

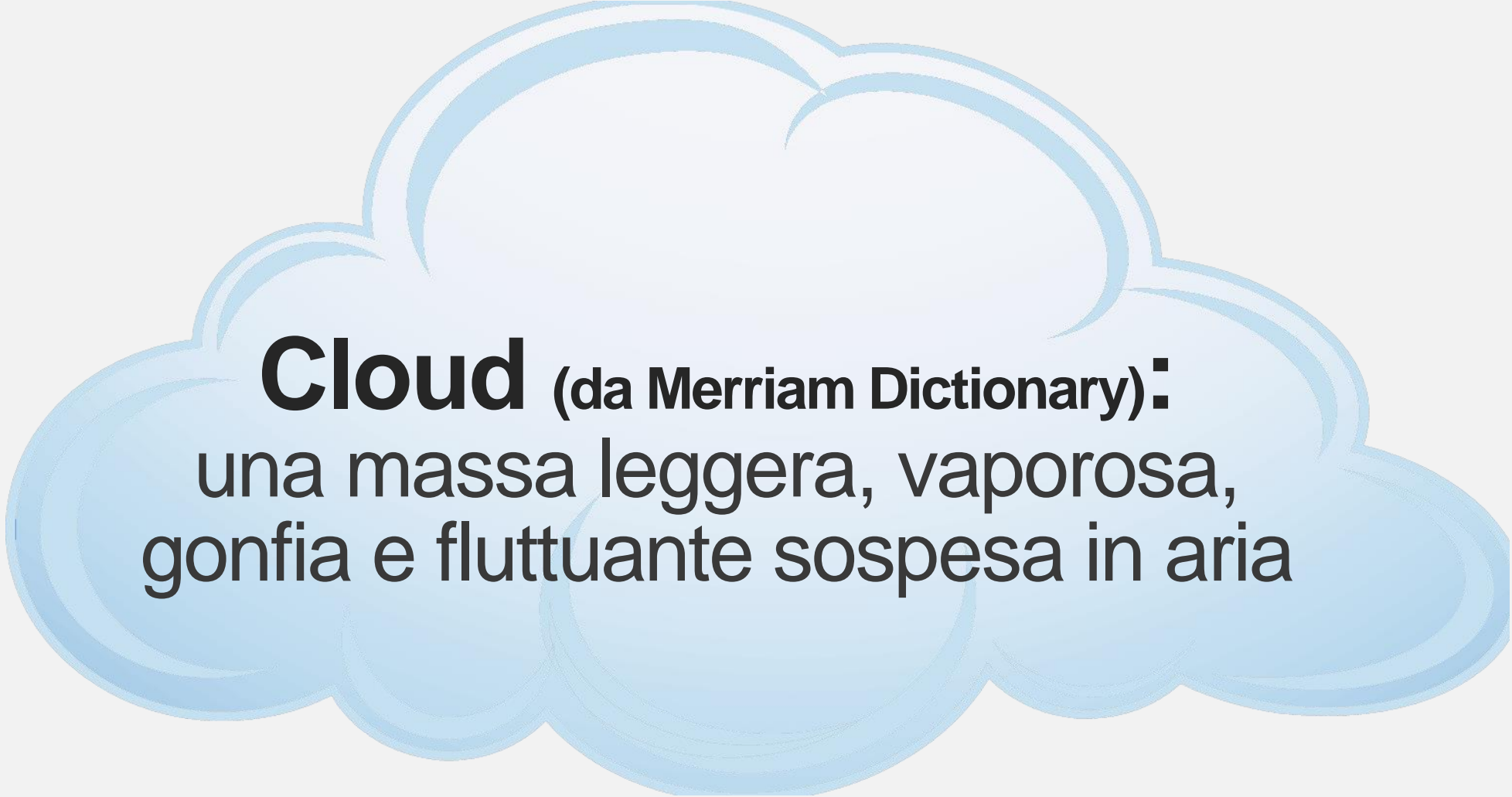


# To #Cloud or Not To #Cloud? is that the #Question?

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

Verona – 22 ottobre 2014 – Fabbrica Futuro

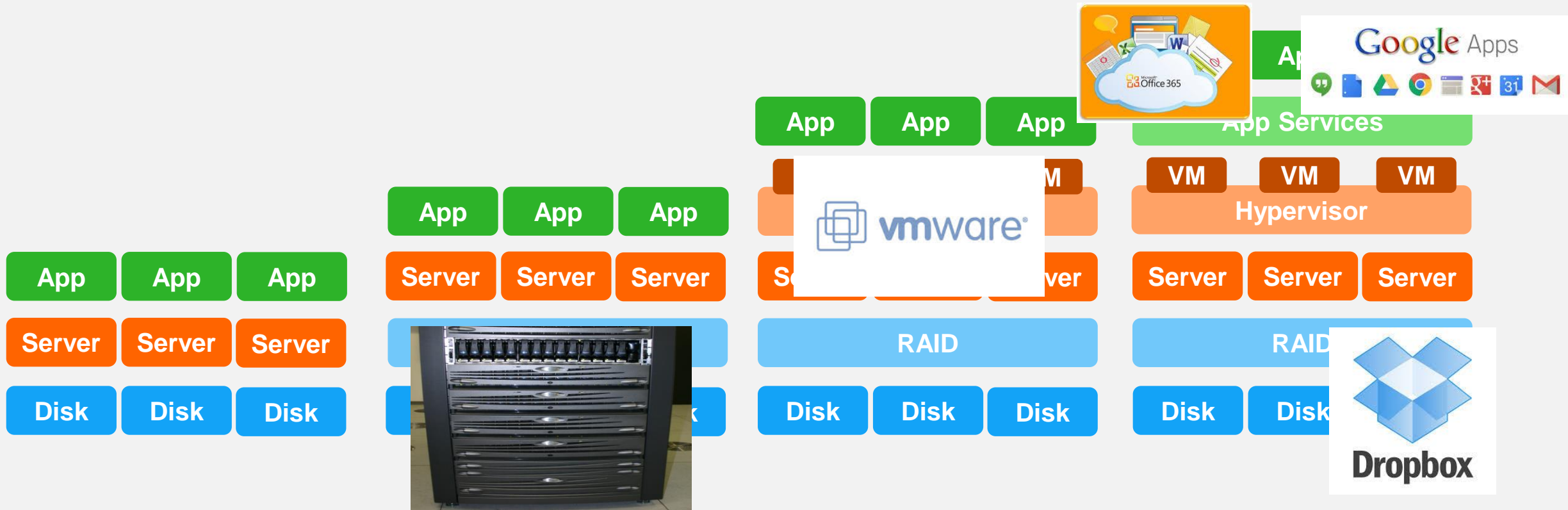
*Specialized by industry.  
Engineered for speed.*

