



To #Cloud or Not To #Cloud? Is that the #Question?

Fabio Della Lena – Principal Solutions Designer – WW Platform Technology Team

Torino – 10 giugno 2014 – Fabbrica Futuro

*Specialized by industry.
Engineered for speed.*

La “tecnologia” ... o il suo utilizzo?







Cosa sta già succedendo?

- Digitalizzazione “del mondo” e della vita (oggetti, persone, macchine, documenti)
- Automazione spinta (le macchine “imparano”)
- Sensori dovunque a supporto dell’automazione
-

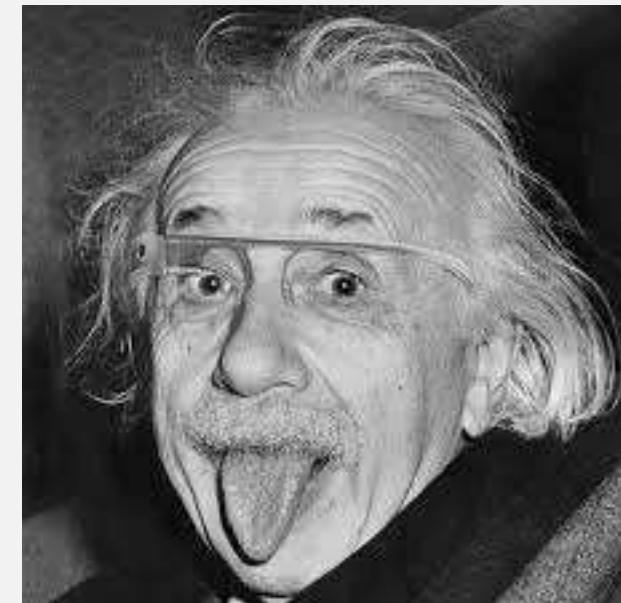
C'è una rivoluzione già in atto e quasi non ce ne accorgiamo 😊



Qualche esempio?

- 3D Printing
- Wearable Technology (design)
- Grucce intelligenti (<http://tinyurl.com/CAfbCamp>)
- “Techno” è “glamour”

Tecno è glamour



La tecnologia è un po' come

Il sasso

La persona distratta vi è inciampata.
Quella violenta, l'ha usato come proiettile.
L'imprenditore l'ha usato per costruire.
Il contadino stanco invece come sedia.
Per i bambini è un giocattolo.
Davide uccise Golia e
Michelangelo ne fece la più bella scultura.
In ogni caso, la differenza
non l'ha fatta il sasso, ma l'uomo.
Non esiste sasso sul tuo cammino che tu non
possa sfruttare per la tua propria crescita.



Sfruttiamo i progetti in essere per innovare

- La tecnologia e la digitalizzazione impongono di **ripensarSi**
- La tecnologia supporta le aziende manifatturiere in questa fase di forte cambiamento/rivoluzione (“acceleratore” potentissimo)
- Digitalizzazione dei processi di business (produttivi e non)
 - Flessibilità
 - Creatività
 - Velocità

Infor fornitore ufficiale Scuderia Ferrari





Our strategy



Architecture
of the Internet

Specialized
micro-vertical
suites

Create
experiences
people love



The world's largest startup



Infor Emerging As Tough Rival

news.investors.com/technology/060414-703387-oracle-and-sap-face-new-software-rival-infor.htm

TECHNOLOGY 

Sponsored by: 

Infor Seen Emerging As Tough Rival To Oracle And SAP

By [PETE BARLAS](#), INVESTOR'S BUSINESS DAILY
Posted 06/04/2014 04:35 PM ET

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Business software leaders **Oracle** (NYSE:[ORCL](#)) and **SAP** (NYSE:[SAP](#)) face a number of fast-growing young rivals, but privately held Infor deserves a prominent place among the competition.

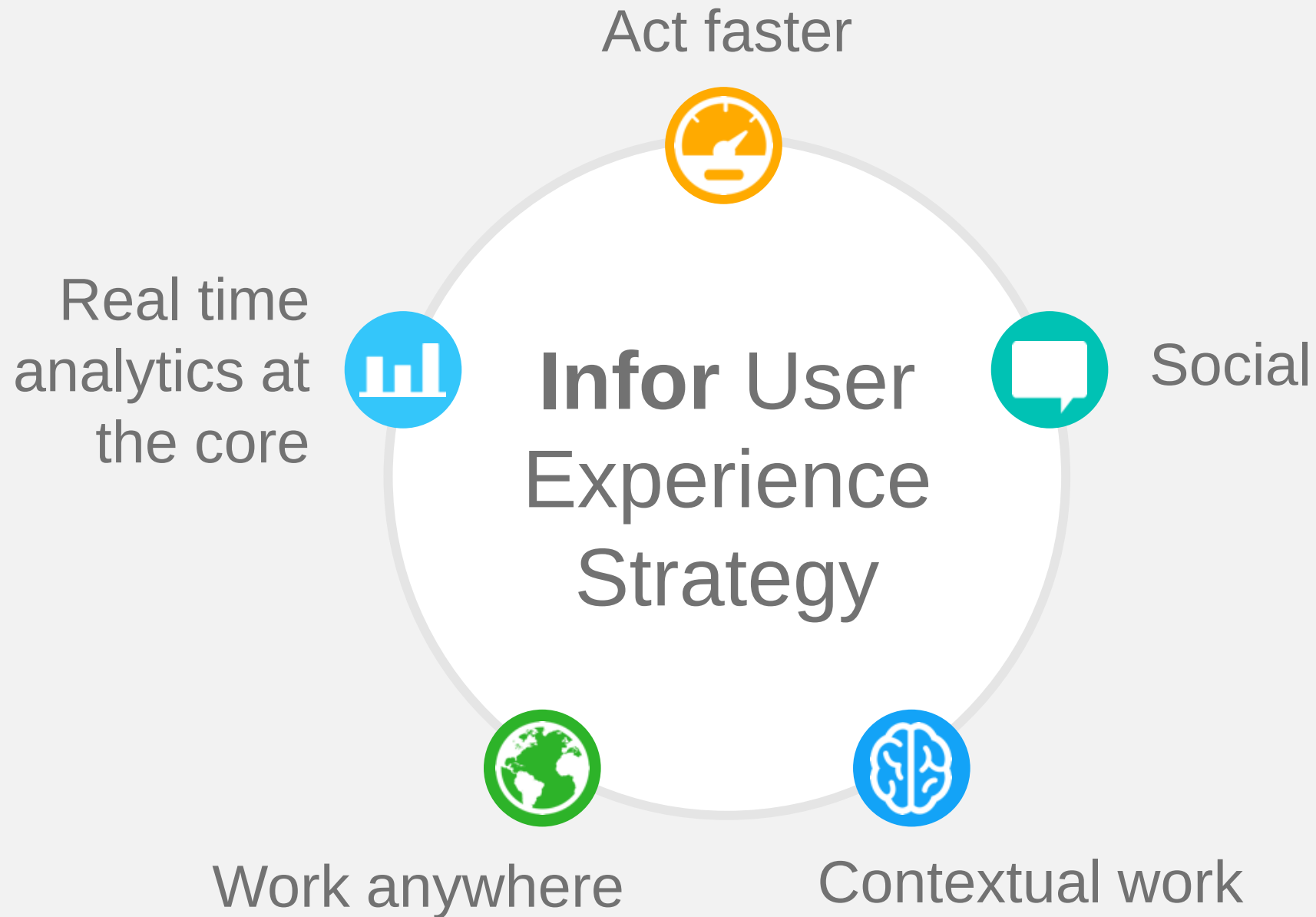
While the two enterprise software leaders face companies such as **Tableau Software** (NYSE:[DATA](#)), **Salesforce.com** (NYSE:[CRM](#)) and **Workday** (NYSE:[WDAY](#)), analysts say that Infor has emerged as another big rival.

