



Food and Beverage

FABBRICA FUTURO

Torino 10-06-2014

Moreno Mozzi



Sommario

- Come interpretare le sfide che il mercato e le normative pongono al settore
- Come Infor risponde alle esigenze specifiche del business del settore
- Come la tecnologia social aiuta a migliorare la produttività ed il servizio

Infor FY13

12,700 Employees

3M Cloud subscribers

2.7 B
Revenue



3,048
New
Customers



La nostra stategia

Infor 10x

Micro vertical suite

Specifiche funzioni per sotto-settori

Bellezza

Interfaccia, usabilità piacevole e social

internet-based, html5

Applicazioni completamente



Specializzati per settore



Aerospace & Defense



Automotive



Chemicals



Distribution



Equipment



Fashion



Food & Beverage



Healthcare



High Tech



Hospitality



Industrial Manufacturing



Public Sector

La presenza Infor nel settore f&b





6 of 10
Top brewers



400k tons

Salmon processed annually

6M tons

Chocolate produced annually

Bottles of beer each year



Alcuni clienti per sotto-settori

Dairy

Meat, Poultry, Fish

Beverage

General CPG

Bakery & Confectionary Prepared & Chilled

Ingredients





















DR PEPPER SNAPPLE GROUP







Quality













DAHOAN















Differenziatori nei sotto-settori (microvertical)



Dairy

Push-pull planning with shelf life optimization

Production scheduling respecting tank capacities

Recipe and formula optimization

Post process market based cost allocation

Order-less production with back-flushing

Grading of milk (fat%) with attributes

Lot and sub-lot traceability and recall

Daily forecasting and planning

Farm payments based on attributes

Beverage

Demand forecasting with seasonality, promotions

Sequencing and changeover by package type and size

Blend and formula optimization

Management of co and by products

Cleaning in-process rules

Lot and sub-lot traceability and recall

Management of returnable containers

Support for promotions, pricing and discounts

Integrated plant maintenance - asset intensive

Bakers

Shelf life and expiry management

Recipe and formula optimization

Advanced sequencing e.g., vanilla => chocolate => nut products

Stock building planning for seasonal products (Christmas, Easter)

Support for retailer EDI standards

Lot and sub-lot traceability and recall

Van route sales and delivery

Management of returnable containers

Confectionary

Highly seasonal demand

Forecasting and stock build optimization

Unique product attributes such as viscosity, total solids, fat content, etc.

Catch weight for some raw materials

Multiple sales channels including on-line

Tank scheduling & management

Mix of shelf-life restrictions for finished goods

Support for promotions, pricing and discounts

Ingredients

Seasonality of supply

Sequencing and changeover by package type and size

Customized formulas & specifications

Management of co and by products

Cleaning in-process rules

Lot and sub-lot traceability and recall

Management of returnable containers

Integrated plant maintenance - asset intensive

Prepared/Chilled Meat/Poultry/Fish

Shelf life and expiry management

Recipe and formula optimization

Short runs

Lot and sub-lot traceability and recall

Van route sales and delivery

Make to stock and make to order approaches

New product introduction

Seasonality in demand and consumer preference

Detailed cost management by lot

Catch-weight and random weight

Planning and control of shelf-life

Meat cut optimization with fresh vs. freeze vs. buy optimization

Permissible alternate ingredients in recipe

Post process market based cost allocation

Integrated sales and operations planning

Lot and sub-lot traceability and recall

Attribute-based pricing & **Promotions**



Le sfide di business nel settore

Innovazione prodotti

Eccellenza nel Servizio

Qualità e Compliance Controllo dei costi



Le risposte alle sfide

Come sviluppare nuovi prodotti più velocemente? Come migliorare le previsioni e bilanciare la supply?

Come minimizzare il rischio di richiami?

Come ridurre i costi e ottimizzare le rese?

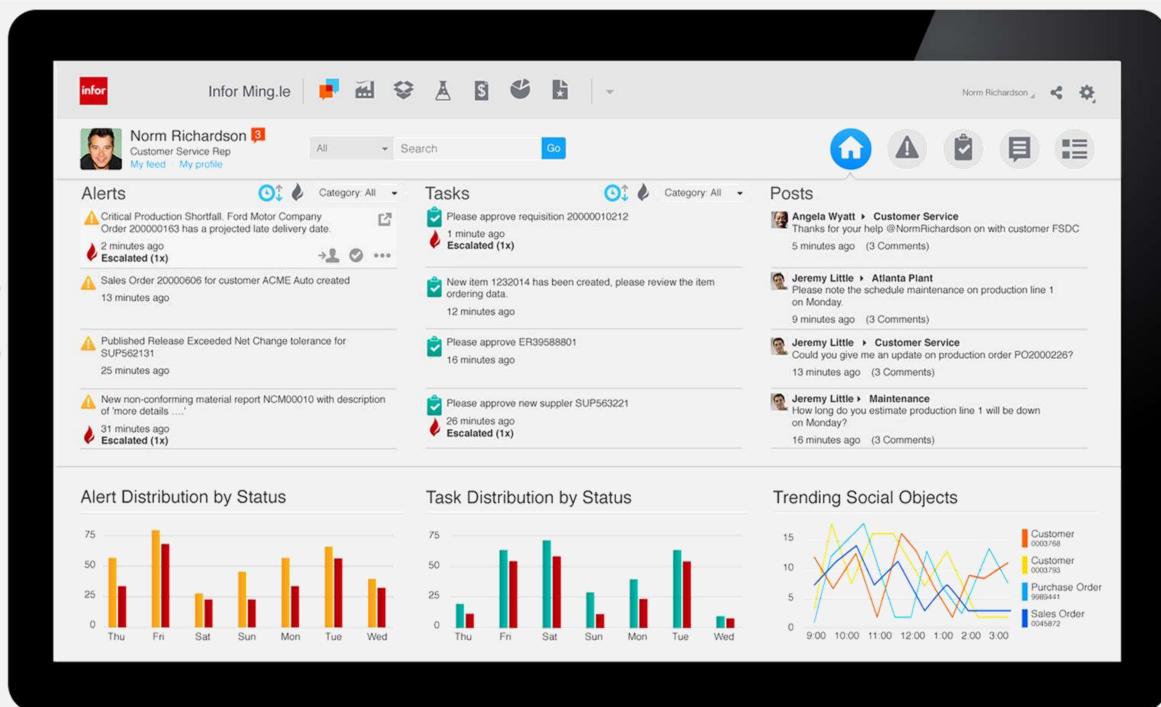


Se oltre tutto aggiungessimo anche ...?





... e il tutto in modo semplice e bello?