A large, stylized blue cloud with a white outline and a light blue gradient fill, serving as a background for the text.

**Cloud** (da Merriam Dictionary):  
una massa leggera, vaporosa,  
gonfia e fluttuante sospesa in aria

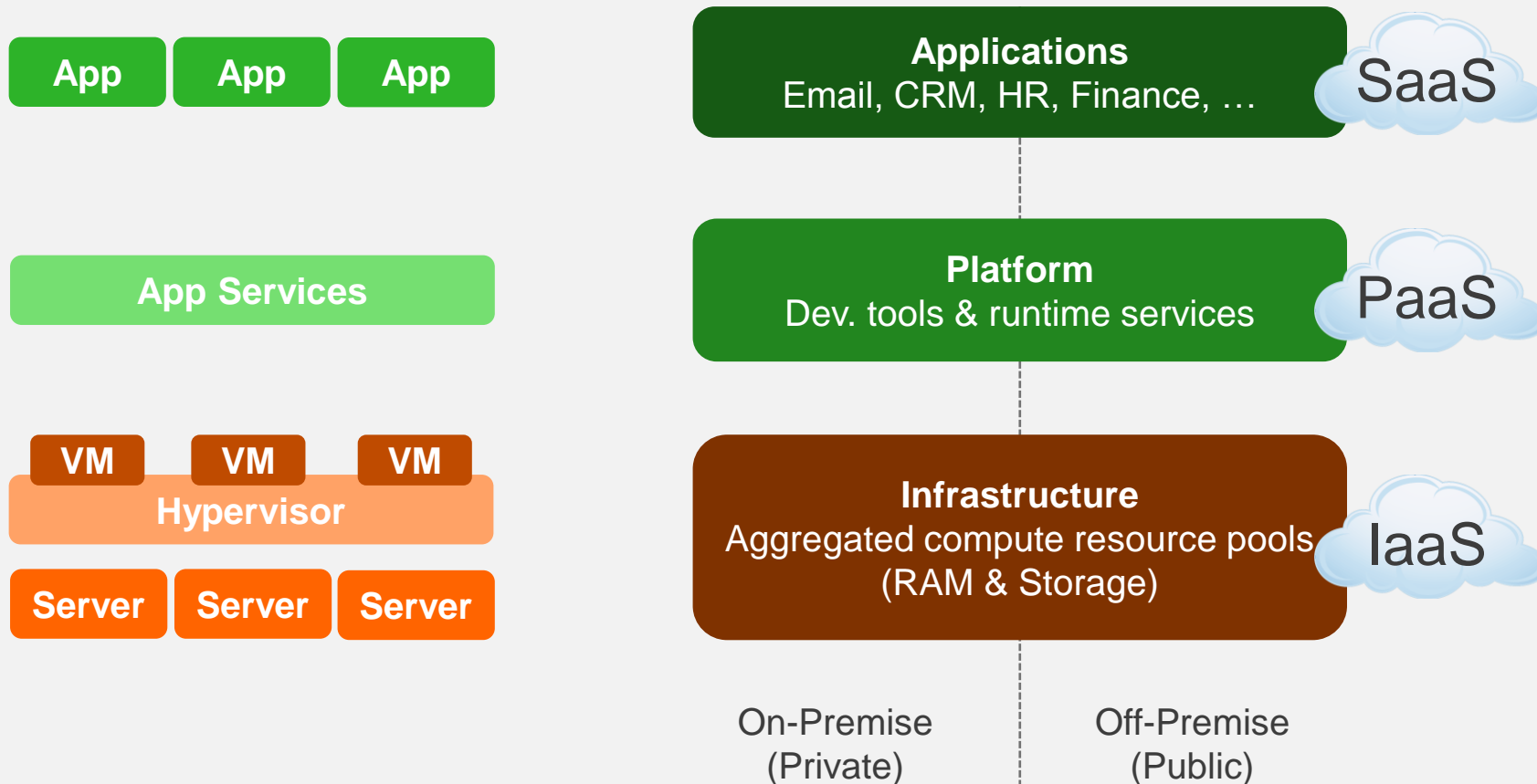


# How did we get to Cloud?





# ... to Cloud Services









“Within five years, the primary use of the term "cloud" will be to describe initiatives that are business led rather than IT-led”



# Cloud is not a technology discussion

		Cost	Agility	Continuity	Post Modern ERP
CEO		Bottom line op. expenses Focus on business not IT	Time critical initiatives Introduce – Change – Retire Growth, Expansion Acquisitions, Divestments	Reputation and trust	Ubiquitous Apps BYOD 24/7 Economy New market entrants Disruptive business models ...
CFO		Accountability & Transparency Capex to Opex TCO	Zero-variance & Predictability Invest for growth and change	Penalties Overtime Outsourced work	
CIO		Avoidance (H/W refresh) Resource re-deployment	Scale on-demand Close the “innovation gap”	Internal customer sat. “Shadow IT”	



IT deve ripensarsi e  
riposizionarsi all'interno  
dell'azienda

The background is a green-tinted hand-drawn sketch of a dashboard. It features various data visualization elements: a bar chart in the top left, a line graph in the top right, a pie chart in the middle right, and several rectangular boxes representing data panels. Handwritten text is scattered throughout, including 'these lists are subject to change' in the top center, 'W | API' and 'Widgets' in the middle left, 'ACTION' and 'TYPES' in the middle right, and 'DATA SOURCES' in the bottom right. There are also some geometric shapes like circles and rectangles, and a small clock-like icon on the left.

