

Il «cloud ERP» come fattore abilitante della digital transformation

Andrea Grassi, editor di Computerworld Italia

Bruno Pagani, Sales Director di Infor Italia

Cesare Varzi, Responsabile dei Sistemi Informativi Corporate di Arca





“Per avere successo nell’era digitale, le aziende devono diventare **imprese digitali**, ripensando ogni aspetto del proprio business”

(World Economic Forum Digital Transformation report, Maggio 2018)

Digital Transformation ne abbiamo?



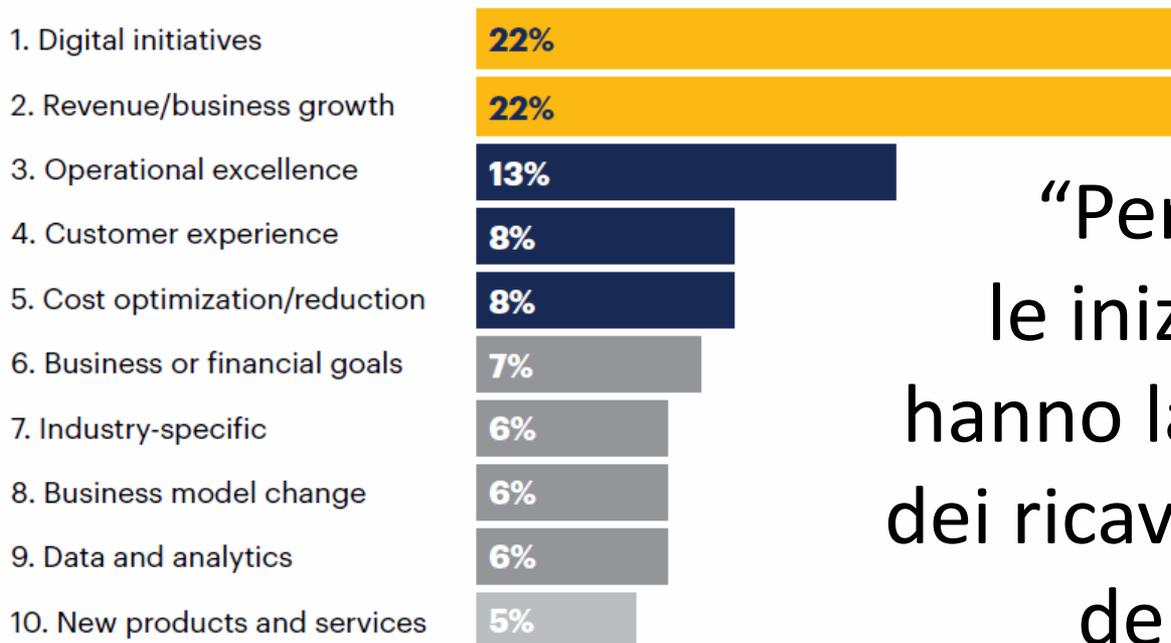
“Nel 2017, il 47%
dei CEO era spinto
direttamente dal
Consiglio di
Amministrazione
a realizzare iniziative
digitali”

(Gartner CIO Agenda 2018)

Digitale: la priorità numero 1

Enterprises want digital-fueled growth

Percentage of Respondents



“Per le aziende,
le iniziative digitali
hanno la stessa priorità
dei ricavi e della crescita
del business”

(Gartner CIO Agenda 2018)

Source: Gartner (October 2018)

Q. What would you say is your organization's top priority for 2018 and 2019?

Base: All answering, excluding prefer not to answer, n = 2,743.

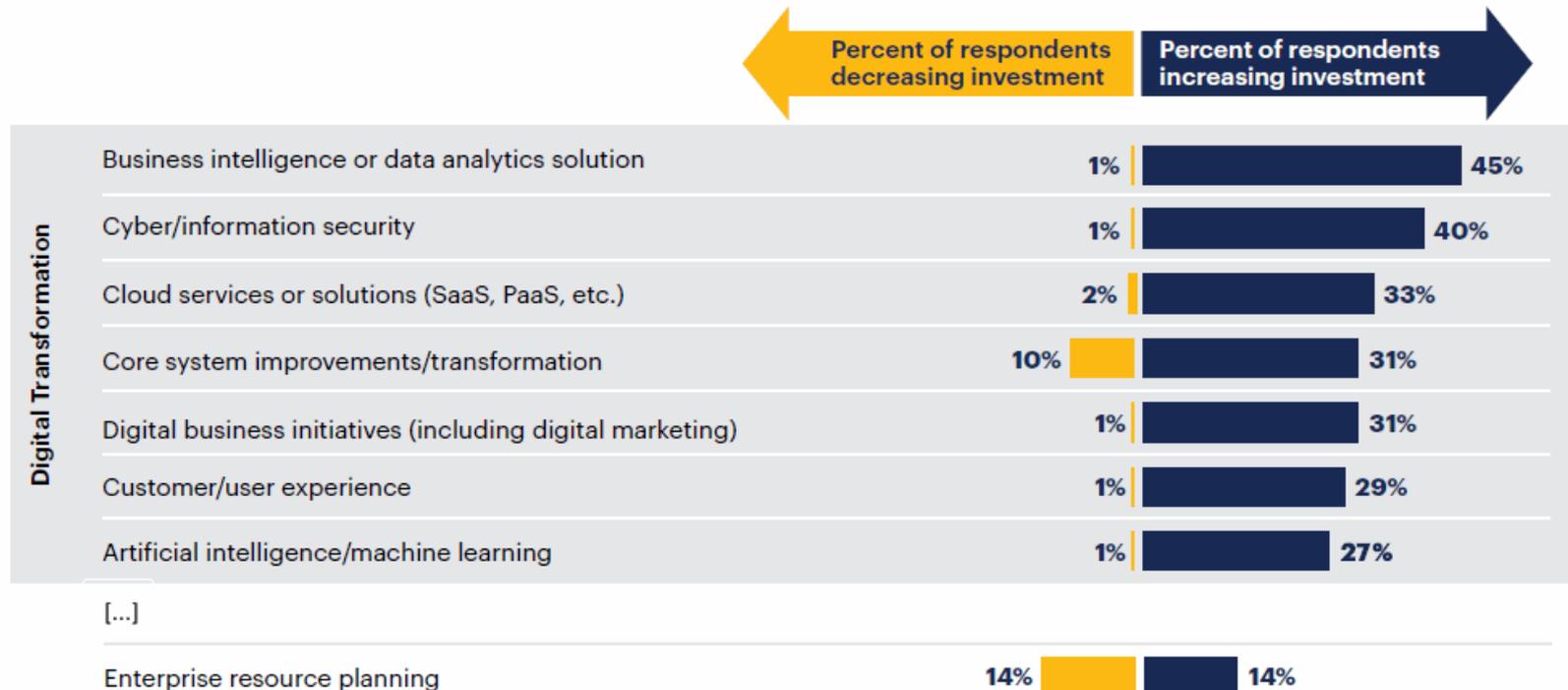
Showing the 10 most common answers, coded open-text responses, multiple responses allowed.

Percentages may not total 100% due to rounding.

Follow the money: dove vanno i soldi

Rebalance your technology portfolio toward digital transformation

How to implement product-centric delivery by percentage of respondents



Crescono gli investimenti nelle tecnologie legate alla digital transformation: Business Intelligence e Data Analytics, Security, Cloud, iniziative digitali, CRM e IA. Stabili gli investimenti nell'ERP, fulcro dei dati aziendali.

(Gartner CIO Agenda 2019)

ERP: il sistema nervoso dell'azienda



L'ERP è il punto naturale dove far convergere i dati aggiornati in tempo reale raccolti da ogni attività aziendale: progetto, supply chain, produzione, marketing, vendita e fatturazione...
Ma deve avere caratteristiche nuove e adatte all'era digitale.

