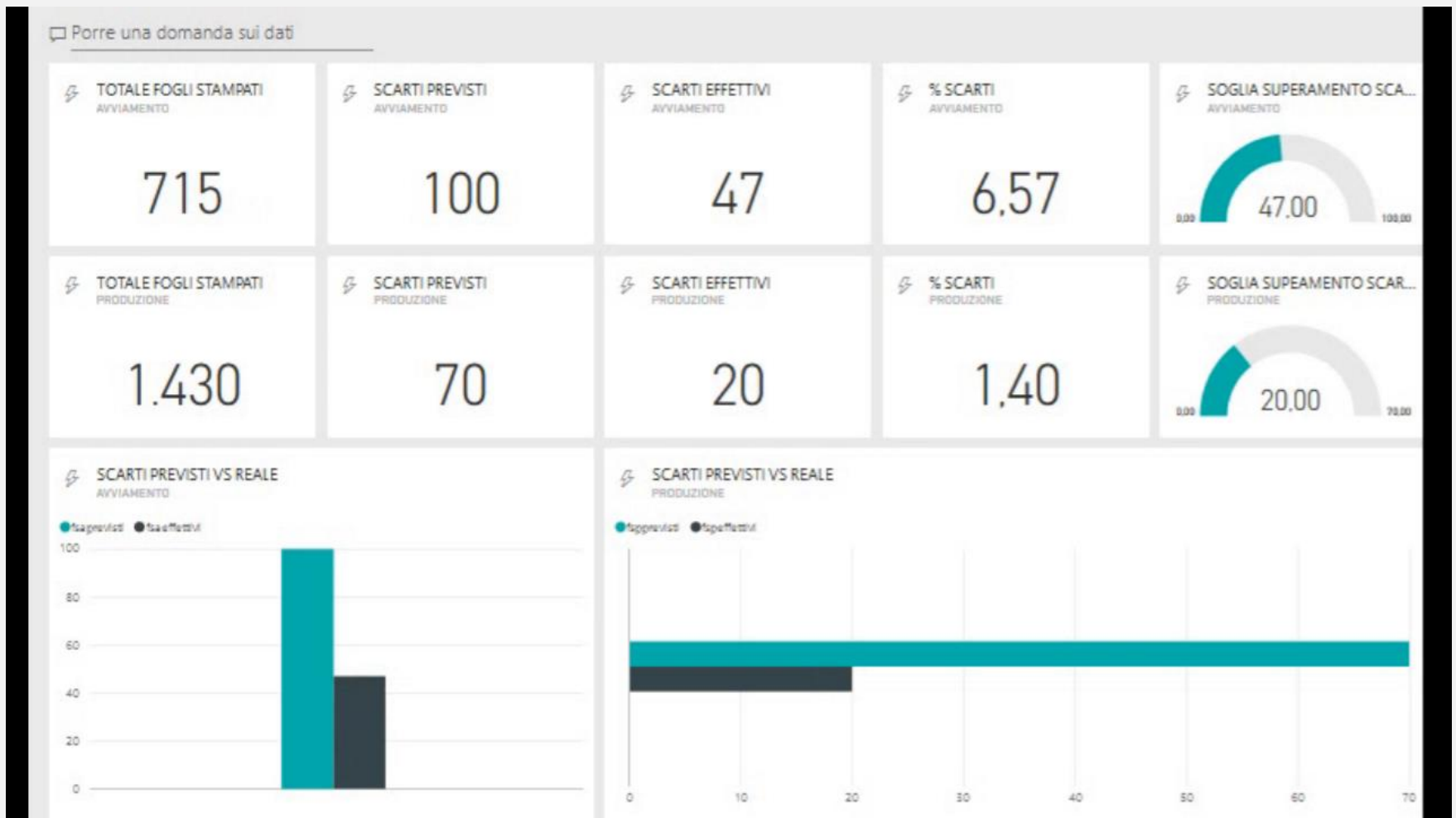
Humidity

Time	Humidity
11:56:50	45
11:56:55	42
11:57:00	45
11:57:05	42

```
graph TD; TM[Temperature Monitor] --> WAP[Wireless Access Point]; WAP --> Internet[Internet]; Internet --> Input[Event Hub]; Input --> SA[Stream Analytics]; SA --> Output[Event Hub];
```