The Infor logo, consisting of the word "infor" in white lowercase letters on a red square background. The background of the entire slide is a vibrant blue with stylized white and light blue clouds and geometric shapes.

infor

The world's first industry  
cloud company





“The remarkable part is that Infor is the first—and so far the only—enterprise applications vendor to deploy complete transactional application in production on a public cloud (here AWS).”

### **Constellation Research**

Holger Mueller, Vice President and Principal Analyst,  
Constellation Research, Inc.

March 31, 2014.

# No two clouds should be alike.

Comprehensive industry-specific software built for the cloud



Infor CloudSuite™  
**Automotive**



Infor CloudSuite™  
**Food & Beverage**



Because manufacturing tires is different than growing kiwis, Infor CloudSuite™ integrates enterprise applications that are specialized for your industry vertical, designed to work beautifully together, and delivered securely in the cloud.

@infor



# Infor Industry CloudSuites



Infor **CloudSuite™**  
Corporate



Infor **CloudSuite™**  
Healthcare



Infor **CloudSuite™**  
Aerospace & Defense



Infor **CloudSuite™**  
Automotive



Infor **CloudSuite™**  
Fashion



Infor **CloudSuite™**  
Food & Beverage



Infor **CloudSuite™**  
Industrial



Infor **CloudSuite™**  
Distribution



Infor **CloudSuite™**  
Public Sector



Infor **CloudSuite™**  
HCM



