



Tecnologia innovativa e design intelligente al servizio del business.




FABBRICA FUTURO

Bologna 19-03-2014

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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



0,421M

Cash & equivalents



3,048

New
Customers



La nostra strategia

Infor 10x

Applicazioni completamente
internet-based, html5

Micro
vertical
suite

Specifiche funzioni
per i sotto-settori

Bellezza

Interfaccia, usabilità
piacevole e social



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



1,200+

Food & beverage customers



90+

Countries



6 of 10

Top brewers

95B

Bottles of beer
each year



400k tons

Salmon processed annually



6M tons

Chocolate produced annually



Alcuni clienti per sotto-settori

Dairy

Meat, Poultry,
Fish

Beverage

General CPG

Bakery &
Confectionary

Prepared &
Chilled

Ingredients





Differenziatori nei sotto-settori (microvertical)



Dairy	Beverage	Bakers	Confectionary	Ingredients	Prepared/Chilled	Meat/Poultry/Fish
Push-pull planning with shelf life optimization	Demand forecasting with seasonality, promotions	Shelf life and expiry management	Highly seasonal demand	Seasonality of supply	Shelf life and expiry management	Catch-weight and random weight
Production scheduling respecting tank capacities	Sequencing and changeover by package type and size	Recipe and formula optimization	Forecasting and stock build optimization	Sequencing and changeover by package type and size	Recipe and formula optimization	Planning and control of shelf-life
Recipe and formula optimization	Blend and formula optimization	Advanced sequencing e.g., vanilla => chocolate => nut products	Unique product attributes such as viscosity, total solids, fat content, etc.	Customized formulas & specifications	Short runs	Meat cut optimization with fresh vs. freeze vs. buy optimization
Post process market based cost allocation	Management of co and by products	Stock building planning for seasonal products (Christmas, Easter)	Catch weight for some raw materials	Management of co and by products	Lot and sub-lot traceability and recall	Permissible alternate ingredients in recipe
Order-less production with back-flushing	Cleaning in-process rules	Support for retailer EDI standards	Multiple sales channels including on-line	Cleaning in-process rules	Van route sales and delivery	Post process market based cost allocation
Grading of milk (fat%) with attributes	Lot and sub-lot traceability and recall	Lot and sub-lot traceability and recall	Tank scheduling & management	Lot and sub-lot traceability and recall	Make to stock and make to order approaches	Integrated sales and operations planning
Lot and sub-lot traceability and recall	Management of returnable containers	Van route sales and delivery	Mix of shelf-life restrictions for finished goods	Management of returnable containers	New product introduction	Lot and sub-lot traceability and recall
Daily forecasting and planning	Support for promotions, pricing and discounts	Management of returnable containers	Support for promotions, pricing and discounts	Integrated plant maintenance - asset intensive	Seasonality in demand and consumer preference	Attribute-based pricing & Promotions
Farm payments based on attributes	Integrated plant maintenance - asset intensive				Detailed cost management by lot	



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?

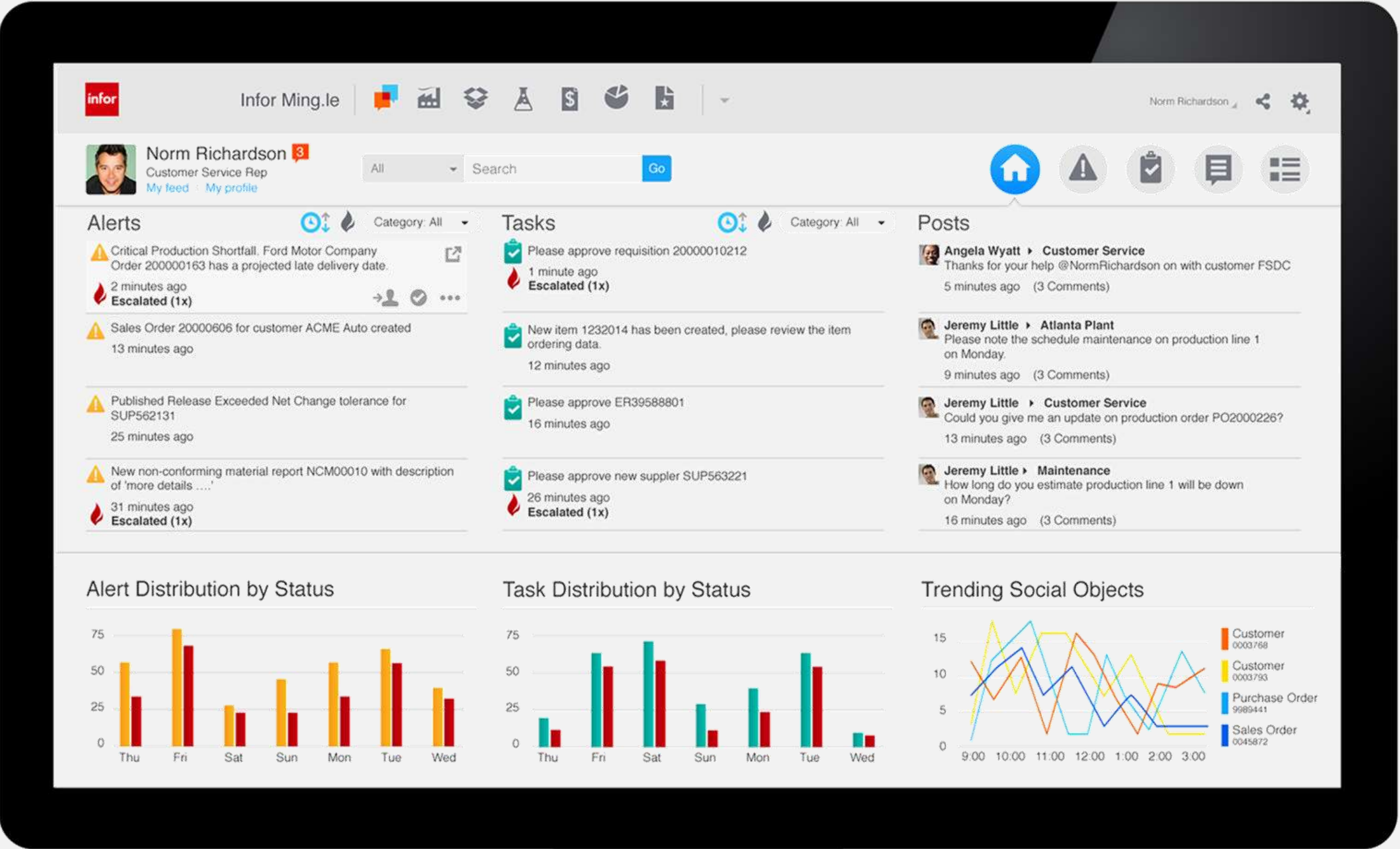


Se oltre tutto aggiungessimo anche ...?





