



**GATE14**

Fabbrica futuro



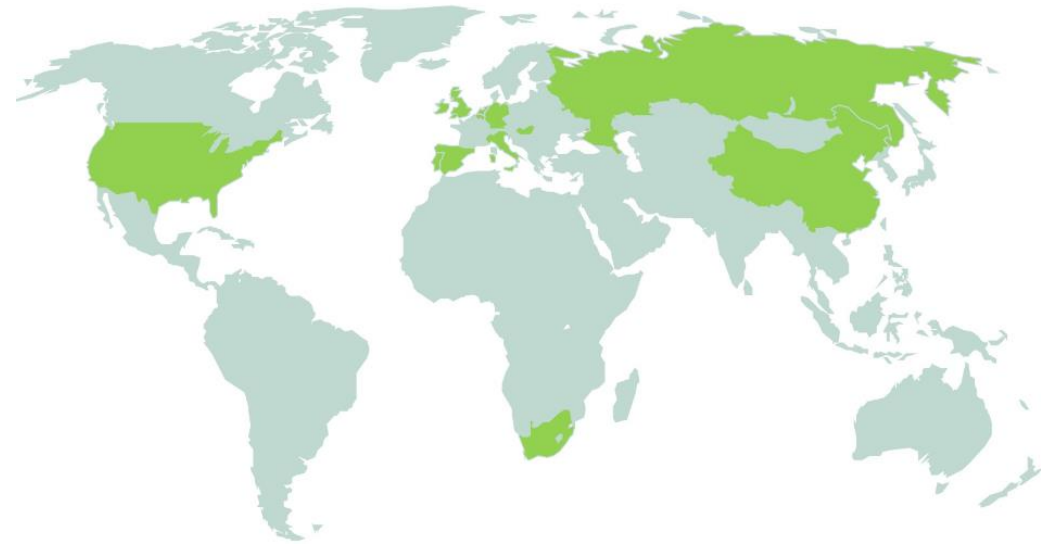
# Results - 15 years performance: Sales&CTR

## Competitiveness:

- Performing with a constant sales growth

## Worldwide companies:

- Italy
- Hungary
- Germany
- Holland
- Belgium
- Spain
- UK & Eire
- Russia
- China
- South Africa
- Usa



Company Type	Manufacturing and Sales Water pumps products
Turnover	266 Million EU (2012)
Employees	Over 1200
Business typology	Make to order 40% Make to stock 40% Engineering to order 20%
Planning and distribution	Local market (lead time 24h) Sales subsidiaries Worldwide distributors OEM market Direct customer
Worldwide presence	14 manufacturing and sales units Italy, China, South Africa, USA, Uk & Eire, Germany, Spain, Holland, Belgium, Russia, Hungary Over 200 countries served by our products
Part of Danish group	18.000 Employees, 2.7 Billion Euros Turnover, 1° company in the world for «water pumps producer»