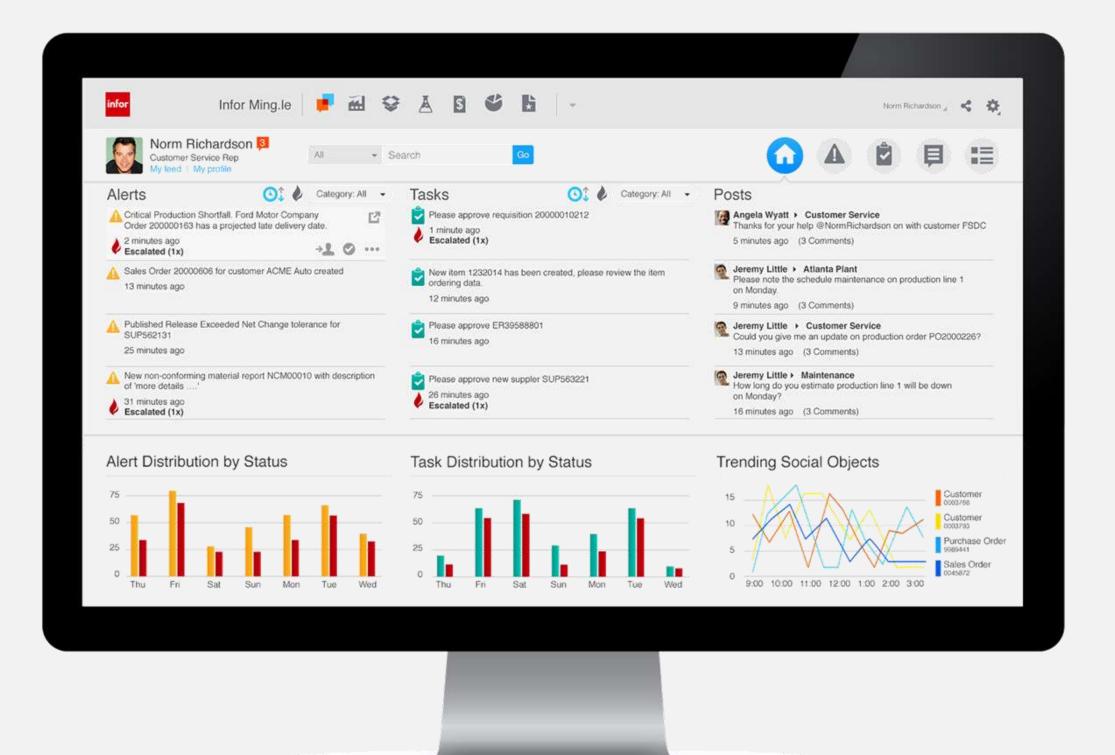
Fare innovazione

Con un infrastruttura per la collaborazione e per il miglioramento dei processi

Home Screen

See Alerts, Tasks, and Posts

Expand for more information

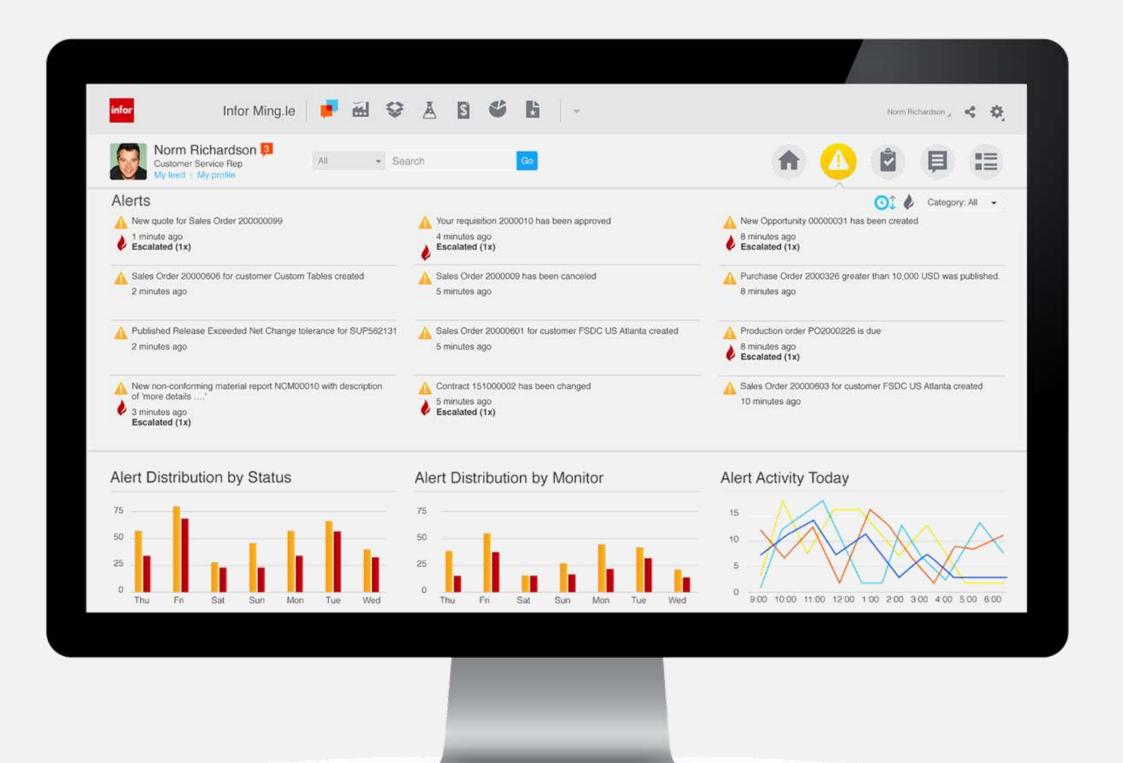


Alerts

Sort by time and escalation

Assign to yourself or someone on your team

Expand for detail

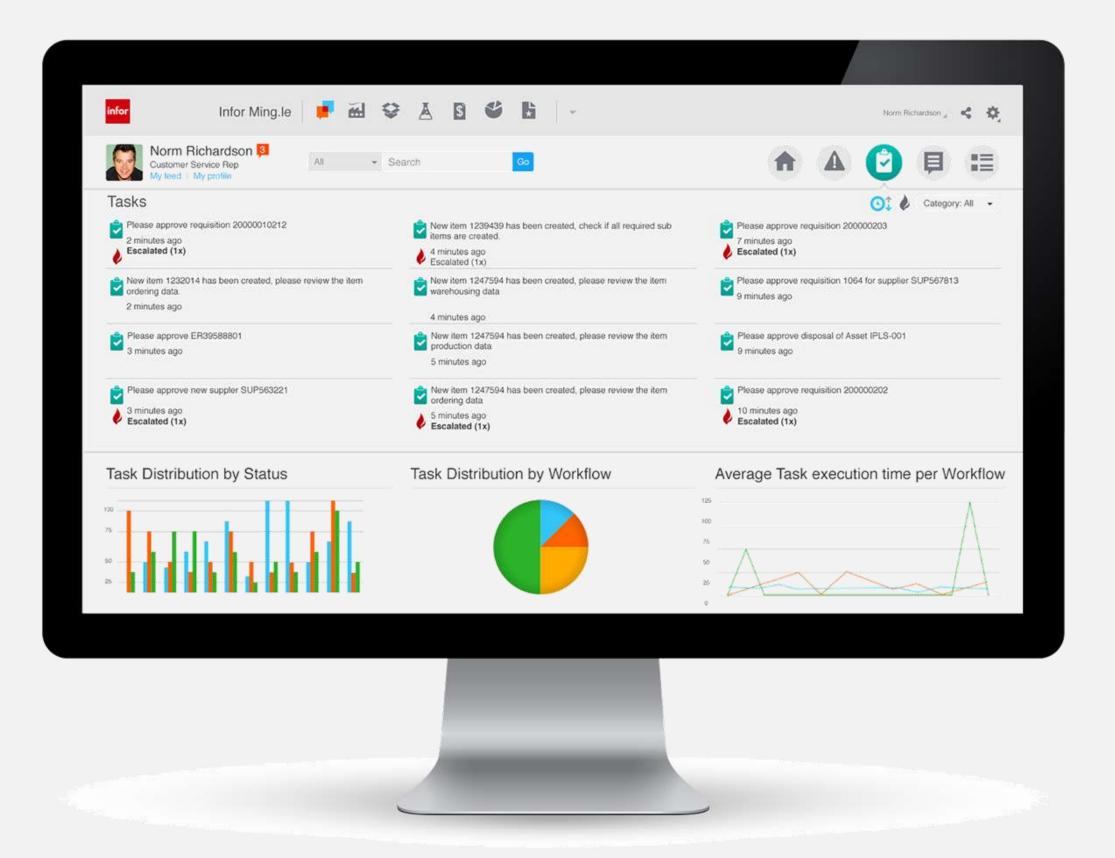


Tasks

Sort by time, escalation, and category

Quickly Approve and Reject

Expand for the Workflow Progress Indicator

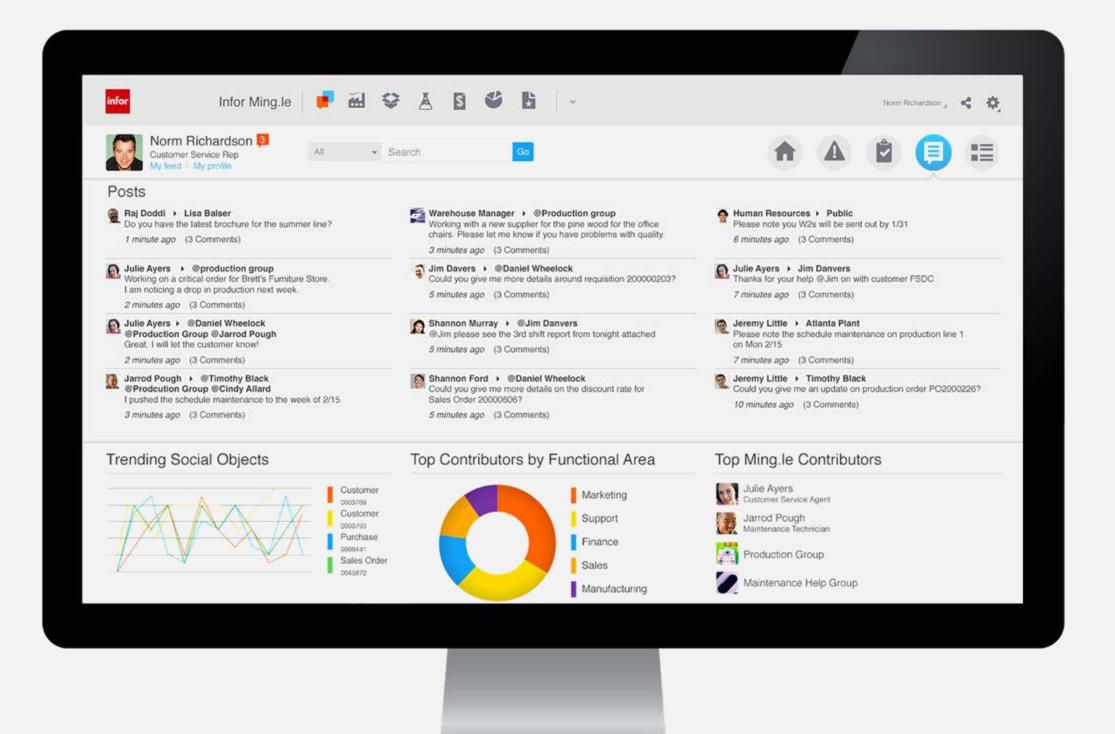


Posts

See updates on the Social Objects

See the latest information from groups

Search hashtags for like conversations



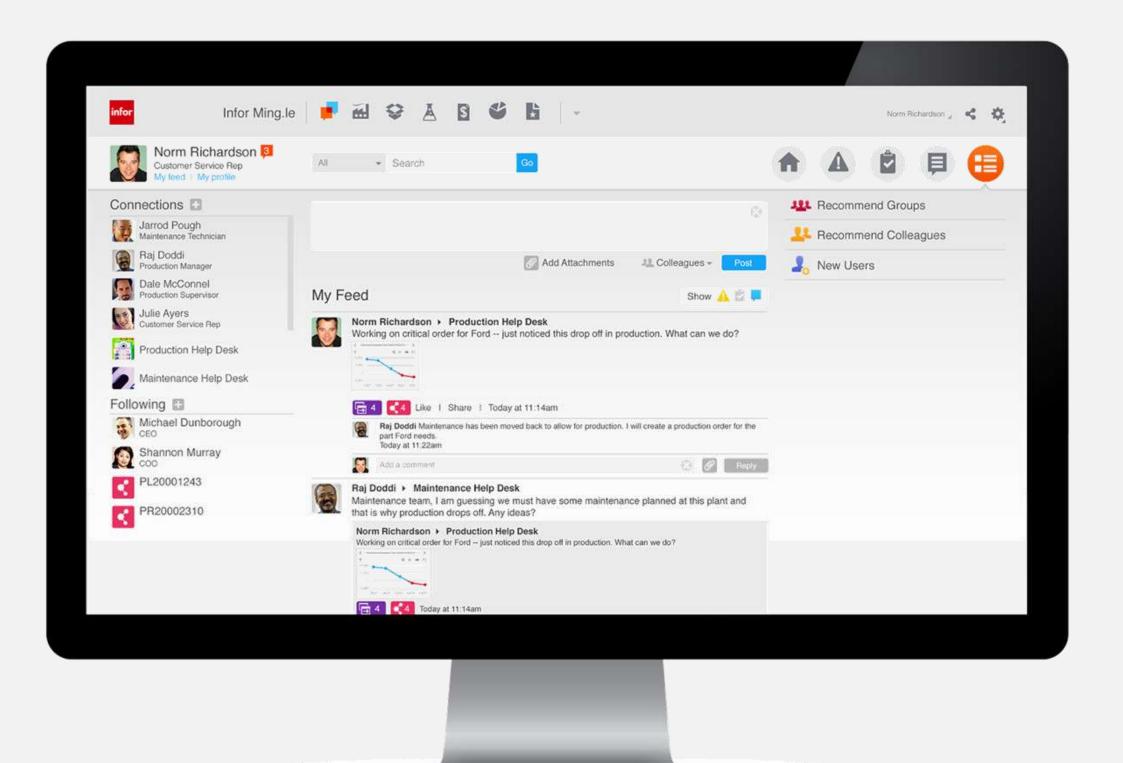
Activity Feed

Start conversations

Join groups

Monitor activity

Quickly access contact info



Piattaforma di collaborazione



Infor Ming.le.

Social business?

Essential business.

Infor Ming.le crea una collaborazione naturale e efficiente.



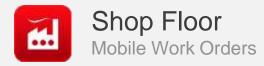


Infor Motion.

Anytime, anywhere, any device - access to critical systems, information and processes







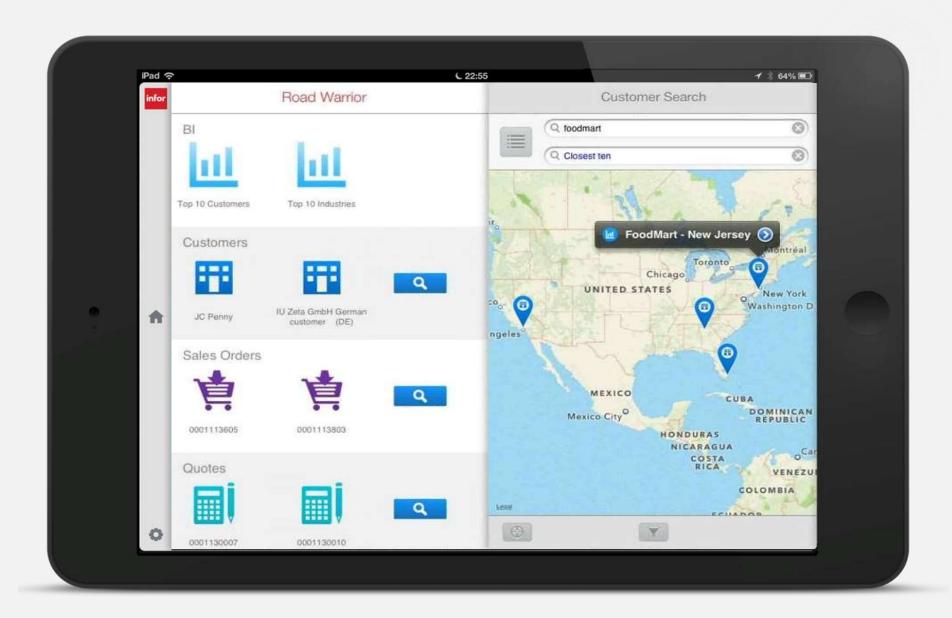
Activity Deck

Mobile Workflow & Alerts

M3 CLM
Customer Lifecycle Management

Dashboards (BI)
Mobile Business Intelligence

Query & Analysis
Mobile Ad-hoc reporting



Infor Analytics...

Transform information into actionable insights. Real time Food & Beverage insight straight to your mobile device.



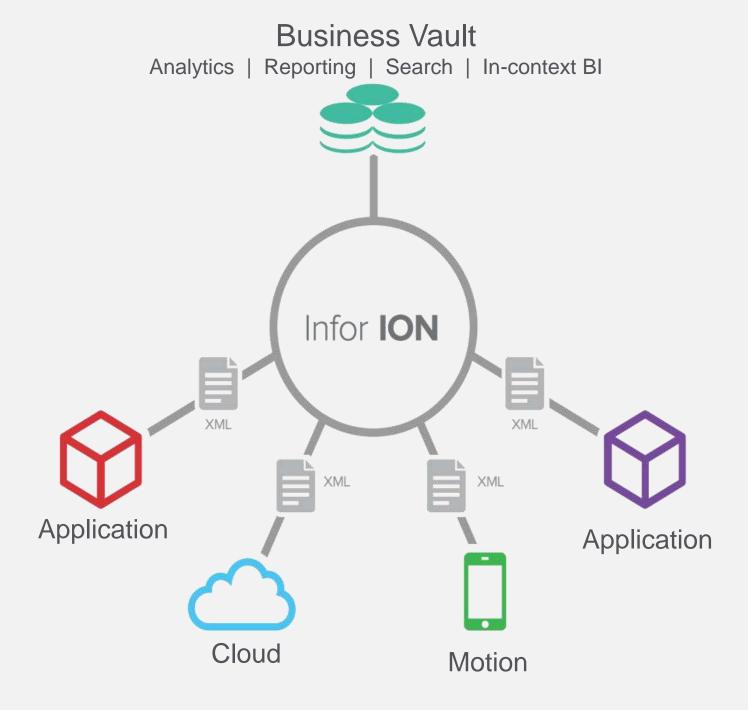


Innovativa piattaforma tecnologica



Integrare sistemi applicativi disparati garantendo grande flessibilità dei processi di business.

- Aggiornamenti indipendenti
- Workflow e alerts attraverso i sistemi
- Modifica dei processi di business secondo necessità
- Creazione di un archivio dati da fonti diverse in real time
- Costruita su standard OAGIS e internet







Raccogliere le sfide di business

Con funzionalità specifiche pre-costruite

Infor Food and Beverage

Unico social ERP costruito per supportare micro-vertical Food & Beverage

User Experience					
Infor Ming.le TM Social Business			Motion Mobile Apps		
Analytics Pervasive, Embedded Business Intelligence					
Recipe Management	Strategic & Tactical Planning	Inventory & Shelf Life Management	Sales & Promotion Management	Labeling & Regulatory Compliance	
Product Launches	Supply Chain Planning	Manufacturing Execution	Procurement & Supplier Collaboration	Quality & Recall Management	
Financial Management	Warehouse Management	Plant & Asset Management	Distribution & Delivery	Customer Relationship Management	
Technology					

Operating System Flexibility Windows, System i, AIX

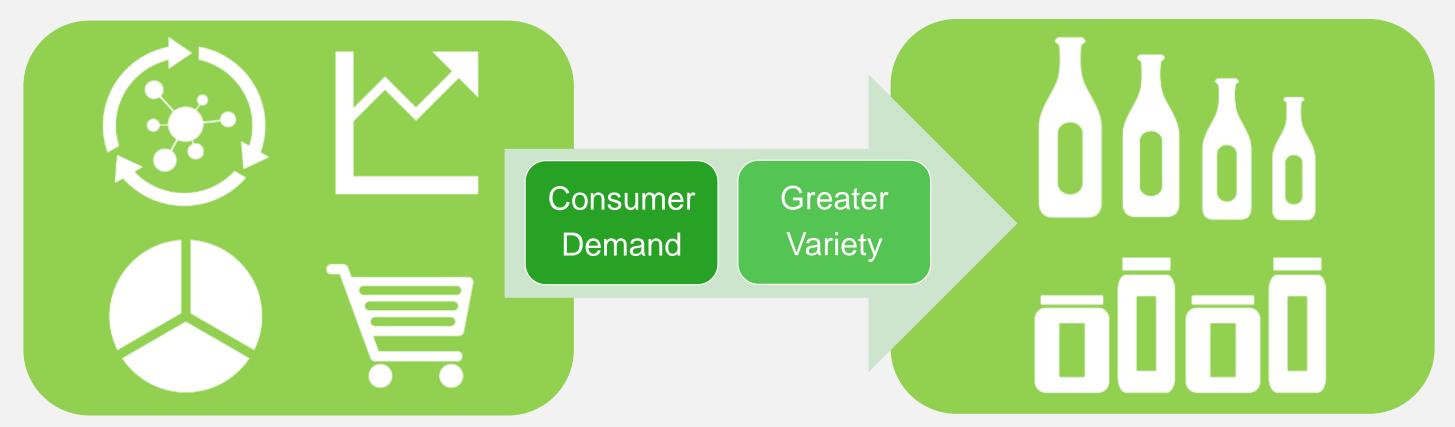
ION Integration, Workflow, Alerts, Business Vault, BI



Introduzione nuovi prodotti

Innovazione

Issue: Consumer trends and demand are driving need for new products



Infor Difference: Centralized PLM database for all recipes and ingredients that's integrated with ERP



"Our comprehensive view of research data enables us to increase ROI on product development and accelerate time to market for key offerings."

Sales & Operation Planning

Eccellenza operativa





Framework



SCDM



SCP Database





Tracciabilità rintracciabilità

Qualità & Conformità

SSUE: Recall times of 2 hours upstream and downstream



Infor Difference: Graphical lot trace - complete traceability across all tiers of the supply chain.

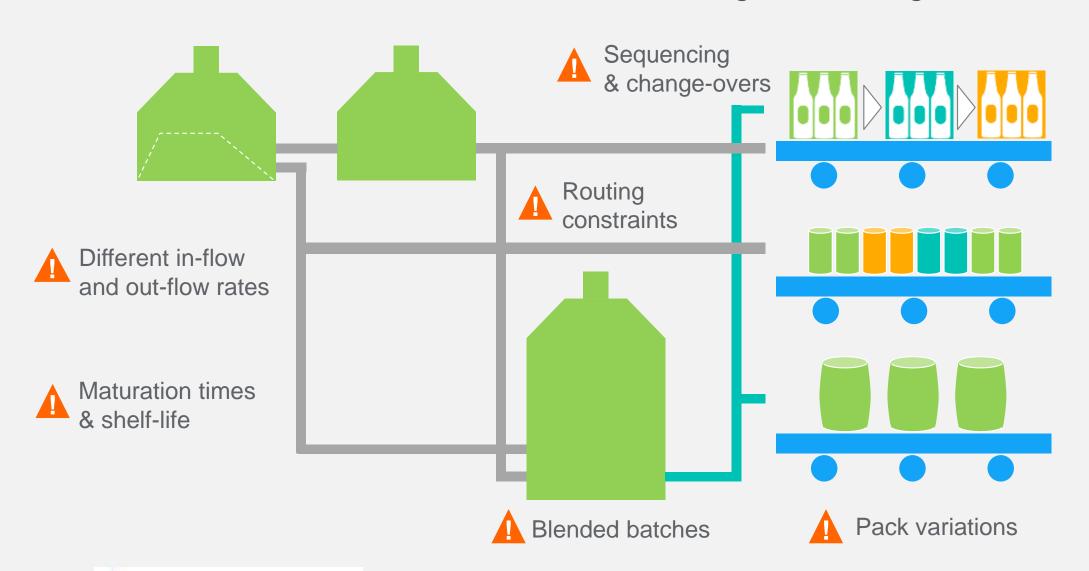


"....gives us clear competitive advantage in the market
makes us transparent and this builds trust with customers and suppliers."