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





Food and Beverage

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Moreno Mozzi



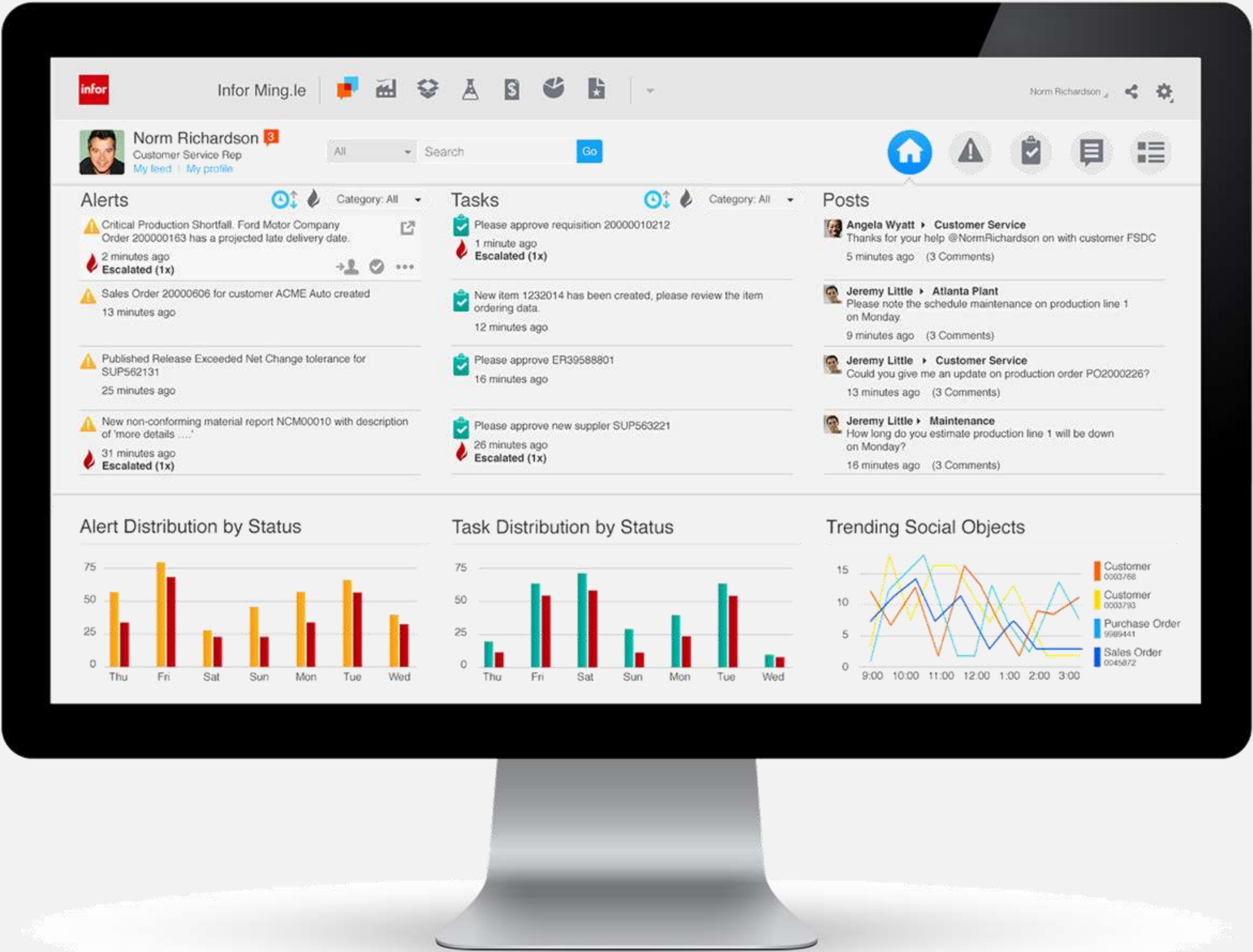
Fare innovazione

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

Home Screen

See Alerts, Tasks, and Posts

Expand for more information

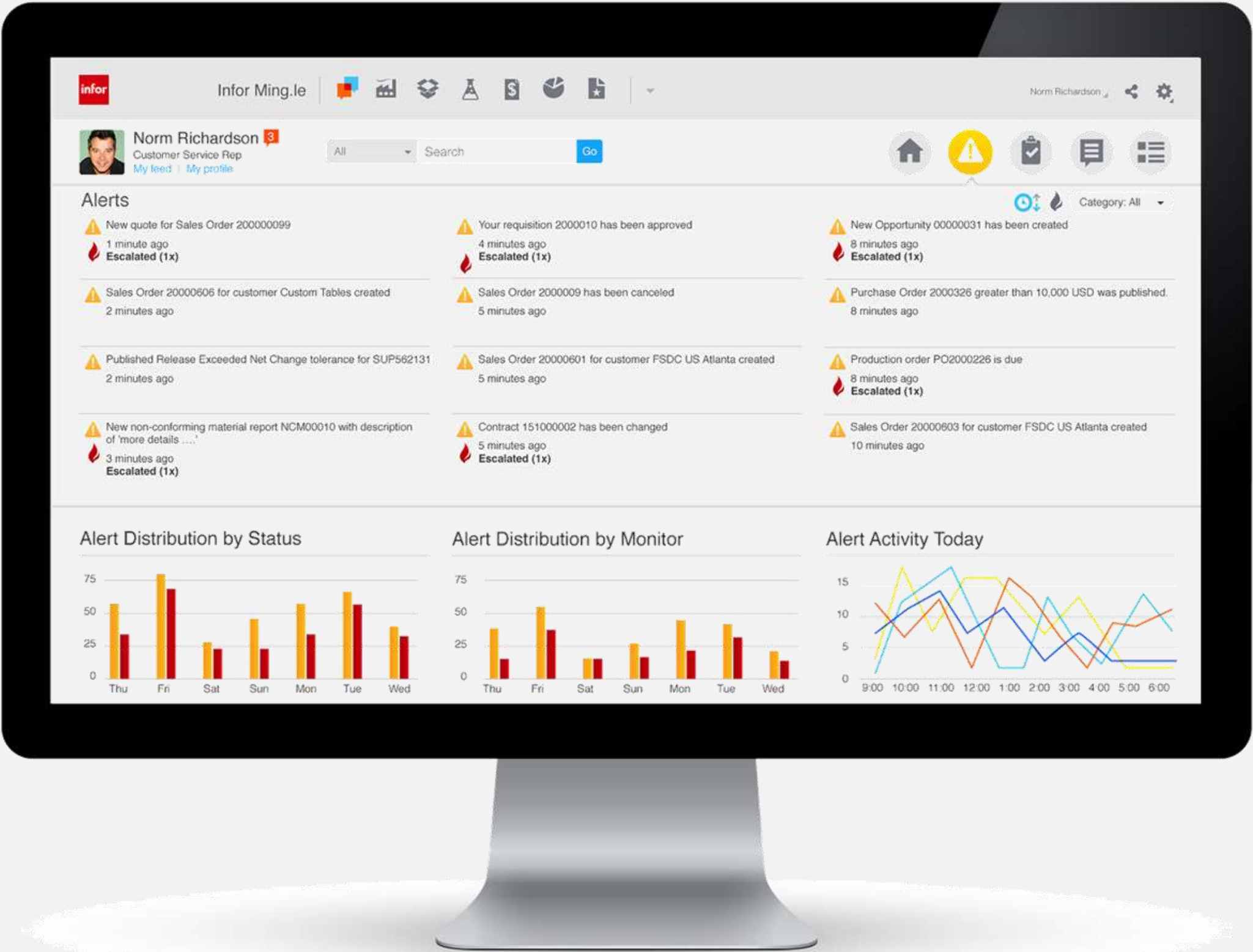


Alerts

Sort by time and escalation