Though fairly low-profile, Infor has \$3 billion in annual revenue and 70,000 customers worldwide, making it the No. 3 provider of enterprise resource planning software, said Peter Goldmacher, an analyst for Cowen, in a recent research report.

HOOK & LOOP'S MANDATE

CREATE EXPERIENCES

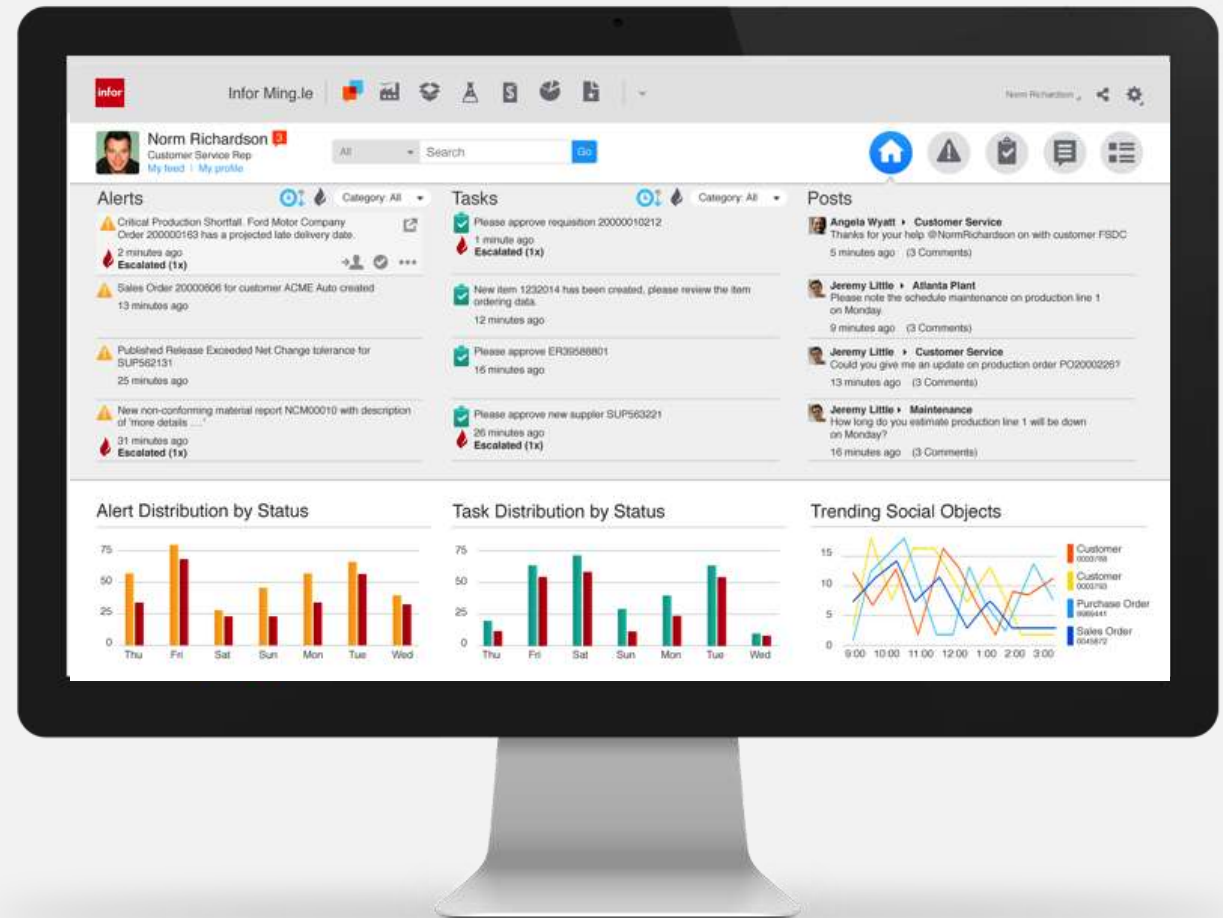
PEOPLE LOVE





A centralized platform for social collaboration, business process improvement, and contextual analytics. Infor Ming.le™ leverages the power of ION to unify business applications and their data into a single intuitive interface that's as easy to use as Facebook® or Twitter®

[More Details](#)



Onboarding Diana Dansby

Not Started

Due Sep 30

Last updated at 12:32 AM on 08/26/2013

10 Steps

Onboarding James Fillburn

Complete

Due Sep 30

Last updated at 12:32 AM on 08/26/2013

10 Steps

Summer Holiday Campaign 2013

In Progress

Due Sep 30

Last updated at 12:32 AM on 08/26/2013

4 of 6 Steps Complete, 1 Overdue

To Do

Onboarding Janet Sloan

In Progress

Due Sep 30

Last updated at 12:32 AM on 08/26/2013

3 of 9 Steps Complete

To Do

Summer Holiday Campaign 2013

In Progress

Due Aug 30

Last updated at 12:32 AM on 08/26/2013

3 of 7 Steps Complete, Stream Overdue

Onboarding Angela Mieja

In Progress

Due Aug 30

Last updated at 12:32 AM on 08/26/2013

3 of 7 Steps Complete, Stream Overdue

To Do

Set up computer

Lorem ipsum dolor sit amet, consectetur adipisicing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua....

Due: 06/24

Details

Streams / Alert on Pricing

Running



Start Date : 4/14/2014

Complete

Cancel

Delete

Due

May

14

Stream Owners

2

^



John Smith

Product Manager



Danielle Land

Account Executive

Infor Ming.le Activity

2

^



John Smith

Danielle Land

New Item has been created with...





John Smith

Danielle Land

New Item has been created with...

Social Objects

2

^



Social Object Type

12345678910

(n) Followers

Follow



Social Object Type

12345678910

(n) Followers

Unfollow

Drillbacks

2

^



Infor LN

Sales Order Lines 12...

View



Infor Lawson Requisition Center

Request AB24112...

View

Name:

Alert on Pricing

Description:

Pricing Promotion Template

Due Date:

5/14/2014



Privacy:

Public

Template Owners:

Massimo Capoccia Emily Williams

Stream Owners:

Massimo Capoccia

Emily Williams

Internal Participants:

External Participants:

Tags:

inforPulseAlert:281

Save

Cancel

+ Add a step



Percentage Selection

Due 4/16/2014

Edit



Review and Approval

Due 5/14/2014

Edit

Review & Approval:

☐ Approved

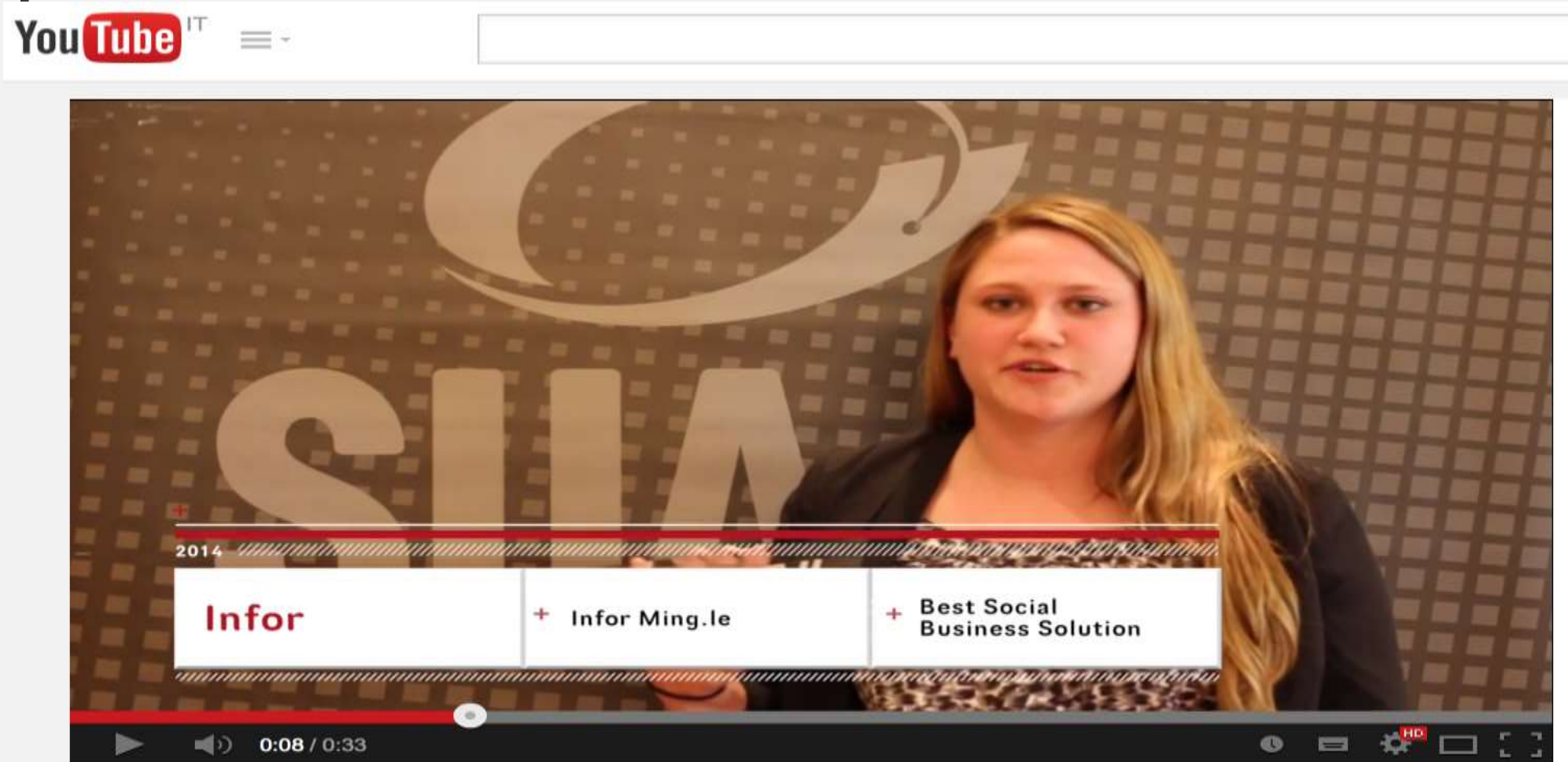
☐ Reject

Enter your comments here:

- Steps
- Percentage Selection
- Review and Approval



Infor Ming.le premiata come migliore piattaforma di social collaboration



Infor wins the 2014 CODiE Award from SIIA!

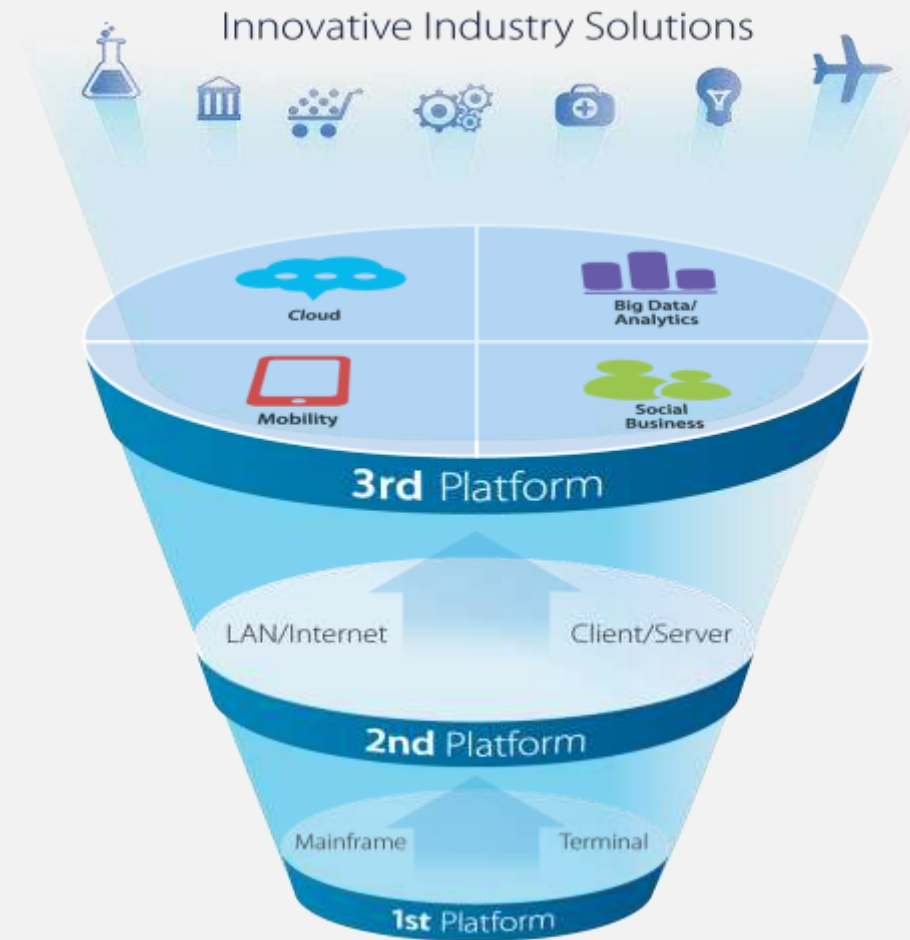


Cosa c'è dietro le quinte?