Tank planning & scheduling

Issue: ERP solutions not built for scheduling fluids through tanks



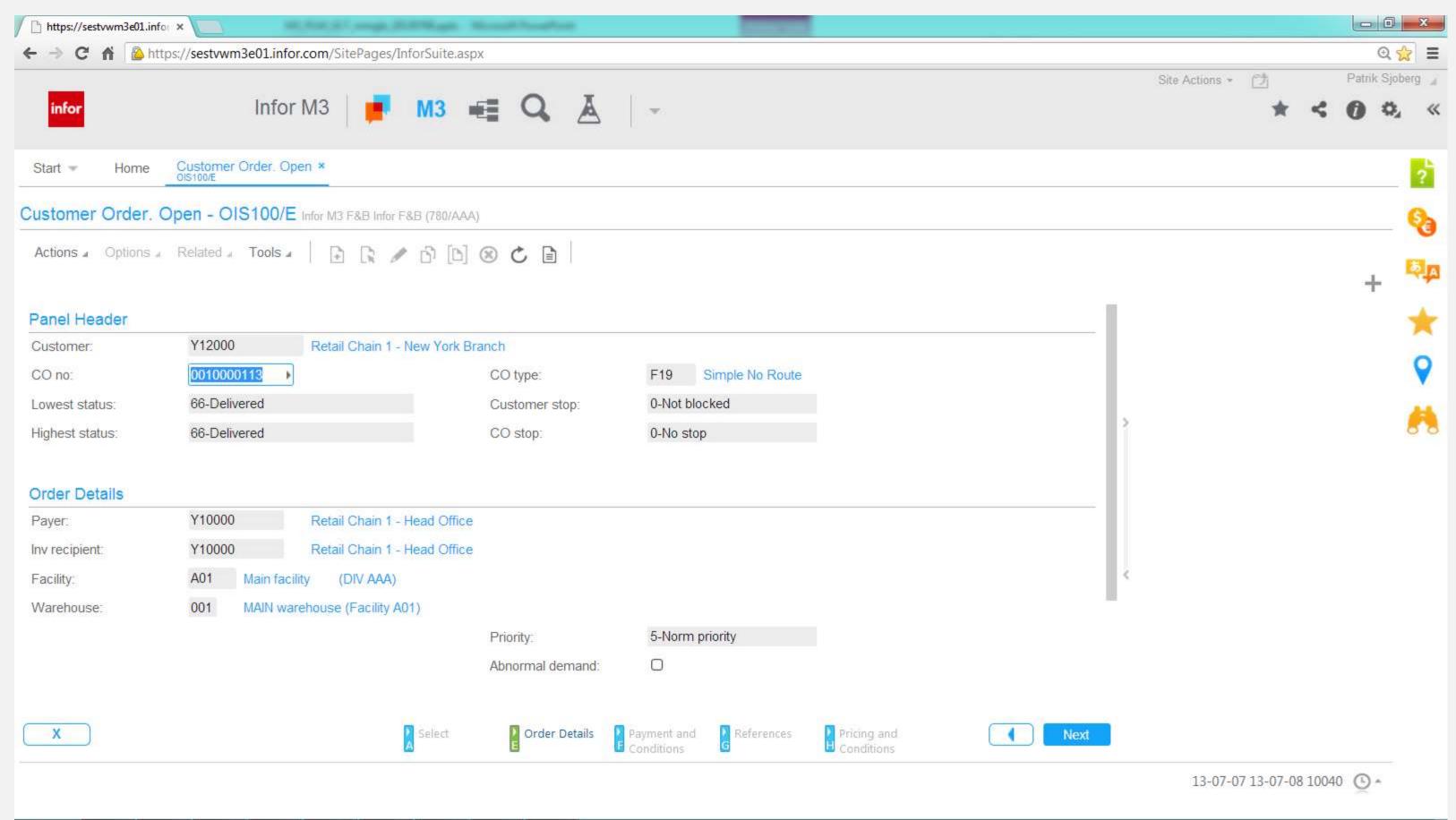


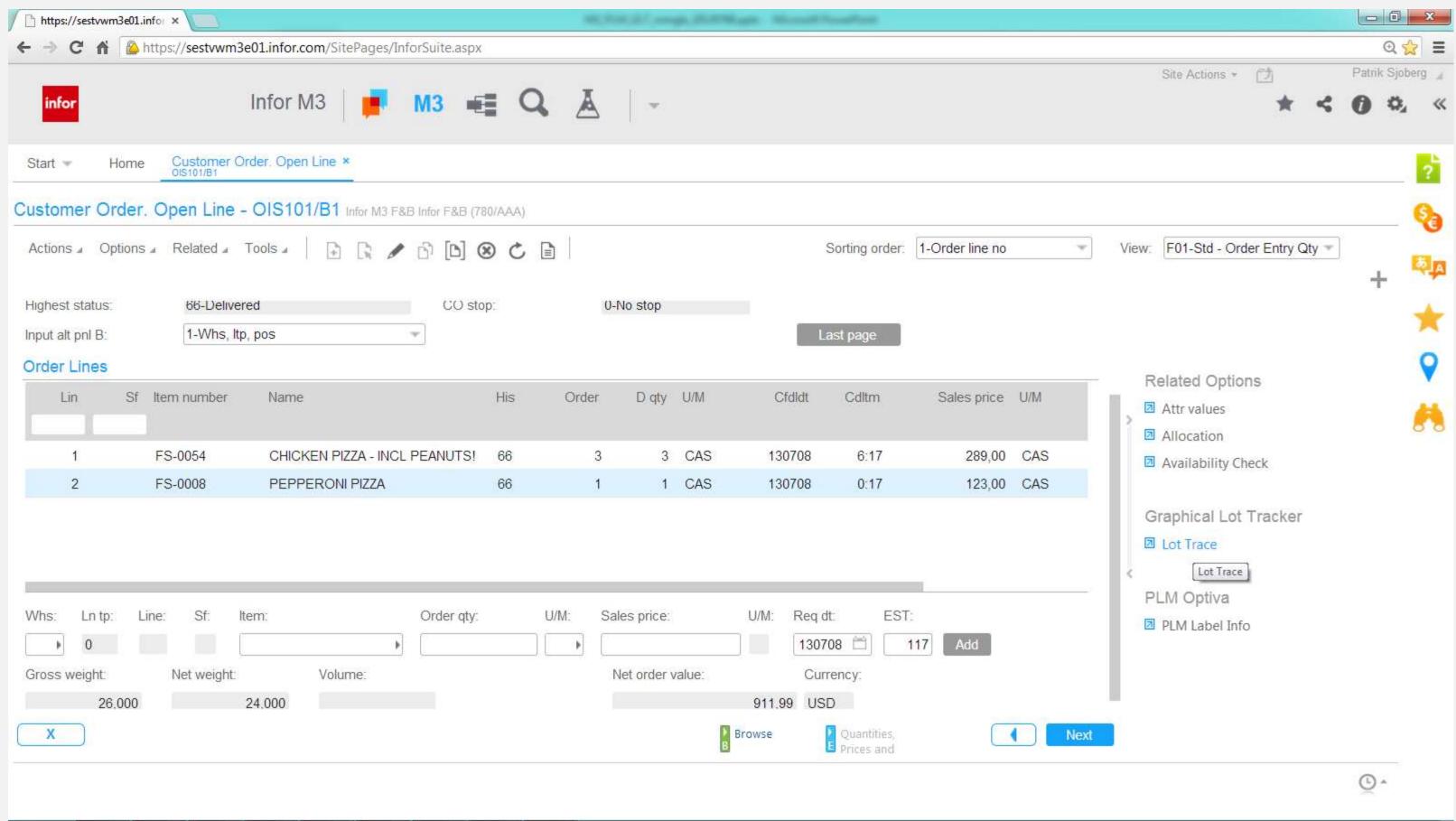
Infor difference

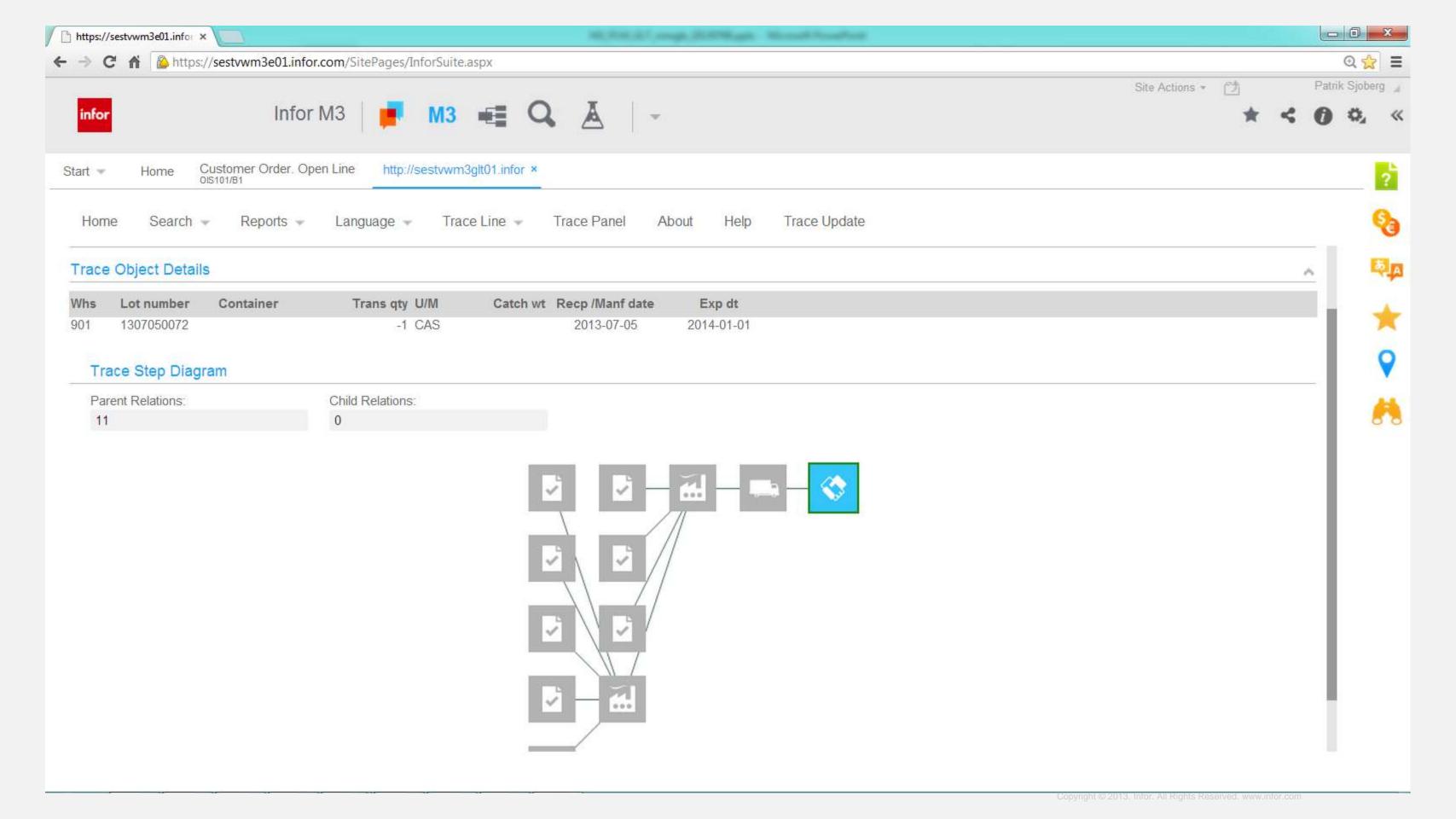
- Advanced scheduling solution built for tank and silo scheduling
- Routing constraints
- Shelf-life and maturation times
- Smart sequencing
- By-products and coproducts
- Clean in process