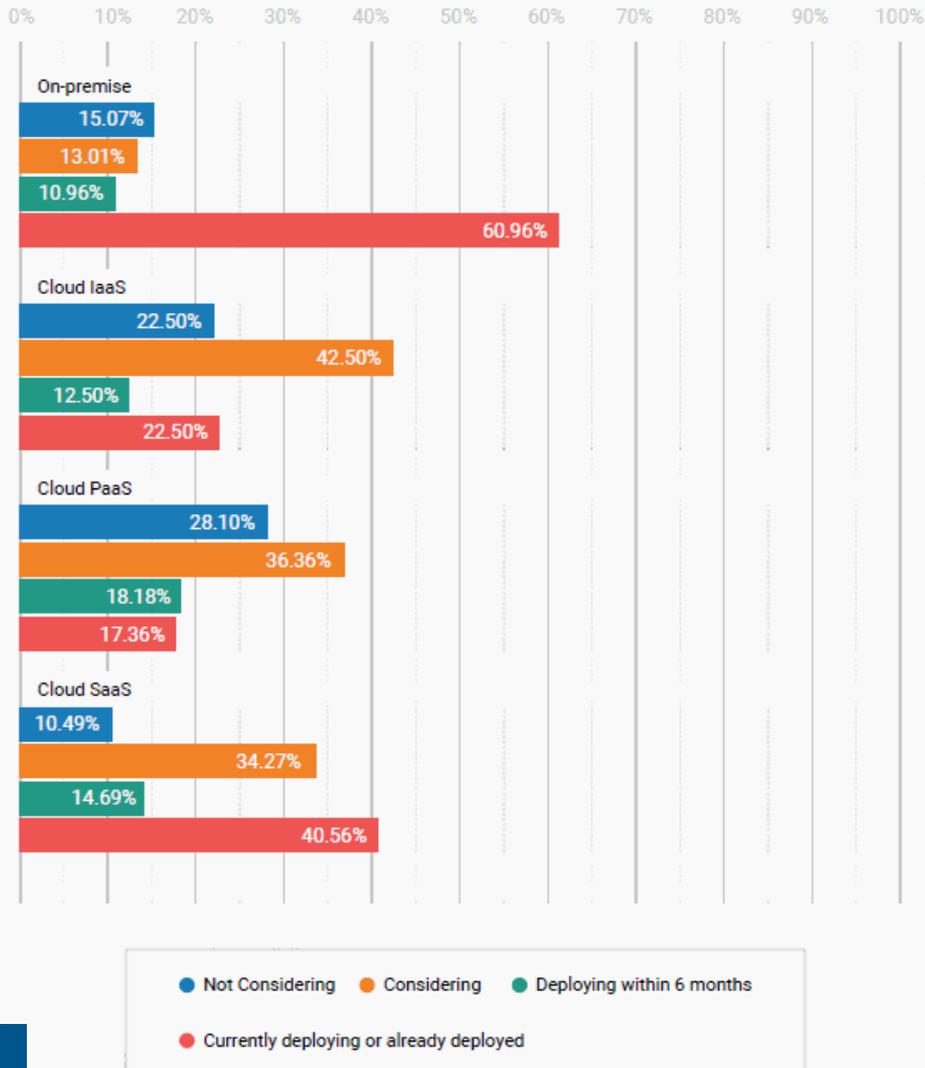
L'ERP nella trasformazione digitale



- **Aperto** all'integrazione di dati provenienti da:
 - Altri software
 - Macchine (IIoT)
 - Dispositivi mobile degli operatori
- **Accessibile** da ogni sede e in mobilità
- **Flessibile** per adattarsi all'innovazione
- **Scalabile**
- **Pochi sforzi di gestione IT**, per concentrare le energie sul cambiamento
- In due parole: **Cloud Based**

L'ERP si sposta in cloud

ERP Deployment Plans

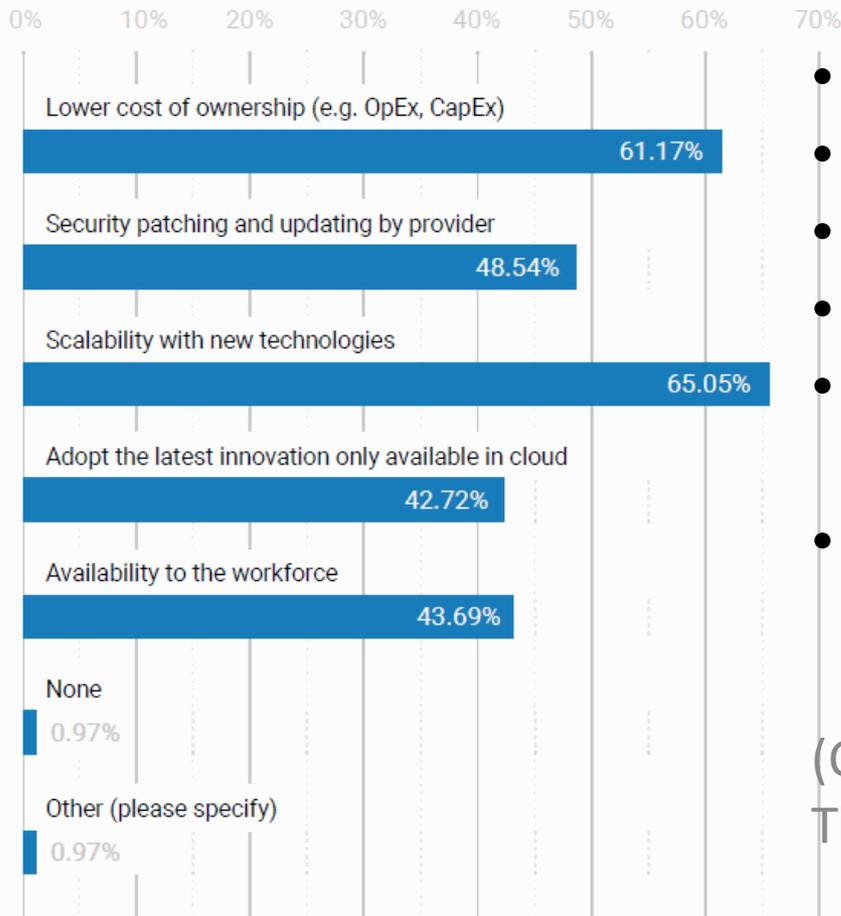


«Il 64% delle aziende sta pianificando o affrontando una migrazione dell'ERP al cloud»

(Cloud Security Alliance, The Impact of Cloud on ERP, 2018)

ERP in cloud: benefici percepiti

Key Benefits Moving ERP to the Cloud

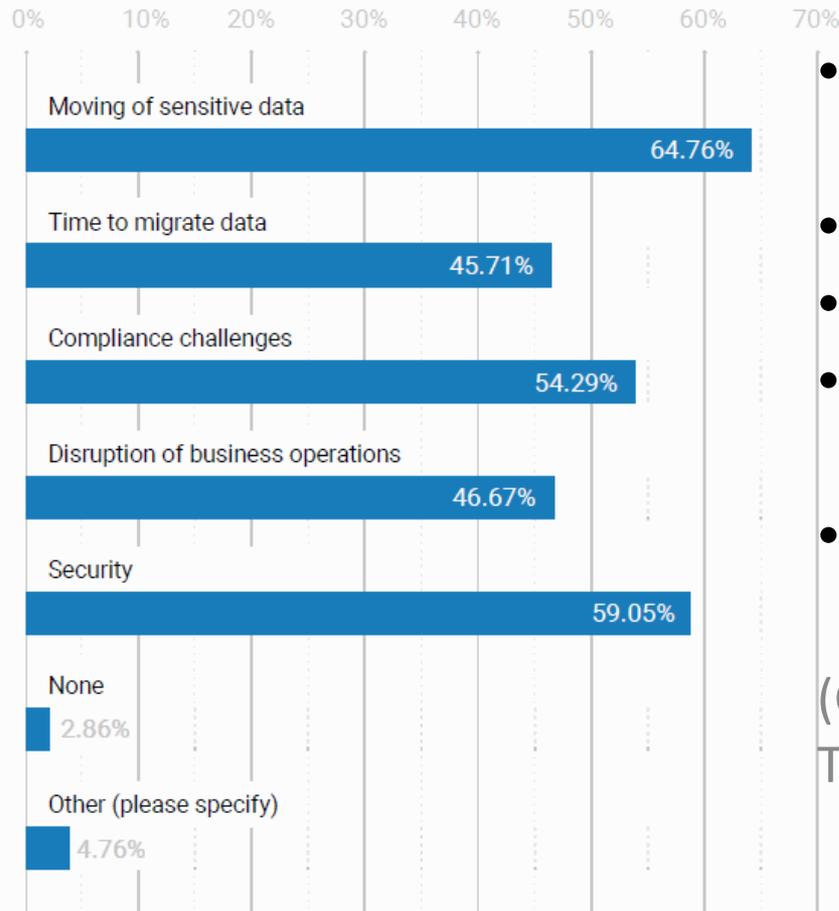


- Riduzione del TCO
- Passaggio da CapEx a Opex
- Patch e aggiornamenti gestiti
- Scalabilità
- Adozione di innovazioni cloud-based
- Riduzione carico di lavoro dello staff IT

(Cloud Security Alliance,
The Impact of Cloud on ERP, 2018)

ERP in cloud: preoccupazioni

Top Concerns Moving ERP to the Cloud



- Spostamento dei dati sensibili
- Tempo di migrazione
- Rischi di compliance
- Disruption delle operazioni di business
- Sicurezza

(Cloud Security Alliance, The Impact of Cloud on ERP, 2018)

Data base

Planning

Social Media

BUSINESS

ERP

Marketing



TECHNOLOGY

STRATEGY

%

SI PUÒ

CRM

FARE!



