



Industry 4.0
Innovazione in fabbrica
Il valore della semplificazione

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I 30 anni di HT

- '80 Progenitori ERP
- '90 AIMS: ERP Italiano per l'industria di Processo
- 2000 SAP: ERP number one e Partnership con IBM
- 2010 Best Practices. 4-Pharma, 4-Chem
- 2012-15 APP Fiori: Internal - External Mobility
- Futuro Digital transformation: Industry 4.0

I Mercati

- **Process: Farma, Chimico, Cosmetico, Coatings**
- **Discrete Manufacturing: Automotive, Engineering & Construction, Repetitive Manufacturing**
- **Distribution: Retail, Wholesales**

La Strategia

Le linee strategiche, all'interno delle quali si identificano gli obiettivi di sviluppo HT

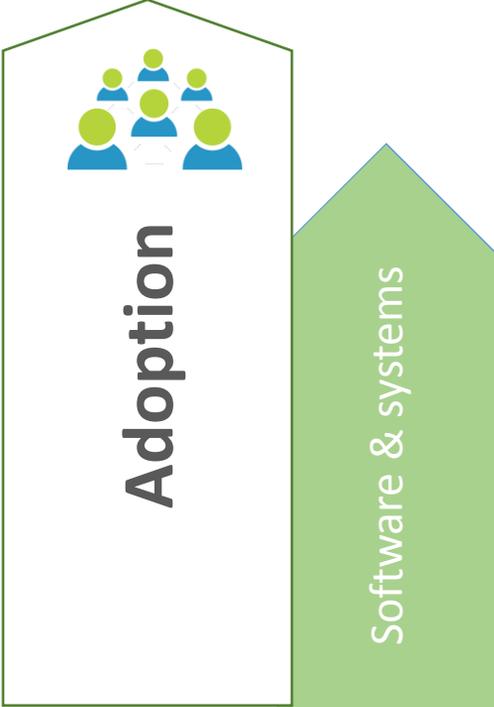
- Innovazione
- Partnership con il Cliente
- Solidità strutturale