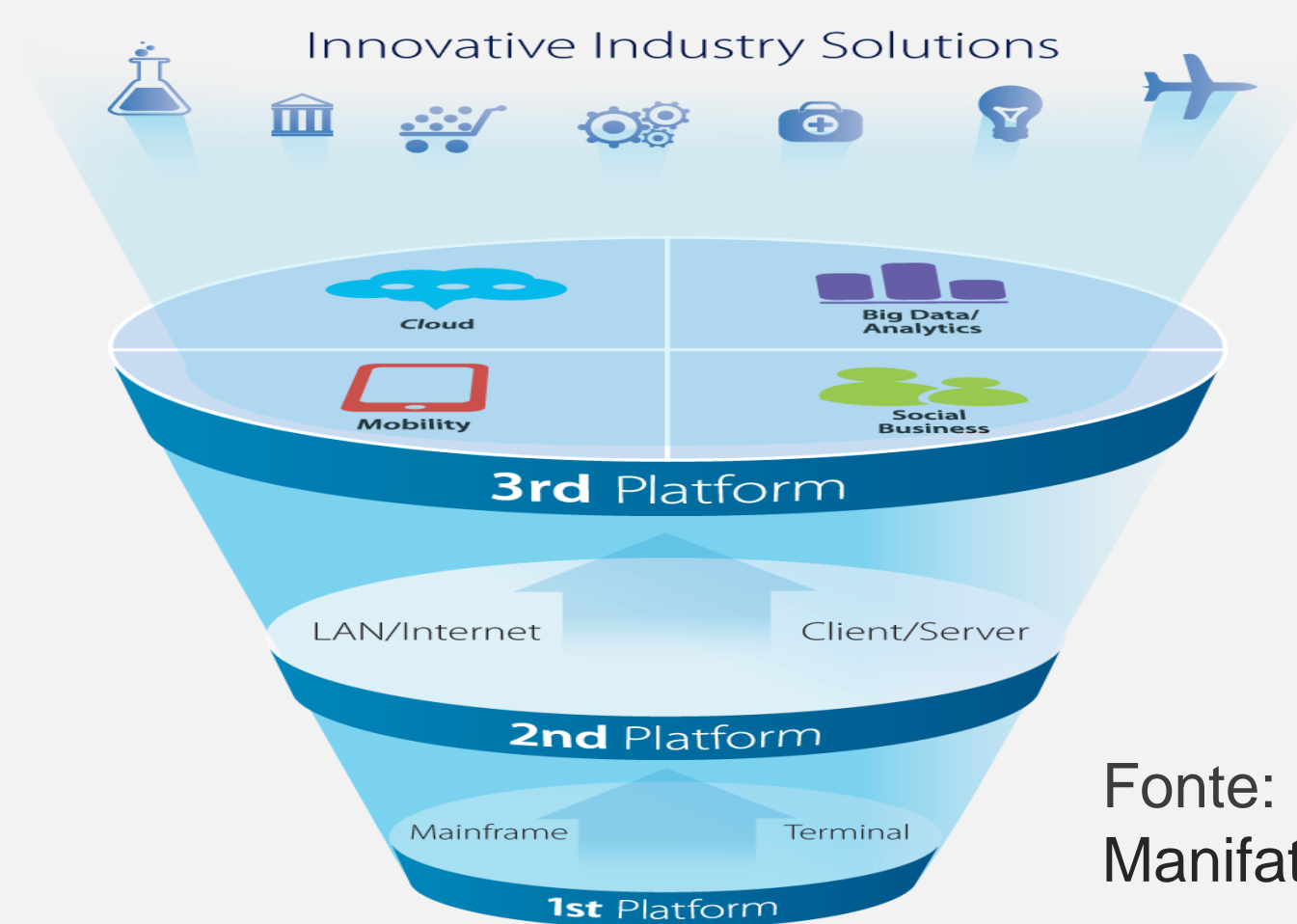
Infor **CloudSuite™**  
Hospitality



Infor **CloudSuite™**  
Equipment



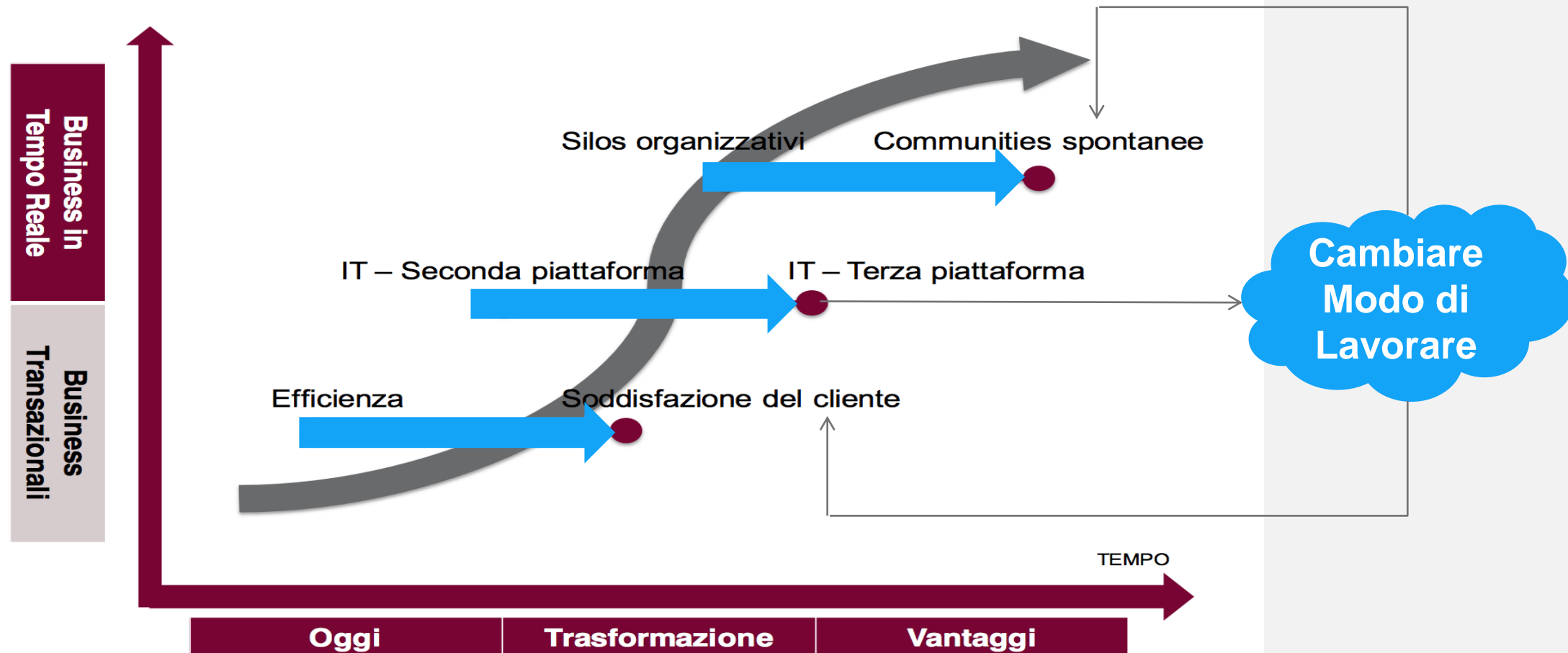
# Il Futuro: piattaforma IT di terza generazione



Fonte: IDC Il Futuro dell'Industria  
Manifatturiera 2014

# Il viaggio verso l'industria del futuro

Il percorso dell'industria lungo la curva a "S"



# Infor strategy



Architecture  
of the Internet

Specialized  
micro-vertical  
suites

Create  
experiences  
people love





The background is a light gray collage of various hand-drawn UI design sketches. These include: a line graph with four points and an arrow; a small window with a wavy line; a large window with multiple horizontal bars and two small square icons; a row of four identical placeholder boxes (each with an 'X' and horizontal lines); a small window with a bar chart; a vertical sidebar with two placeholder boxes; a small window with a star icon and two location pins; a diagram with labels 'W | API', 'Widgets', 'TYPES', and 'ACTION' connected by dashed lines; a window with a large 'X' placeholder and four circular icons; a window with a 'SIMPLE CLEAR PATH' label and arrows; and a window with a grid of six different data visualizations (line, bar, pie, etc.).

# Creating Experiences People Love



**Infor Ming.le™ = a centralized platform for social collaboration, analytics and business process management**

Contextual work

Wired to the application(s)

