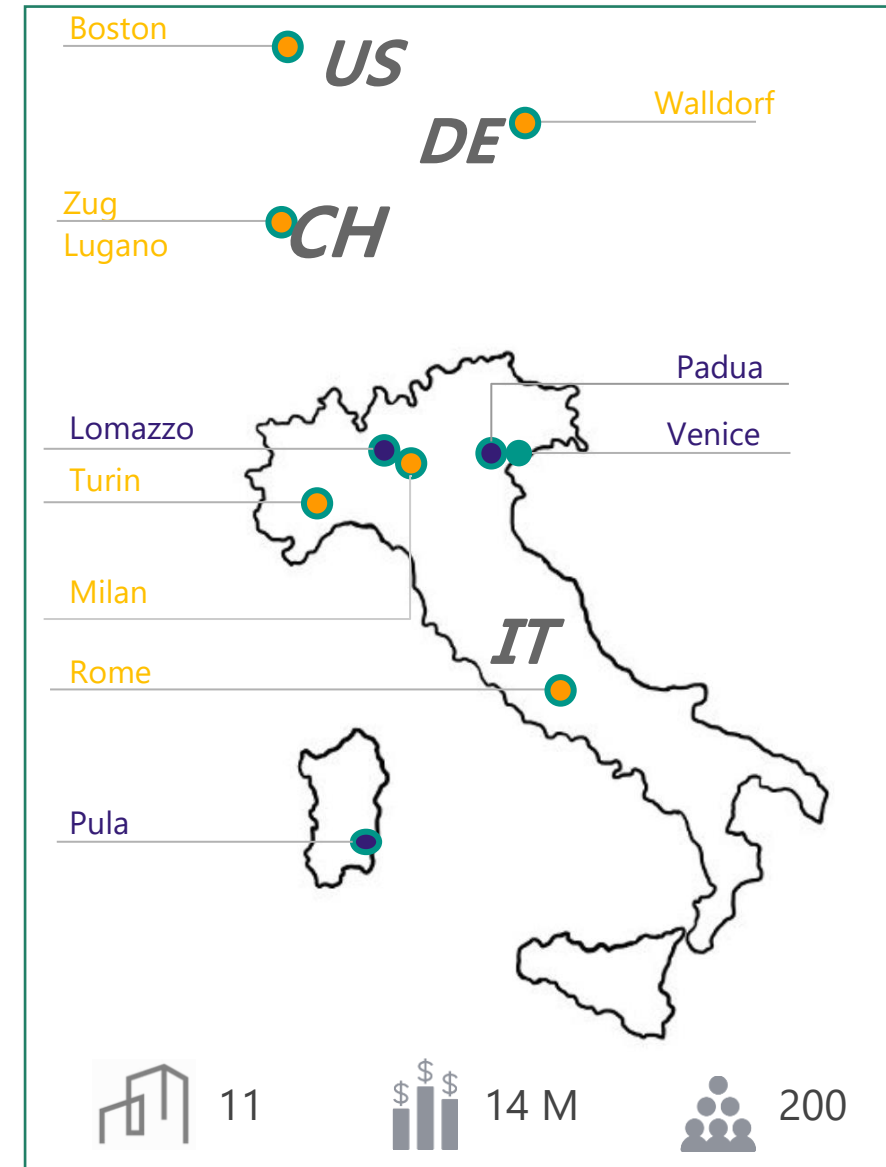
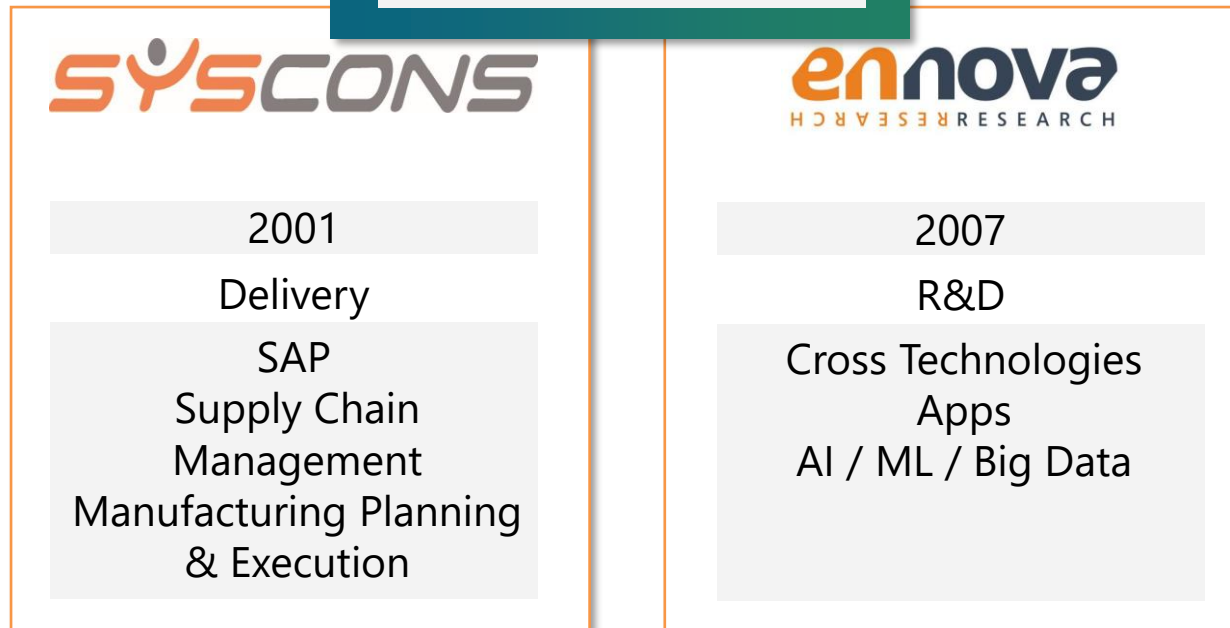