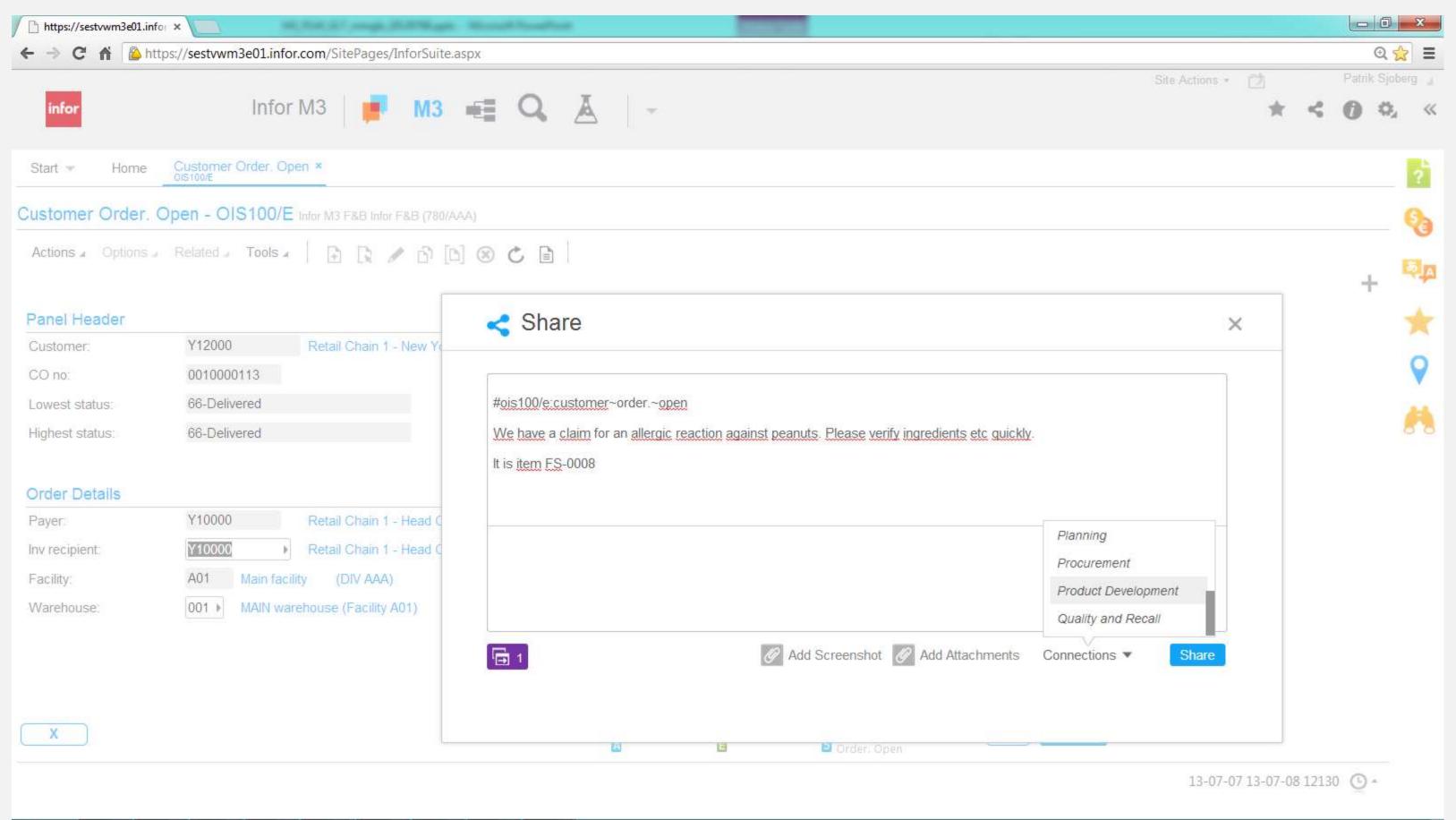


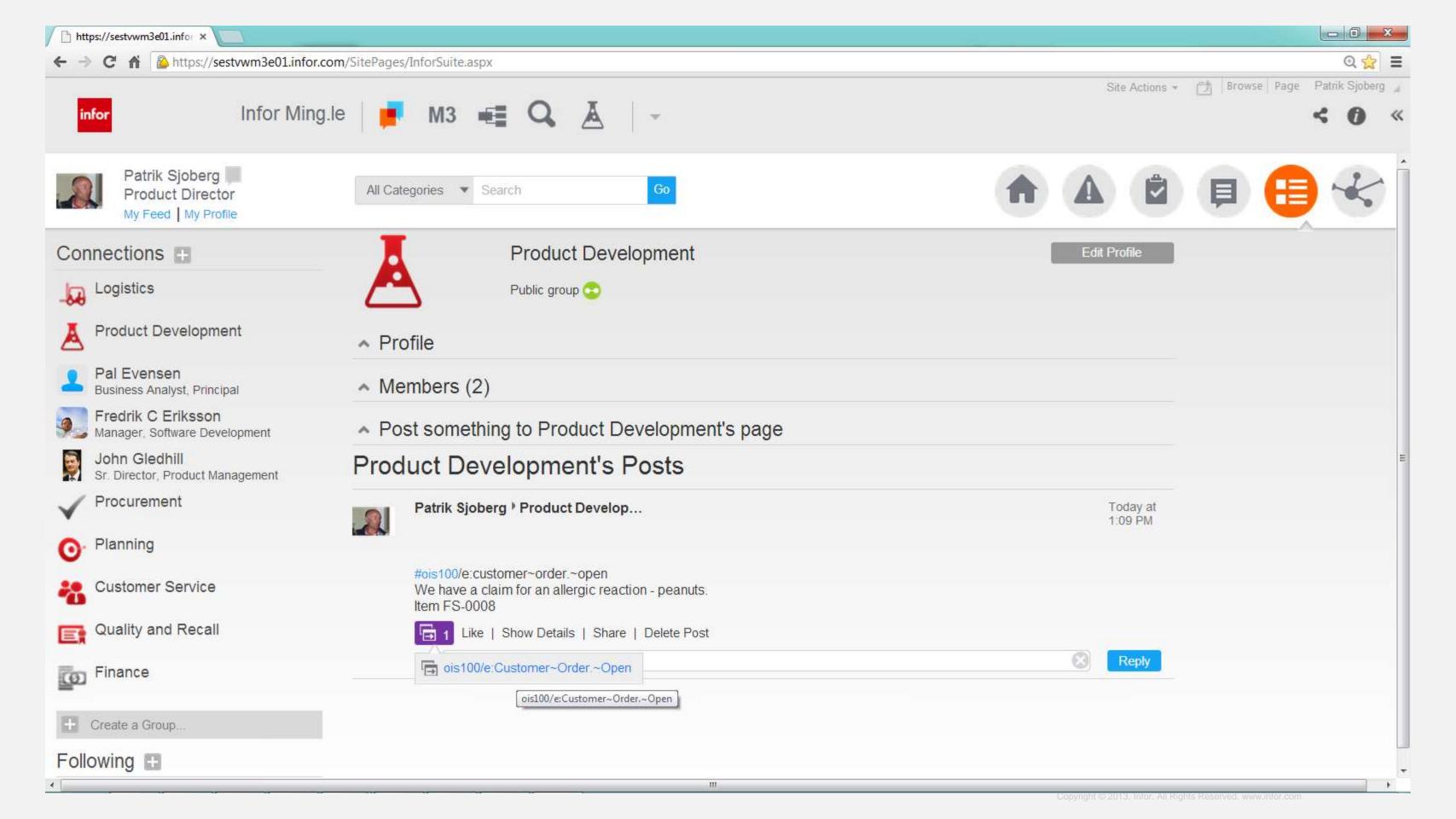


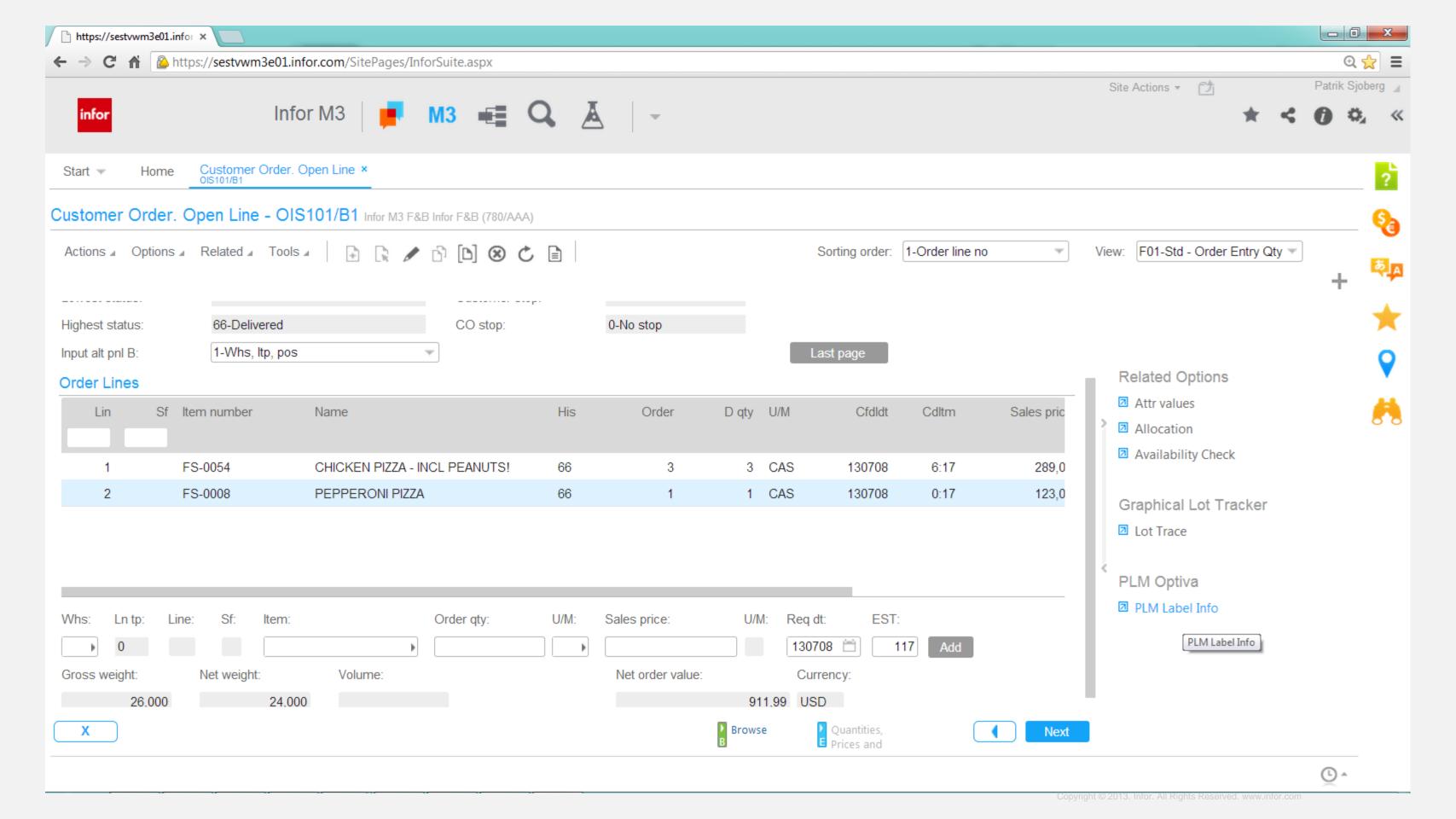


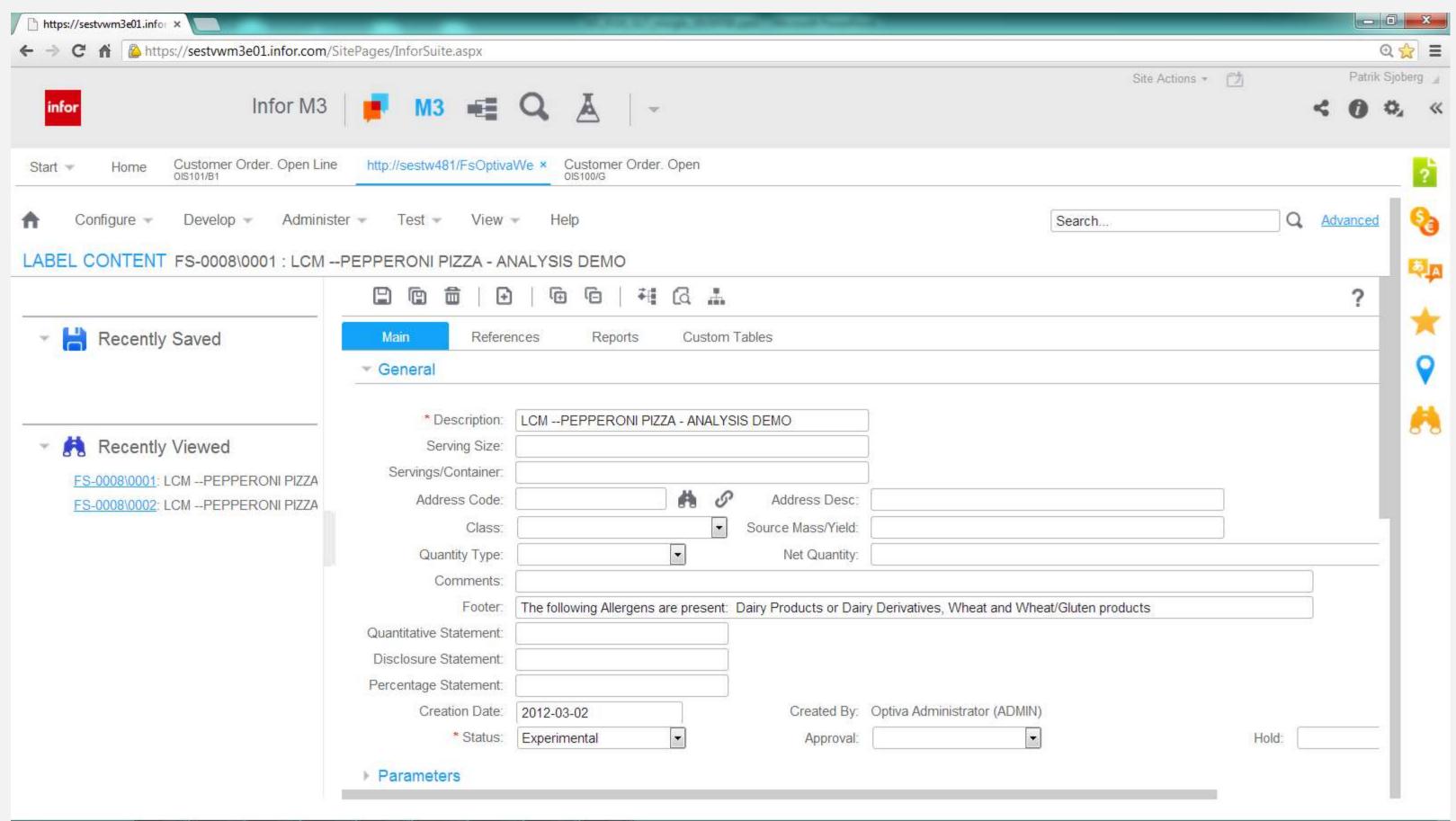


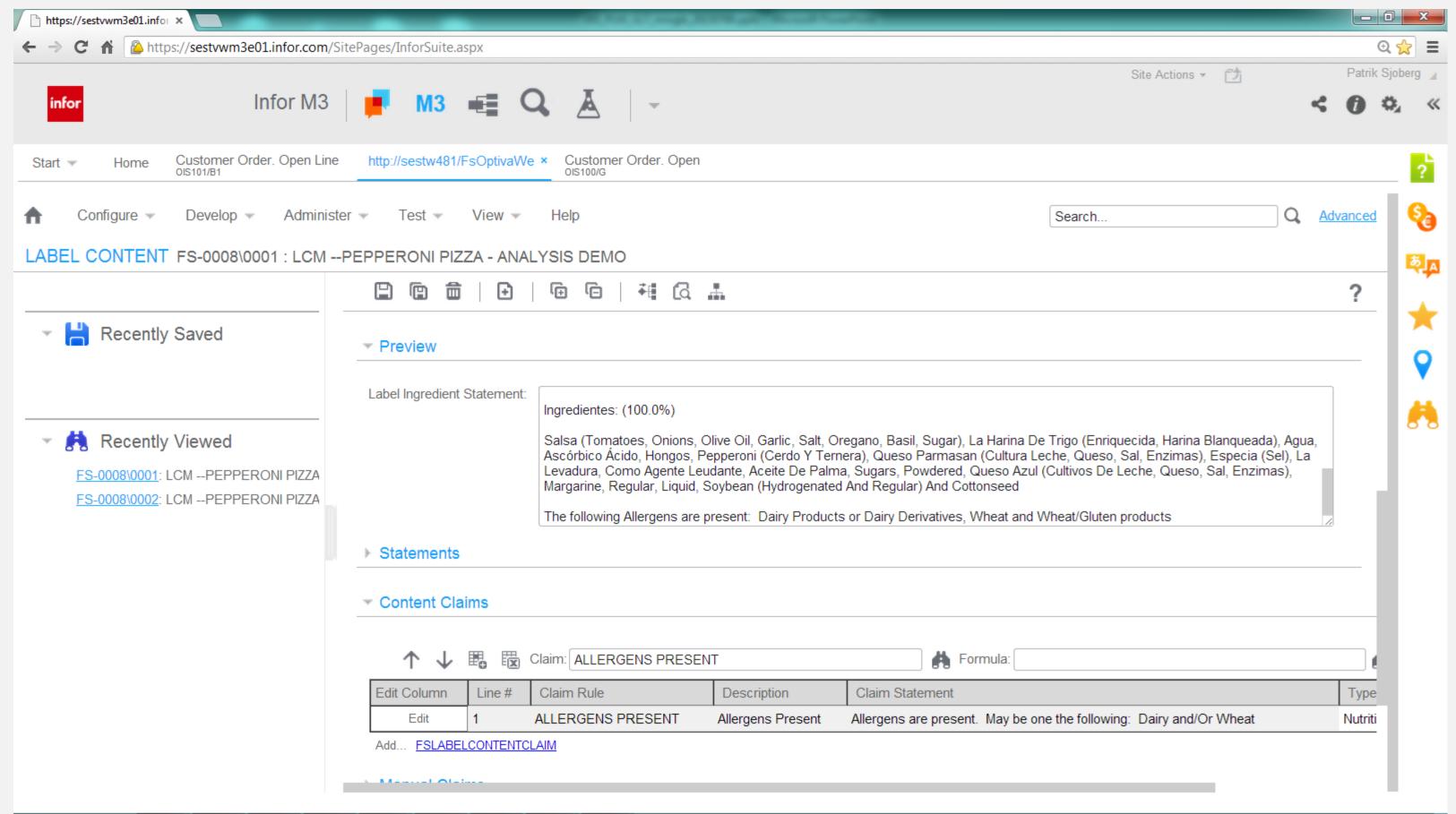


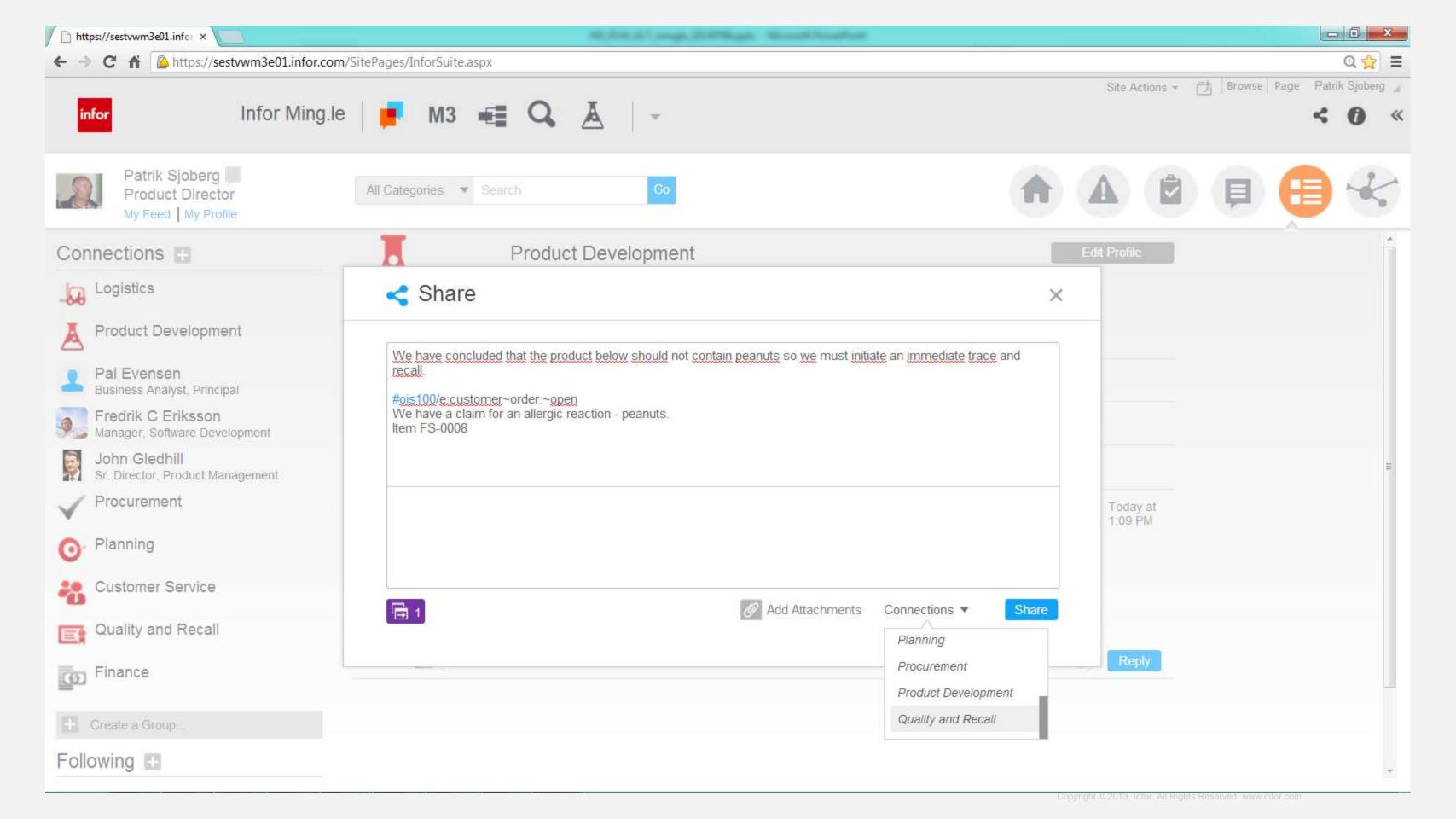


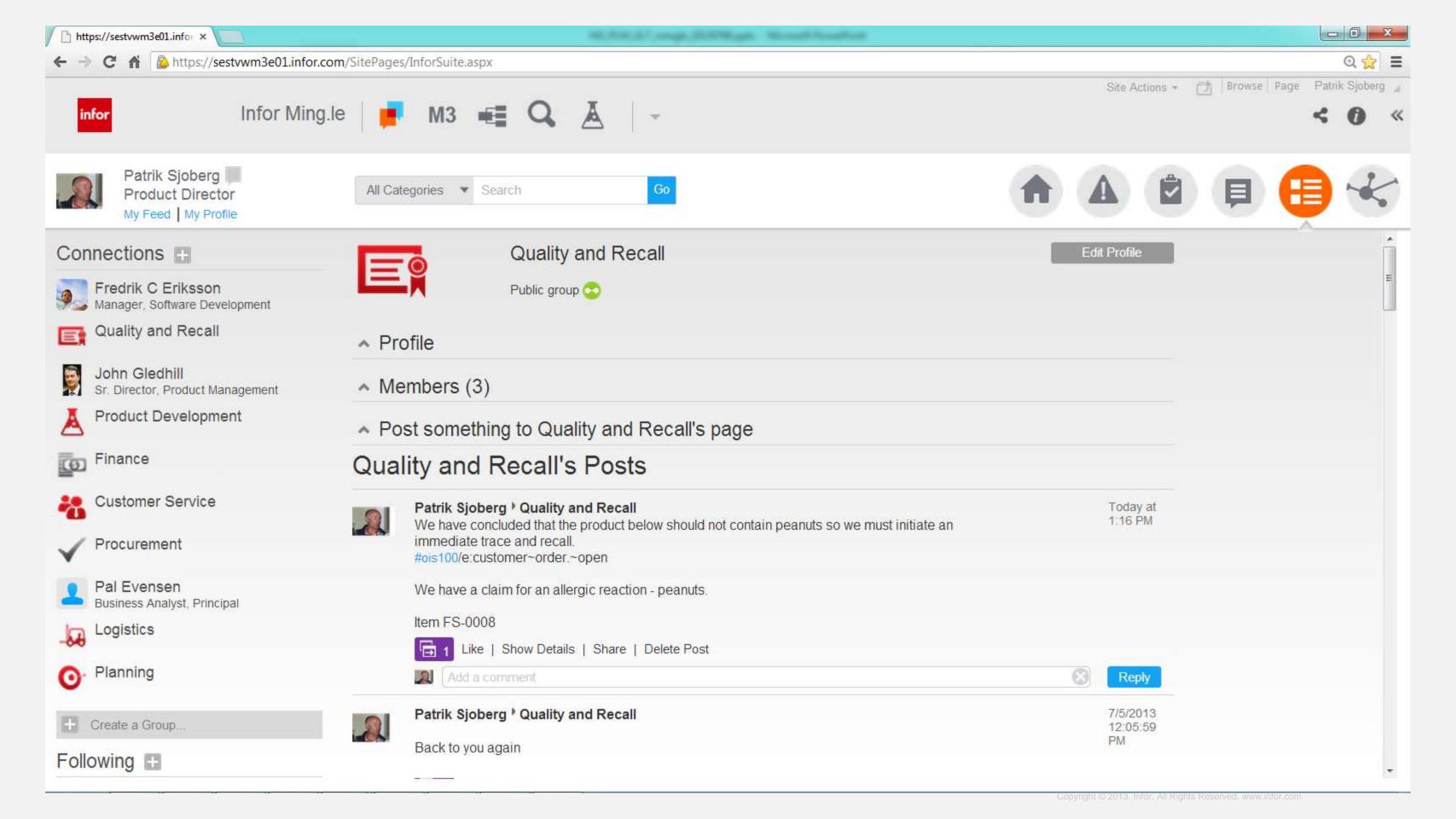