Designed for progress™

Infor Corporate

Bruno Pagani, Sales Director

INFOR ITALIA

Infor in sintesi

Infor è un fornitore globale di software CLOUD per il business e partner tecnologico strategico per più di 68.000 aziende nel mondo

<p>\$3.1B</p> <p>fatturato FY18</p>	<p>\$834M</p> <p>EBITDA rettificato LTM FY18</p>	<p>+35%</p> <p>crescita del fatturato SaaS FY18 proforma</p>	<p>645</p> <p>nuove localizzazioni aggiunte negli ultimi 12 mesi</p>	<p>9,500+*</p> <p>clienti cloud in più di 110 paesi</p>
<p>17,300</p> <p>dipendenti</p>	<p>5,350</p> <p>sviluppatori</p>	<p>4,360</p> <p>consulenti</p>	<p>1,700</p> <p>addetti al supporto</p>	<p>1,740</p> <p>partner</p>

Progettiamo soluzioni software distribuite in Cloud e con funzionalità specifiche per i diversi settori del mercato industriale.

Note: Revenue and Adjusted EBITDA are based on actual rates and reflect our results for the last twelve months ended April 30, 2018. Refer to historical lender presentations, available on Infor's website, for reconciliation to GAAP amounts. The growth percentages reflect the results for the last twelve months ended April 30, 2018, compared to the similar period ended April 30, 2017, at 2017 exchange rates.

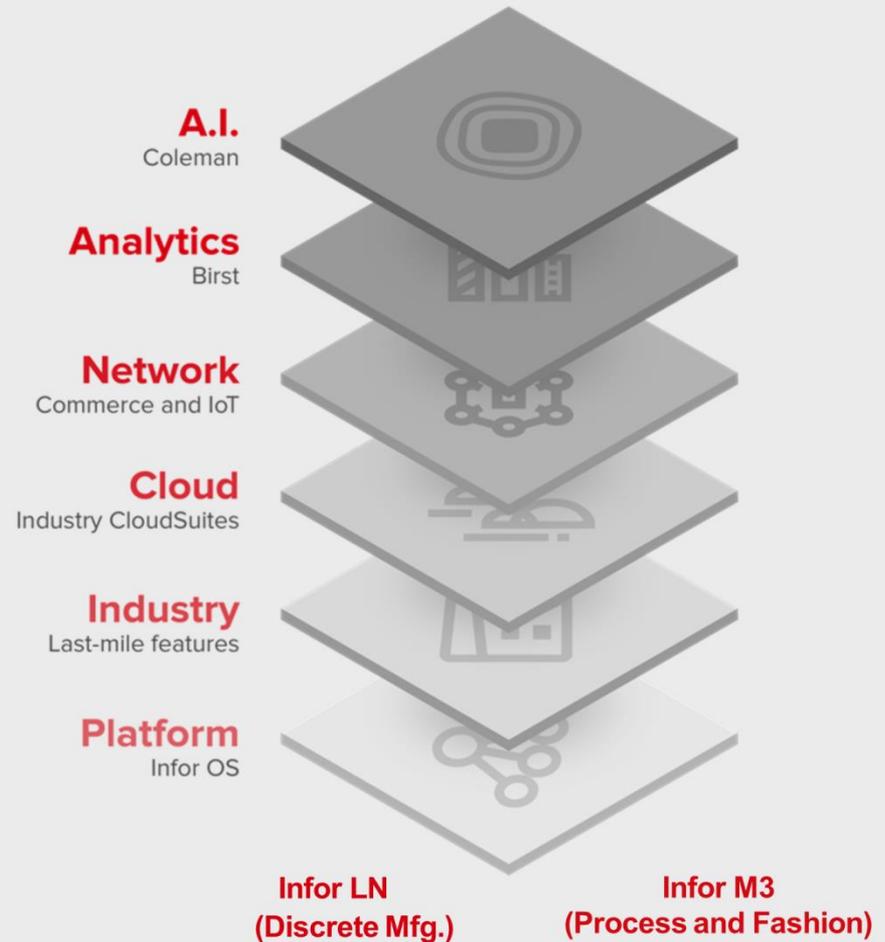
* Negli ultimi cinque anni

La strategia Infor

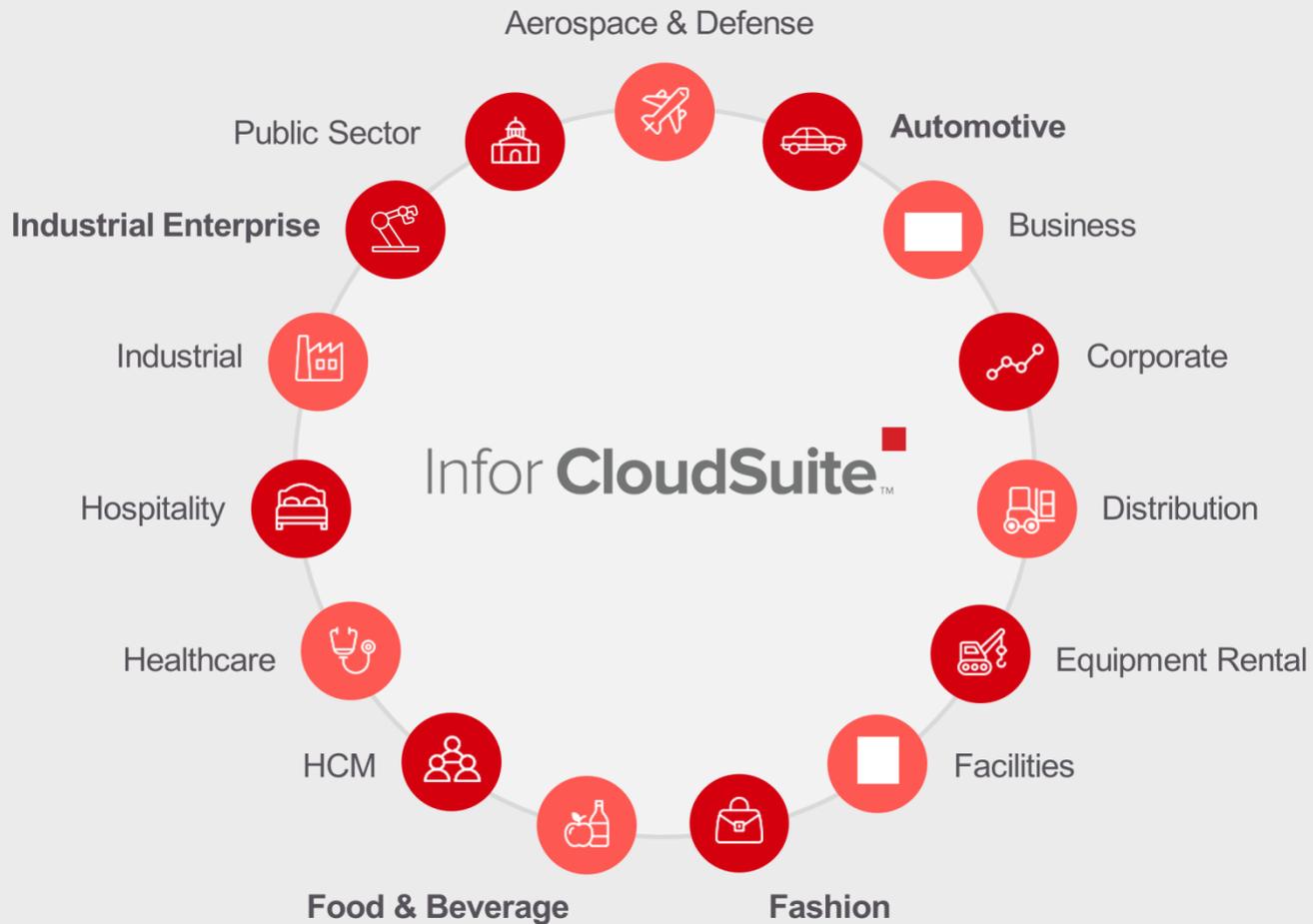


STRATEGY

Un'architettura moderna per guidare la trasformazione digitale e il cambiamento aziendale in ogni settore di business