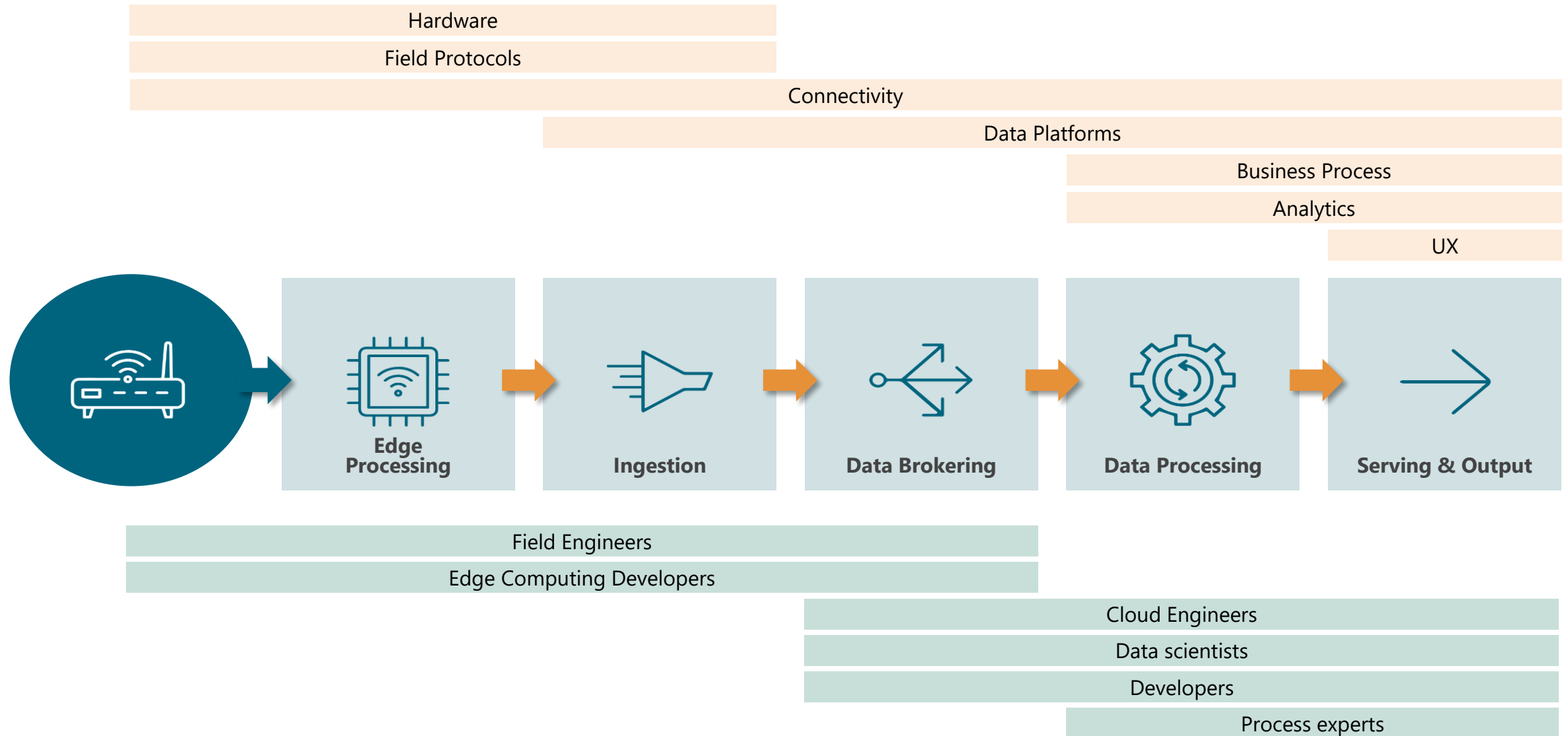
ennova  
SEI INDUSTRIES

The logo for ennova SEI INDUSTRIES is centered on a dark blue background with a faint, glowing green circuit board pattern. The word "ennova" is written in a bold, sans-serif font, with "en" in orange and "nova" in white. Below it, the words "SEI INDUSTRIES" are written in a smaller, all-caps, sans-serif font, with "SEI" in white and "INDUSTRIES" in orange.