Architecture of the Internet



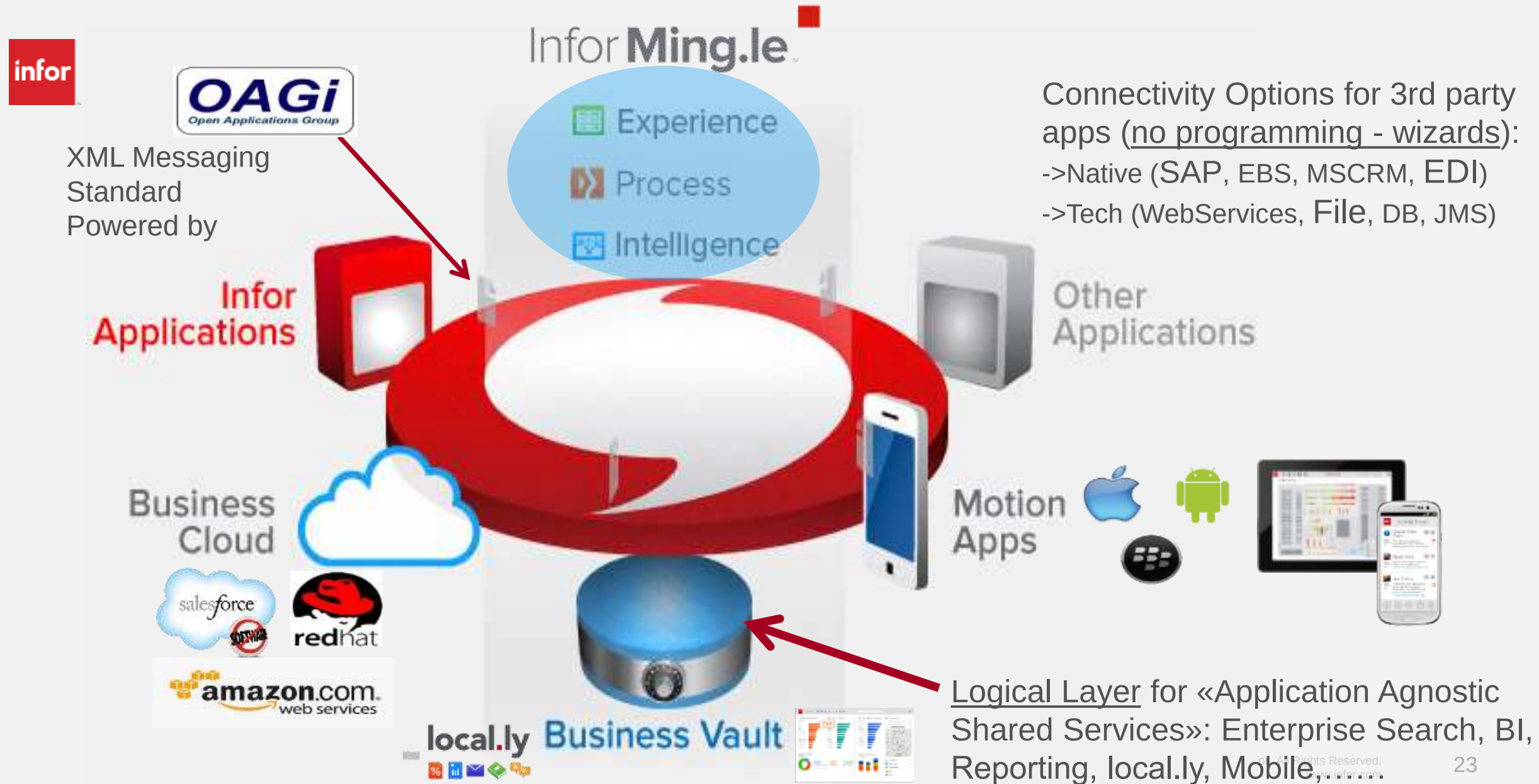
IDC piattaforma IT di terza generazione



IDC: il percorso a "S"



Architecture of the Internet



Digitalizzazione e controllo dei
processi (strutturati e non)



Processes in an Enterprise...

Structured Processes
(e.g. ERP)

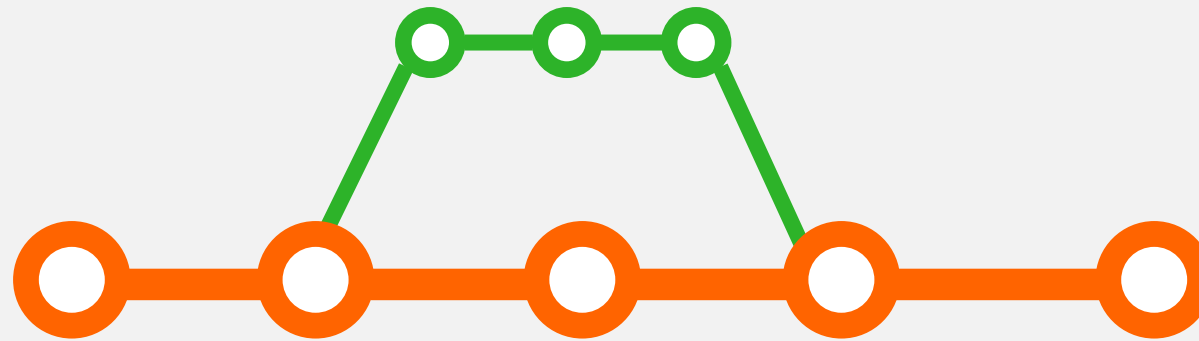




Processes in an Enterprise...

Flexible Processes
(e.g. workflow)

Structured Processes
(e.g. ERP)





Total Enterprise Processes...

Unstructured Processes

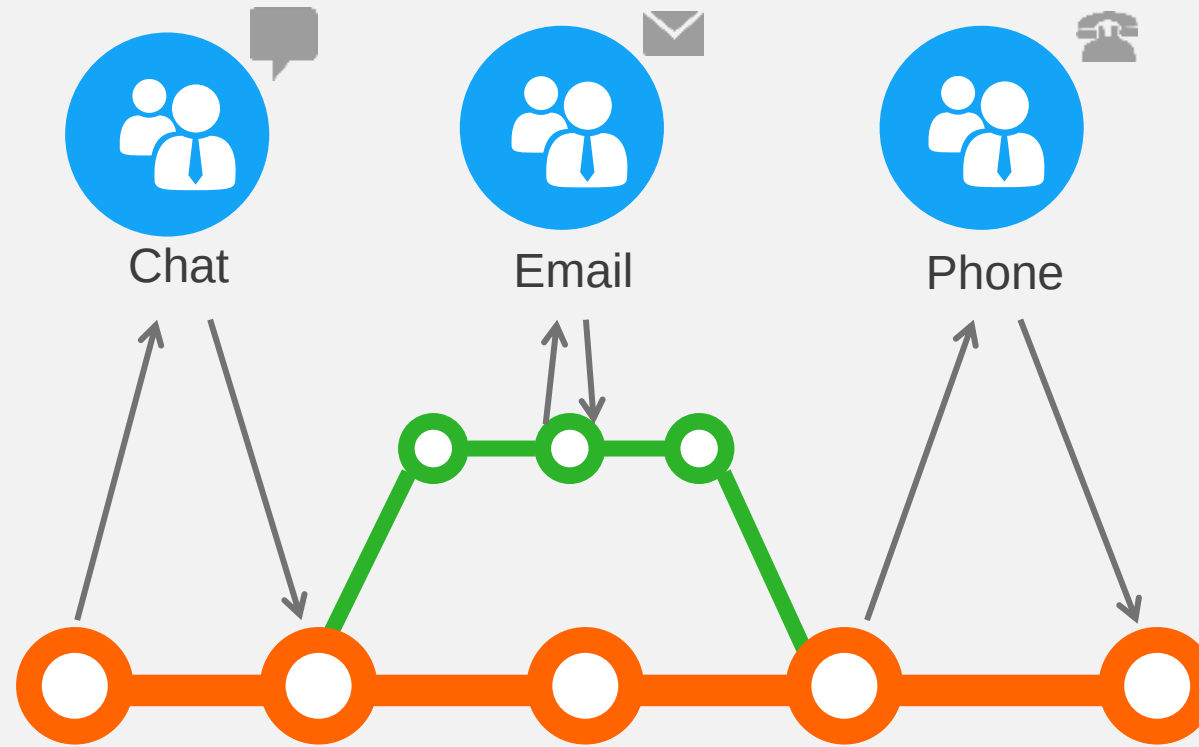
(e.g. conversation, email, chats, etc.)

Flexible Processes

(e.g. workflow)

Structured Processes

(e.g. ERP)





Total Enterprise Processes...

Unstructured Processes

(e.g. conversation, email, chats, etc.)



Chat



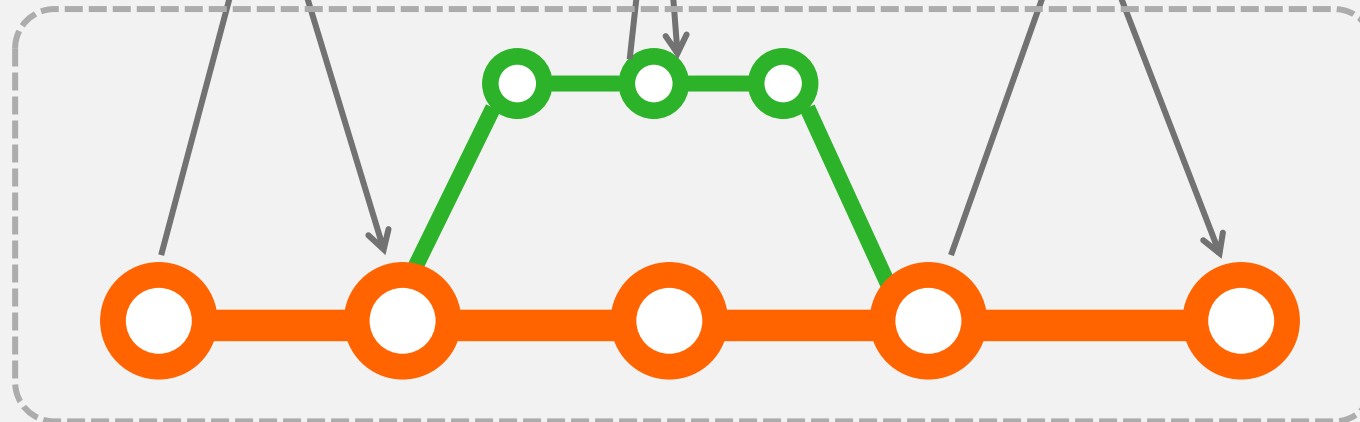
Email



Phone

Flexible Processes

(e.g. workflow)