Mondo consumer

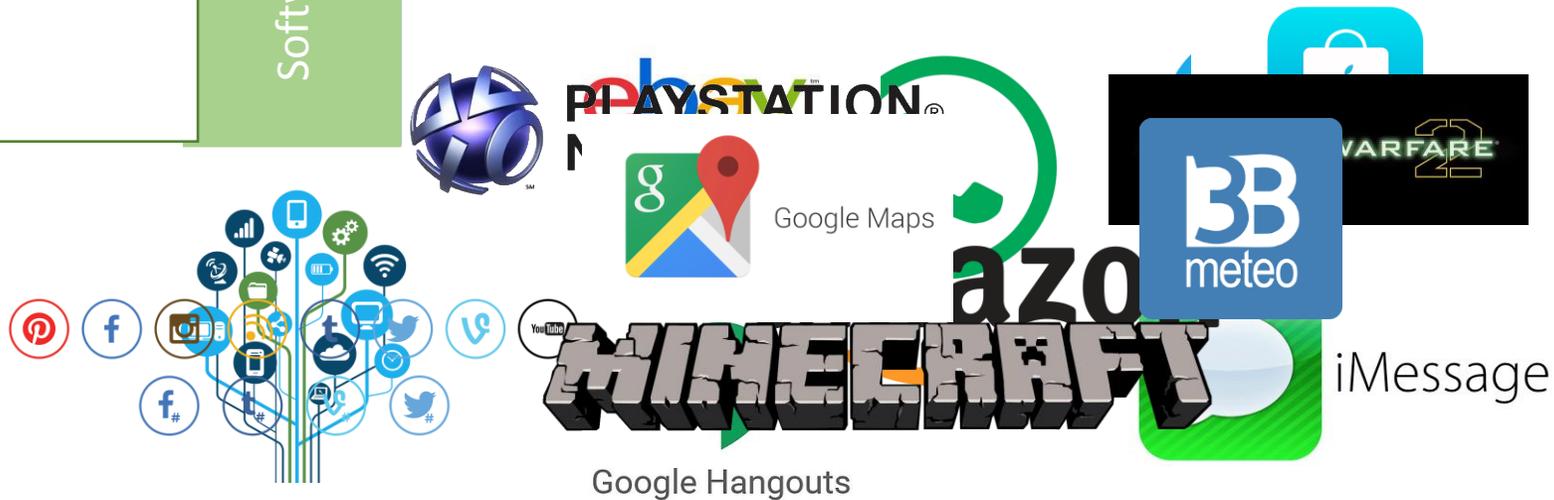


Share & distribute



Evoluzione del software & comm

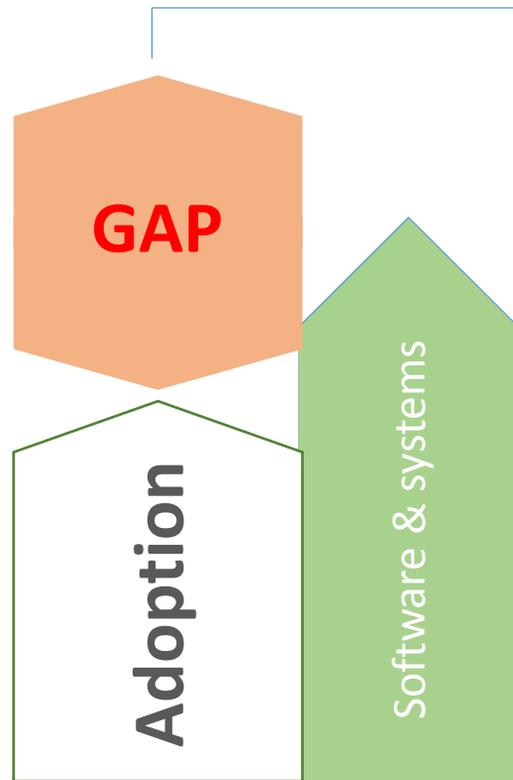
- B2C – Ecommerce
- **Ubiquitous experiences**
- **Gaming**
- **Mobile & smart devices**
- **Life utilities**
- **potenza in piccolo**
- **riduzione dei costi**



Mondo enterprise



Share & distribute



Evoluzione del software Evoluzione dell'hardware

- **Complessità degli strumenti**
- **Database in movimento**
- **Il software any device**
- **Accessibilità dello strumento**
- **La gestione del big data**
- **Difficoltà nell'implementazione**
- **Hardware mobile per aziende**



- > Necessita di informazioni **aggregate**
- > Alto livello e capacità
- > Le informazioni nascono “più in basso”



Management level

- > Necessita di informazioni **puntuali**
- > Gestisce le eccezioni operative
- > **Disporre** delle informazioni