# Ennova Industries in a Nutshell



# Knowledge & Competences





# Importance of Monitoring

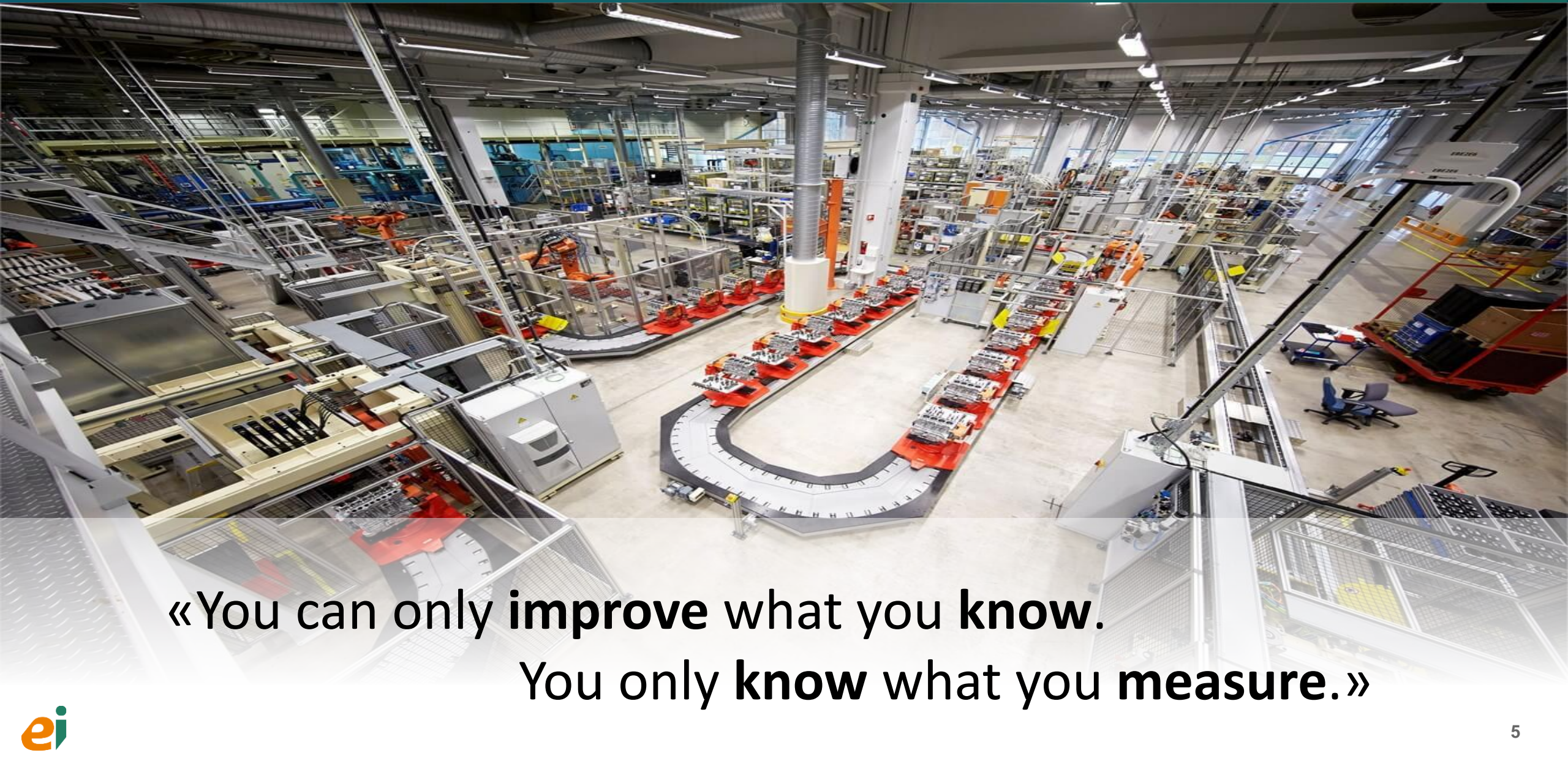