Microsoft Dynamics 365

Power BI



One Microsoft

Una piattaforma abilitante

Microsoft Cloud



Office 365



Dynamics 365

Azure

Cortana
Intelligence



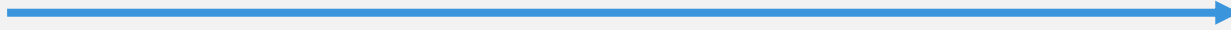
Più certificazioni che
con qualsiasi altro provider
di servizi cloud

Gestione End to End

Una piattaforma abilitante



Prospect



Cash

Dynamics 365

Microsoft Dynamics 365

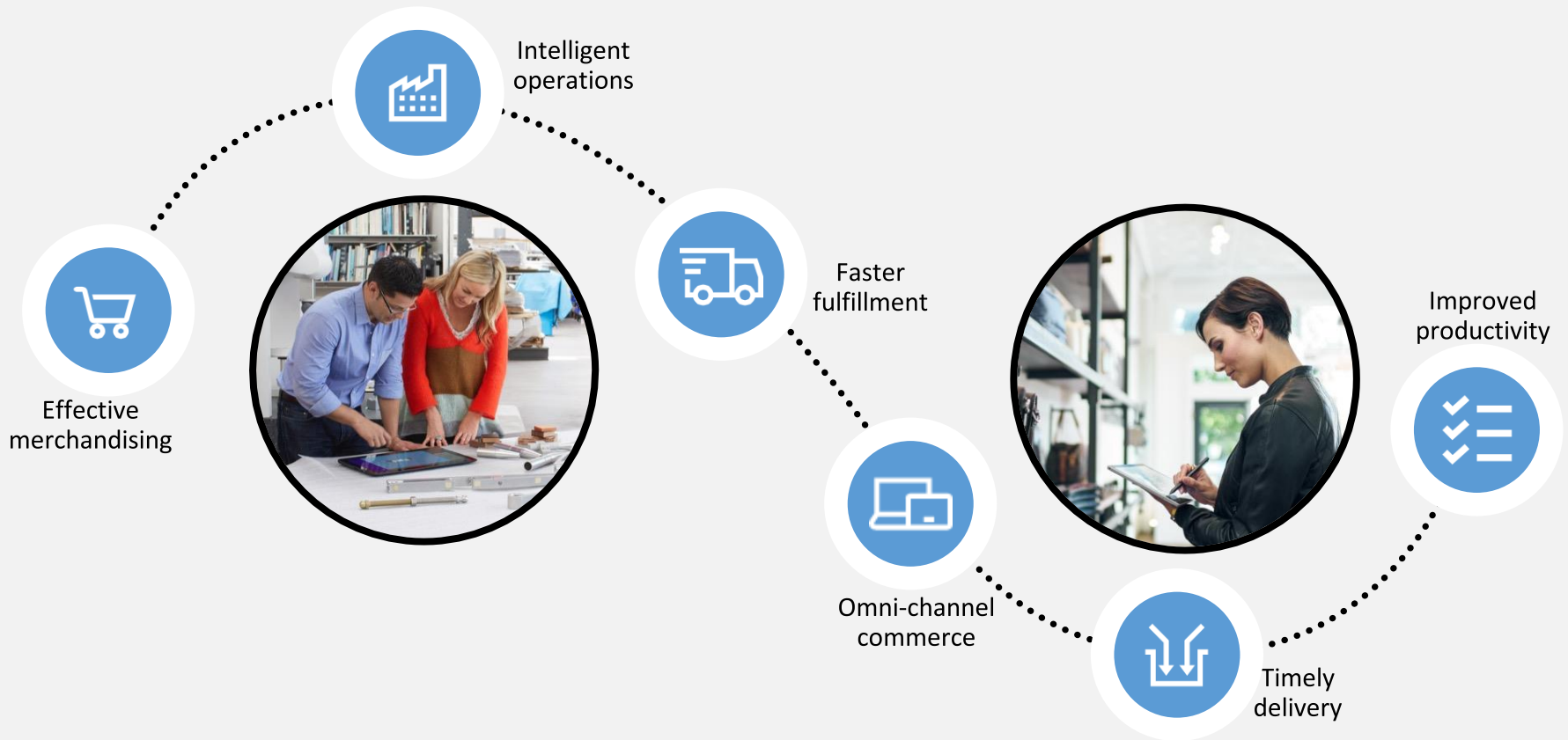
For Sales

Turn relationships into revenue