Structured Processes

(e.g. ERP)

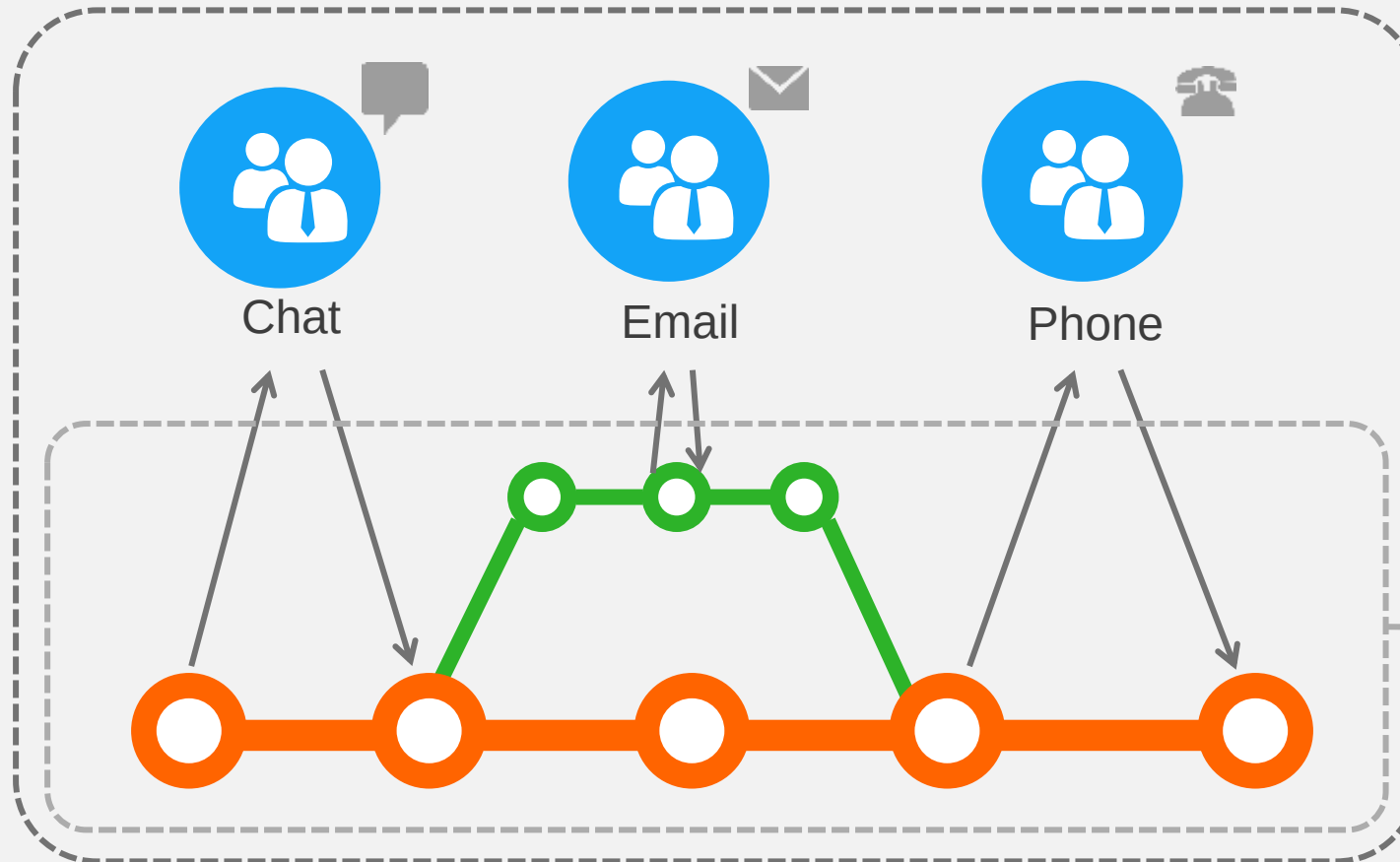


Total Enterprise Processes...

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Flexible Processes
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Structured Processes
(e.g. ERP)



Infor Ming.le



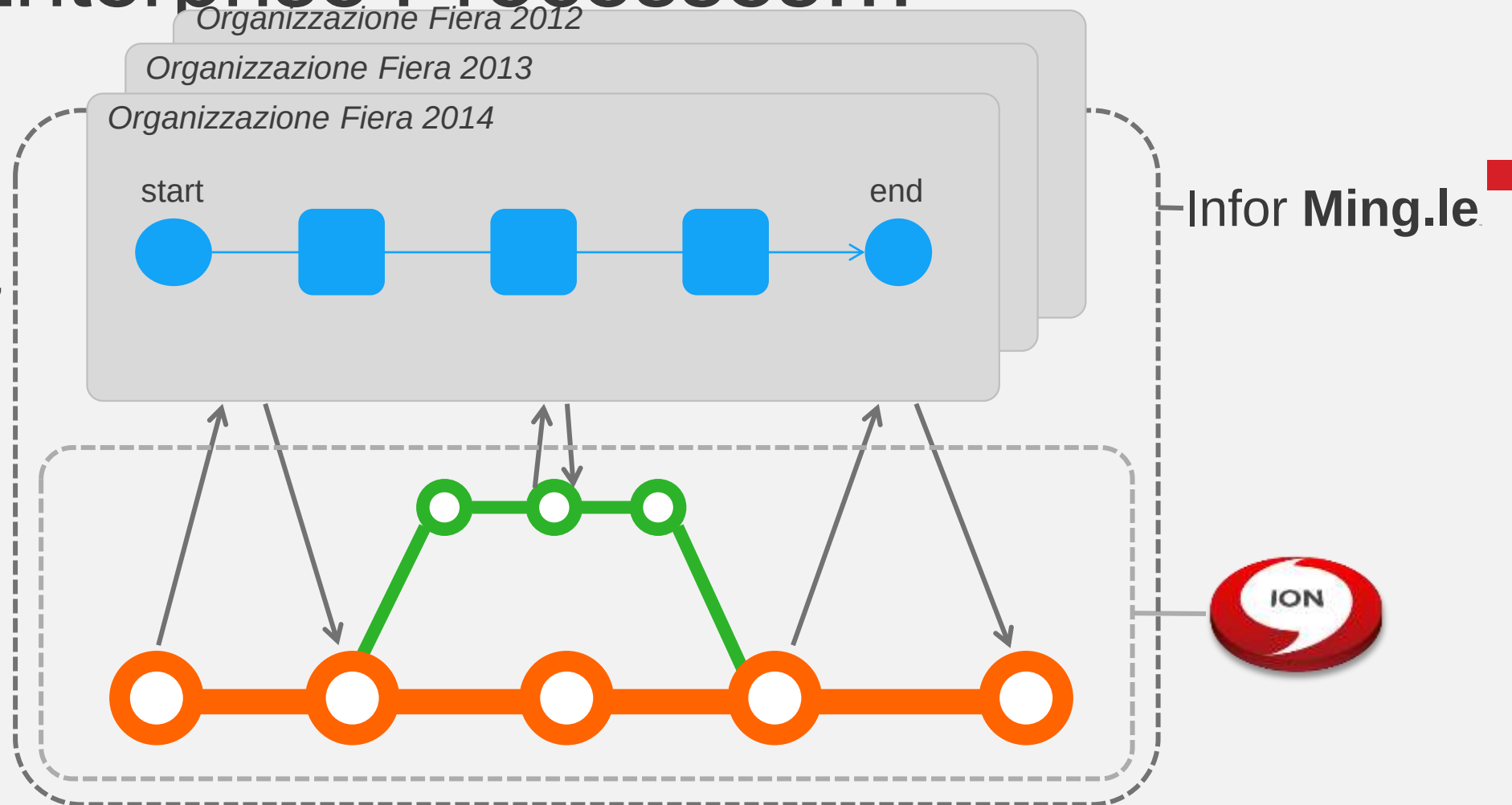


Total Enterprise Processes...