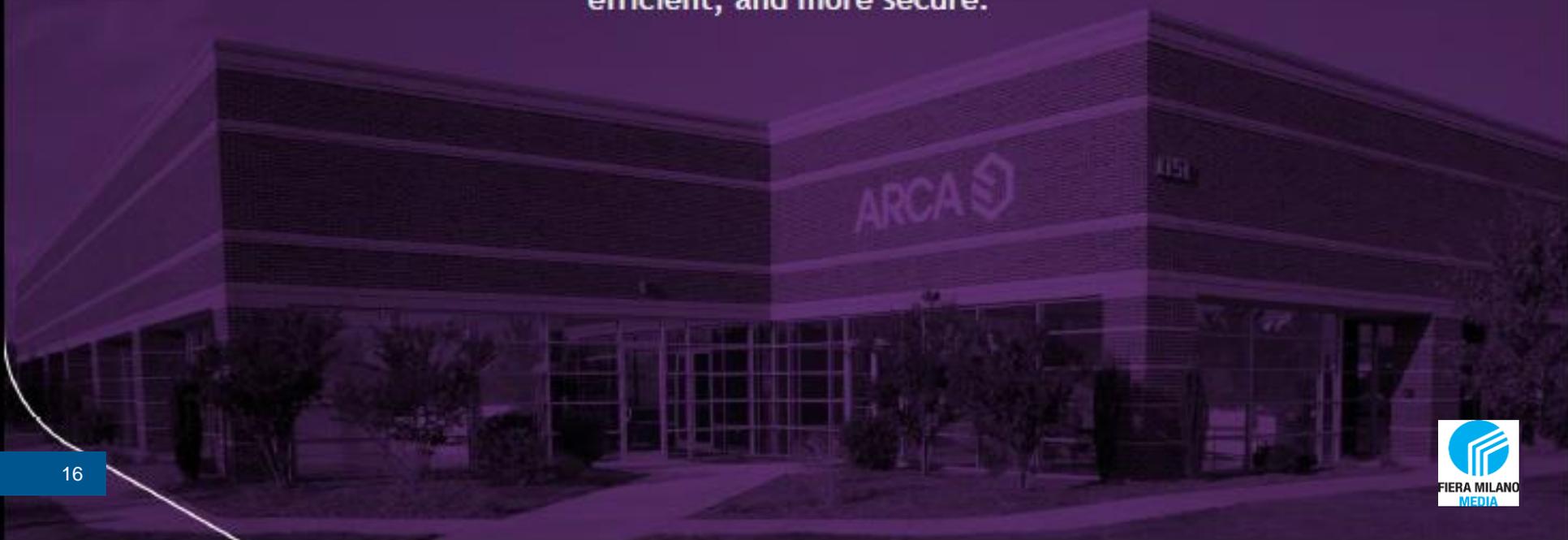
Infor CloudSuite: settori verticali





Reimagining Everyday Transactions

Since 1998, ARCA has been helping people find better ways to automate financial transactions in bank branches, retail stores and self-service kiosks. ARCA continues to grow worldwide by providing technology and services to make transactions simpler, efficient, and more secure.





- Banks, credit unions & alternative financial institutions.
- Focus on human-assisted cash automation & branch cash management.

Products:

- cash recyclers
- cash dispensers
- check scanners
- software applications
- coin handling products

Retail

- Large format, high volume retail to smaller footprint retail operations.
- Point-of-sale to back-office cash room solutions.

Products:

- software (Concert)
- cash recyclers, dispensers & deposit
- coin handling products
- check scanners
- smart safes



OEM



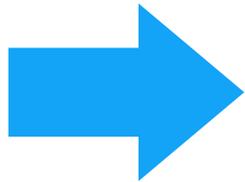
- We work with manufacturers in over 70 countries providing full support to our OEM customers: component sales, integration tools, spare parts, depot repair, technical help desk, engineering support, technical training, documentation and custom software development.



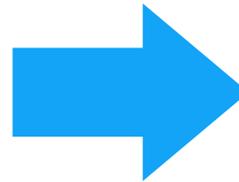
Supported products include:

- cash recyclers & dispensers
- cash acceptors
- coin handling
- check imaging
- encrypting PIN pads
- kiosk components

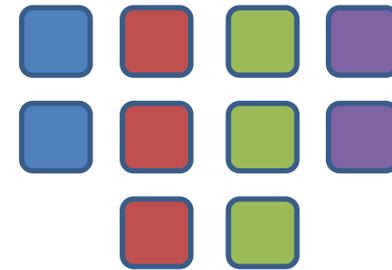
2014



Acquisitions



2016



ARCA

**2 companies,
2 locations**

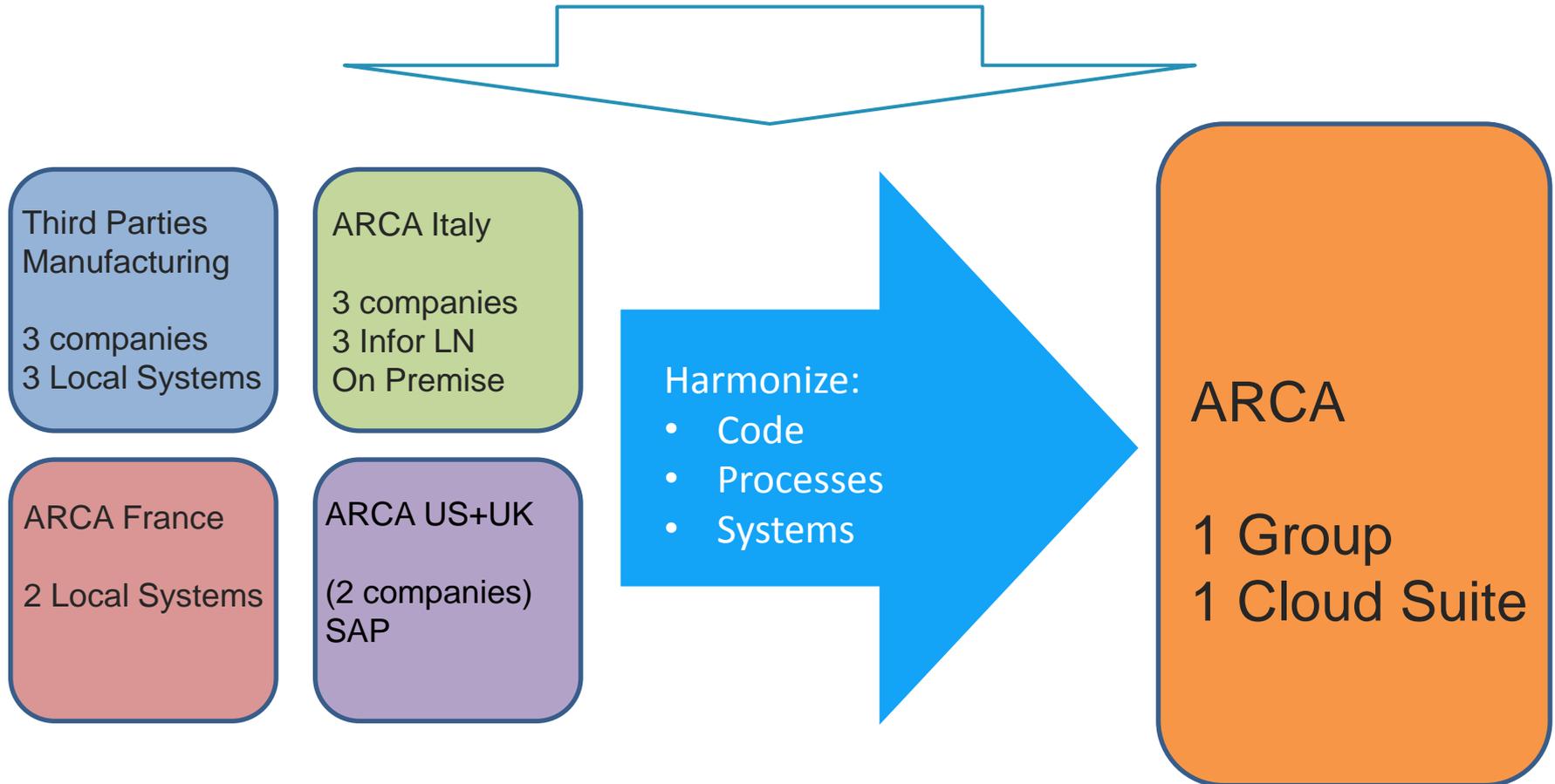
ARCA

**10 companies,
7 locations**

Q3 2015 :