Assign to yourself or someone on your team

Expand for detail

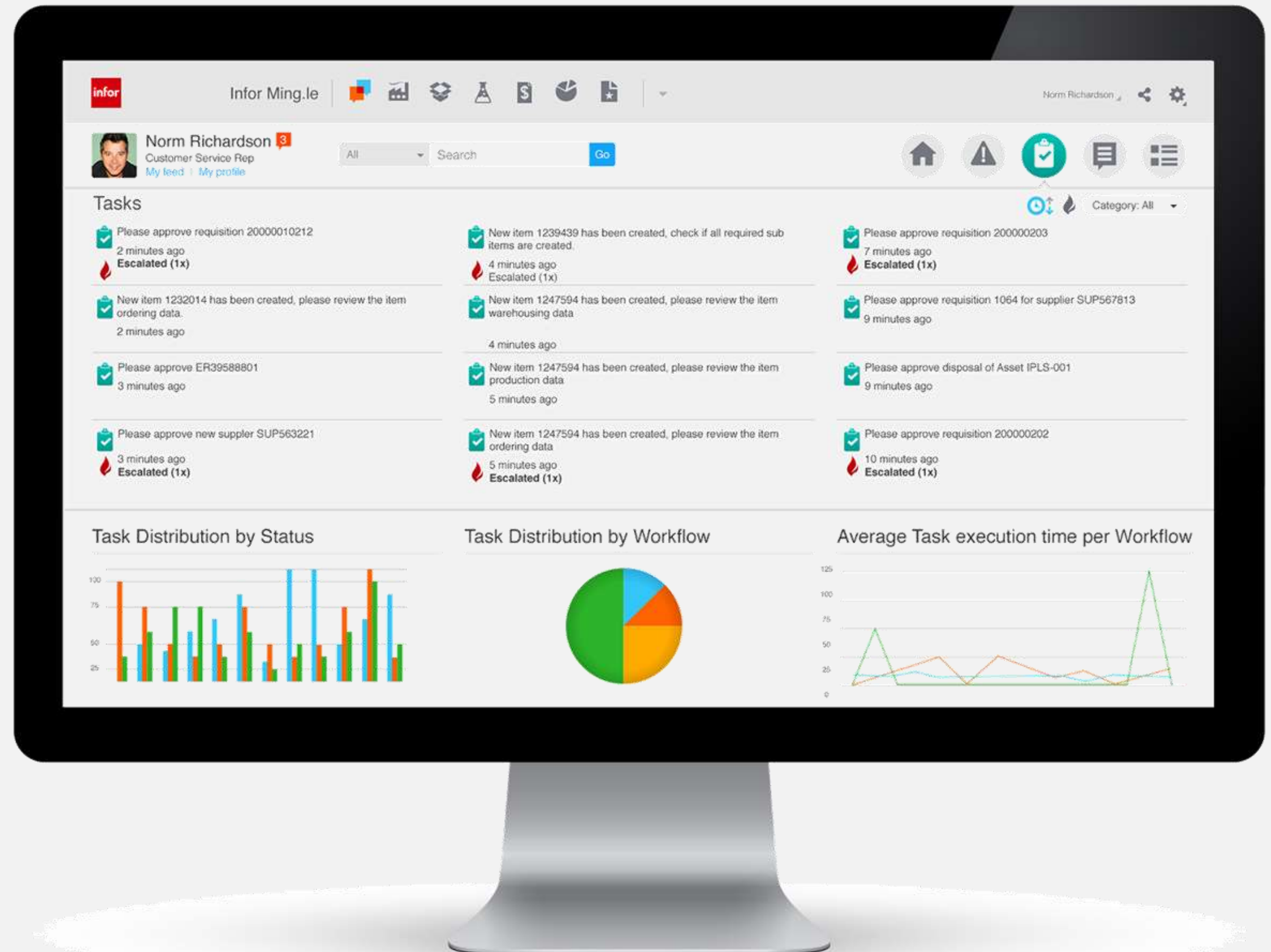


Tasks

Sort by time, escalation, and category

Quickly Approve and Reject

Expand for the Workflow Progress Indicator

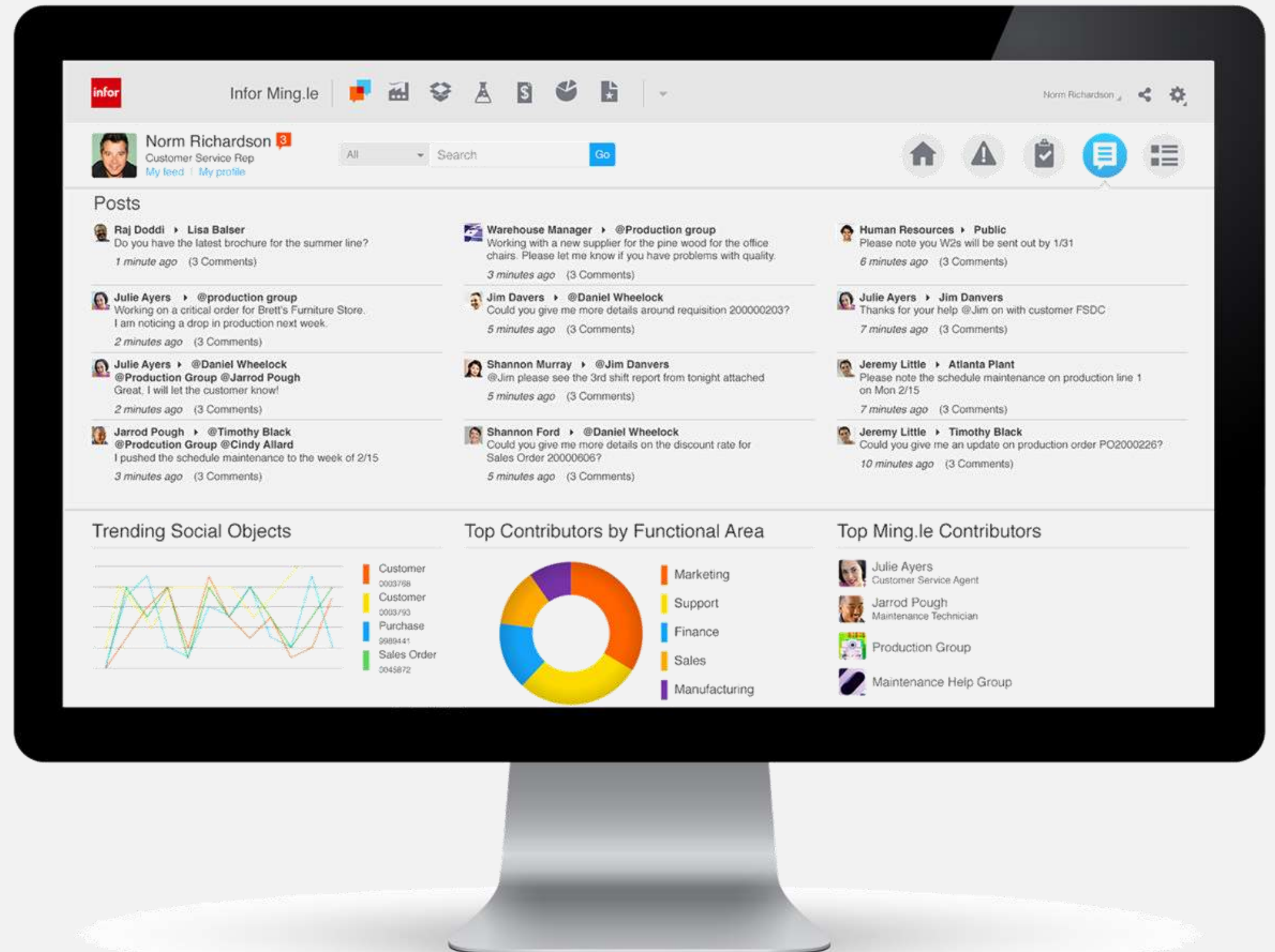


Posts

See updates on the Social Objects

See the latest information from groups

Search hashtags for like conversations



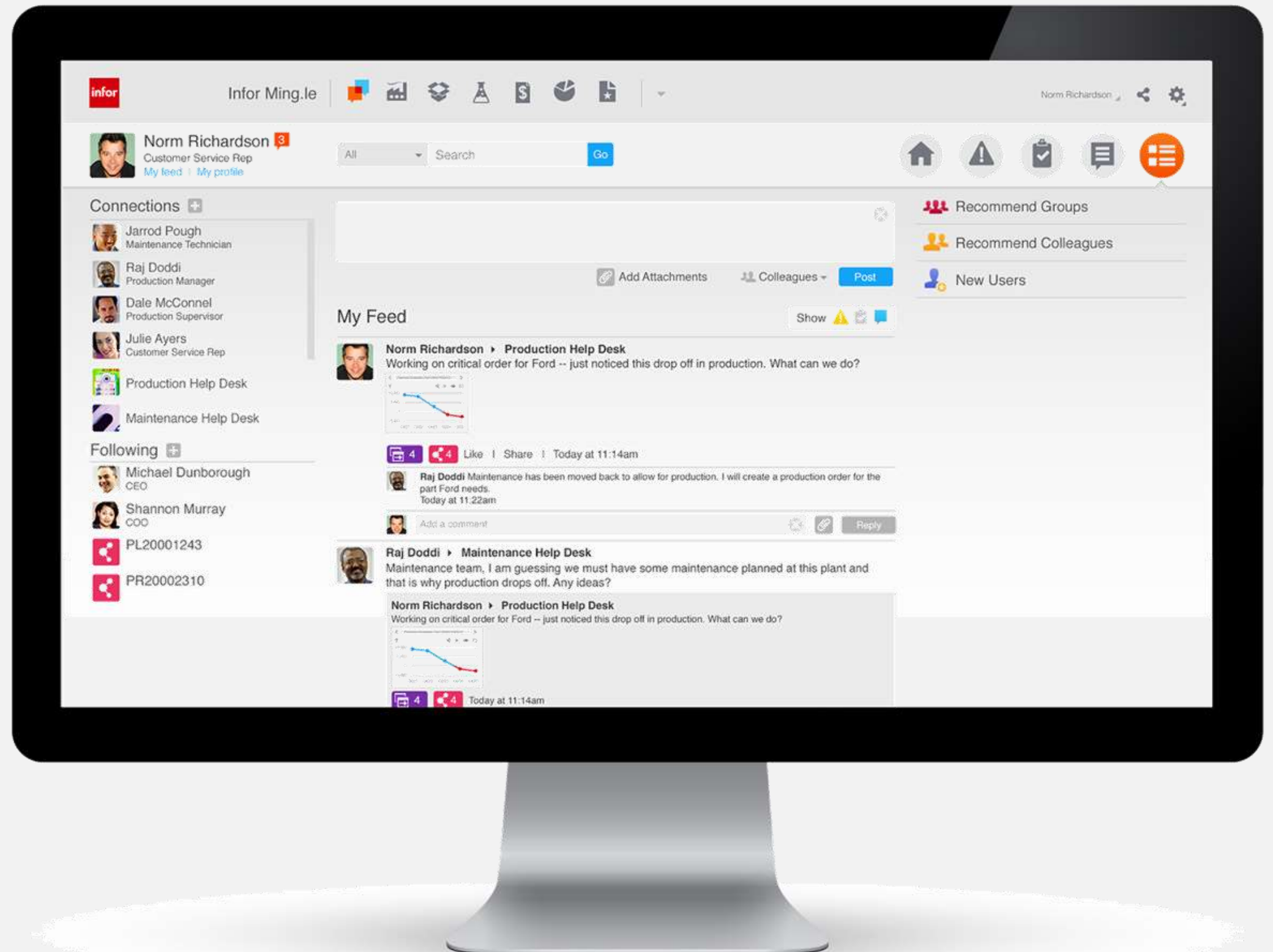