Unstructured Processes
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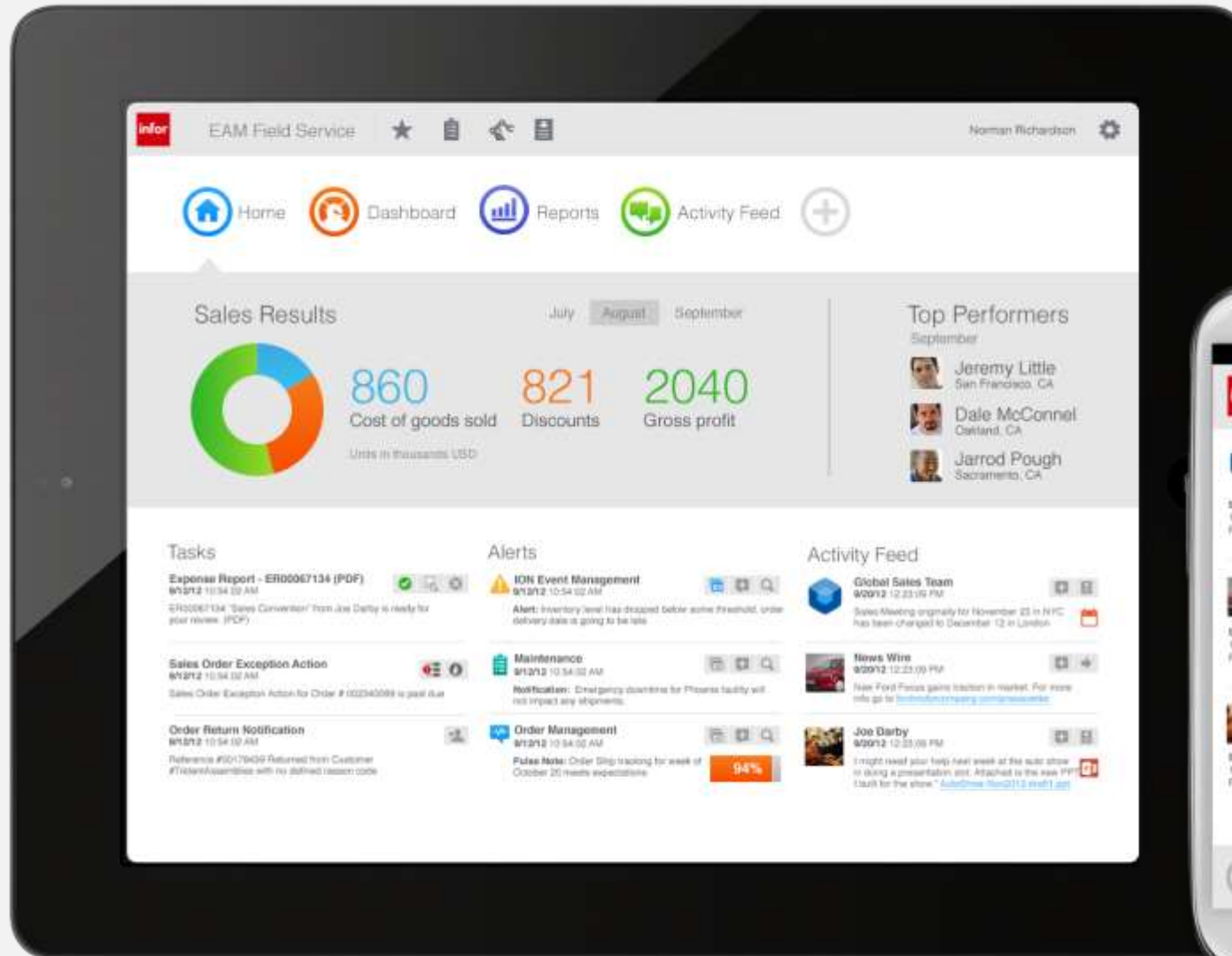
Structured Processes
(e.g. ERP)



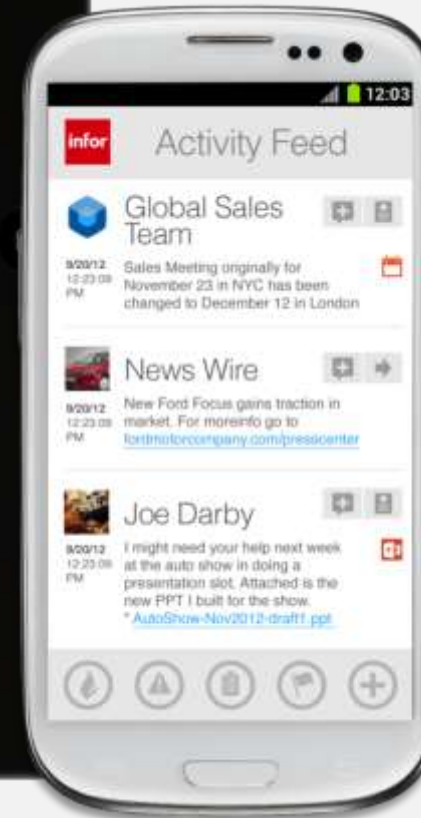


- Interaction with technology objects in the day-by-day activities
- Users work the way they live
- Social and Mobile are experience
- Beauty at work – improves your life