Microsoft Dynamics 365 For Operations

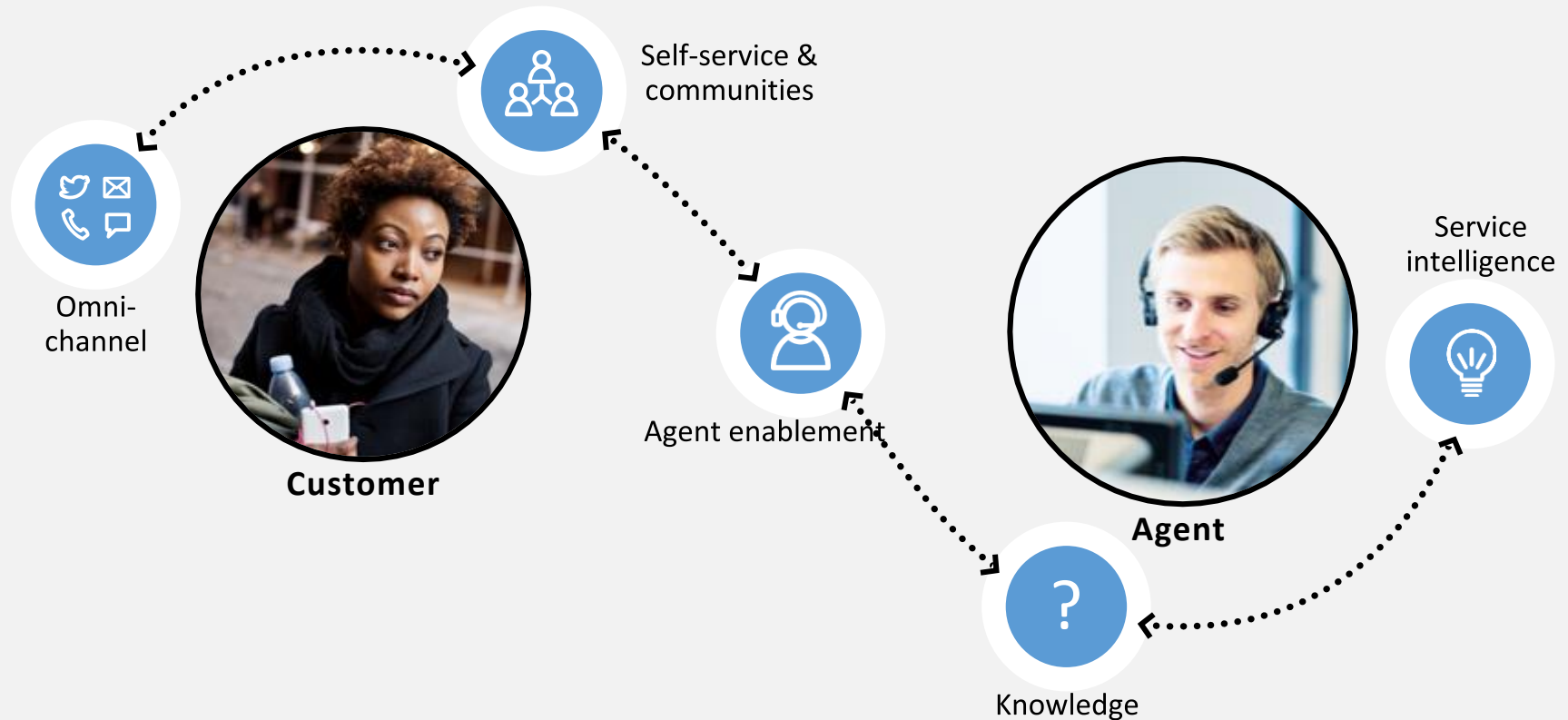
Big growth for big business



Microsoft Dynamics 365

For Customer Service

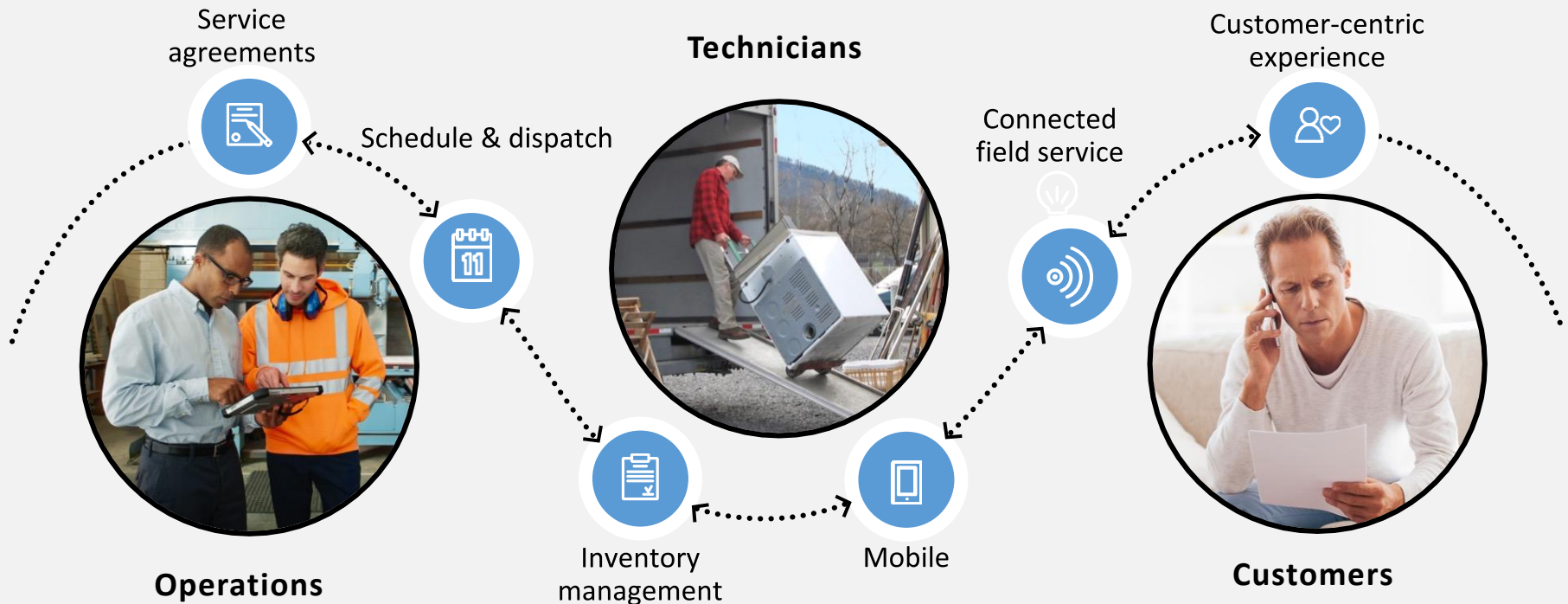
Earn customers for life