Activity Feed

Start conversations

Join groups

Monitor activity

Quickly access contact info



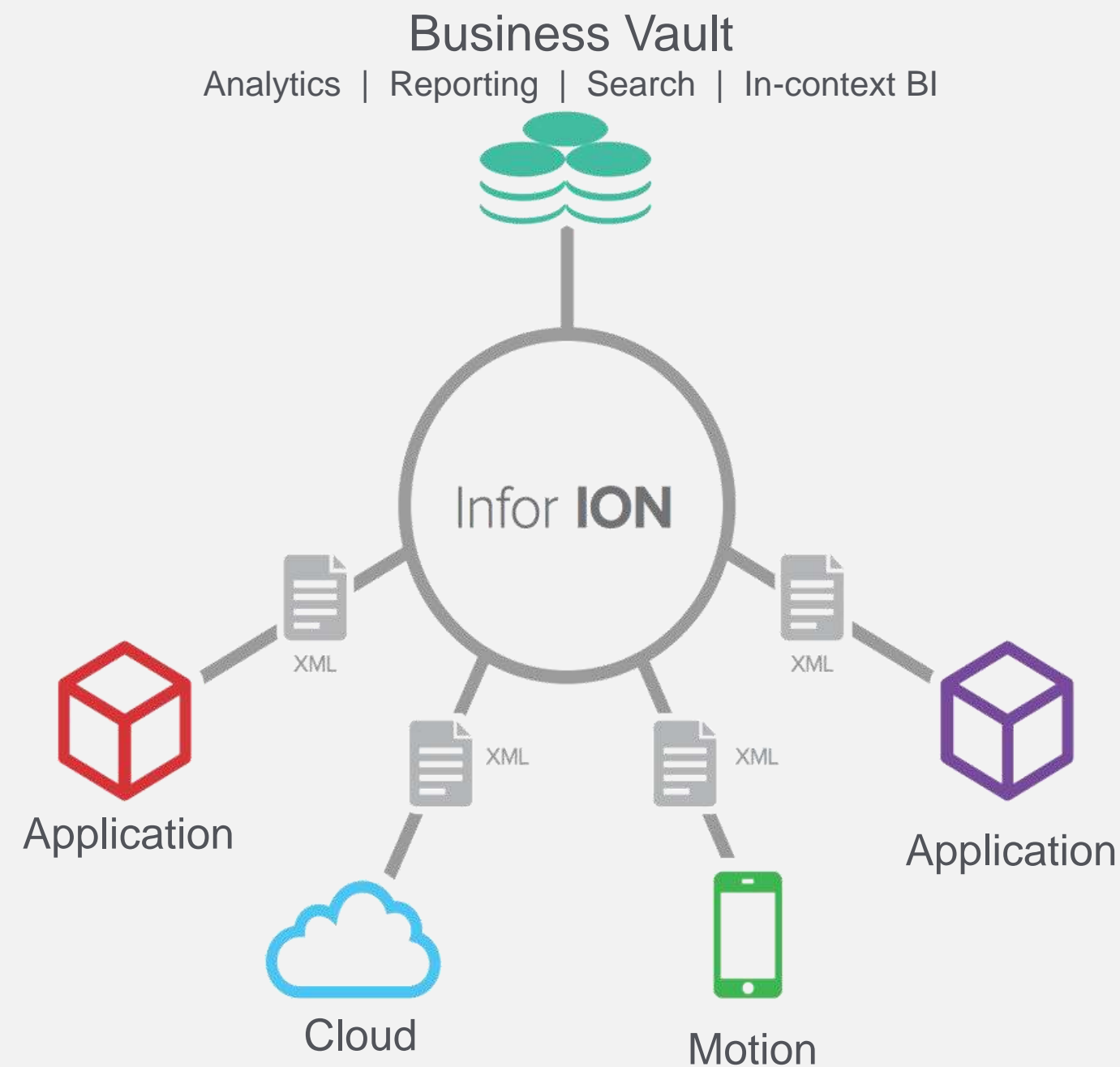


Innovativa piattaforma tecnologica



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



Piattaforma di collaborazione

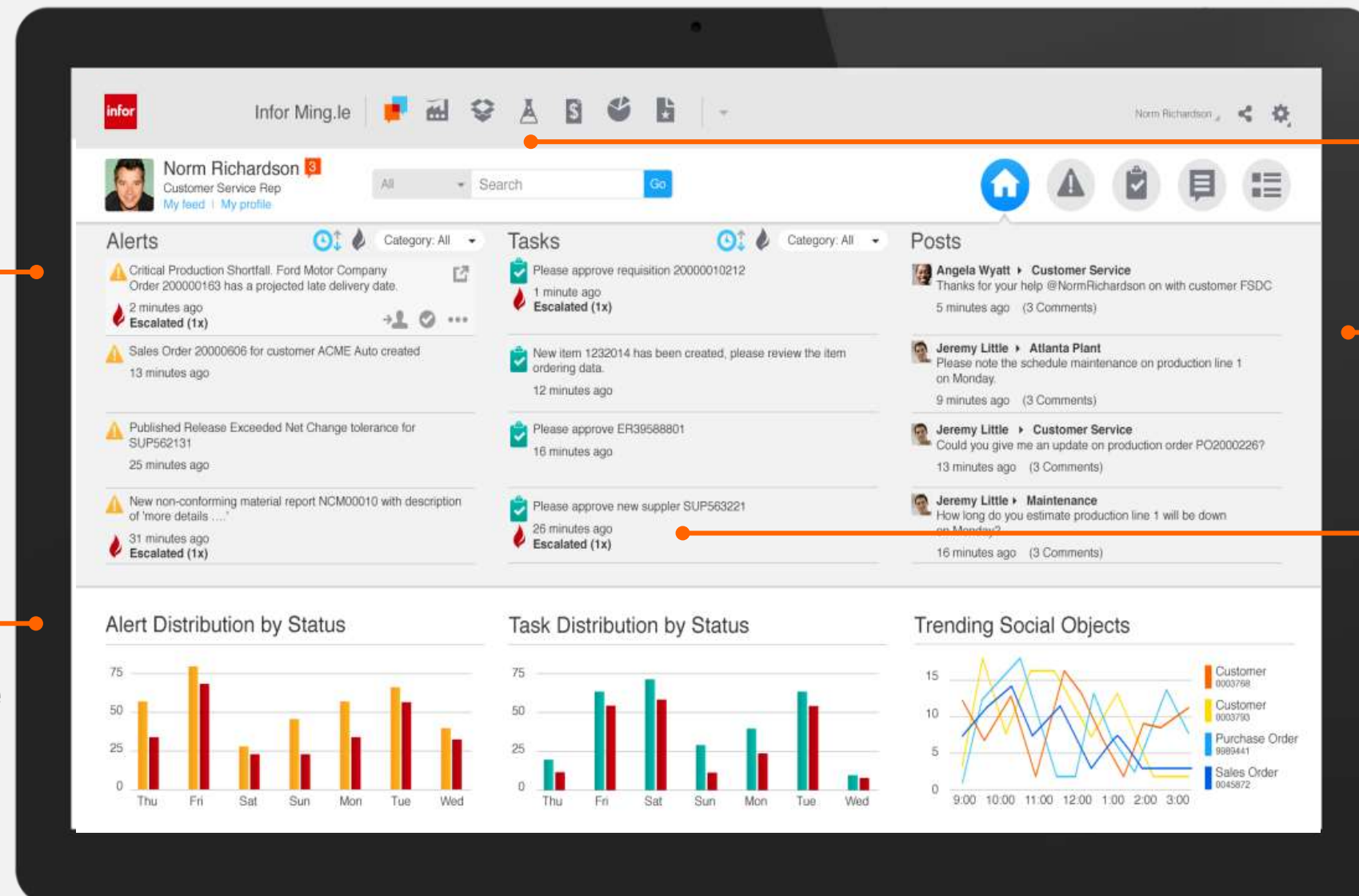


Infor **Ming.le**

Social business?

Essential business.

Infor Ming.le crea una collaborazione naturale e efficiente.



Accesso facile ai sistemi

Aggiornamento continuo con alert in tempo reale

Comunicare , collaborare e condividere informazioni con I colleghi

Informazioni analitiche contestuali. indicatori chiave

Attività automatizzate in modo da rispondere più velocemente



Infor Motion™

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



Road Warrior
Mobile CRM



Warehouse Director
Infor Supply Chain Exec.