Launch CloudSuite Industrial Enterprise Implementation

CloudSuite Industrial Enterprise



CloudSuite™ Industrial Enterprise



Micro-vertical Analytics

infor Designed for progress™



CloudSuite

core add on

- ERP LN
- Program & Project Management
- Materials and Time Management
- Quality and Statistical Process Control
- BI/Analytics
- Configure, Price, Quote



Implementation Accelerator

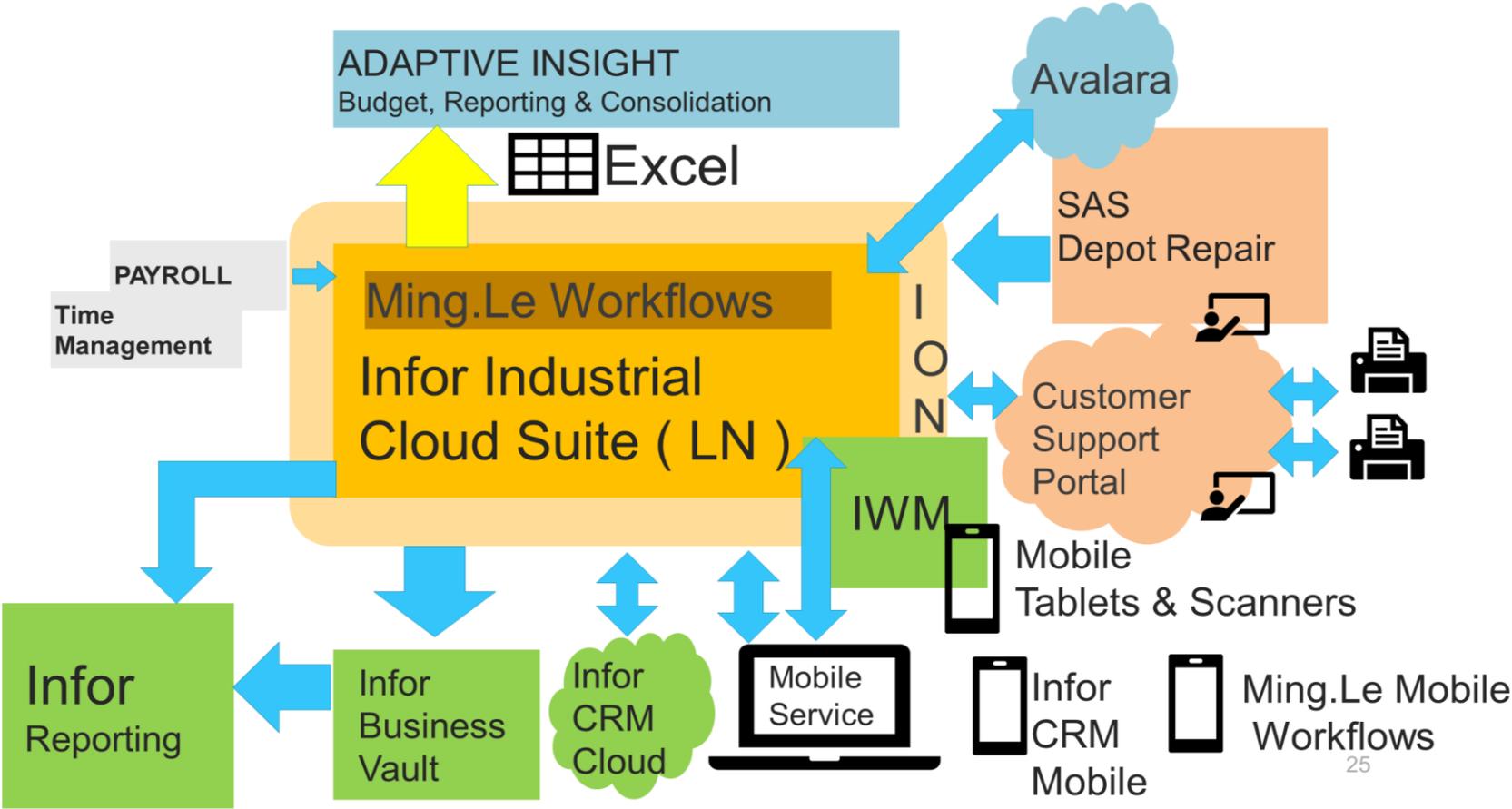
Processi di business pre-configurati per settore industriale



Infor OS

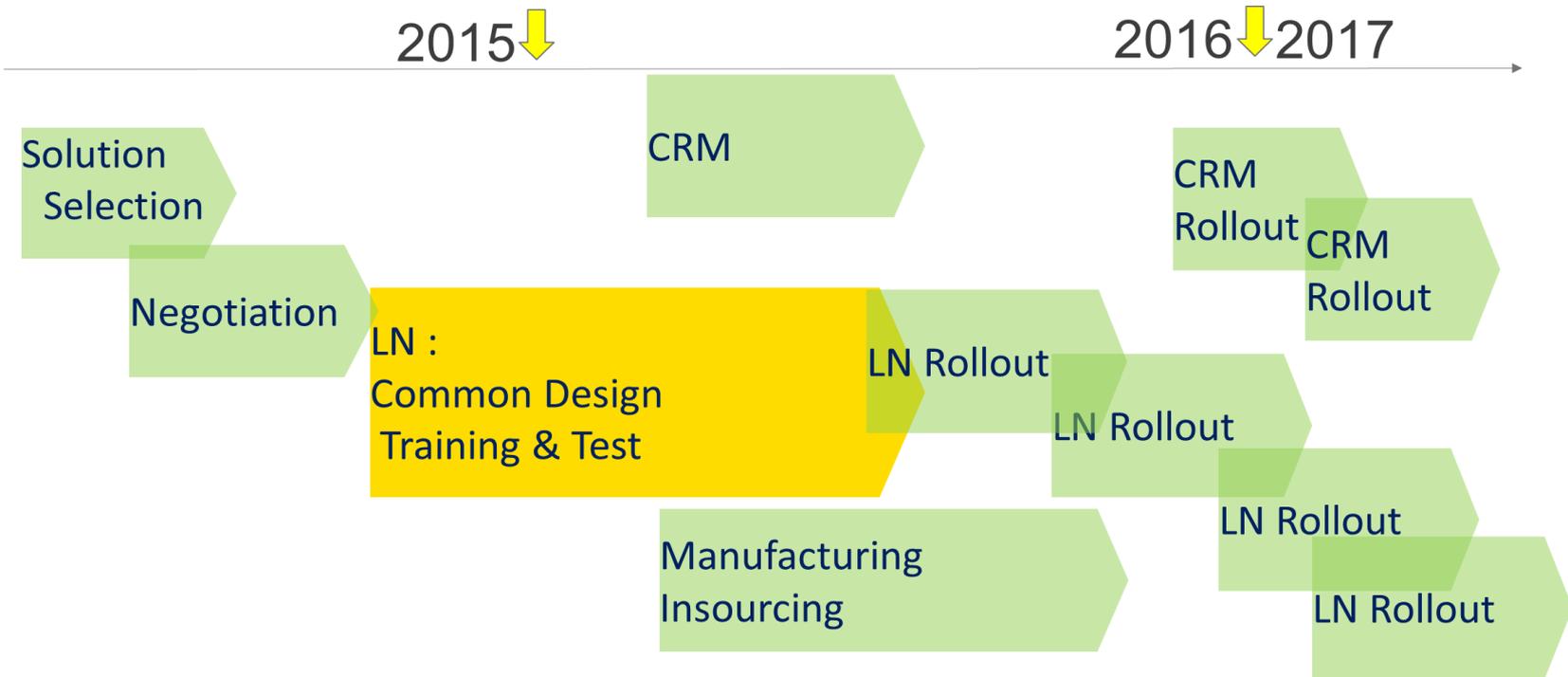
Piattaforma tecnologica multi-funzionale per integrazioni, workflows, alerts, documentale, IoT, collaboration....