Users Work the Way They Live



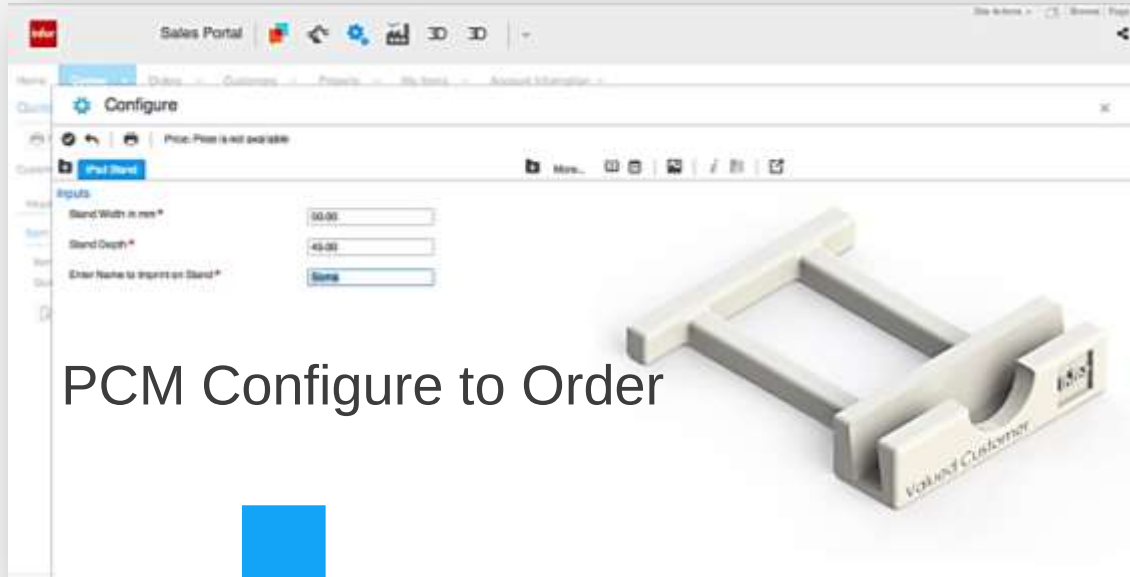
Social
anywhere



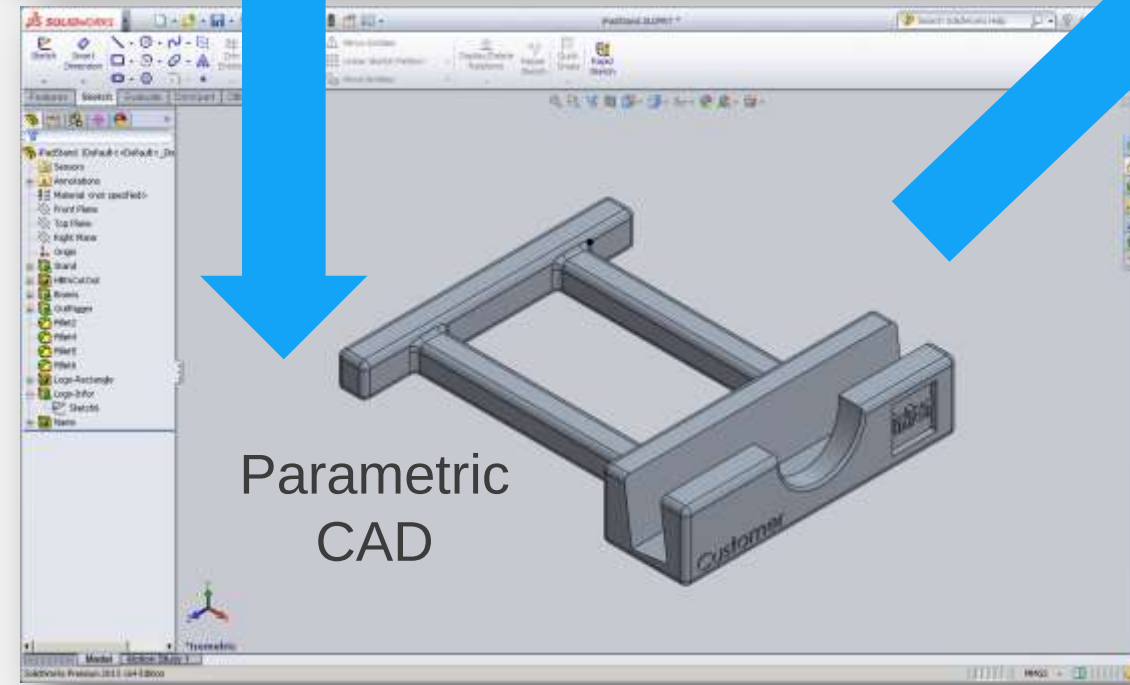


3D Printing demo

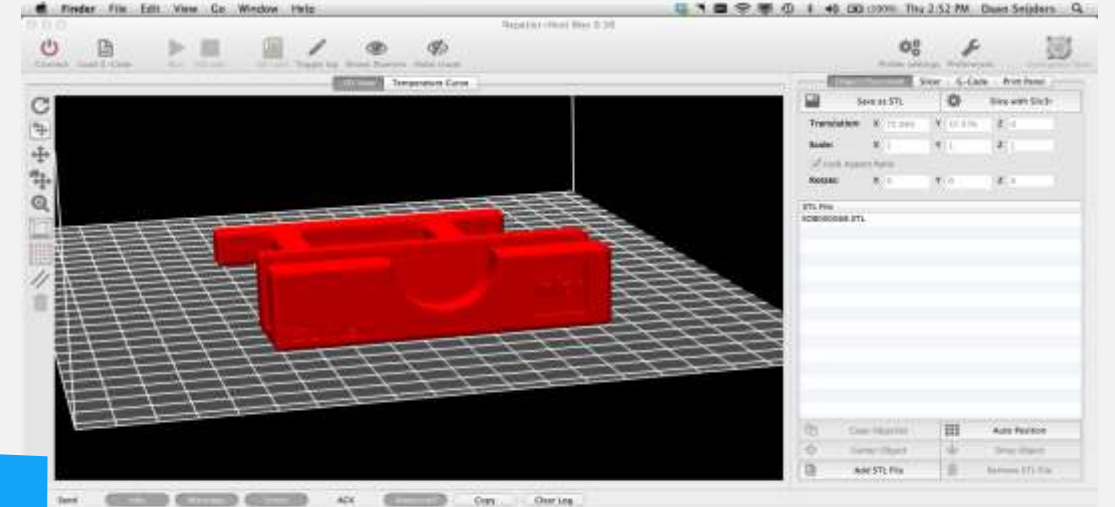
3D Automation path



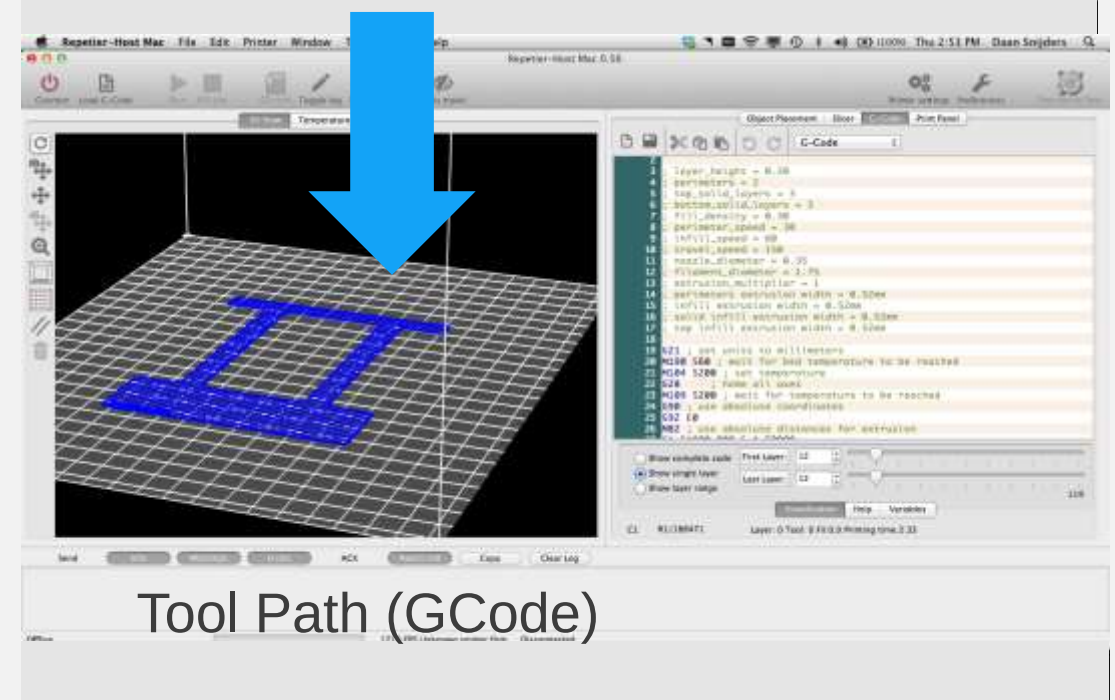
PCM Configure to Order



Parametric
CAD



3D Mesh (STL)



Tool Path (GCode)

Ming.le – Collaborate



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Apps Infor ERP LN Web UI ERP LN DEM Infor XM Connect Ho About SAAS Texas Currency Converter Webmail Infor KPN Webmail Apple Yahoo! Google Maps YouTube

Site Actions Browse Page Daan Snijders

Infor Ming.le

Daan Snijders
My Feed | My Profile | Admin

All Categories Search Go

Connections +

Luutsen de Jong

Remco Buurman

+ Create a Group...