Shop Floor
Mobile Work Orders



Activity Deck
Mobile Workflow & Alerts



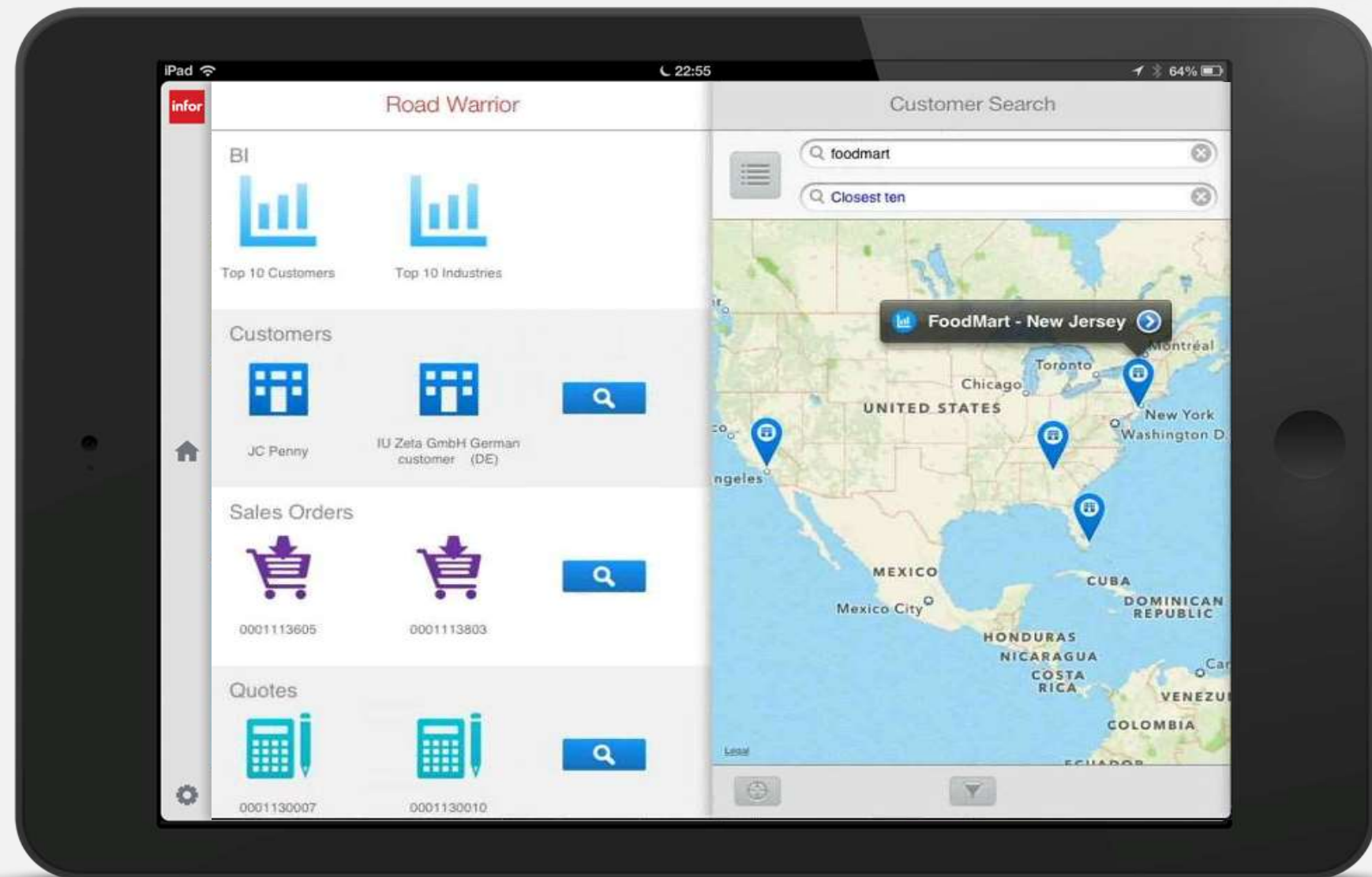
M3 CLM
Customer Lifecycle Management



Dashboards (BI)
Mobile Business Intelligence

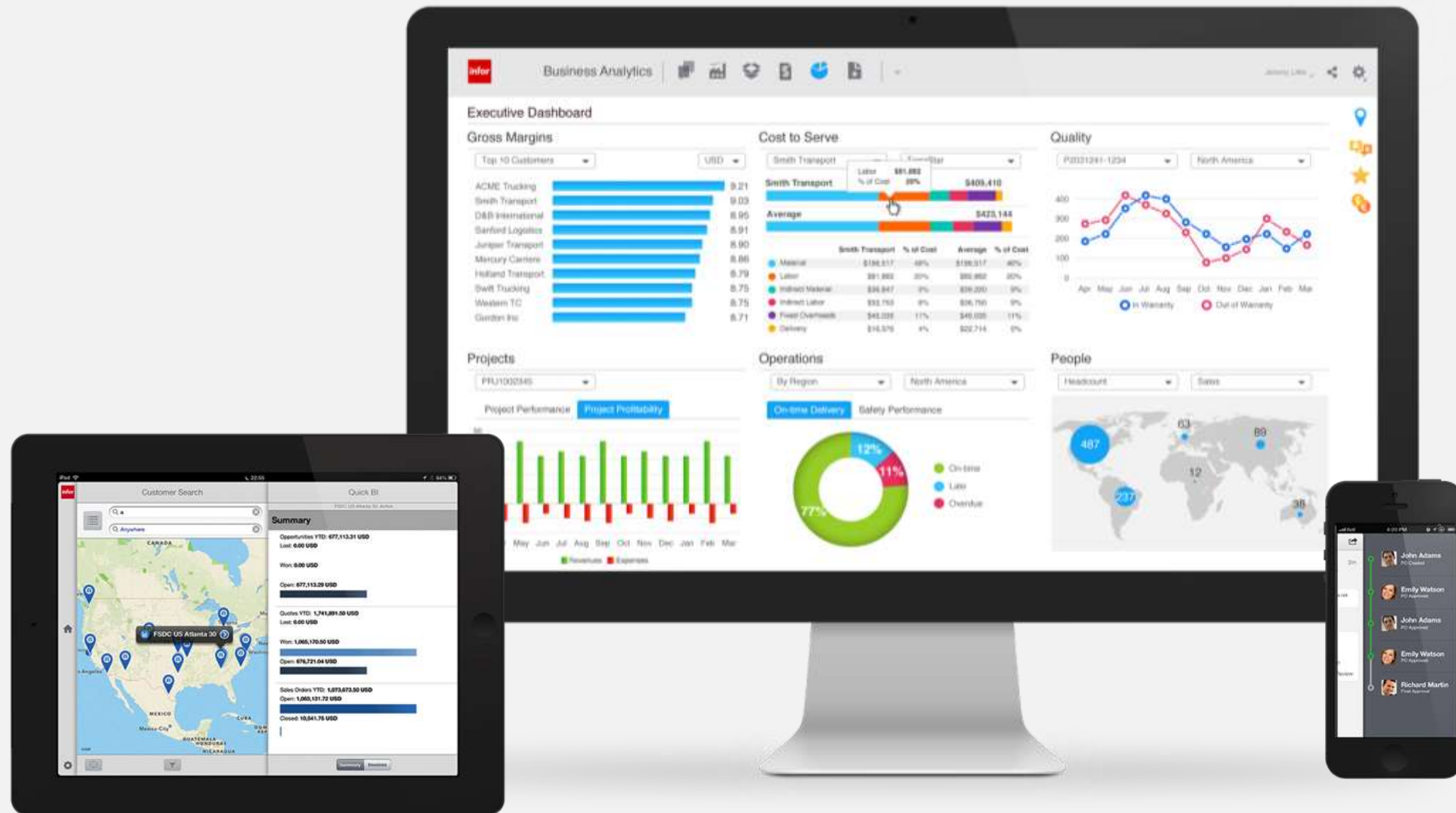


Query & Analysis
Mobile Ad-hoc reporting





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





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™ 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

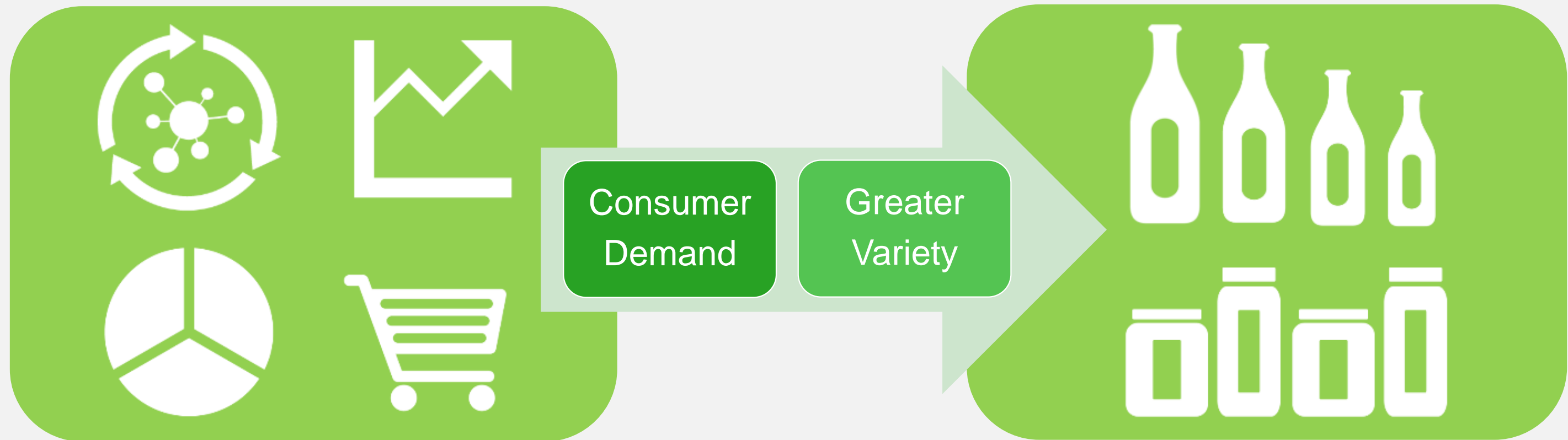
ION Integration, Workflow, Alerts, Business Vault, BI