«If You Can't Measure It, You Can't Manage It»

P. Drucker, or not?



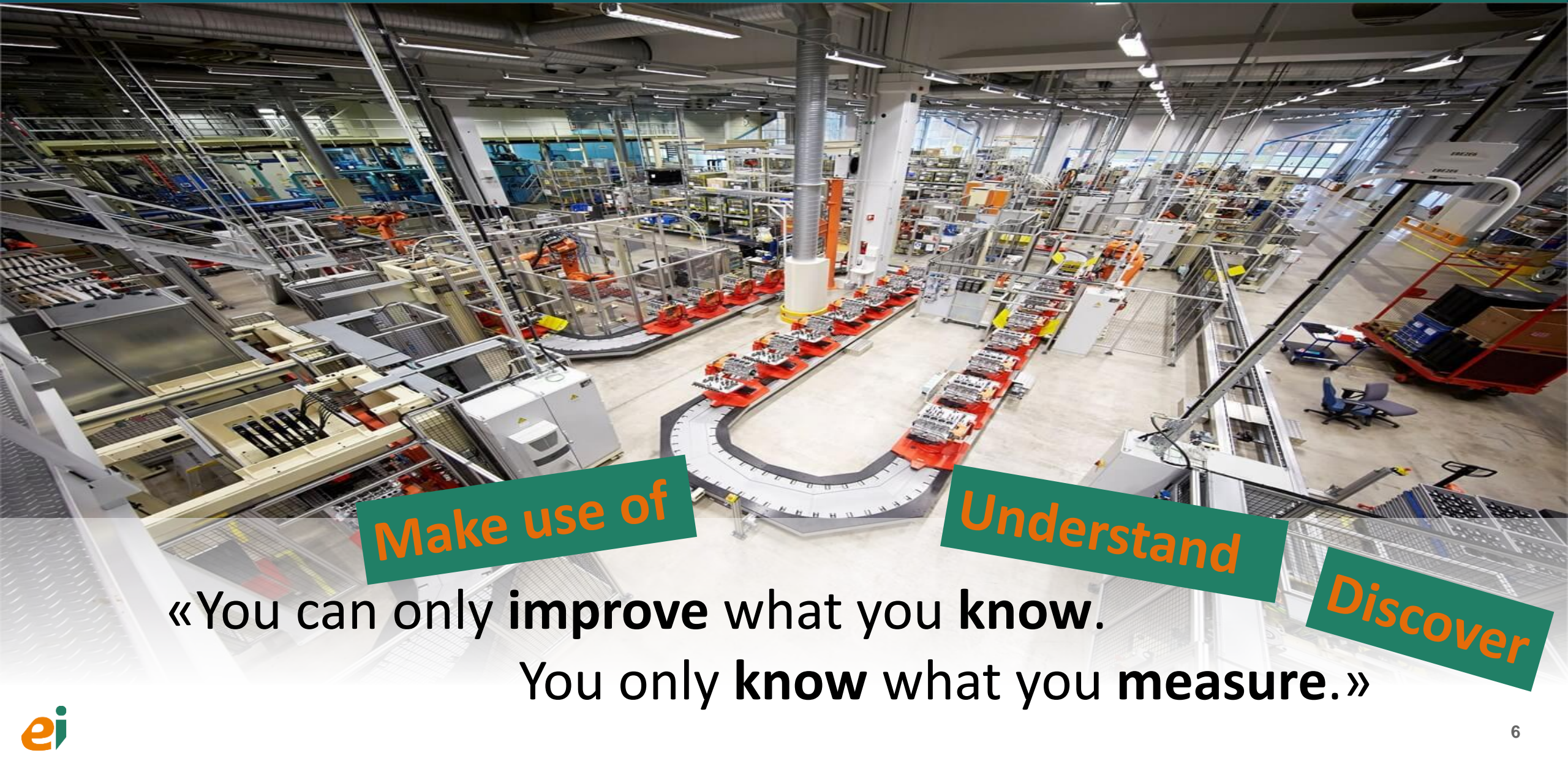
# Importance of Monitoring... In the big picture