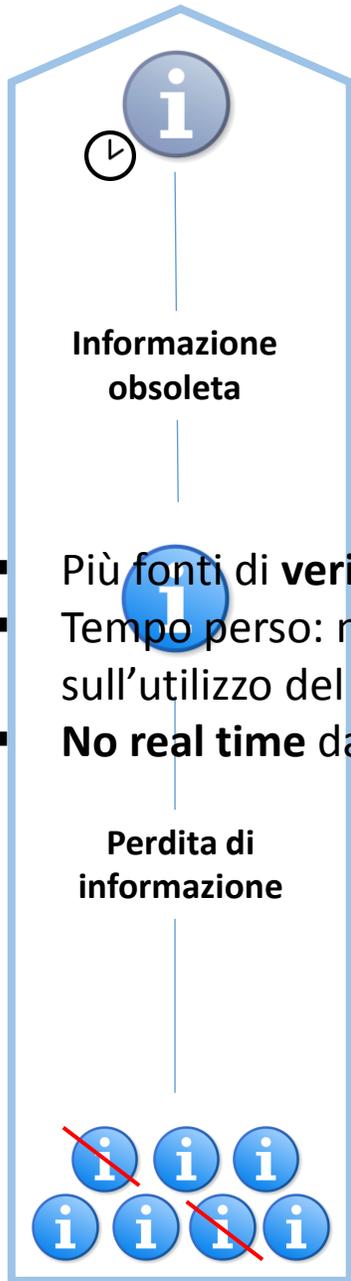


Coordinator level

- > **KISS**
- > Ambiente dinamico
- > **Genera informazioni**



Operations level



Management level



Coordinator level



Operations level

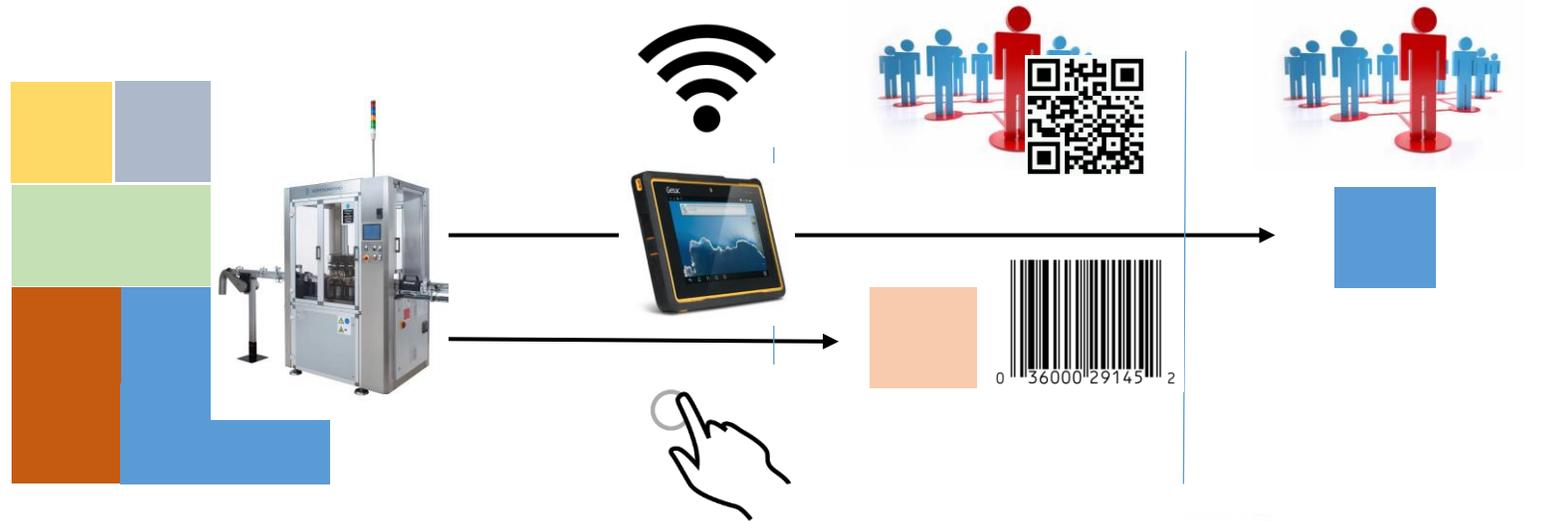




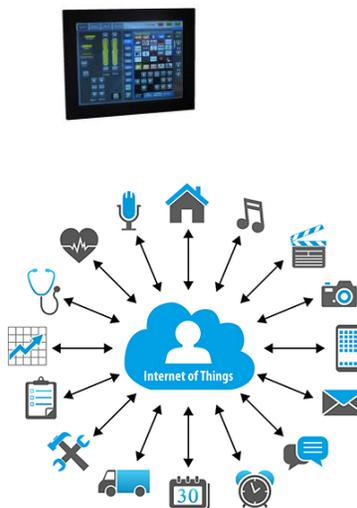
- One source of truth (get from source)
- Focus sull'utilizzo del dato
- Gestione real time dell'eccezione



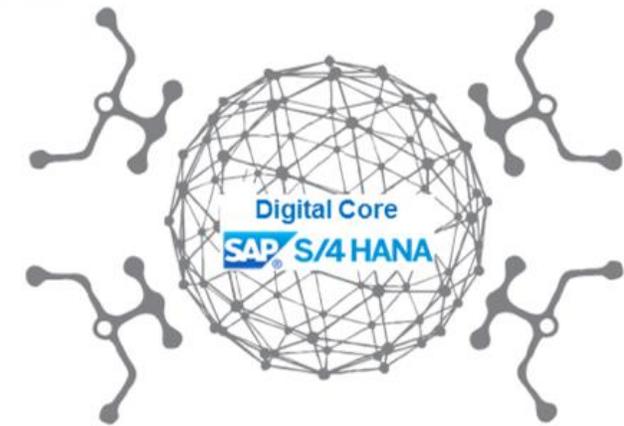
- > Semplificazione dell'acquisizione: separazione e segmentazione per ruolo
- > Acquisizione diretta del dato sul campo **"live"**



The screenshot shows the SAP S/4 HANA 'Order Info System - Order Headers' window. It displays a list of materials with columns for Order, Material Number, and Material Description. A world map is overlaid on the right side of the list. The text 'Informaz', 'Funzioni', and 'UX semp' is overlaid on the map area.