Introduzione nuovi prodotti

Innovazione

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



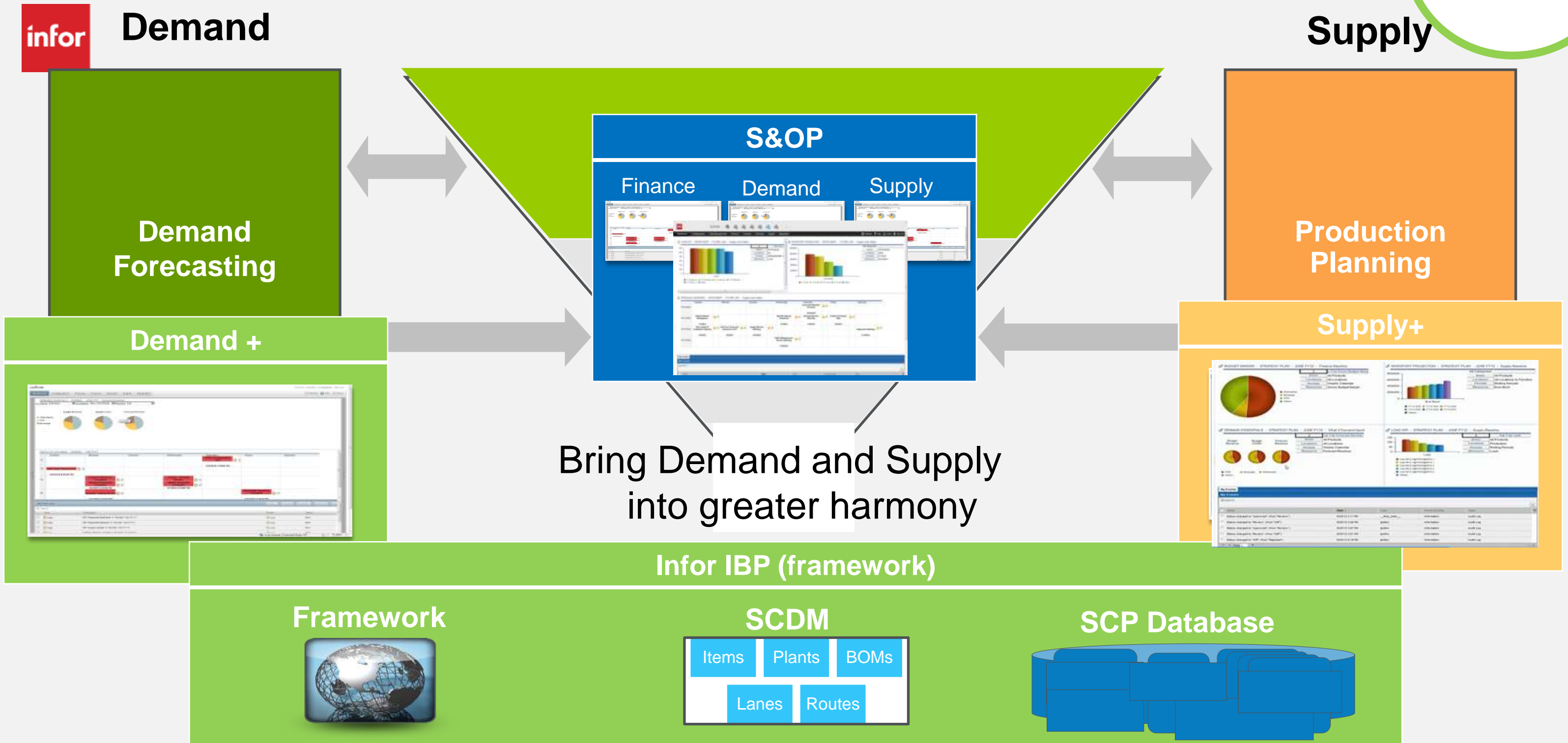
Infor Difference: Centralized PLM database for all recipes and ingredients that's integrated with ERP