# Why NEW ERP Platform needs to be agile

Seize  
Opportunities  
**Change**

**Flexible**

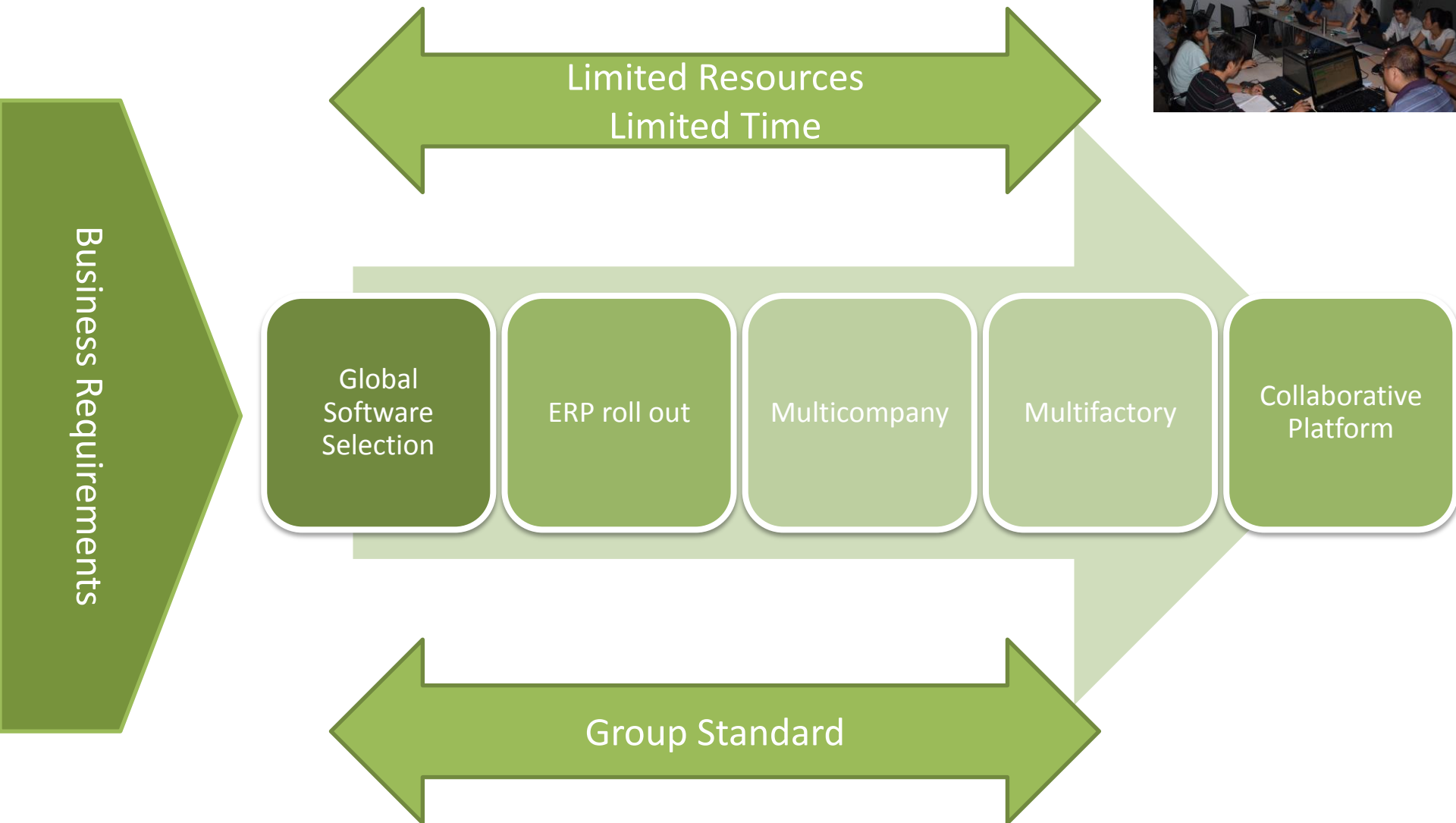
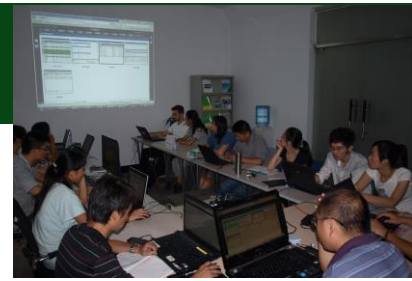
**Competitive  
edge**

**Responsive**  
Identify  
market  
Shifts

**Quick to adapt**

**Rapidly**  
**Maintain**  
**fast pace**

# The Project



# From standard project to Innovation process



Software  
Selection

Global ERP  
implementation

**GATE14**

# Key successful factors







## 1. SCHEDULING – KICK OFF

Final Cutover Checklist DSA 22/04/2013

Area	Index	Check	Owner	INFOR Reference	Signoff
Process Acceptance Complete					
R&D	Creation new Items - from Group	Check Items created and blocked			
	New purchase Item - local	Create a new purchase item only for SAF			
	Activate a DAB code in SA	Activarte in SA a DAB Italy code			
R&D	E-Item creation	create a new e-item			
R&D	BOM creation	Create BOM only for South Africa			
R&D	Change BOM	Change 2 components			
R&D	Mass BOM Change	Change 1 component in more BOM			
R&D	Creation Cycle	Insert new cycle and check			

## Analysis DSA

consulting ■■■

## GO LIVE MASTER DATA CHECK LIST

[illegible]

**Payment Terms:** For South Africa (only): STANDARD (90%) - MONTH-CODE 12949 - AT 90-BUSINESS  
 For Europe - 0 : STANDARD (90%) - MONTH-CODE 12949 - FIRST CODE 0000000000 - AT 90-BUSINESS  
 For Europe - 60 : STANDARD (90%) - MONTH-CODE 12949 - FIRST CODE 0000000000 - AT 90-BUSINESS

**SWIFT** file must be informed within 30 hours of any decrease or alteration in relation to this order, as per our current terms and conditions.