CloudSuite Industrial Enterprise

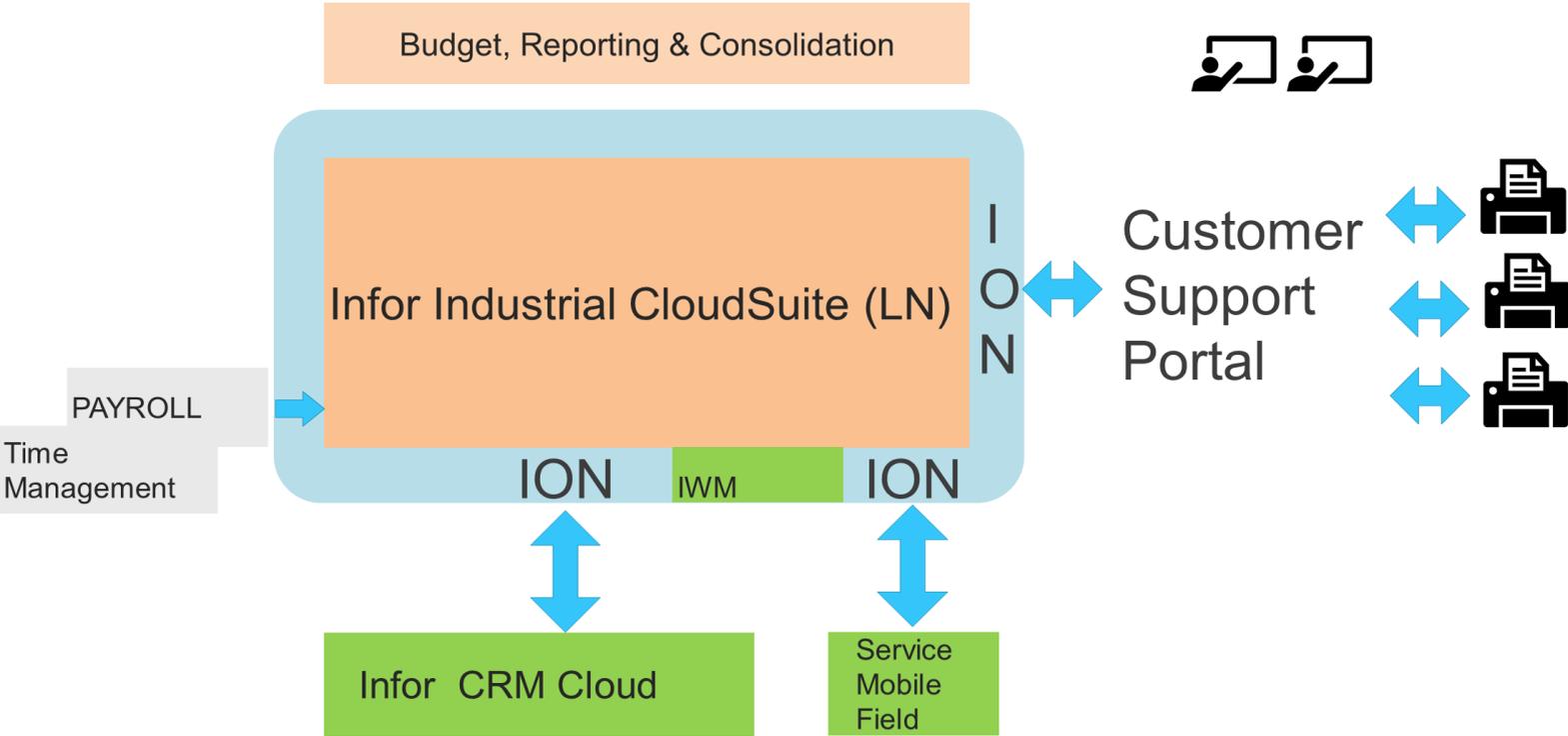


25

Timeline di implementazione

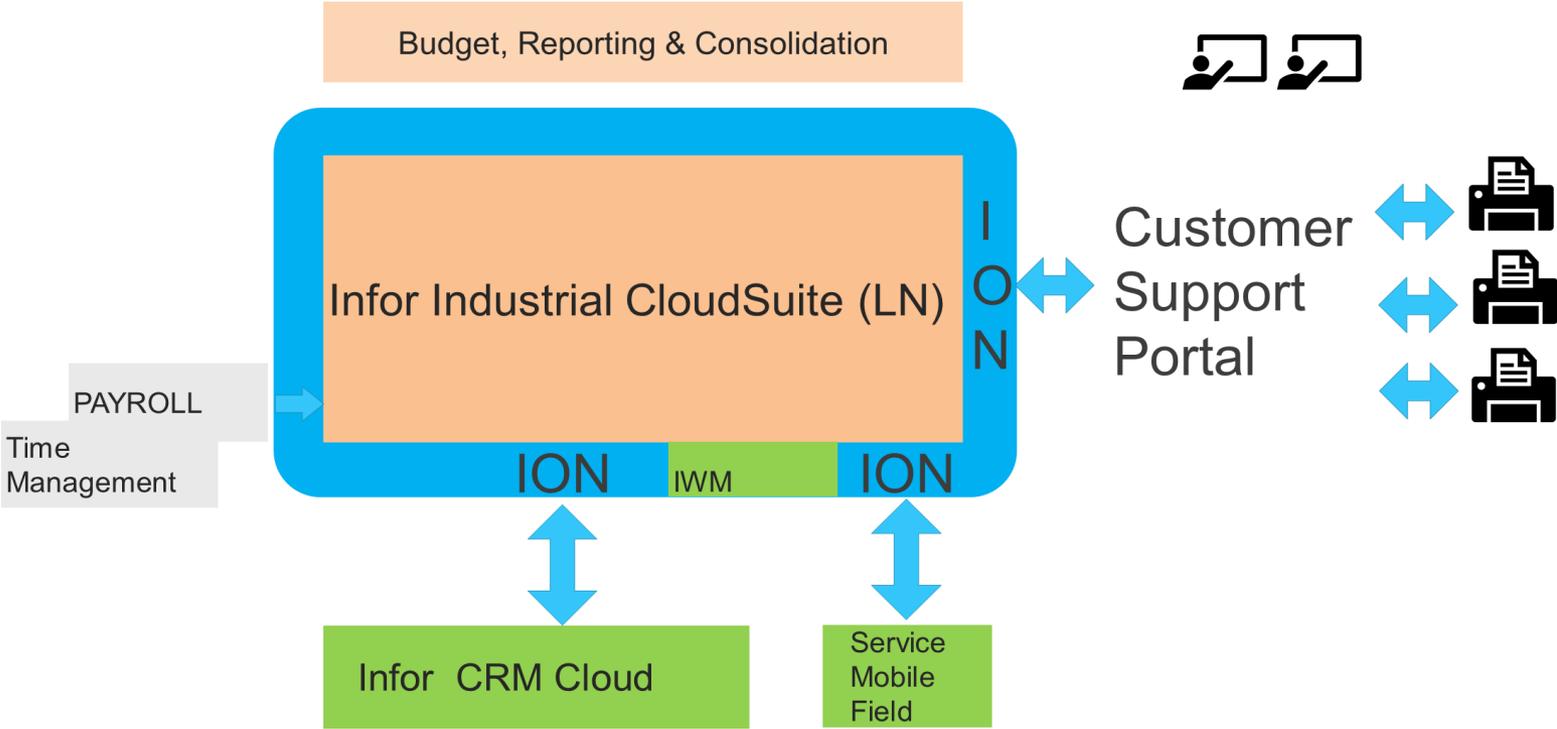


Interconnessioni



Slide da non usare

Interconnessioni



Infor LN CloudSuites Multitenant

infor Designed for progress™

Enterprise Cloud Software, Built for Your Industry

Infor OS

AUGMENTS APPLICATIONS WITH COMMON SHARED SERVICES

UX

- Portal
- In-context
- Homepages
- Search
- Chat
- Documents (IDM)
- Mobile (GO)

iPAAS

- Process Integration
- Activity Monitoring
- Workflow
- API Gateway
- Orchestration
- Mapping
- RPA

Security

- Single Sign-on
- Users / Roles
- Groups
- Auditing / Monitoring
- Risk & Compliance
- Insights

Data Management

- Data Lake
- Graph
- Data Catalogue
- Data Services APIs
- Data Pipelines
- Archiving

PAAS

- Dev Framework
- Composite Apps
- Soho UX Library
- Reports
- Extensibility

Coleman A.I.