Following +

Post something

Add Attachments Connections Post

My Feed

Daan Snijders > Connections 10/3/2013 4:09:15 PM
Infor MagicLab is up and running. This shows the future of manufacturing and pushes the limits of 3D automation and 3D Printing. Come and see it up & running in K3!
Like (1 people like this) | Show Details | Share | Hide all 1 comments | Delete Post
Daan Snijders MagicLab was up & running during IOTR at Zeist. It was a blast! Yesterday at 3:13 PM
Add a comment Reply

Luutsen de Jong > Connections 10/3/2013 5:44:35 PM
Today two webcam stands are printed. The printers are working quite well.
Like | Show Details | Share | Hide all 1 comments
Daan Snijders Cool, Infor MagicLab is in MAKING mode! 10/4/2013 11:27:13 AM
Add a comment Reply

Luutsen de Jong has made a connection request to you. You accepted the request on 10/4/2013 10:51:11 AM 10/4/2013 9:20:37 AM

Remco Buurman has made a connection request to you. You accepted the request on 10/3/2013 10:05:06 PM 10/4/2013 2:06:00 PM

Recommended Groups

Community News

Recommended Users

SP Install

Steven Agterhuis

Sales Portal – take an order



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infor Sales Portal | [Icons: Home, Settings, Search, Factory, 3D, 3D] |

Home | Quotes | Orders | Customers | Projects | My Items | Account Information

Quotes +

Orders

Customers +

Projects +

My Items +

Currency Converter
This context application has been disabled based on the current settings on the Infor Ming.le Infrastructure Settings page in the Central Administration site. Contact your system administrator.

Language Translator
This context application has been disabled based on the current settings on the Infor Ming.le Infrastructure Settings page in the Central Administration site. Contact your system administrator.

Shortcuts
✕ ✕

Maps
This context application has been disabled based on the current settings on the Infor Ming.le Infrastructure Settings page in the Central Administration site. Contact your system administrator.

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PCM – configure a product



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infor Sales Portal | 3D 3D

Home | **Quotes** | Orders | Customers | Projects | My Items | Account Information

Configure

Price: Price is not available

Inputs

Stand Width in mm*	96.50
Stand Depth*	84.00
Enter Name to Imprint on Stand*	Soma

More...

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Place the order



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infor Sales Portal

Home | **Quotes** | Orders | Customers | Projects | My Items | Account Information

Quote SQB000134-1

Print | Place Order | More...

Customer: Performance Home Builders | Quote Name: Quote for iPad Stand | Version: 1

Header | Pricing | **Items** | Comments

Item Selection

Item: iPad Stand | Description: iPadStand | Price: On Configuration | Label: IPS

Quantity: 1 EA

Configure | Add Write-In Item

Quote Lines

☒ Validate All | ☐ Collapse All

Line	Label	Item	Qty	UOM	Price	Total
1	IPS	iPad Stand	1	EA	0.00	0.00
		iPadStand				
			Line Details			Remove
			View Image			
2	IPS	iPad Stand	1	EA	0.00	0.00
		iPadStand				
			Line Details			Remove
			View Image			

[Change Options](#) | [Adjust Price](#) | [Copy](#) | [More...](#)

Place Order - SOB000068

Your order has been successfully placed.
The assigned order number is SOB000068.

The status of the quote SQB000134-1 from which you created this order has been changed to 'Ordered' and all other 'Open' quote versions have been set to 'Closed'.

OK

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ERP – process the order



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infor LN

Master Data CRM Sales Project Planning Manufacturing Procurement Warehousing Freight Service Quality Financials More...

Recently Used Sales Orders Sales Order x

Sold-to BP Control

Business Partner: CTB000001 Performance Home Builders
Address: COM000001 Demo Company 90 Barneveld (NL)
ZIP Code/Postal Code: Barneveld
Contact:
Phone:
Customer Order: SOB000068

Order Type: S1 Short Procedure
Sales Office: SO1001 Sales Office NL
Number: SOR000045 ☐ Text ☐ Rush Order
Planned Delivery Date: 10/10/2013 2:23 PM Calculate
Planned Receipt Date: 10/10/2013 2:23 PM Calculate
Status: Free
Installments: No

Ship-to BP Financial

Business Partner: CTB000001 Performance Home Builders
Address: COM000001 Demo Company 90 Barneveld (NL)
ZIP Code/Postal Code: Barneveld

Currency: USD US-Dollars
Order Amount: 0.00 USD
Available Credit: 9999982128.28 EUR

Order Lines Release to Warehousing Actual Delivery Lines Invoice Lines Back Orders Monitor

* Pos	Seq	Item	Ordered Quantity	Price
1	0	IPADSTAND	1 ea	0.0000 ea
2	0	IPADSTAND	1 ea	0.0000 ea

All Orders Modify tdsIs4100m900 090

ERP – release to 3D print shop



3dpc

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infor 3D Controller 3D 3D

3D Print Production Orders

Views References Actions

Production	Item		Printing	3D Model File	GCode File
☒ PRO000051	IPADSTAND	00006801	Printing	C:\3DModels\SOB000068.stl	C:\3DModels\gcode\IPADSTAND_SOB000068.gcode
☐ PRO000050					
☐ PRO000049					
☐ PRO000048					
☐ PRO000047					
☐ PRO000046					
☐ PRO000044					
☐ PRO000043					
☐ PRO000042					
☐ PRO000041					
☐ PRO000038					

1 record(s) selected

3D Printer 1

State

Machine State: **Operational**

File: **IPADSTAND_SOB000068.gcode**

Filament: **18.00m / 43.30cm³**

Estimated Print Time: **03:19:35**

Timelapse: -

Height: -

Print Time: -

Print Time Left: -

3D Model Viewers

Repetier-Host Mac

Layer: 0 Total: 9 Filament: 18.00m

Layer: 0 Total: 9 Filament: 18.00m

Layer: 0 Total: 9 Filament: 18.00m

Print the part & monitor



3dp1

nlbawmagiclab2:8080/SitePages/InforSuite.aspx

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Site Actions Browse Page Daan Snijders

infor 3D Printer 1

State

Machine State: **Operational**
File: **IPADSTAND_SOB000068.gcode**
Filament: **18.00m / 43.30cm³**
Estimated Print Time: **03:19:35**
Timelapse: -
Height: -
Print Time:
Print Time Left:
Printed: - / **7.1MB**

Print **Pause** **Cancel**

Files

Name	Size	Action
ipaddemo.gcode	5.7MB	
IPADSTAND_SOB...	7.2MB	
IPADSTAND_SOB...	7.2MB	
IPADSTAND_SOB...	7.1MB	
roddemo.gcode	2.6MB	

Free: 26.0GB

Upload **Upload to SD**

Control

X: **+** **-**

Y: **+** **-**

Z: **+** **-**

0.1 1 10 100

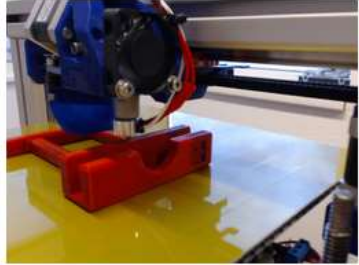
Extrusion **General**

5 mm **Disconnect**

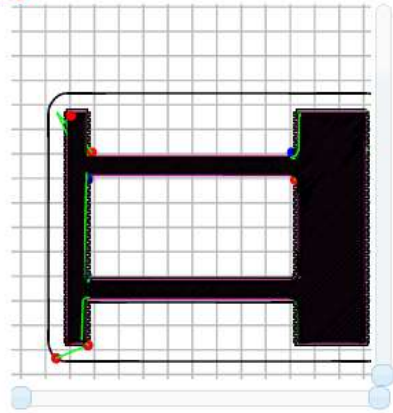
Extrude **Fans on**

Retract **Fans off**

Webcam Printer 1



GCode Viewer



“Magical Manufacturing” in action 😊





3D printing – il caso Avio

[http://video.sky.it/news/economia/la tecnologia 3d entra nel manifatturiero/v202014.vid?utm_source=dlvr.it&utm_medium=twitter](http://video.sky.it/news/economia/la_tecnologia_3d_entra_nel_manifatturiero/v202014.vid?utm_source=dlvr.it&utm_medium=twitter)



La domanda potrebbe quindi essere:

Are you ready to Ming.le? 😊

Vi aspettiamo!

#Stampa3D #WorksBeautiful #NuovaRivoluzioneIndustriale
#Innovation #Manufacturing #B2B2C
#RipensarSi e #RipensareIlModoDiFareImpresa



Grazie!

Fabio.Della.Lena@infor.com