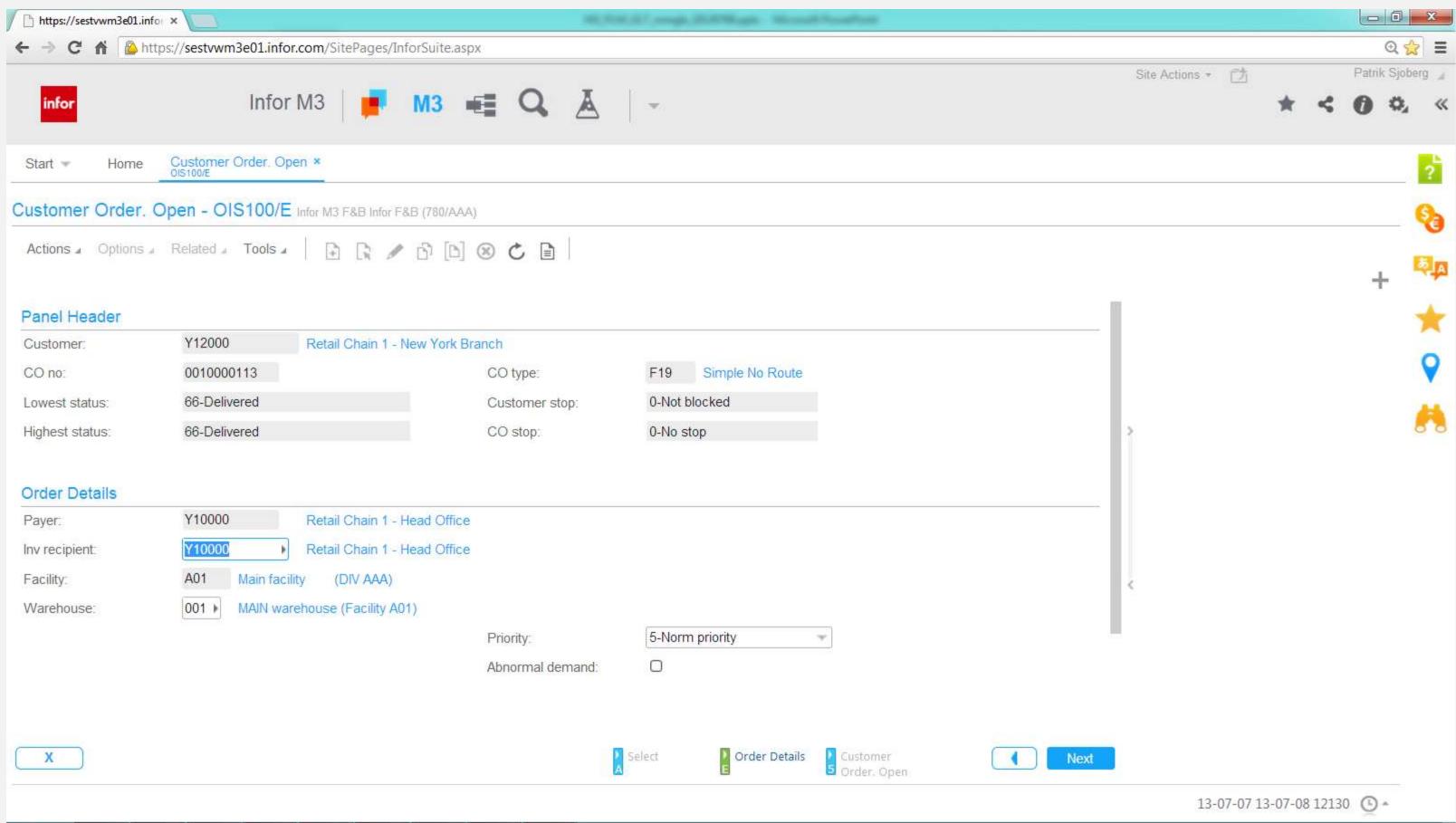


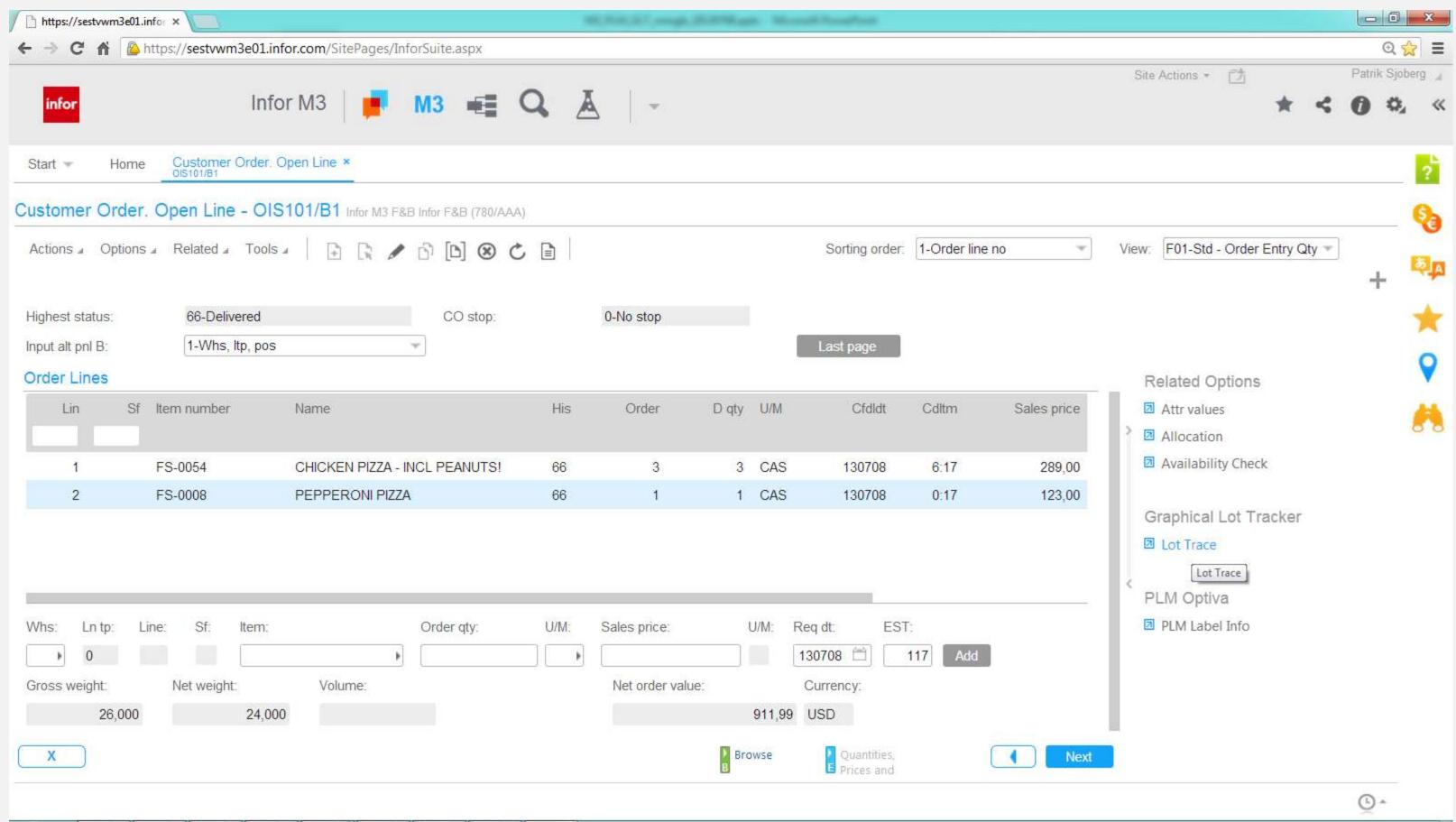


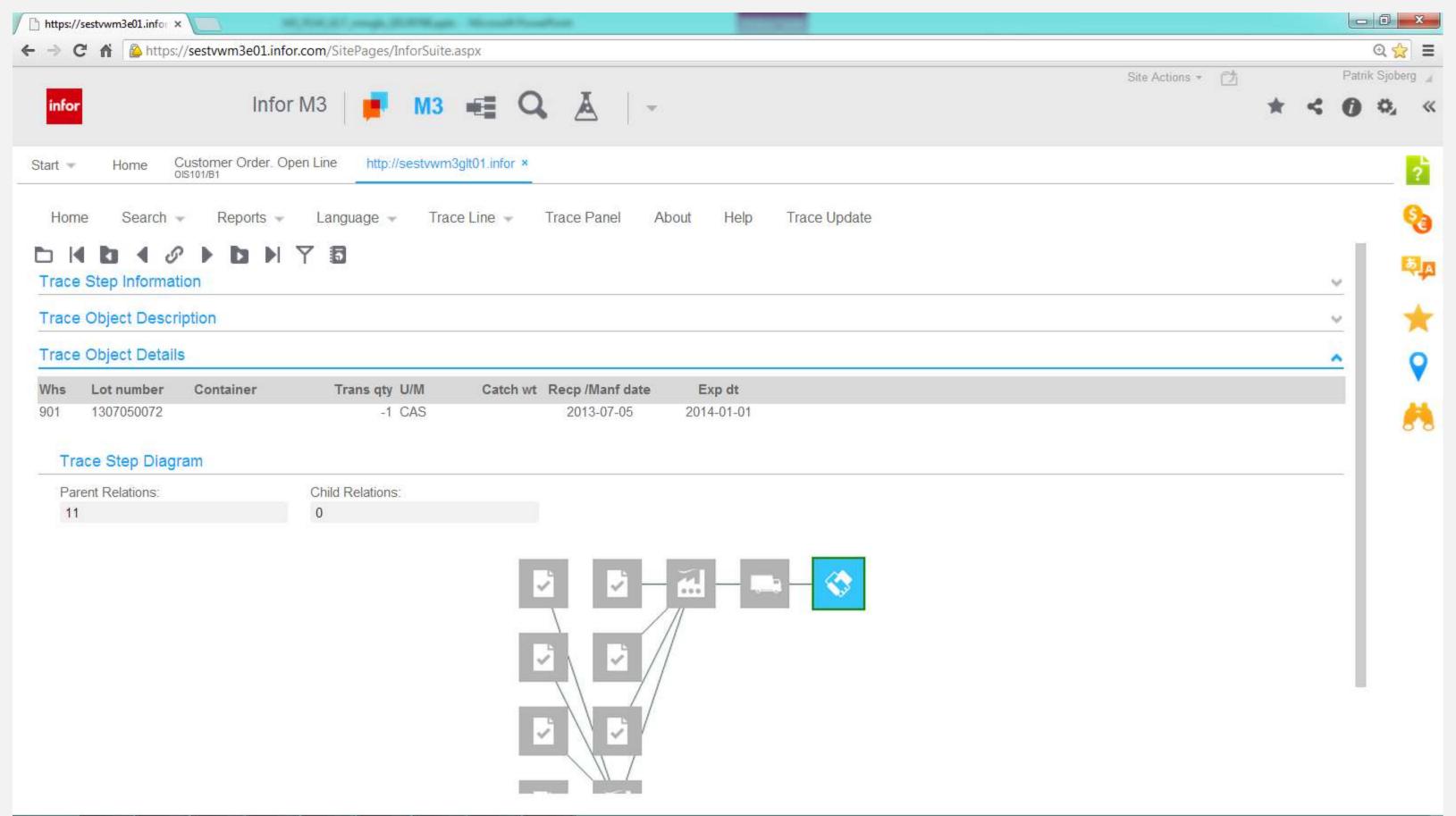


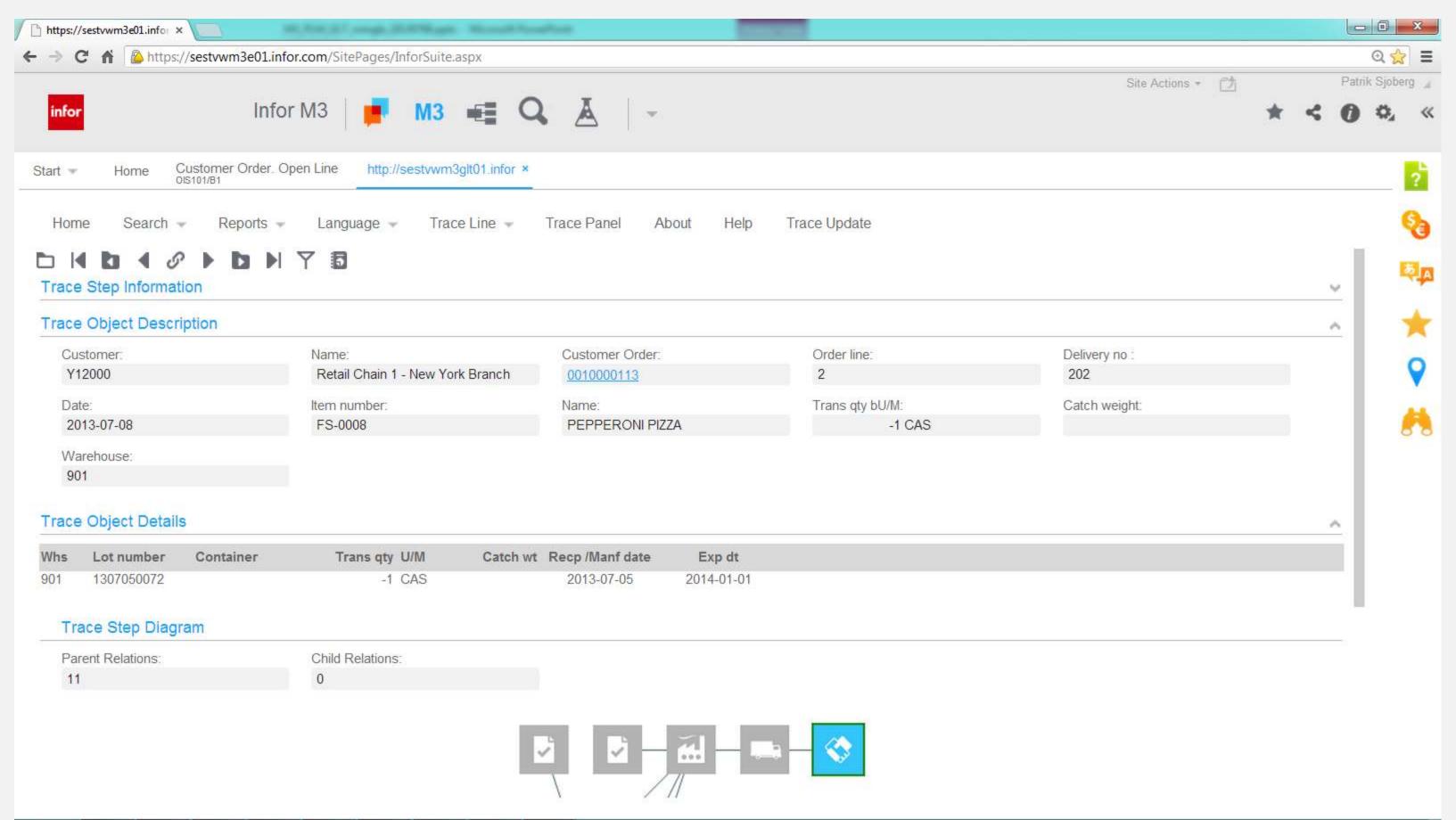


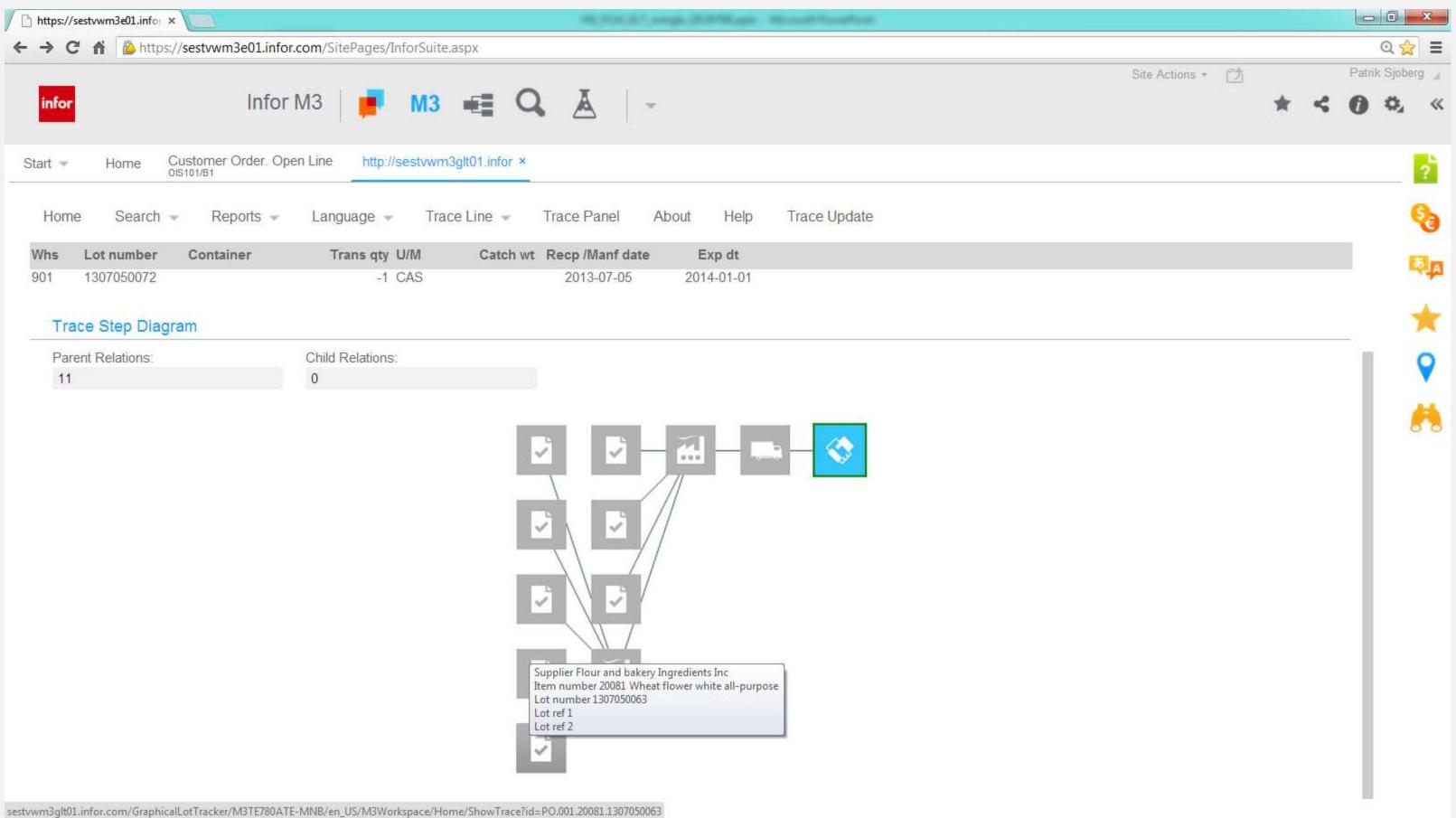


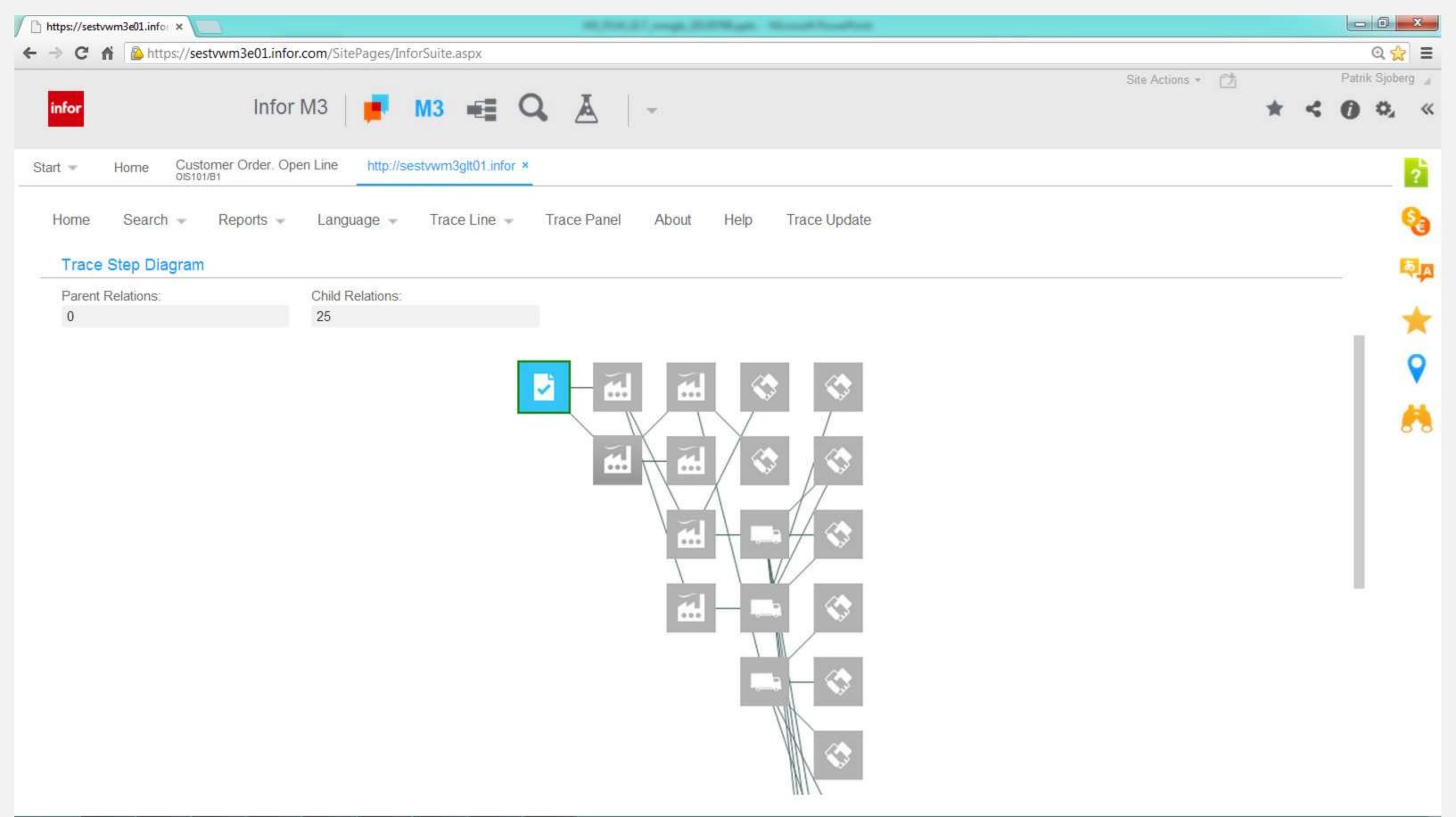