- Digital Assistant
- Automated Skills
- Contextual AI
- Image Recognition
- AI Platform

IoT

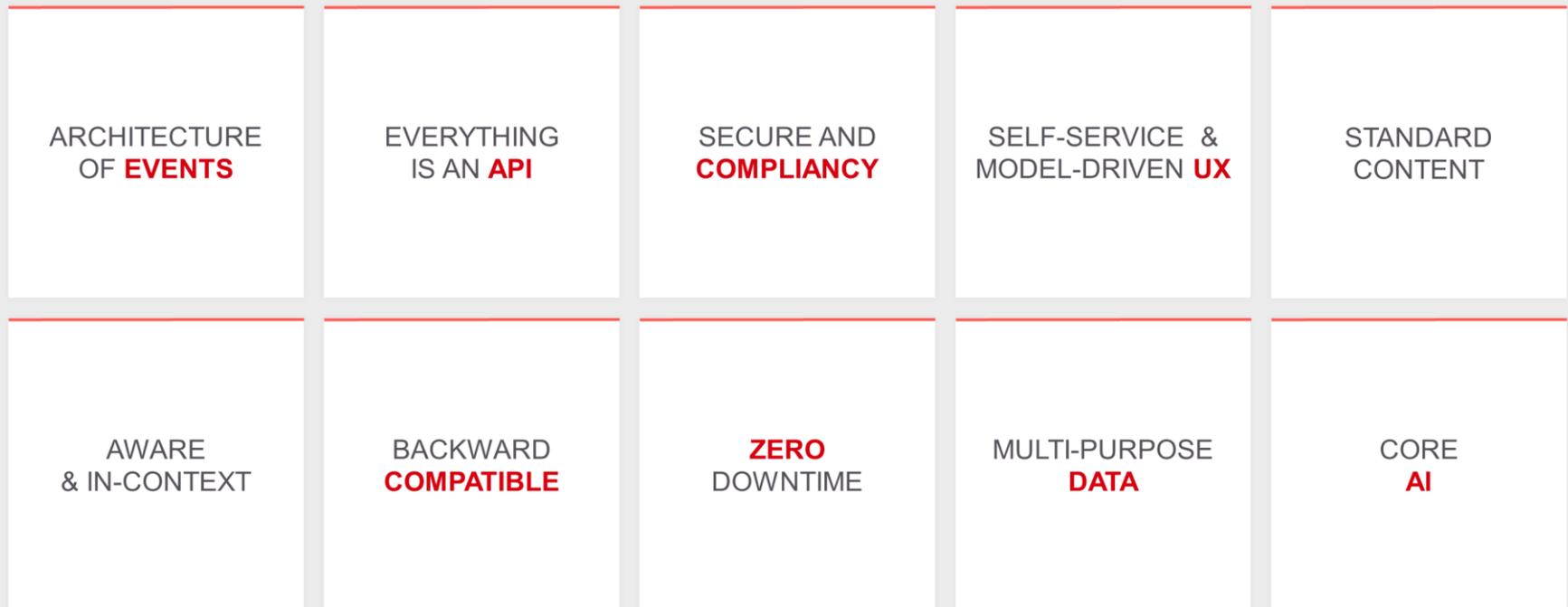
- IoT Portal
- Connectors
- Embedded EAM
- Analytics

L10n

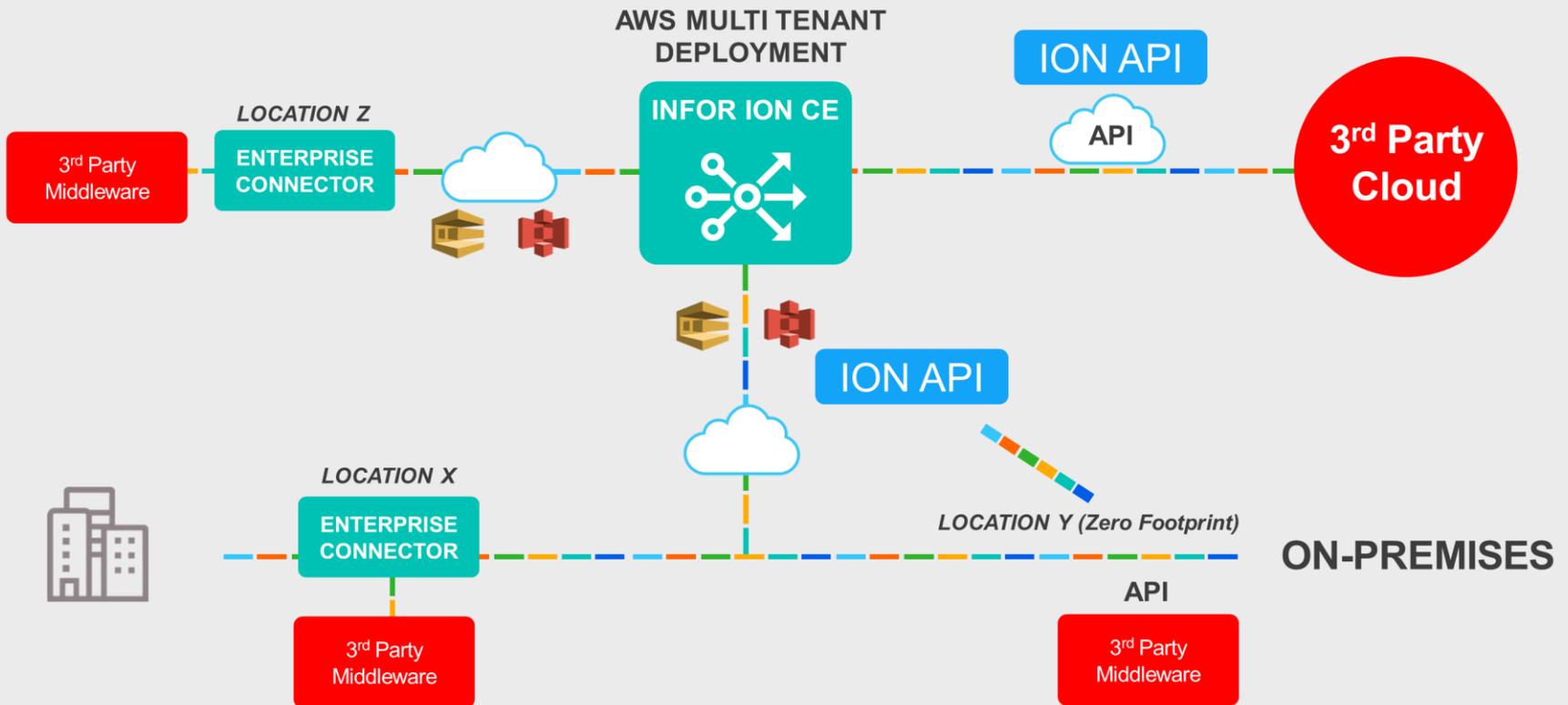
- e-Auditing
- Tax Reporting
- Banking
- Statutory Reporting
- Trade Stats Reporting
- e-Invoicing

INFOR OS – VISION

Architecture vision of Infor OS



Infor ION integration with 3rd Parties



Extensibility and Integration

LN Extensibility Methodology

Enhance **existing** LN software components

New Dev

Extensibility scope	LN Standard Tools	LN Extension Modeler	LN Report Designer	LN Studio
Personalize – Screens	● 1,2,4			
Tailor - Business Logic		● 1,3	● 5	
Extend – Output			●	●
Integrate – New Services				●

1. How do I cope with the need for new business functionality?

2. How do I add data specific to my company's needs?

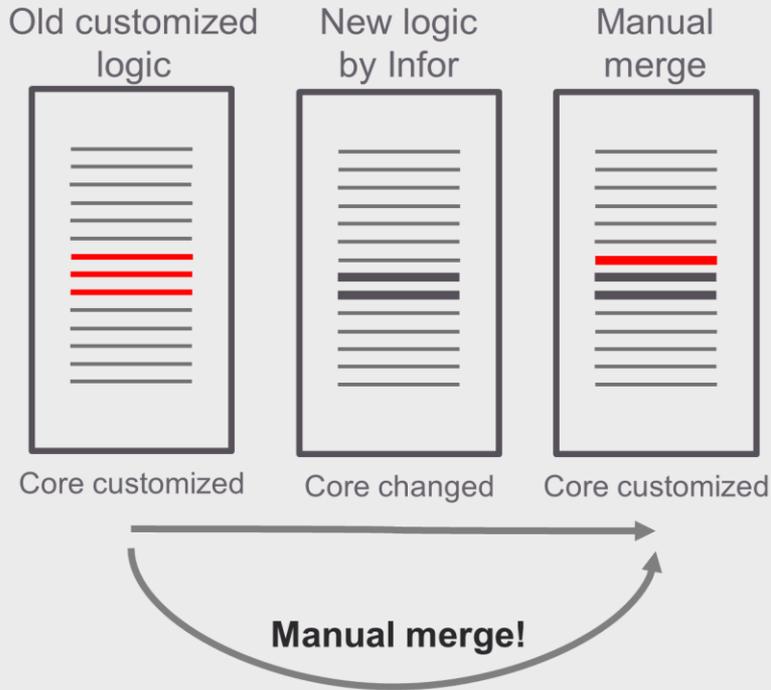
3. How do we integrate with third party products?