«You can only **improve** what you **know**.  
You only **know** what you **measure**.»



# Importance of Monitoring... In the big picture



**Make use of**

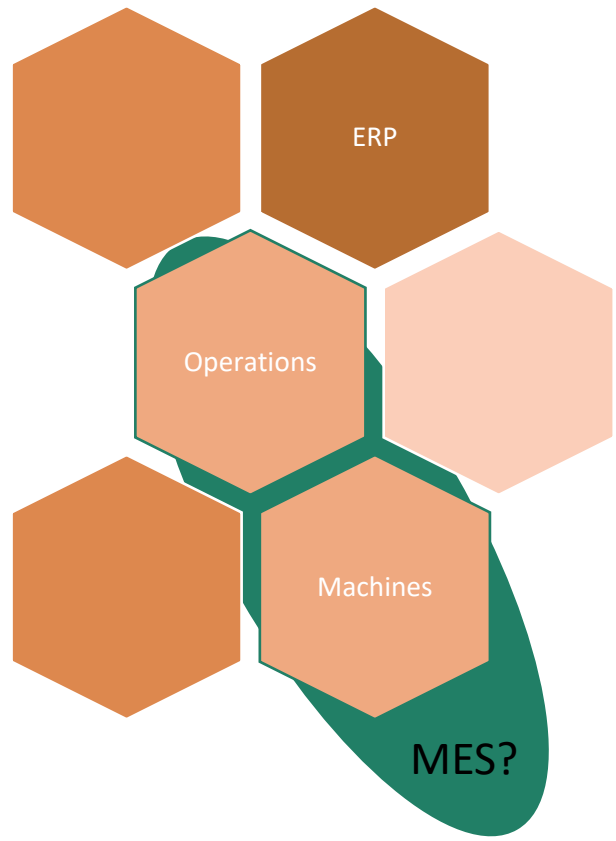
**Understand**

**Discover**

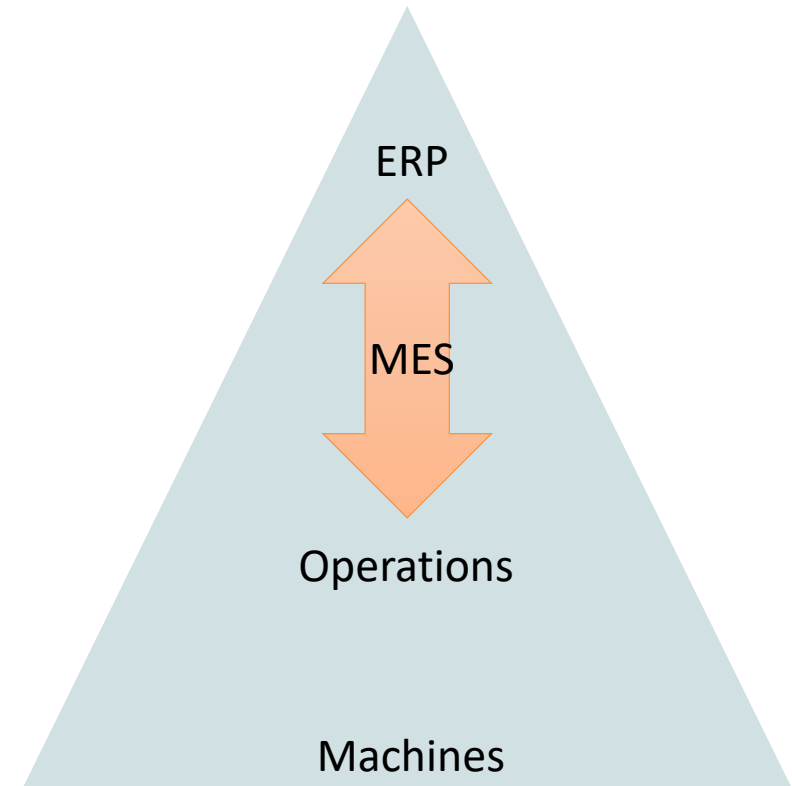
«You can only **improve** what you **know**.

You only **know** what you **measure**.»

# Manufacturing Execution Systems



Vs





# Simmel Difesa S.p.A.



 **SIMMEL**  
DIFESA

**1948**

**Defence**

**80 MLN**  
**1 plant**  
**15 production lines**



# Pain points & Approach

- **We do need a MES!**

# Pain points & Approach

- **We do need a MES!**

...and...

- Business feels to be blind on Production
- Production data reliable but comes late
- Lot of effort into communications