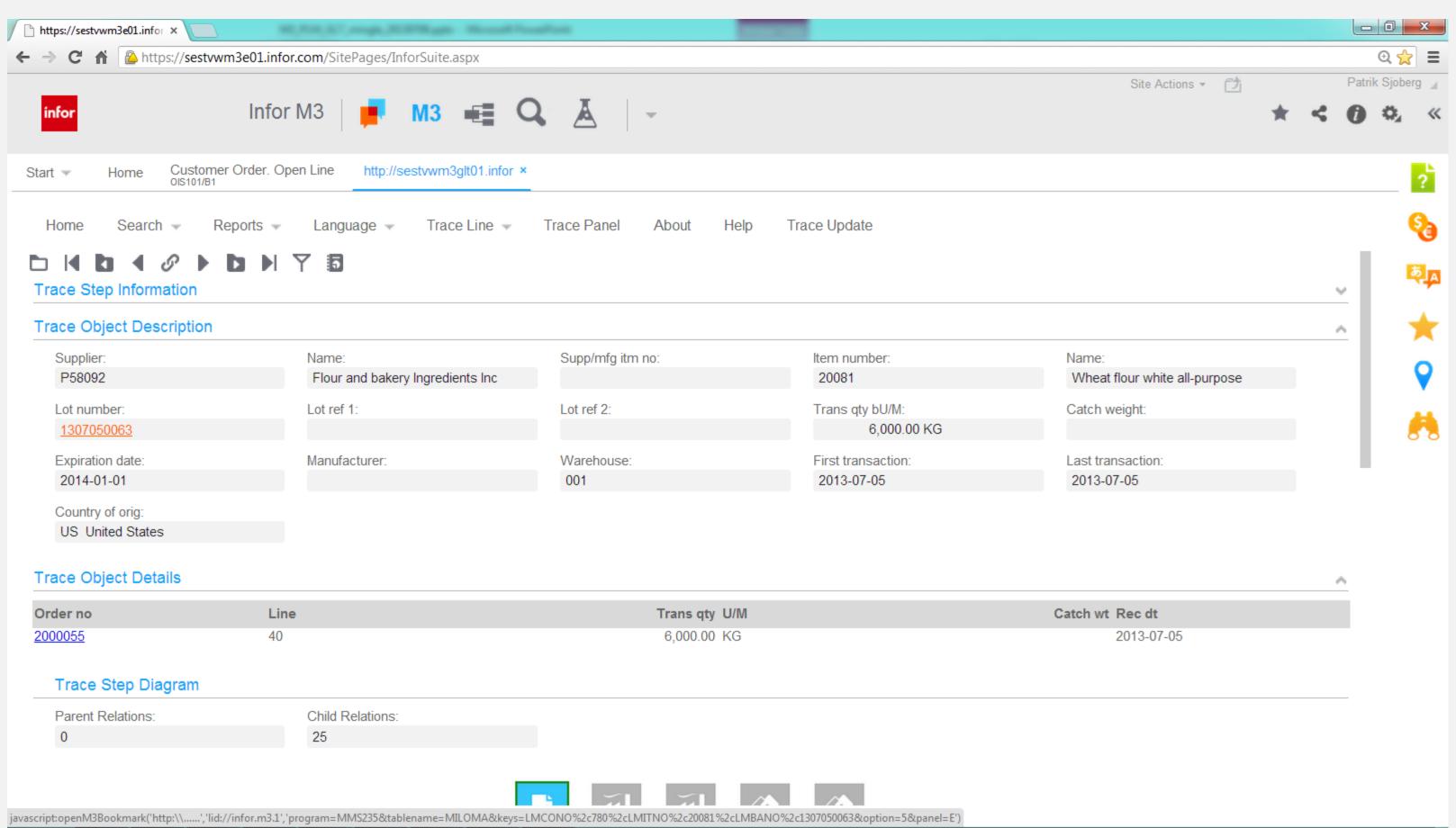


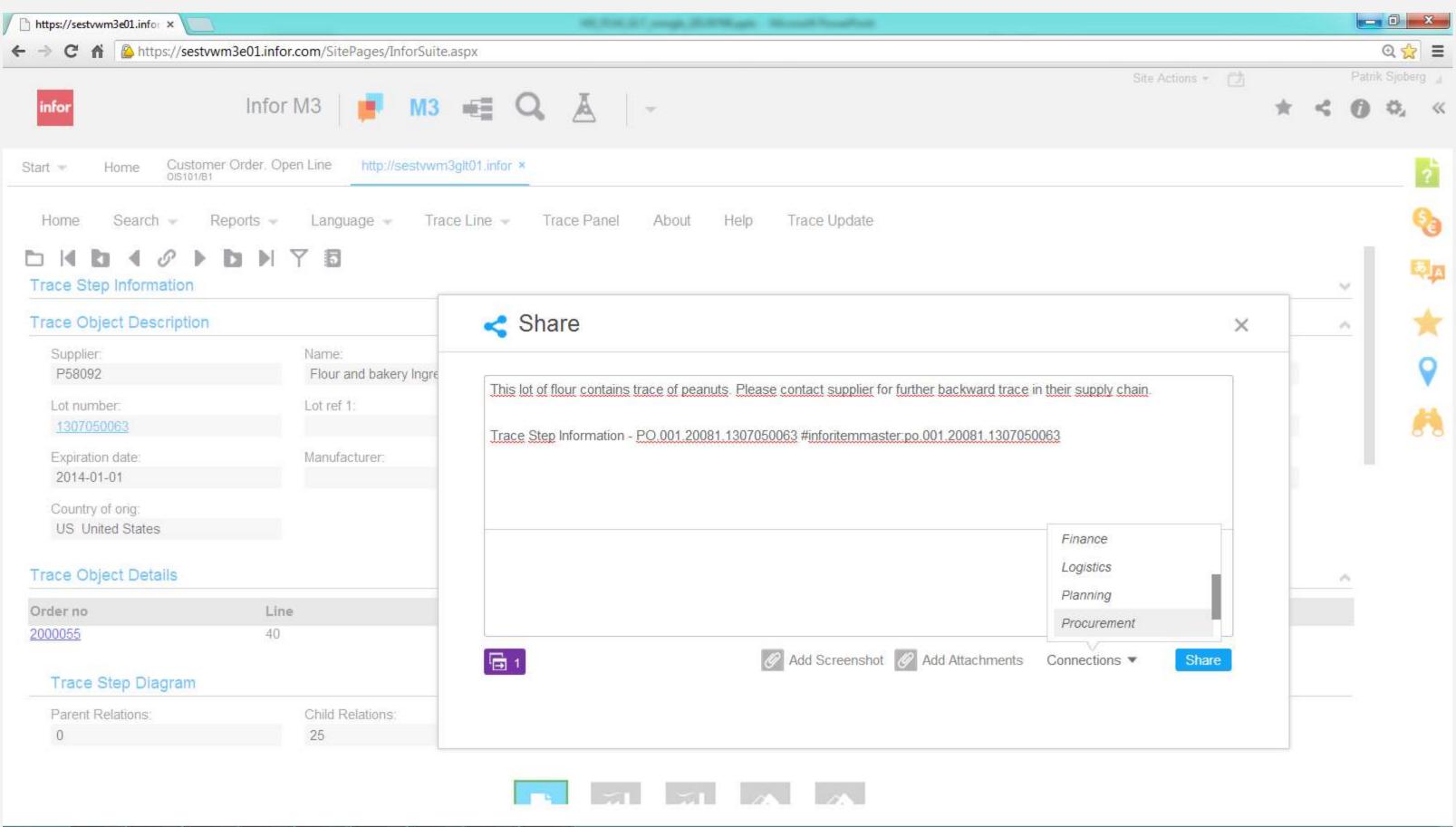


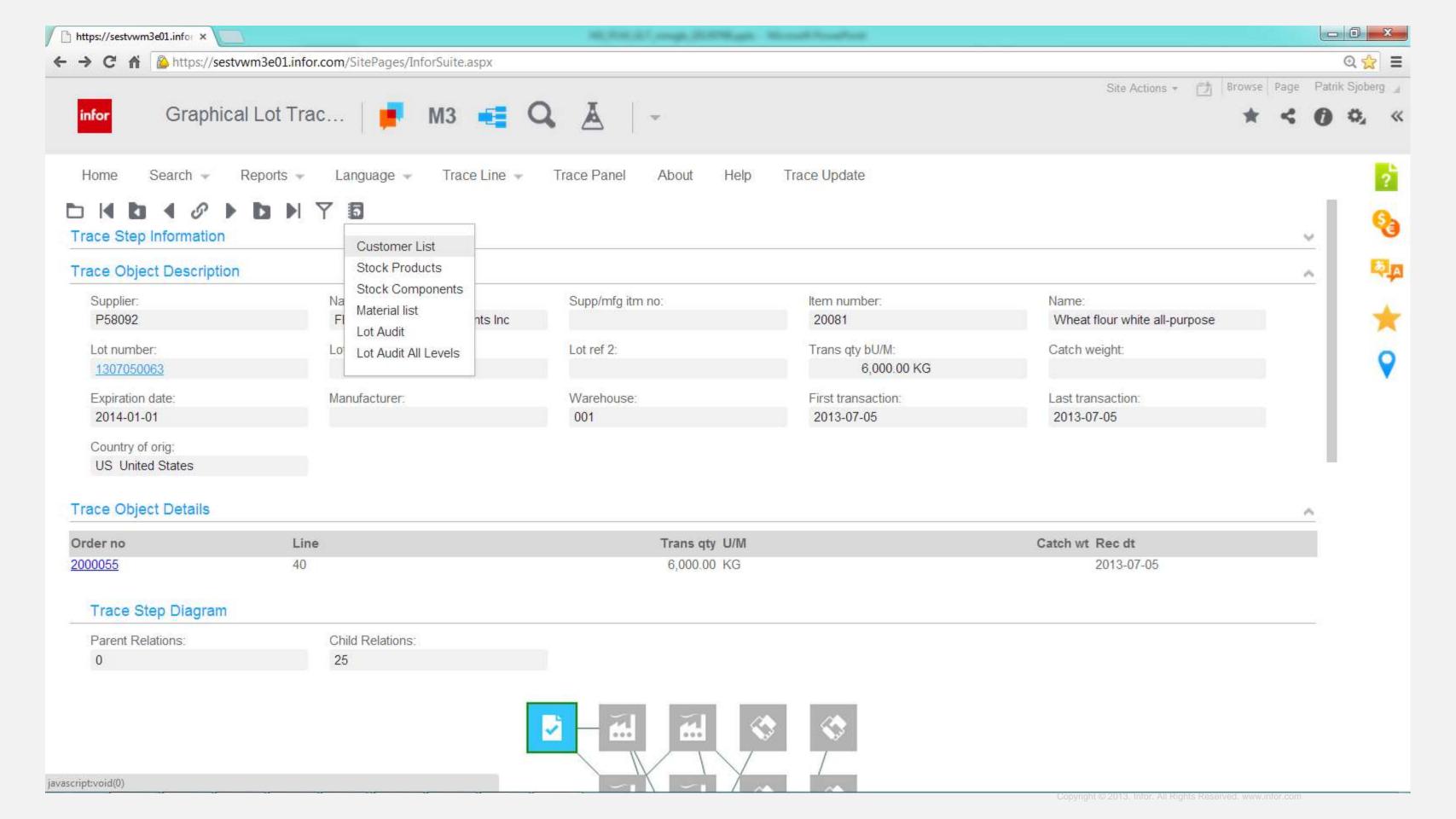


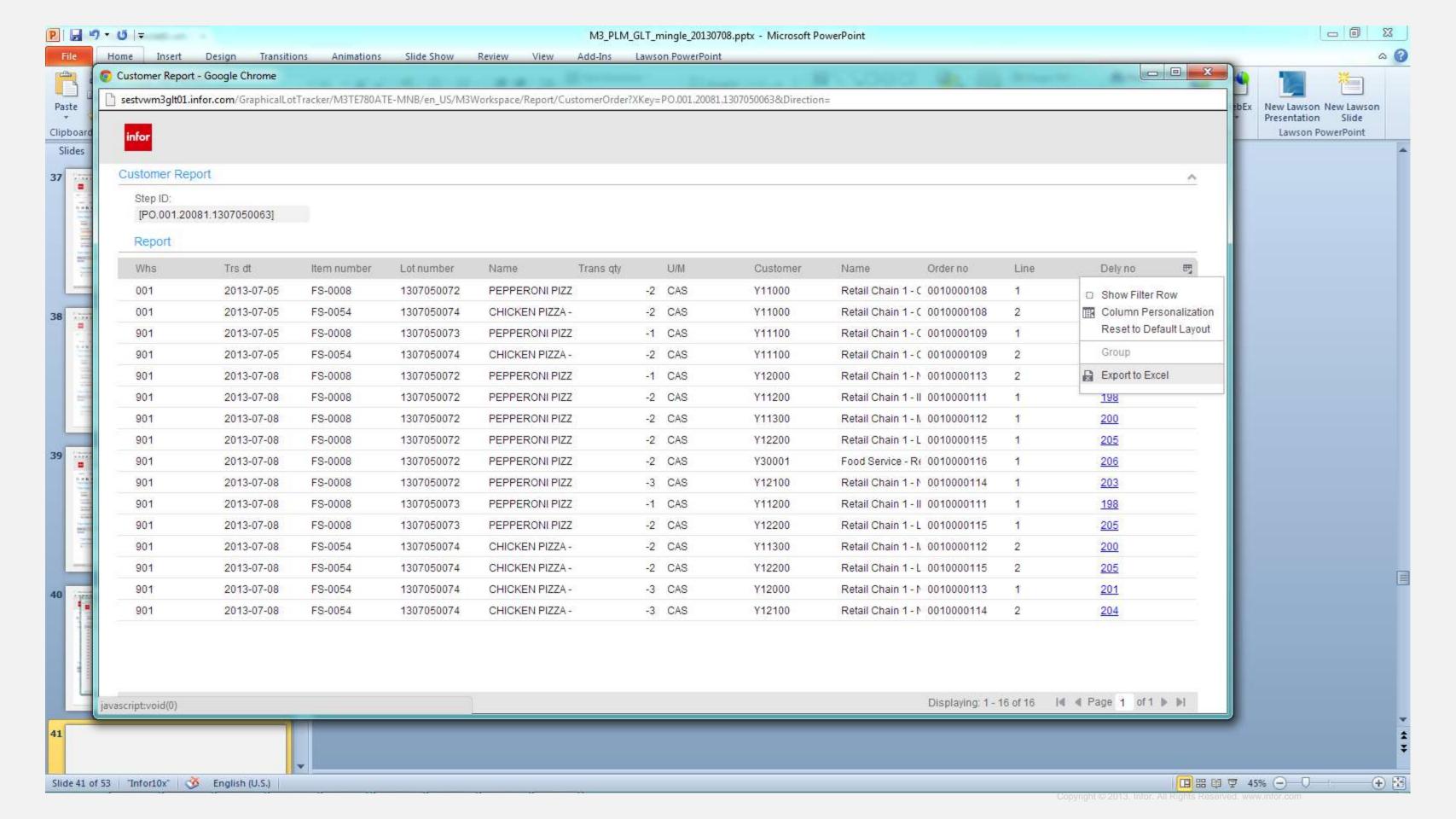


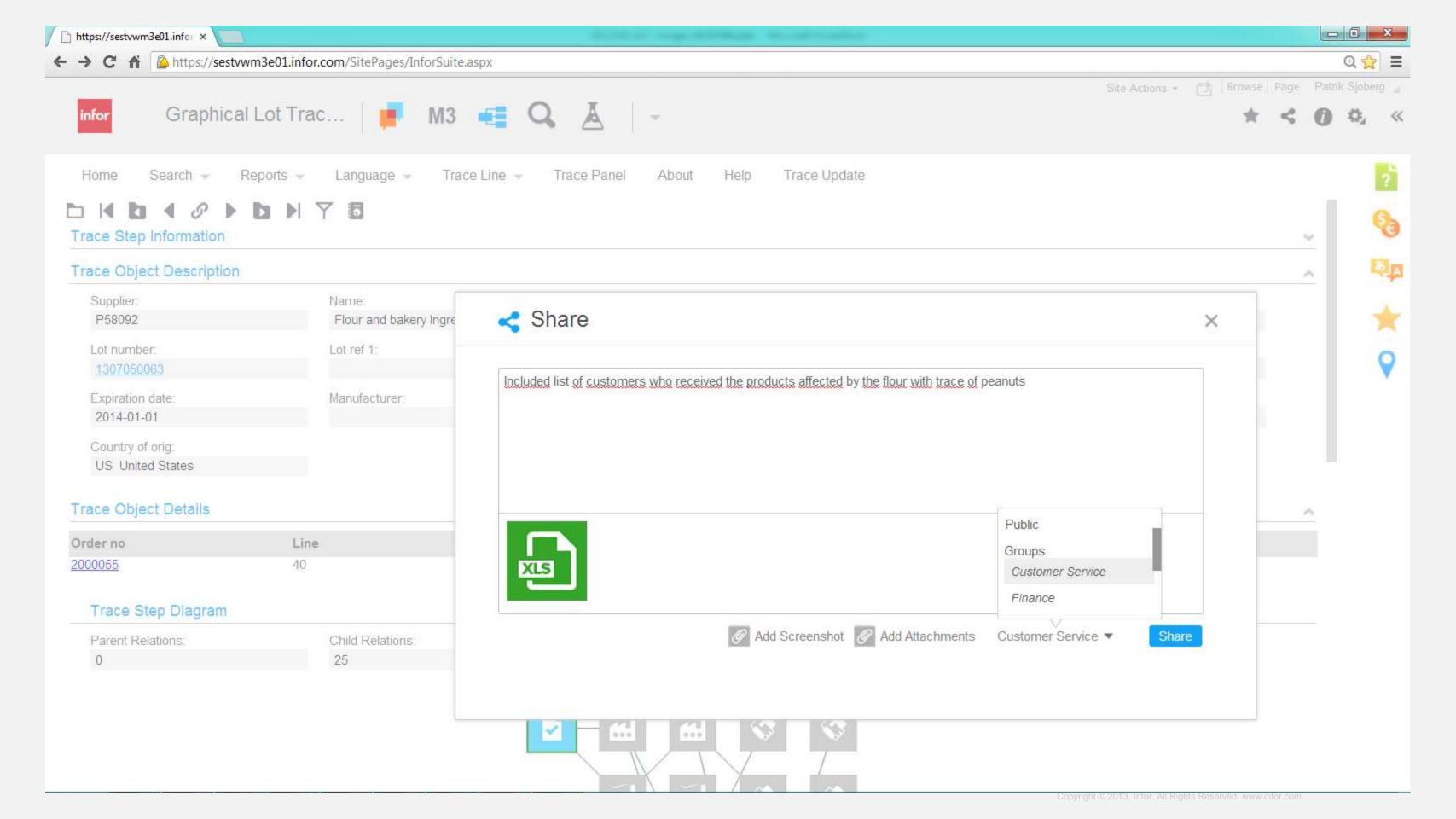


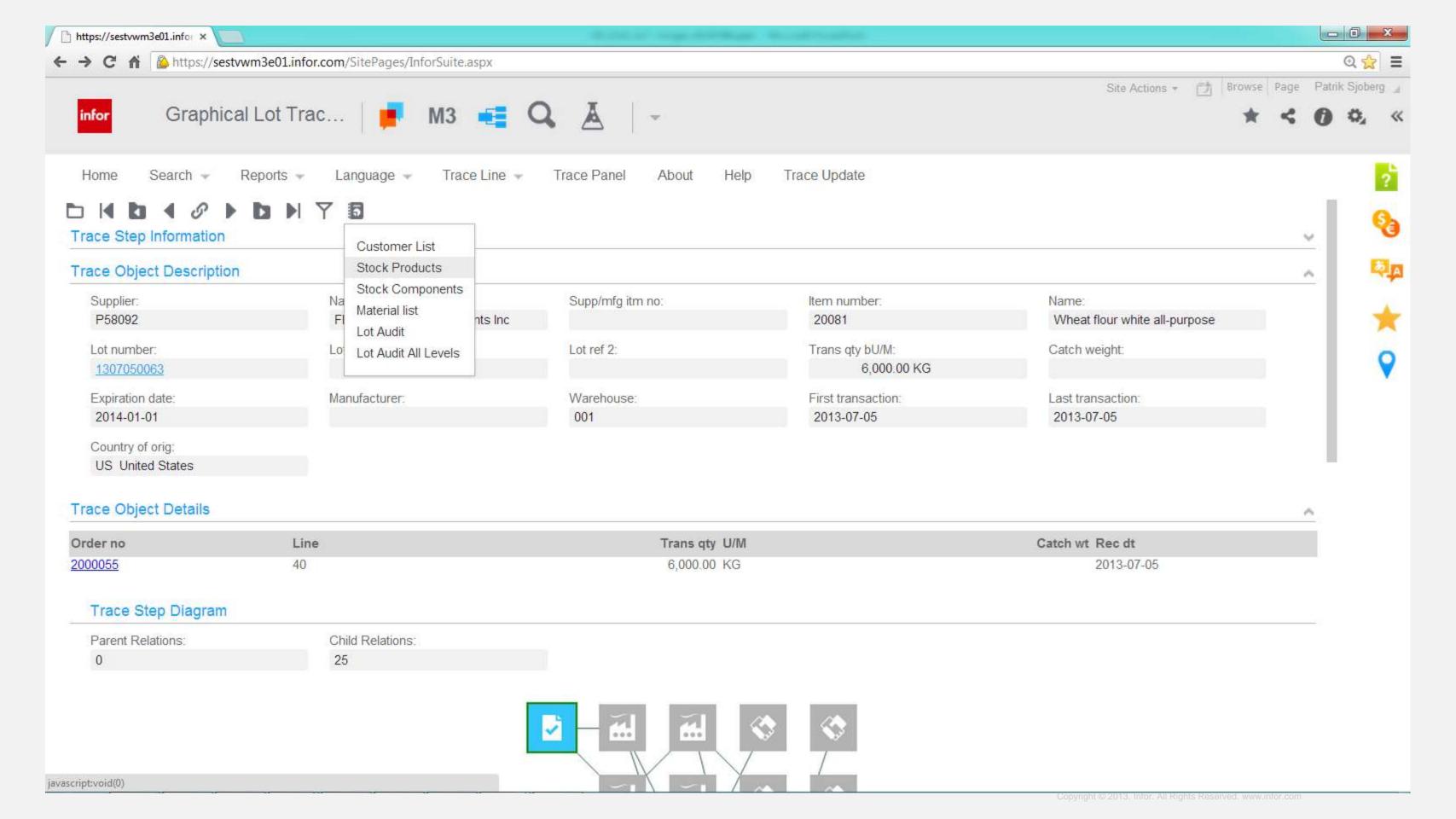


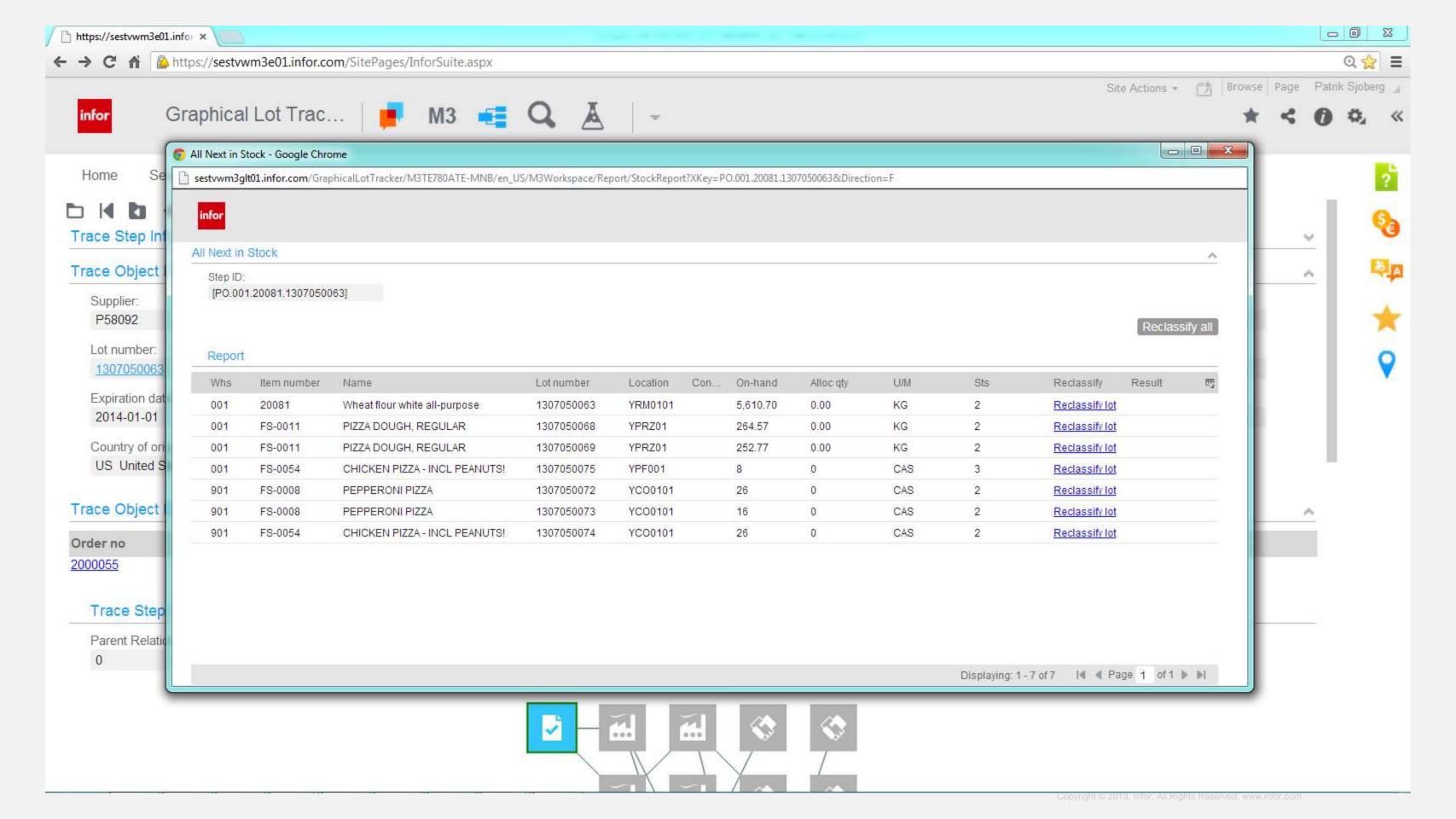