Analytics at the core

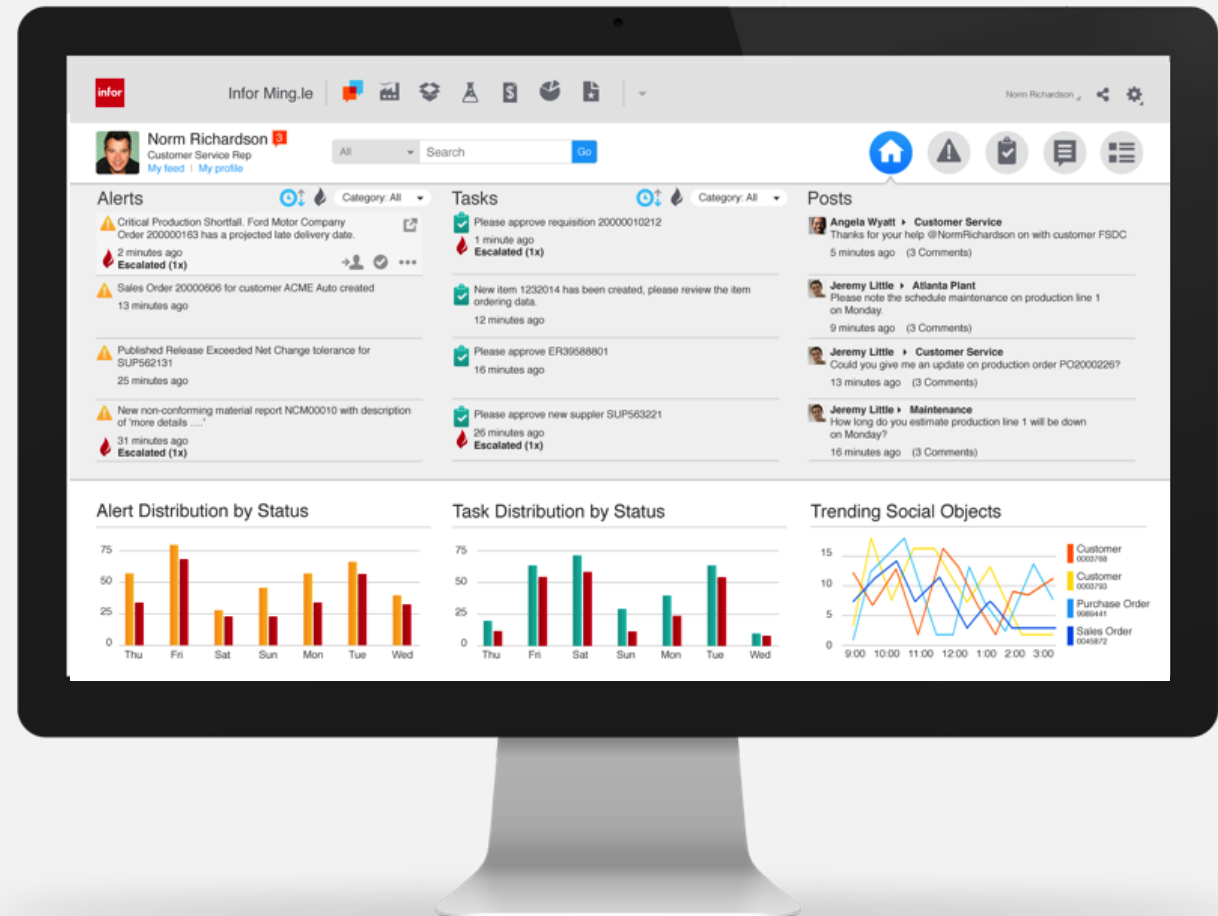
Work anywhere





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

To Do

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  
Requeston 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

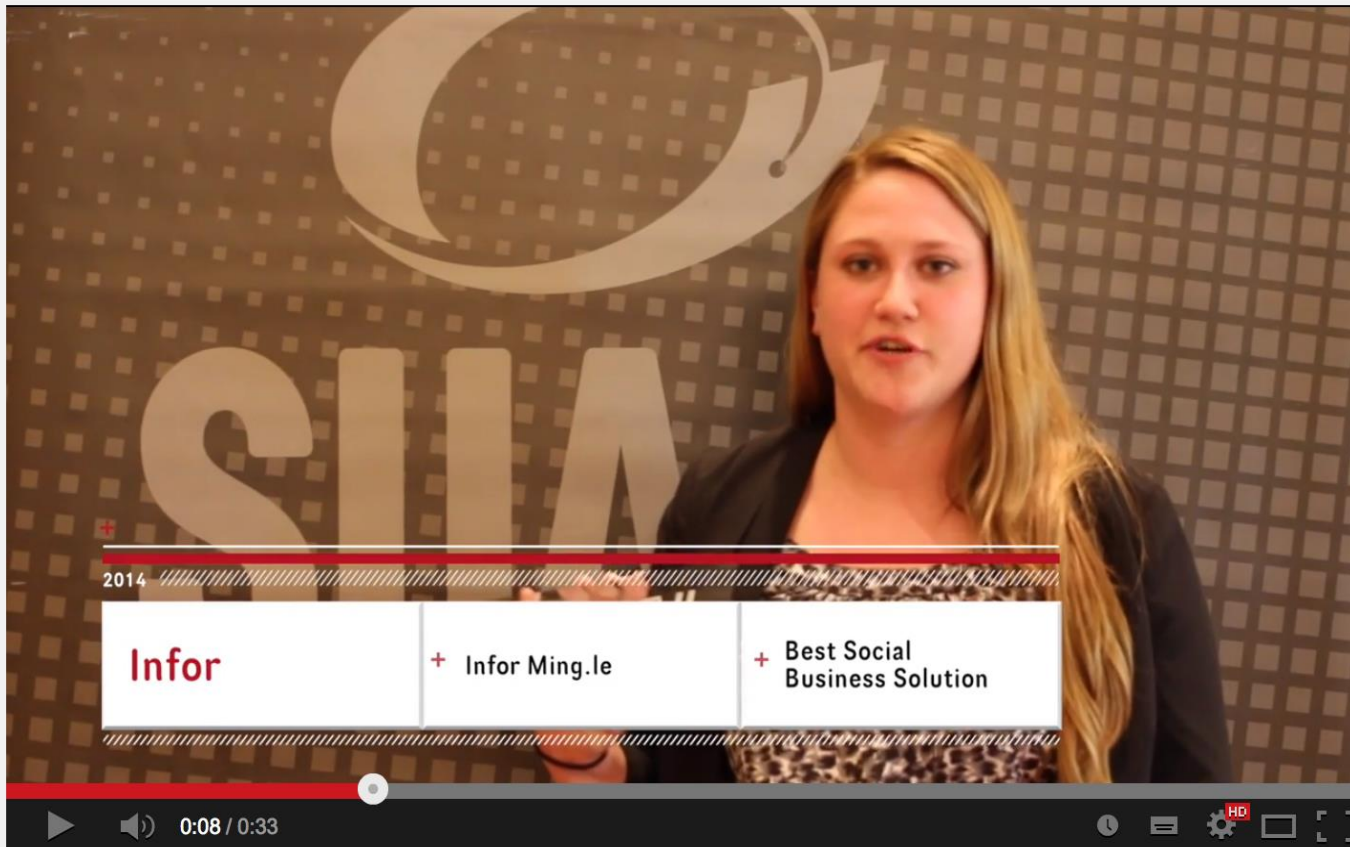
Enter your comments here:

- Steps
- Percentage Selection
- Review and Approval



# Infor Ming.le premiata come migliore piattaforma di business social collaboration

YouTube IT



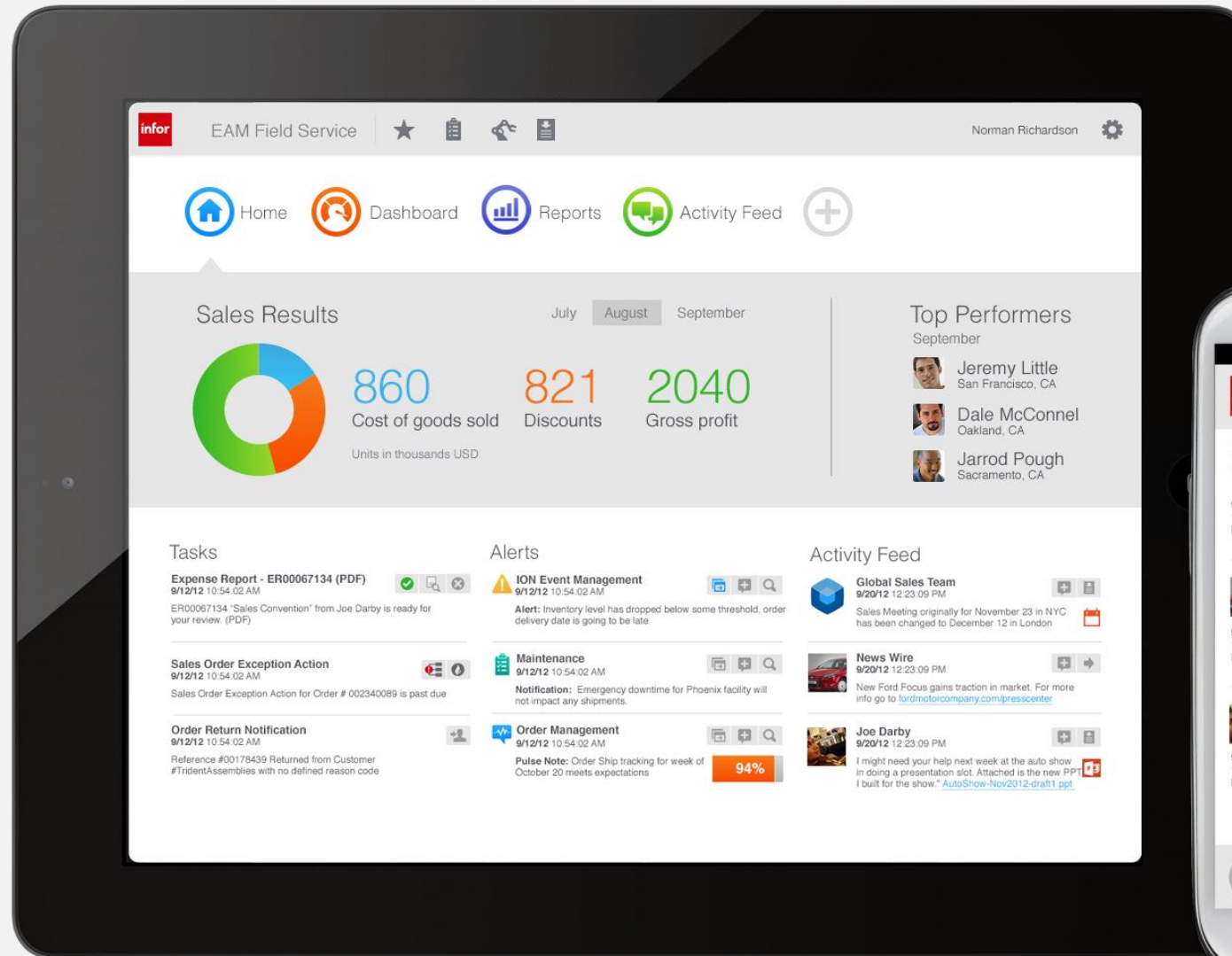
Infor wins the 2014 CODiE Award from SIIA!