Author	Manager On Guard	Sgt	Date: 02/11/2012
Approved by	<i>L. DRESE</i>	<i>for Lual</i>	Date: 07/04/2013

Name : Solomon Pias

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# Risultato. Tempo medio di roll out ERP 2 mesi

DAB ITALY  
9<sup>th</sup> January 2012

DAB Holding  
2<sup>nd</sup> February  
2012

DAB China  
3<sup>rd</sup> September  
2012

Wacs  
5<sup>th</sup> November  
2012

DAB Iberica  
7<sup>th</sup> January 2013

DAB Germany  
4<sup>th</sup> February  
2013

DAB South  
Africa  
2<sup>nd</sup> May 2013

DAB Hungary  
13<sup>rd</sup> May 2013

DAB USA  
3<sup>rd</sup> June 2013

DAB UK  
2<sup>nd</sup> September  
2013

TESLA  
1<sup>st</sup> October  
2013

DAB Holland  
1<sup>st</sup> November  
2013

DAB Belgium  
1<sup>st</sup> November  
2013

DAB Russia  
2<sup>nd</sup> December  
2013

and Now ?





# Contenuti



## Capitalize Experience

Improve Project management through a Global Team



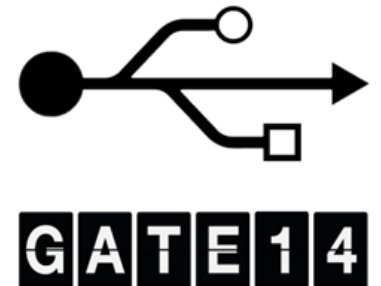
## Focus on Optimization

15 New Projects in 2014

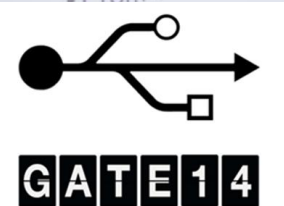


## Constant improvements

Maturity program Check



# GATE 14 Workshop





# GATE 14 Celebration event – Global team all together







## **GATE14**

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Cloud

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Mobility

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Business Intelligence

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Workflow

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Social Enterprise

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CRM

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ERP Maturity system

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SOD

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Innovation Gate

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Leveraging Technology

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# Fabbrica Futuro da dove si può partire



## SALIGUNA ▲

FLIGHT	DESTINATION				DATE	STATUS		INFOR	
J F	2 3 1 5	D A B	I T A L I A		0 1 / 1 2	O N	T I M E	0 1	● ●
L X	3 4 5 6	D A B	C H I N A		0 9 / 1 2	O N	T I M E	0 2	● ●
B A	5 7 9 6	W A C S			1 1 / 1 2	O N	T I M E	0 3	● ●
L A	0 4 8 7	D A B	I B E R I C A		0 1 / 1 3	O N	T I M E	0 4	● ●
F E	5 7 9 6	D A B	G E R M A N Y		0 2 / 1 3	O N	T I M E	0 5	● ●
L X	4 5 6 1	D A B	S . A F R I C A		0 5 / 1 3	O N	T I M E	0 6	● ●
B K	4 3 1 3	D A B	H U N G A R Y		0 5 / 1 3	O N	T I M E	0 7	● ●
G H	6 1 2 3	D A B	U S A		0 6 / 1 3	O N	T I M E	0 8	● ●
Q W	1 1 7 3	D A B	U K		0 9 / 1 3	O N	T I M E	0 9	● ●
C Q	2 1 2 3	T E S L A			1 0 / 1 3	O N	T I M E	1 0	● ●
B X	0 0 6 7	D A B	B E N E L U X		1 1 / 1 3	O N	T I M E	1 1	● ●
W A	0 2 6 4	D A B	R U S S I A		1 2 / 1 3	O N	T I M E	1 2	● ●





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