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# Gestione warehouse, forecast e simulazioni di vendita

*la data discovery in CNH Industrial*

Vincenzo Esposito  
Senior Enterprise Architect  
[vincenzo.esposito@qlik.com](mailto:vincenzo.esposito@qlik.com)



# Ribilanciare le scorte con la domanda



# VYW



**CNH**  
INDUSTRIAL



&



### Agricultural Equipment



### Construction Equipment



### Commercial Vehicles



### Powertrain



### Financial Services

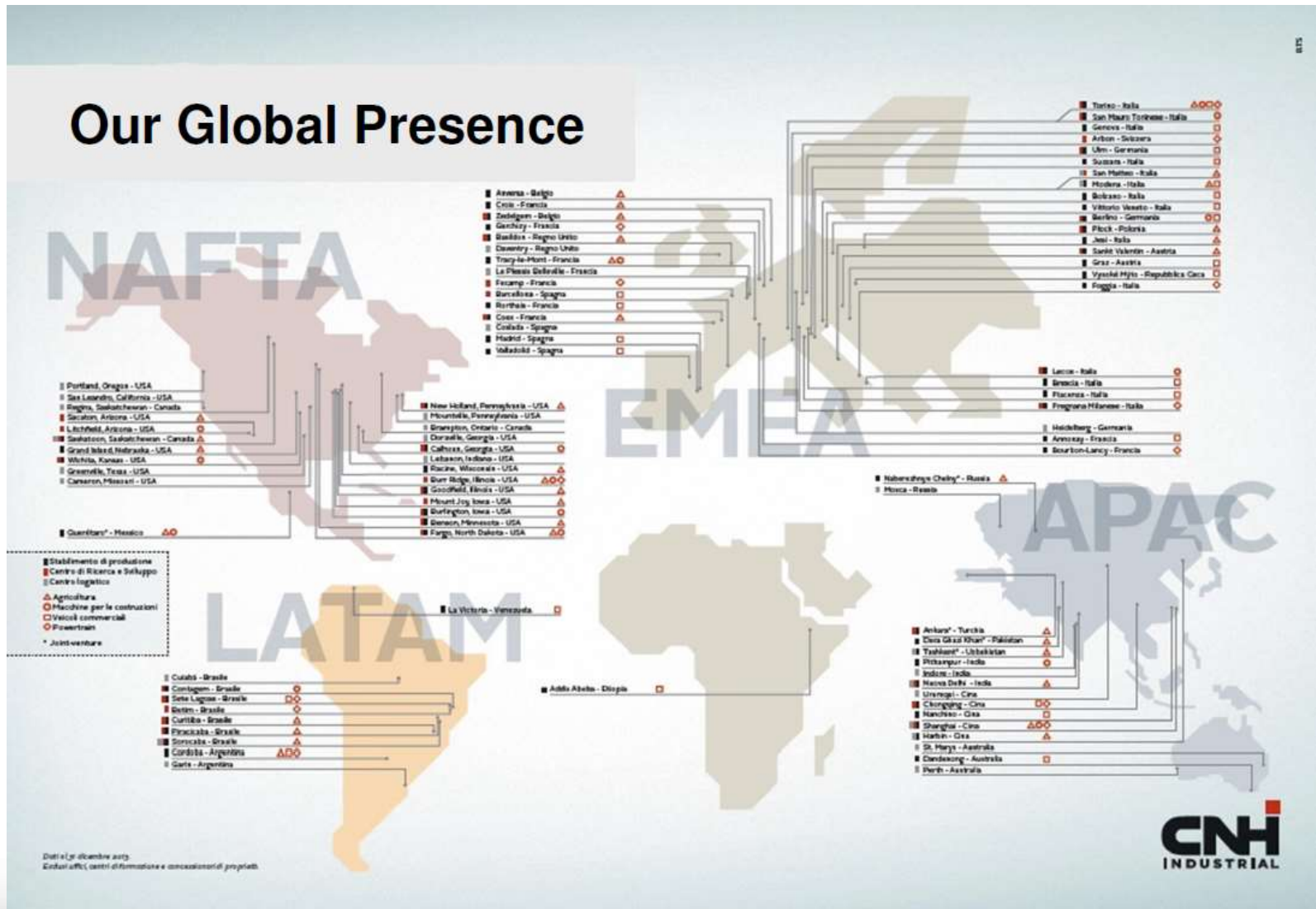


# Perchè CNH ha scelto QLIK





# Costumi e culture diverse non aiutano l'adozione di nuove tecnologie



# Non perdere di vista lo scopo principale



- Un Servizio perfetto
- Una buona tecnica e i migliori tools



# Adozione QlikView in CNH

**CNH Industrial and QlikView recent years cooperation path shows an increasing level of solutions/Dashboards QlikView Based**

QlikView Dashboard/ Solutions

**Business Process**

- Supply Chain / Logistics
- Precisions Solution & Telematics
- Sales & Marketing
- Warranty
- Finance