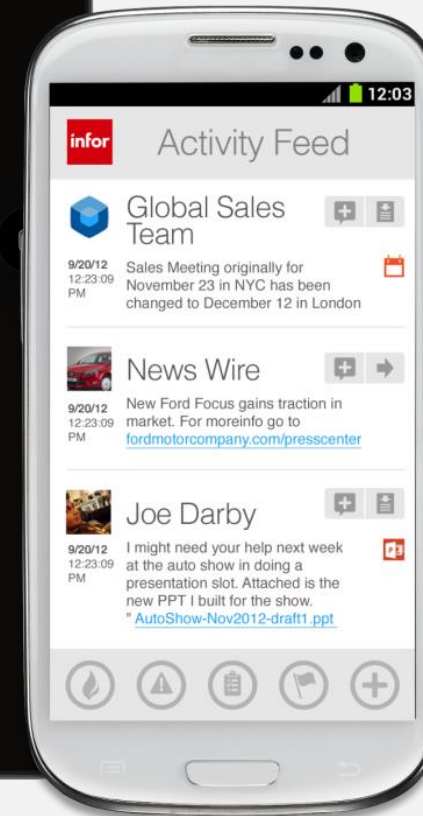
Designed for a  
mobile world



# Users Work the Way They Live



Social  
anywhere





# Video Ming.le Mobile

*Specialized by industry.  
Engineered for speed.*





# Cosa c'è dietro le quinte?

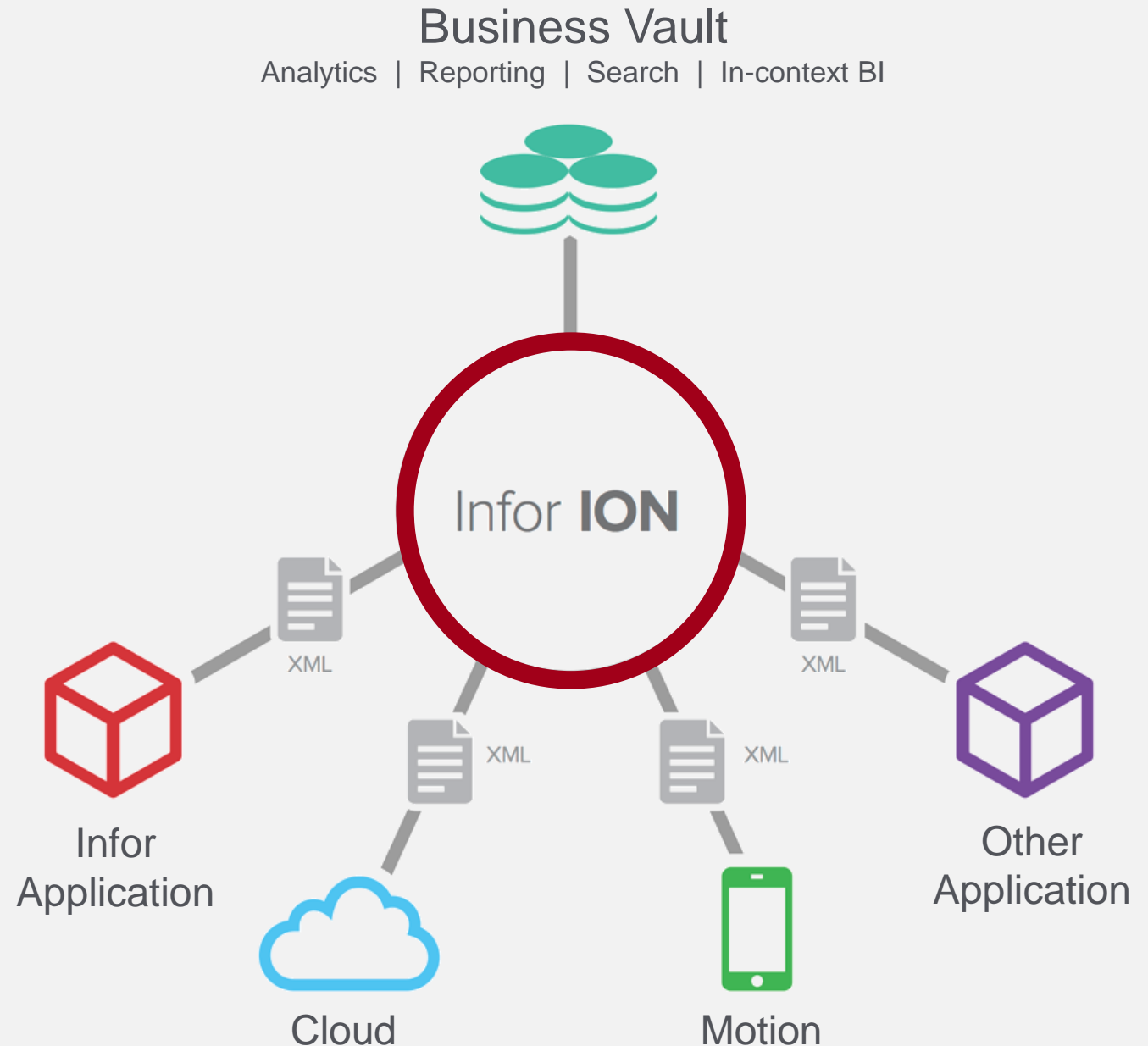
Architecture  
of the Internet

Specialized  
micro-vertical  
suites

Create  
experiences  
people love

Infor ION easily integrates a wide range of disparate systems, providing a simple but powerful framework for managing business process flows, workflows, and alerts.

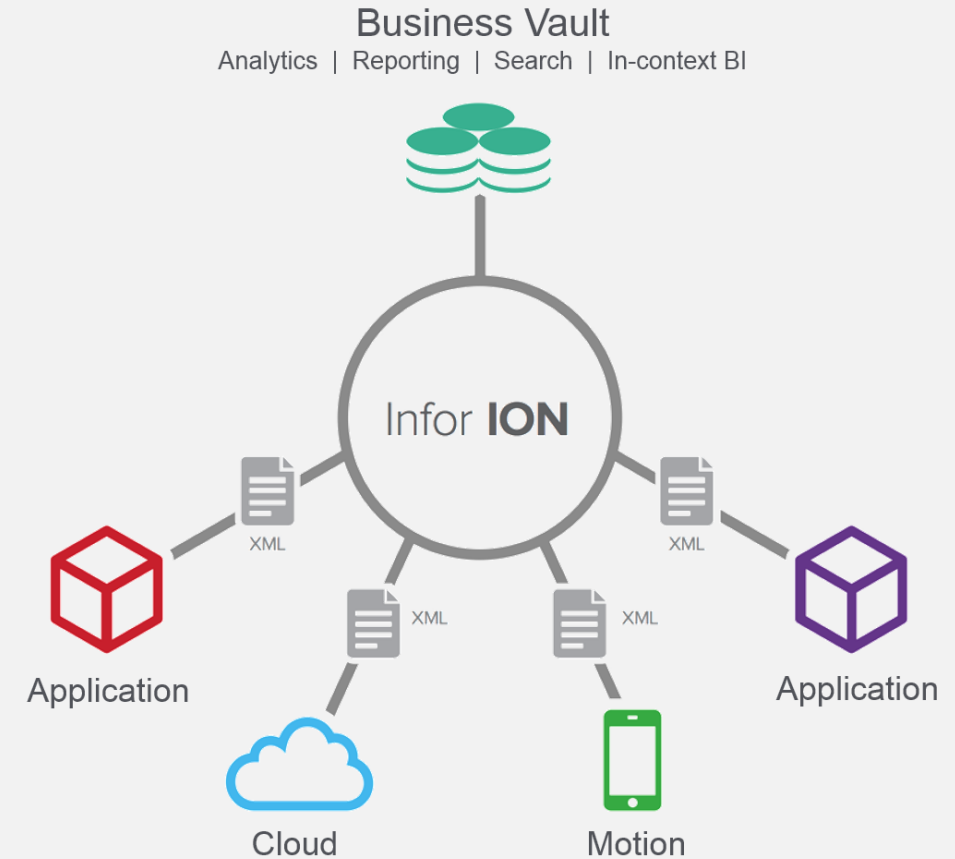
The result is a unified data and business process platform that can reinvent the way end users and IT interact with core systems.