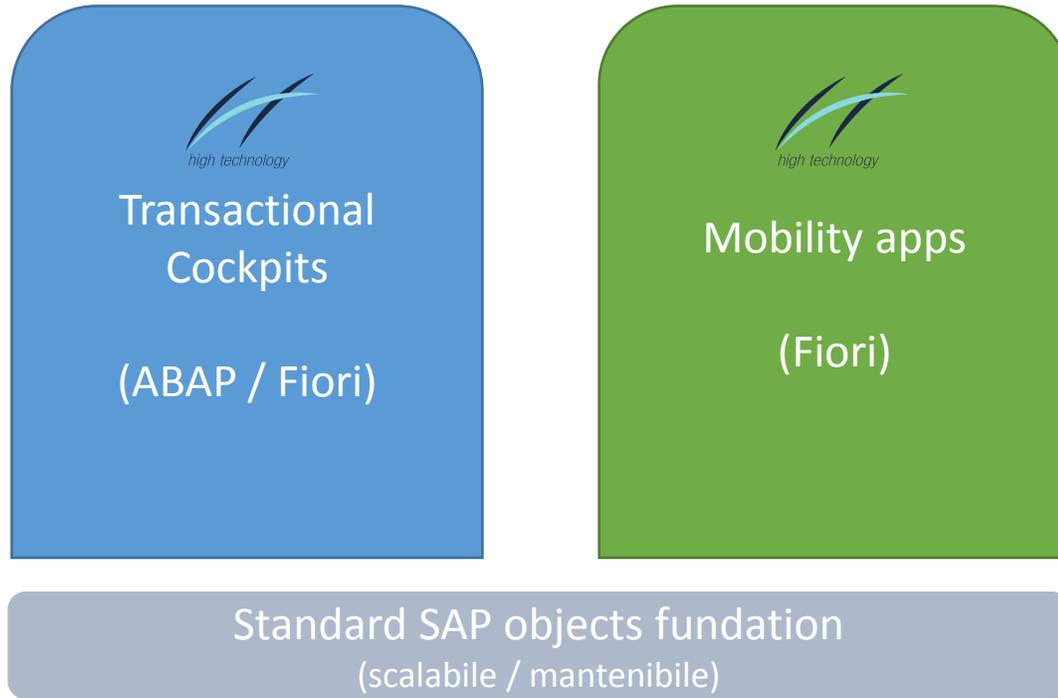


Material Code	Description
122233700AVV	BUSCH AVV
122233701AVV	SHAFT ACTUATOR S/A 4928 SERIES (BVI)

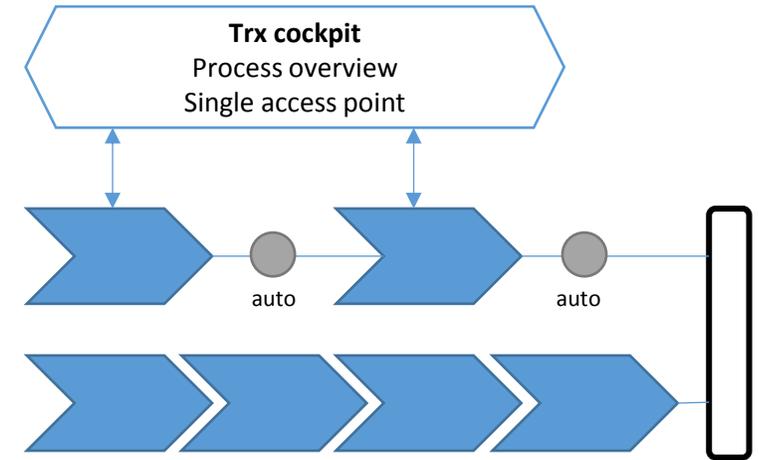


SAP S/4 HANA





- Streamline del processo e focus sulle operazioni a VA
- Riduzione del tempo di formazione e annullamento del gap temporale informazione-reazione
- Riduzione degli errori nei processi