4. How do I tailor a screen to better suit a user?

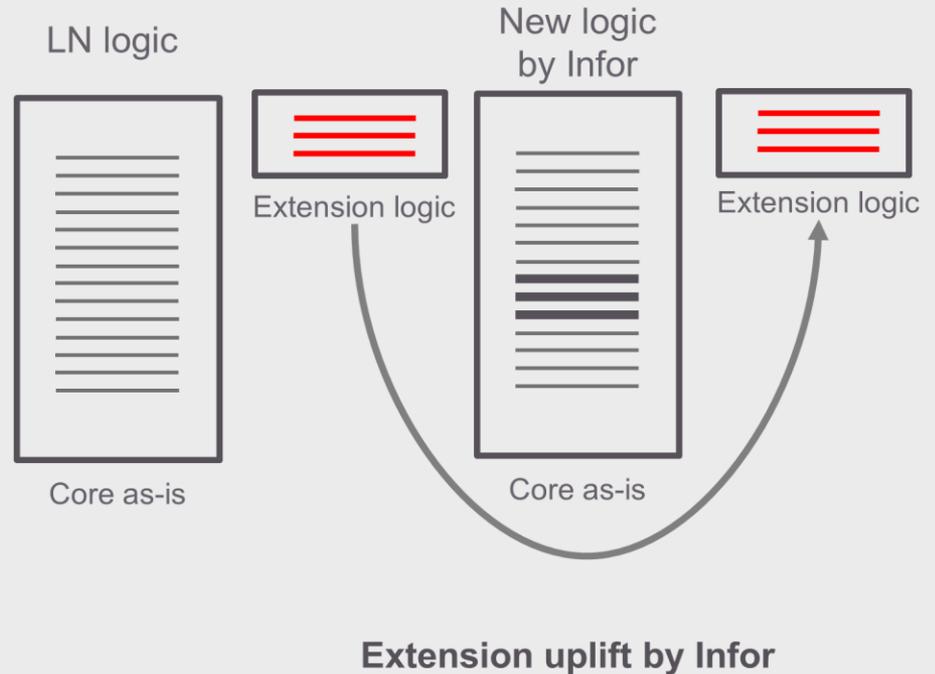
5. Can I create and modify reports?

Infor LN Extensibility

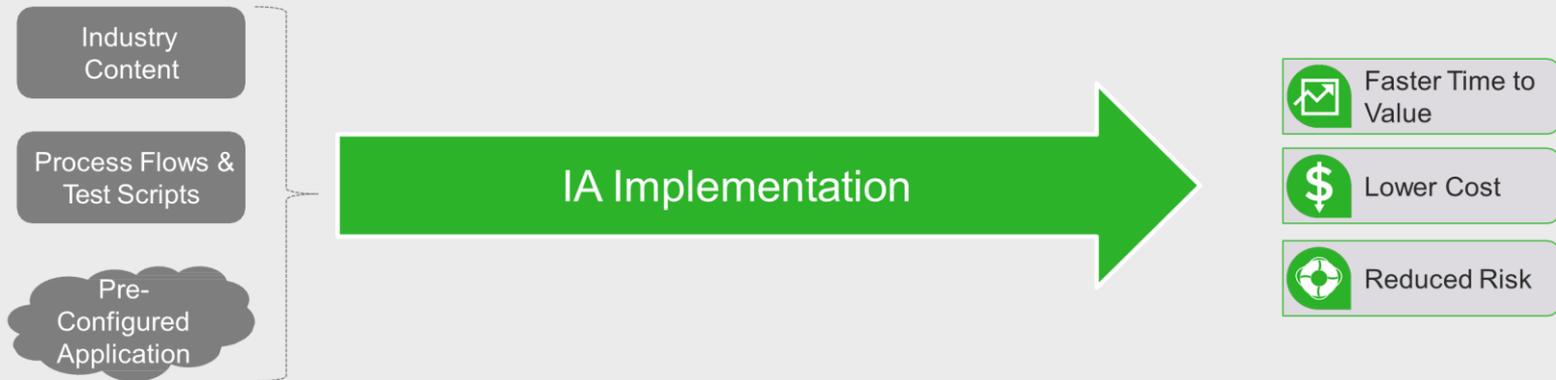
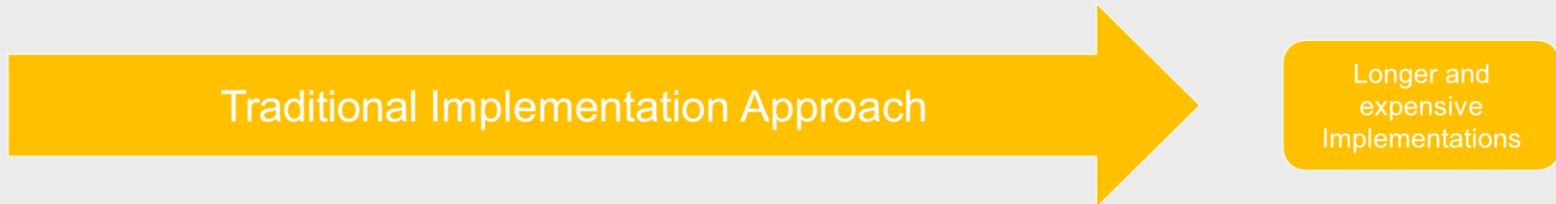
"BaanIV Logic"



"LN Logic"

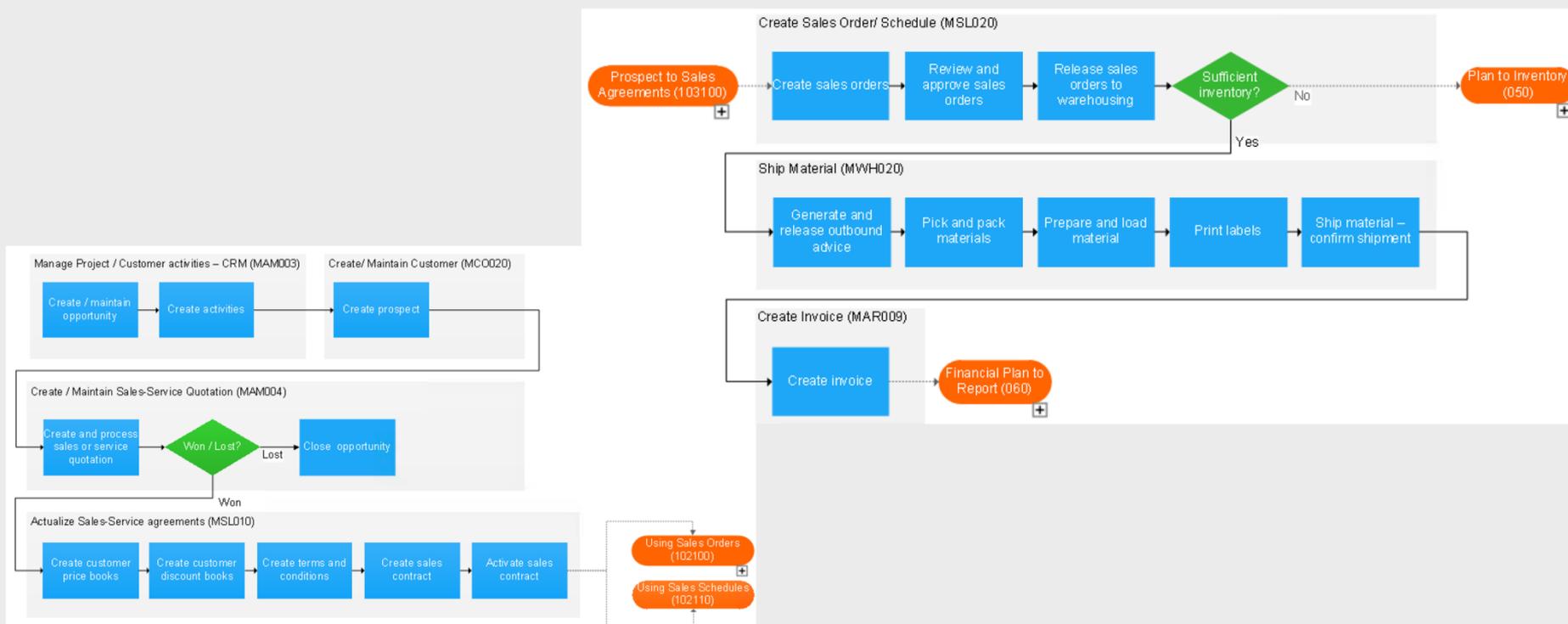


Approccio Infor Implementation Accelerator: **per ridurre impegni, tempi e rischi**



Implementation Accelerator for Industrial Enterprise

ESEMPI DI CONTENUTI DI PROCESSO PRE-CONFIGURATI





Thank you