	2012	2013	2014
Supply Chain / Logistics	<ul style="list-style-type: none"> <li>• Need date Simulation for CNH</li> </ul>	<ul style="list-style-type: none"> <li>• NAFTA Free Analysis</li> </ul>	<ul style="list-style-type: none"> <li>• SPC Export Cycle Time - Free Analysis*</li> <li>• SPC Kitting Cycle Time - Free Analysis*</li> <li>• On Time Shipment*</li> <li>• Inbound Quality*</li> <li>• Top Hit PN's*</li> <li>• Temporary Staged Parts*</li> <li>• Promotion Monitor*</li> <li>• Logistic Matrices</li> <li>• Simulation Environment</li> </ul>
Precisions Solution & Telematics			<ul style="list-style-type: none"> <li>• Next Generation Parts Catalogue Reporting</li> <li>• Forecast and Budgeting Tool</li> </ul>
Sales & Marketing	<ul style="list-style-type: none"> <li>• CRM for Commercial Vehicles</li> </ul>	<ul style="list-style-type: none"> <li>• Shipments Share Tractors NH AG EMEA</li> </ul>	<ul style="list-style-type: none"> <li>• Agricultural Shipments Tractors OLA</li> <li>• CNHI Shipments Tractors APAC</li> <li>• Agricultural Shipments Combine EMEA</li> <li>• CNHI Shipments Combines APAC</li> <li>• Agricultural Registrations EMEA</li> <li>• Agricultural PO FI Evaluation</li> <li>• Commercial Vehicles PO FI Evaluation</li> <li>• GIV CNH (Parts Reporting)</li> <li>• GIV Commercial Vehicles</li> </ul>
Warranty			<ul style="list-style-type: none"> <li>• Knova for KM Agricultural &amp; Construction</li> </ul>
Finance	<ul style="list-style-type: none"> <li>• Depreciation Simulation for Agricultural and Construction</li> </ul>		

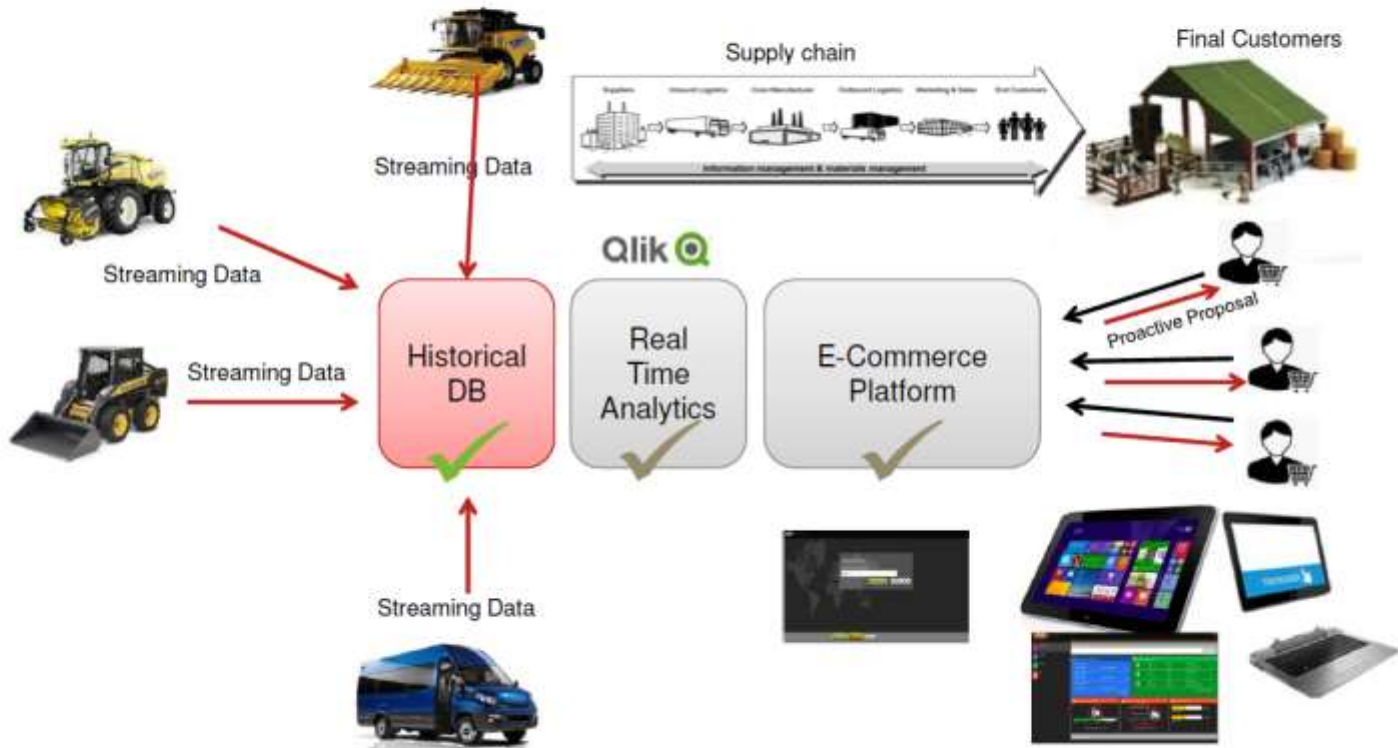
\* All included in QlikView Warehouse Management Project

# Next Challenge

## Additional Data Discovery needs in the telematics area



### Machine To Machine data Management





Thank You