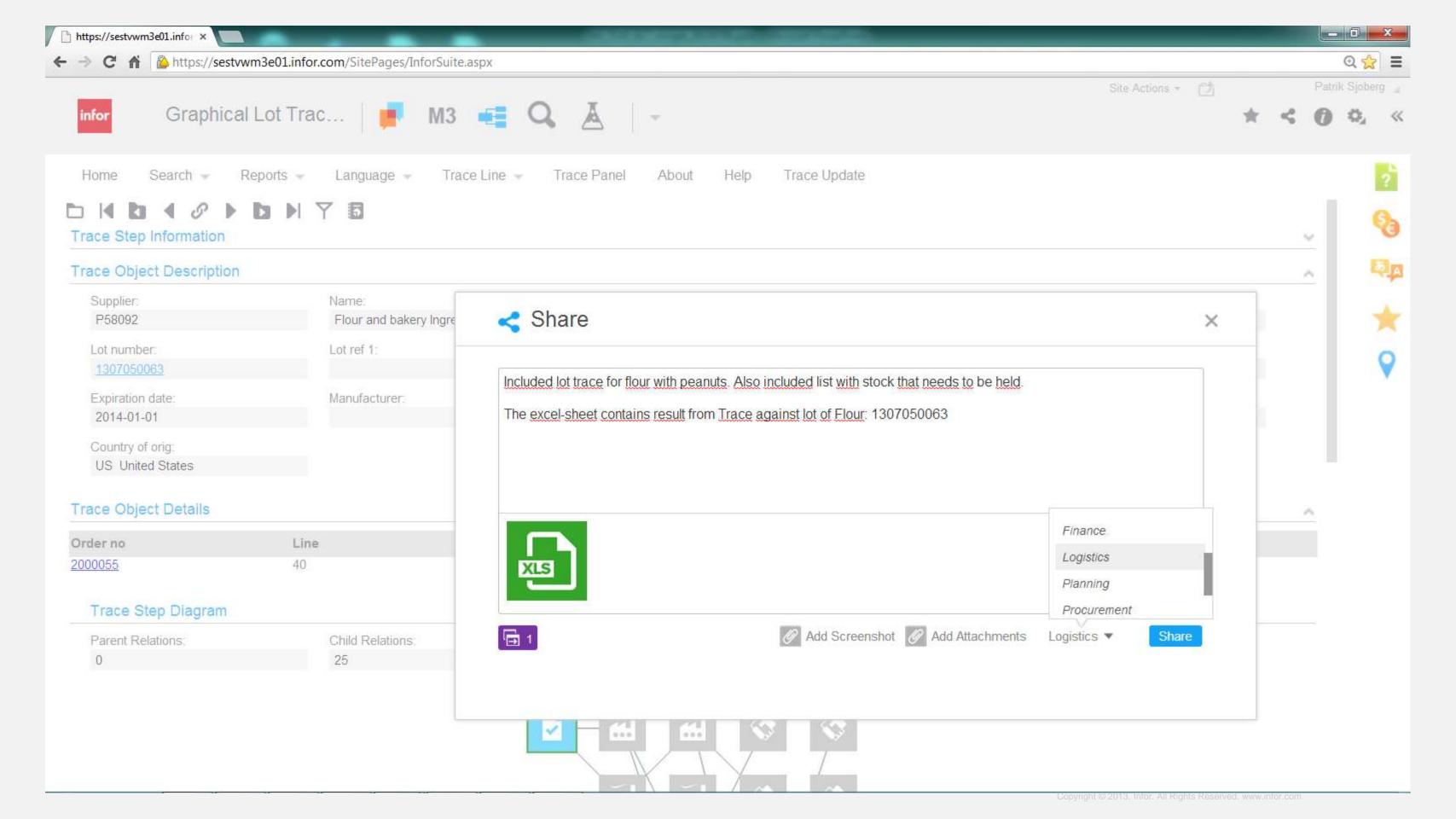


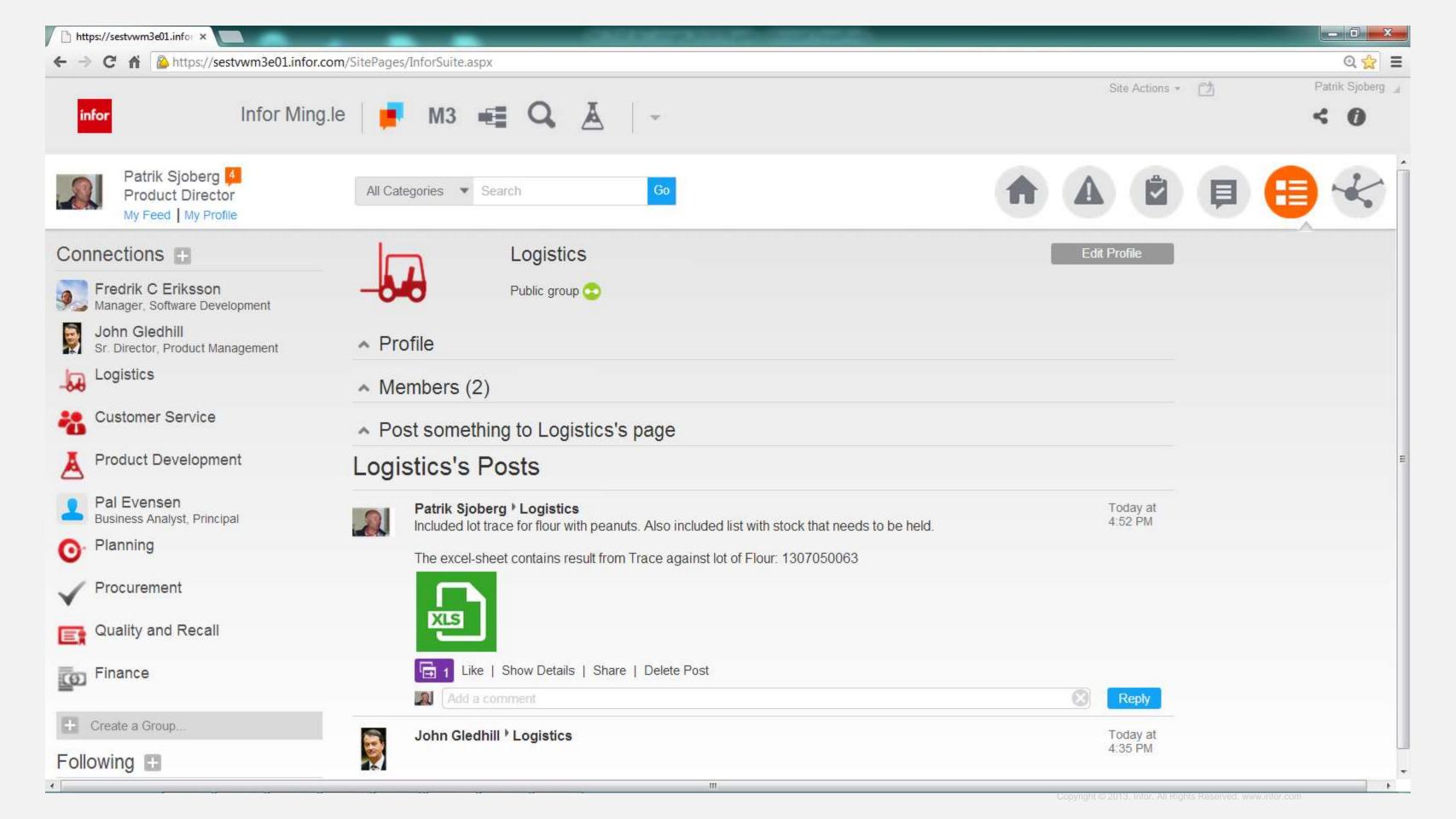














infor

I messaggi

Sapete (qual è la maggiore preoccupazione / obiettivo dei CEO ? (dalla indagine Idc Manufacturing insights)

la complessità / la velocità

...e la risposta di Infor ...

«specialized by industry engineered for speed»

infor Infor

Una soluzione completa, modulare

... specifica per il settore F&B

... creata da un solo vendor

... con funzionalità end-to-end

... usabile ovunque serve

... facile e semplice

... e bella da usare

... a costi certi