Microsoft Dynamics 365

For Field Service

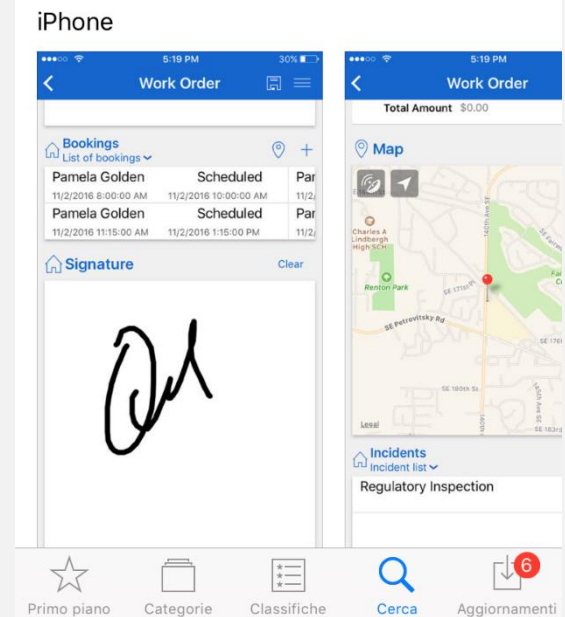
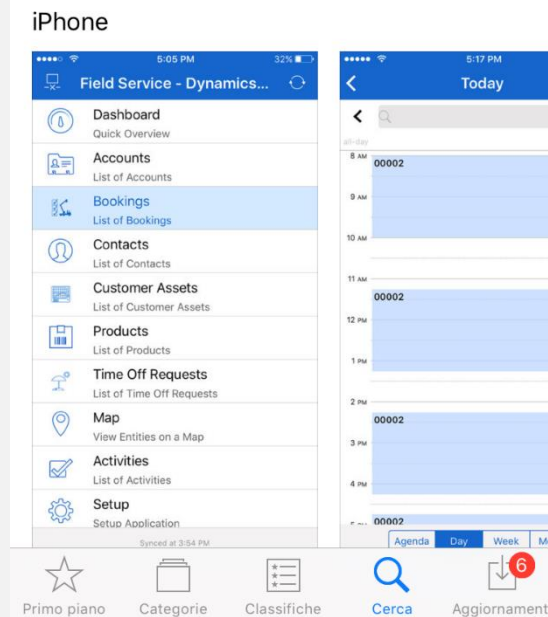
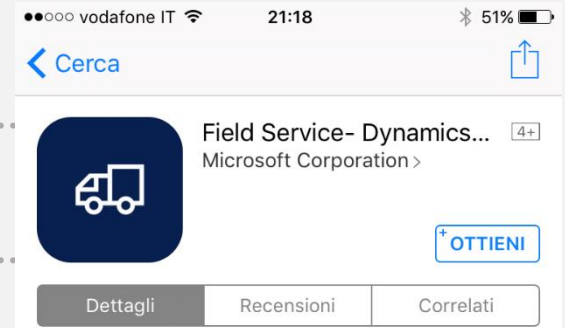
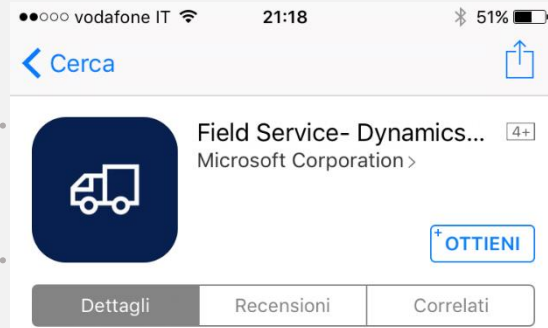
Master the service call