“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

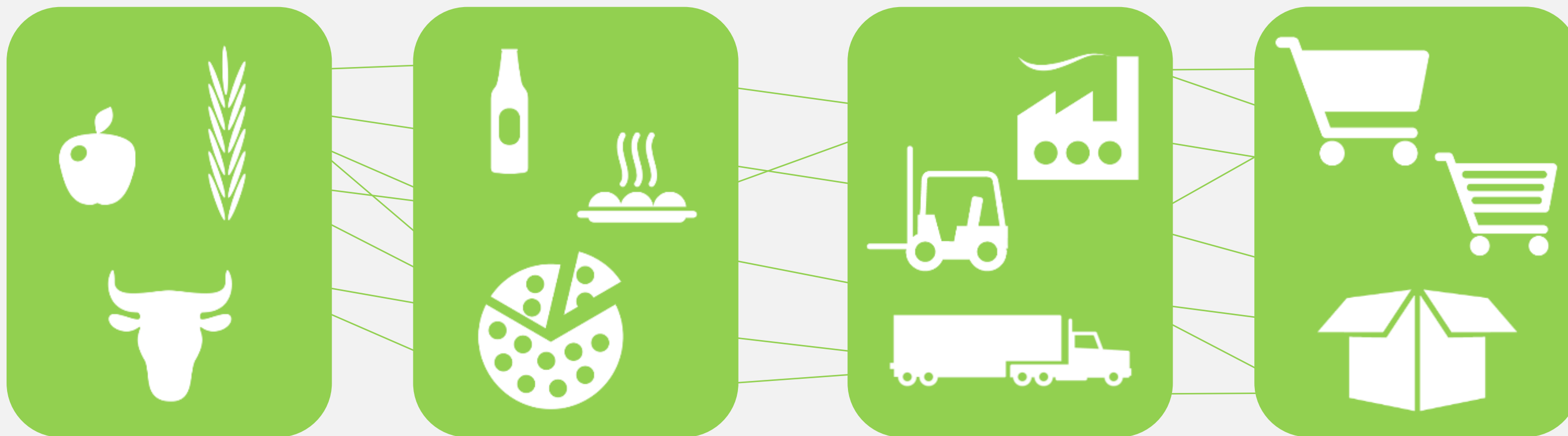




Tracciabilità rintracciabilità

Qualità &
Conformità

Issue: Recall times of 2 hours upstream and downstream



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



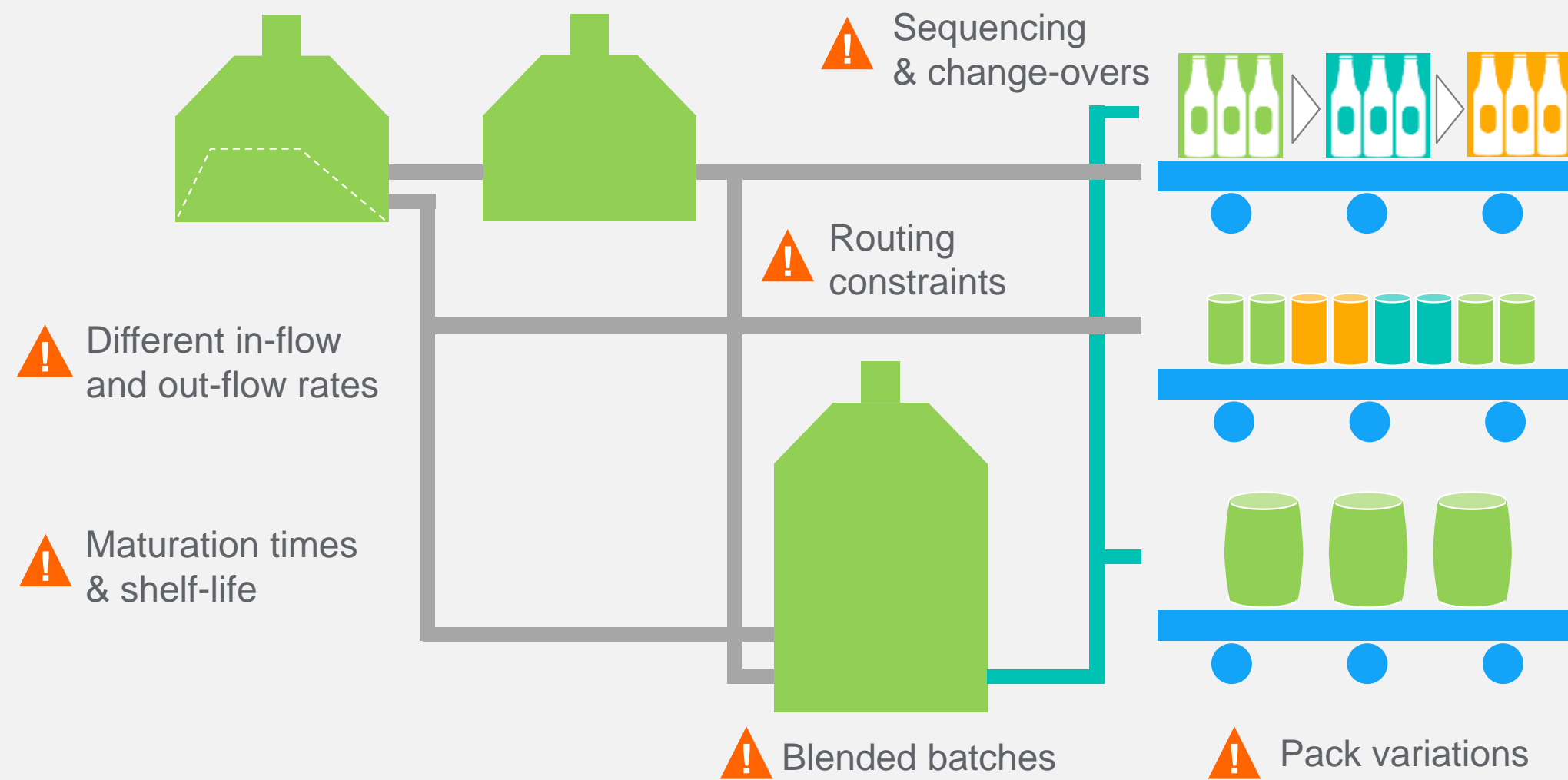
“....gives us clear competitive advantage in the market
makes us transparent and this builds trust with customers and suppliers.”



Tank planning & scheduling

Issue: ERP solutions not built for scheduling fluids through tanks

Costi
Operativi



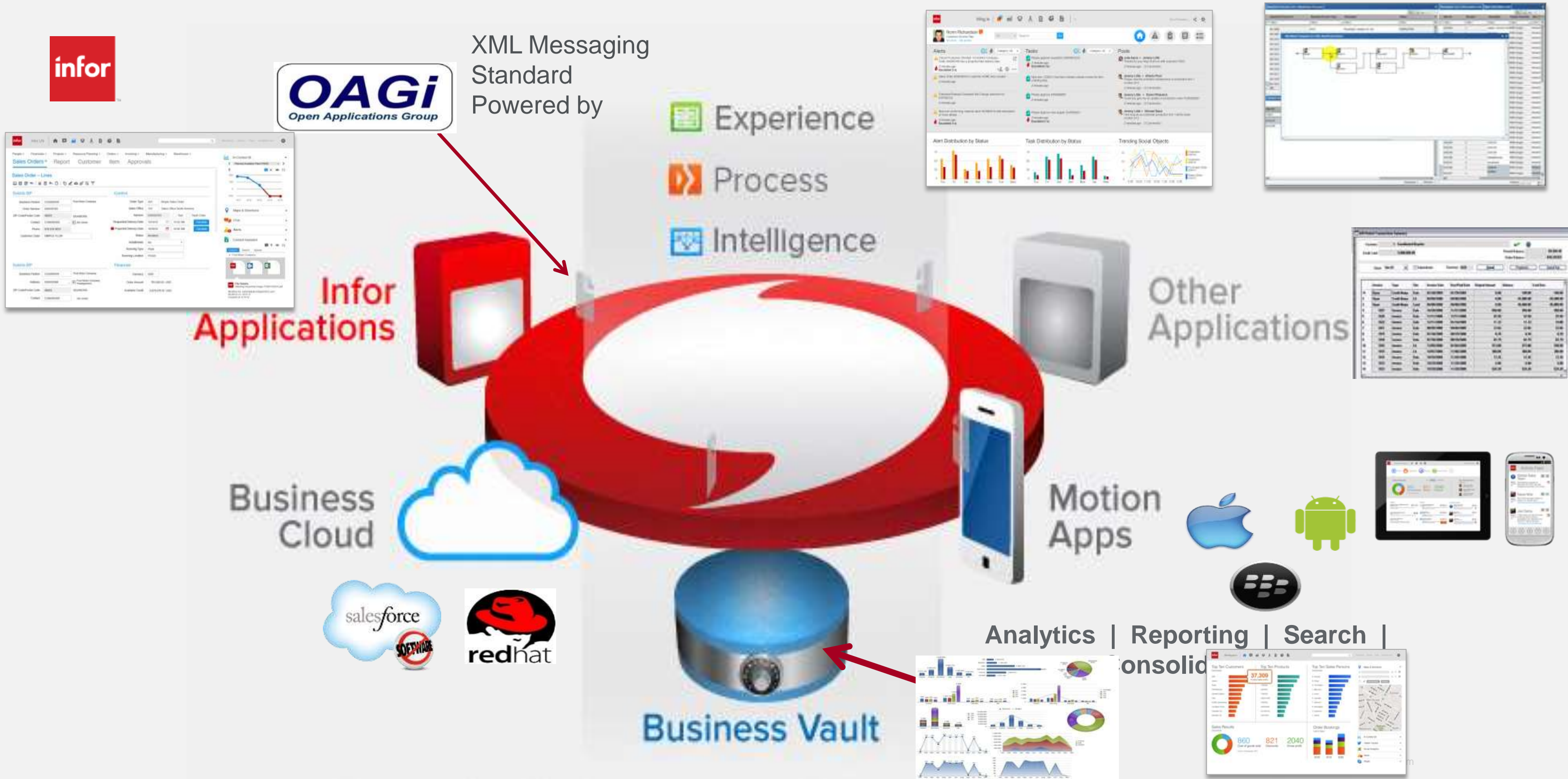
Infor difference

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



“...eliminated a tank per week ...saving us millions of dollars.”

Infor F&B system – ION platform





Food and Beverage

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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»



Esempio pratico

- [NutAllergy_mingle_short.mp4](#)



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