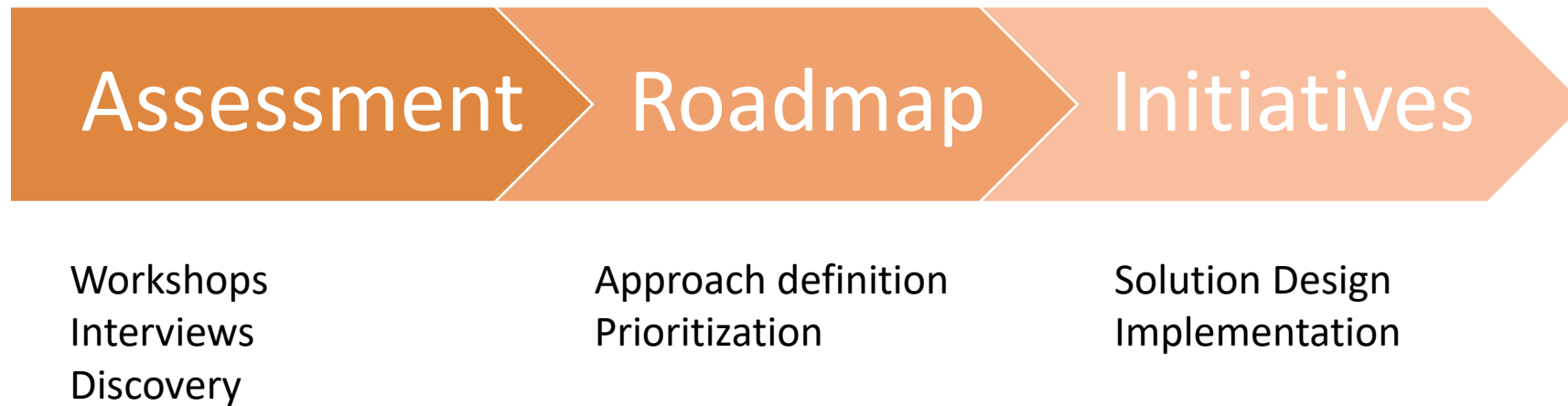


# Pain points & Approach

- **We do need a MES!**

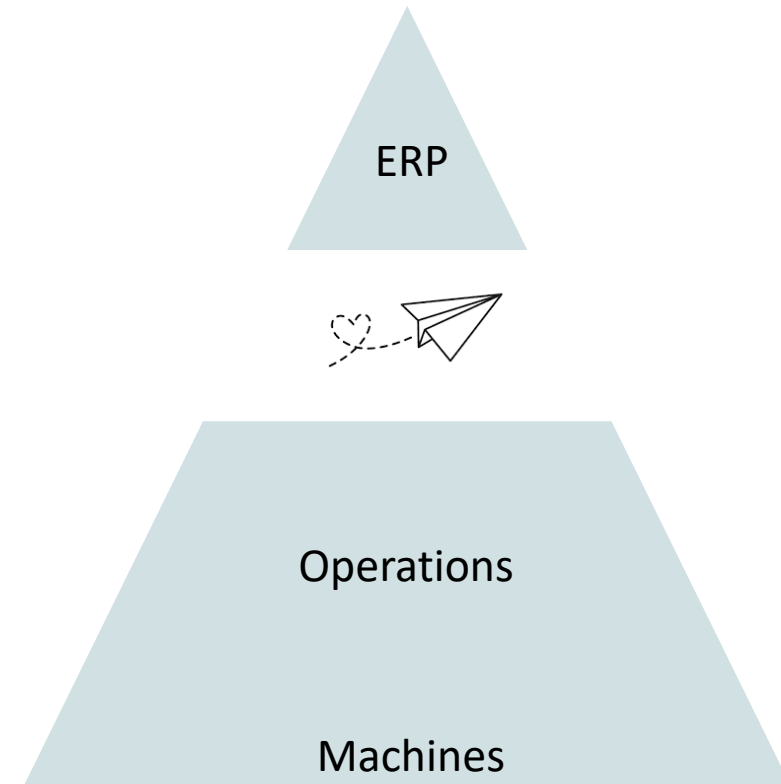
...and...

- Business feels to be blind on Production
- Production data reliable but comes late
- Lot of effort into communications