# Infor ION enables you to...

- **Connect** your applications
  - Infor and non-Infor – on premise and in the Cloud
  - Loosely-coupled – standards-based (OAGiS)
- **Manage** your business processes
  - Cross application (enterprise wide) workflows
  - Automation
- **Monitor** the enterprise
  - Real-time **Proactive** exception management
  - Push alerts to local and remote users
- **Report** across the enterprise
  - Real-time reporting and analytics
  - Infor delivered content





# Come conviene utilizzare la tecnologia disponibile?

# 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 ..... è una rivoluzione “contagiosa” e in molti continuano a discutere “su questioni di lana caprina” 😊

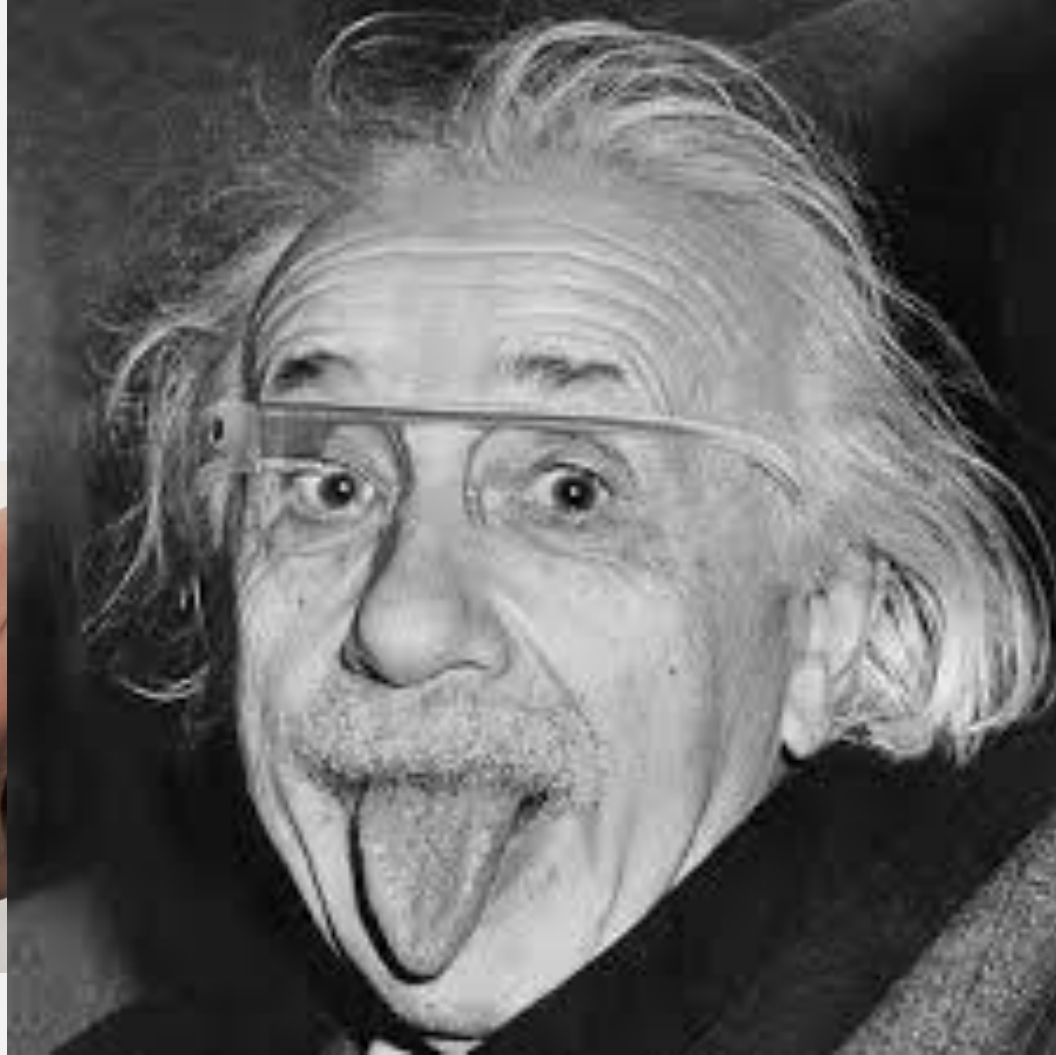
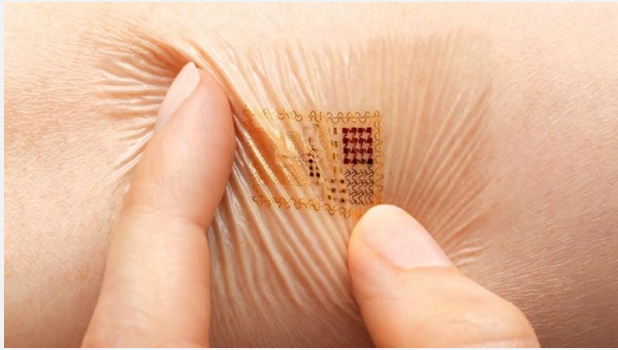


# Qualche esempio?

- Modalità di socializzazione (“nativi digitali” ma anche tutte le altre generazioni)
- 3D Printing
- Wearable Technology (smart-watch,...)
- Evoluzione dei sistemi di navigazione
- E in ogni caso ..... “Techno è glamour”



# Tecno è glamour





# 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





Grazie!

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@fdellalena