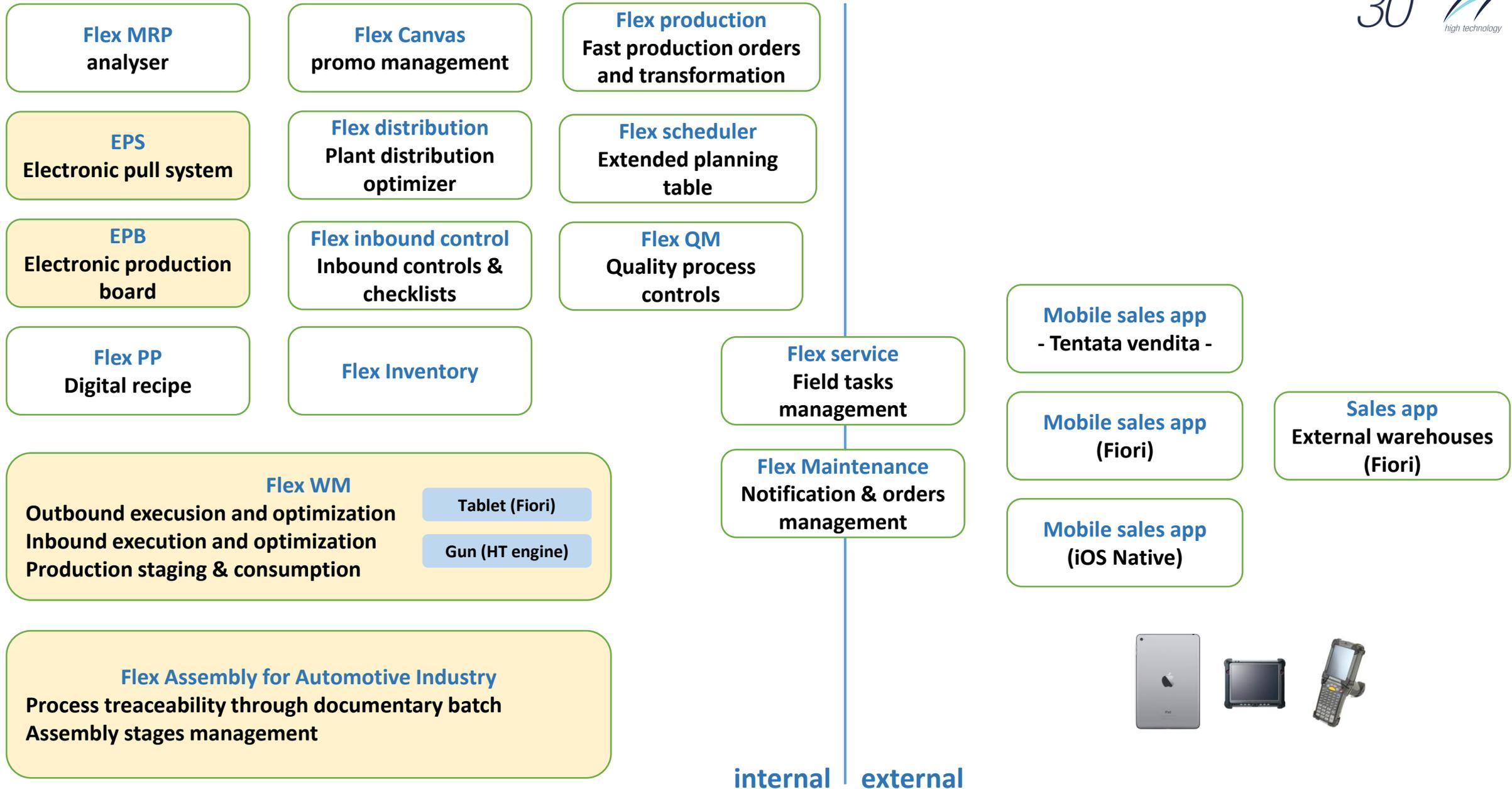
External mobility

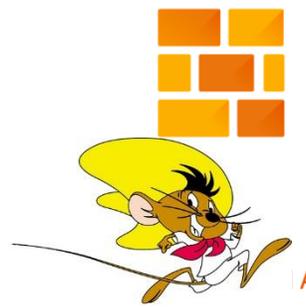
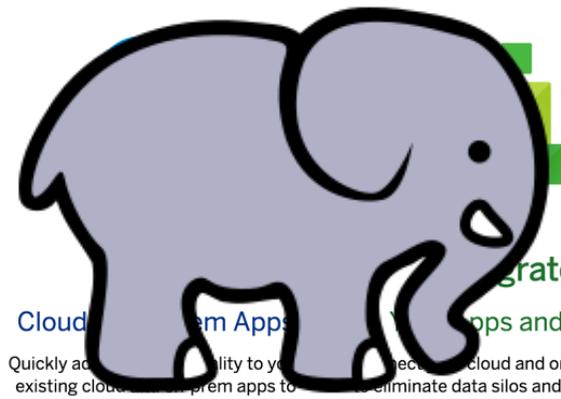
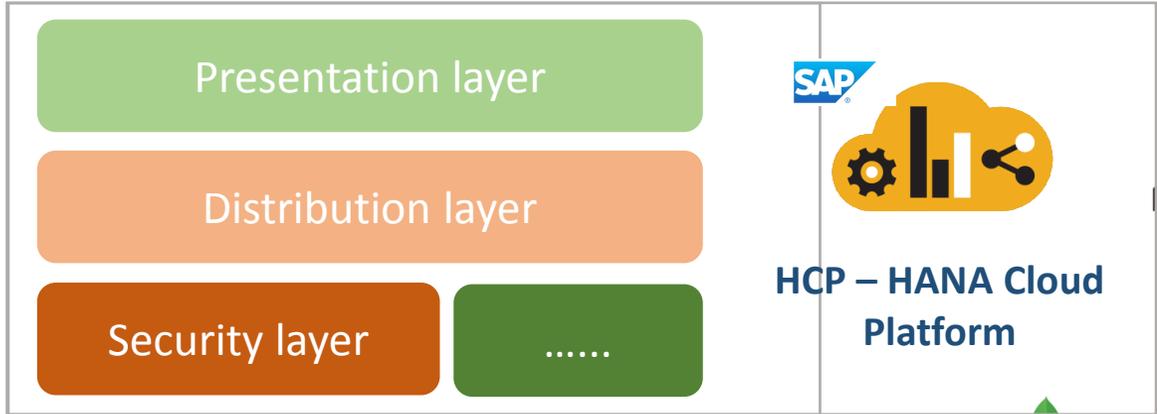
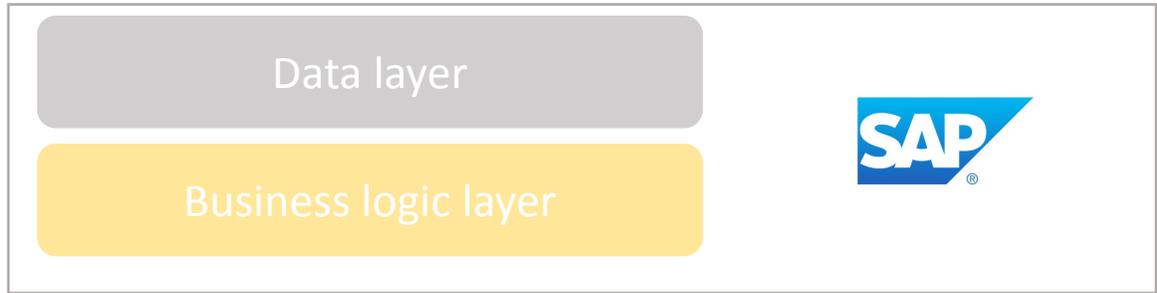
- Sales force automation
- Field activities execution control

Internal mobility

- Logistic operations
- Production operations
- Maintenance
- In process controls







Cloud... Apps...
 Quickly add... existing cloud... prem apps to... optimize your existing investments
 Integrate... Apps and Data...
 Eliminate data silos and make digital access simple, secure, and scalable
 Rapidly build and run new cloud apps to solve new problems, engage new customers, and drive new revenue



START small & fast
implementation time
 (important is to **START**)



Target solution
 =
 The real focus

L'Evoluzione

Non vogliamo predire il futuro



... ma sappiamo guidarvi per affrontarlo

Grazie