Microsoft Dynamics 365

Productive Everywhere and Anywhere

Dynamics 365



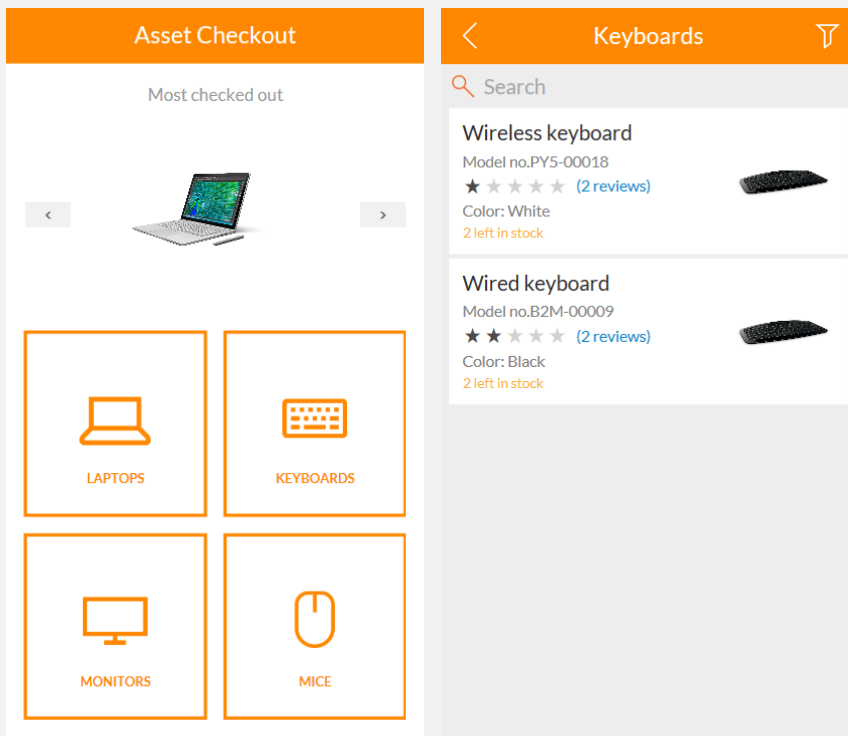
Microsoft Dynamics 365

Adaptable



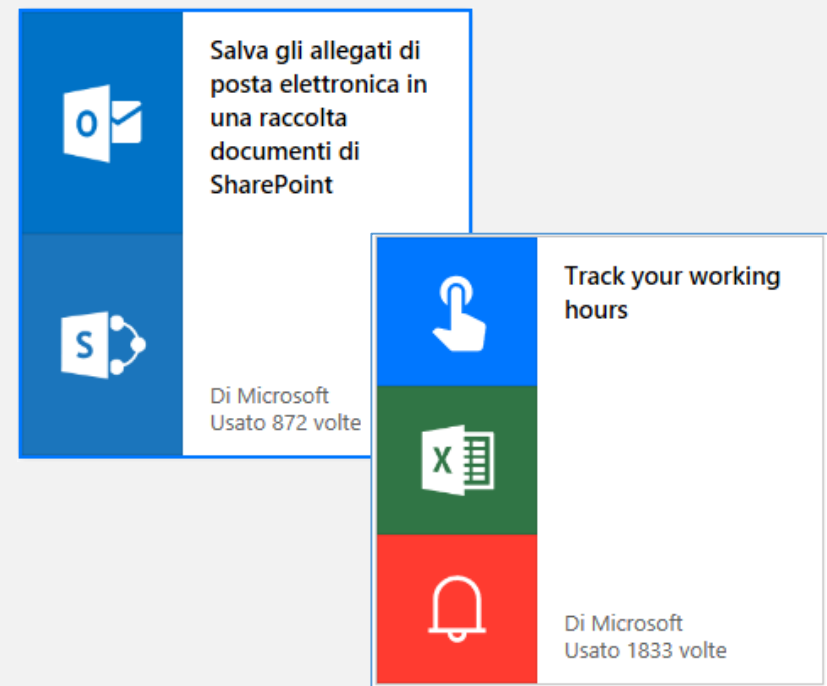
PowerApps

Connettiti ai tuoi sistemi e crea app senza scrivere codice usandole ovunque



Flow

Creare flussi di lavoro automatizzati tra le app e i servizi preferiti



Microsoft Dynamics 365

Quindi?

Tecnologie e applicazioni Microsoft per dar vita ad una
unica piattaforma abilitante

Microsoft AppSource

Microsoft Dynamics 365



Sales



Customer Service



Operations



Field Service



Project Service
Automation



Marketing*



Customer Insights

Office 365



Power BI

Cortana
Intelligence

Azure IoT

Common application platform: PowerApps, Microsoft Flow, Common Data Service

**Brought to you by Adobe Marketing Cloud*

Grazie!



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