# Assessment outcomes (among others)

- Production Order (literally) handed over to Operations
- ERP production model detached from Production model
- Pieces/Hours declaration only at the end of production period
- ...



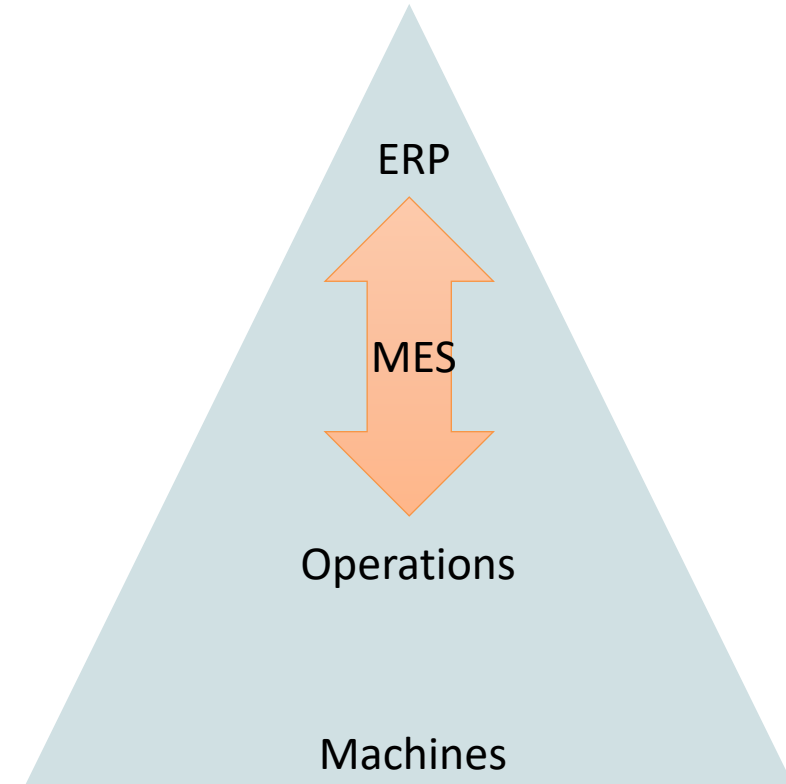
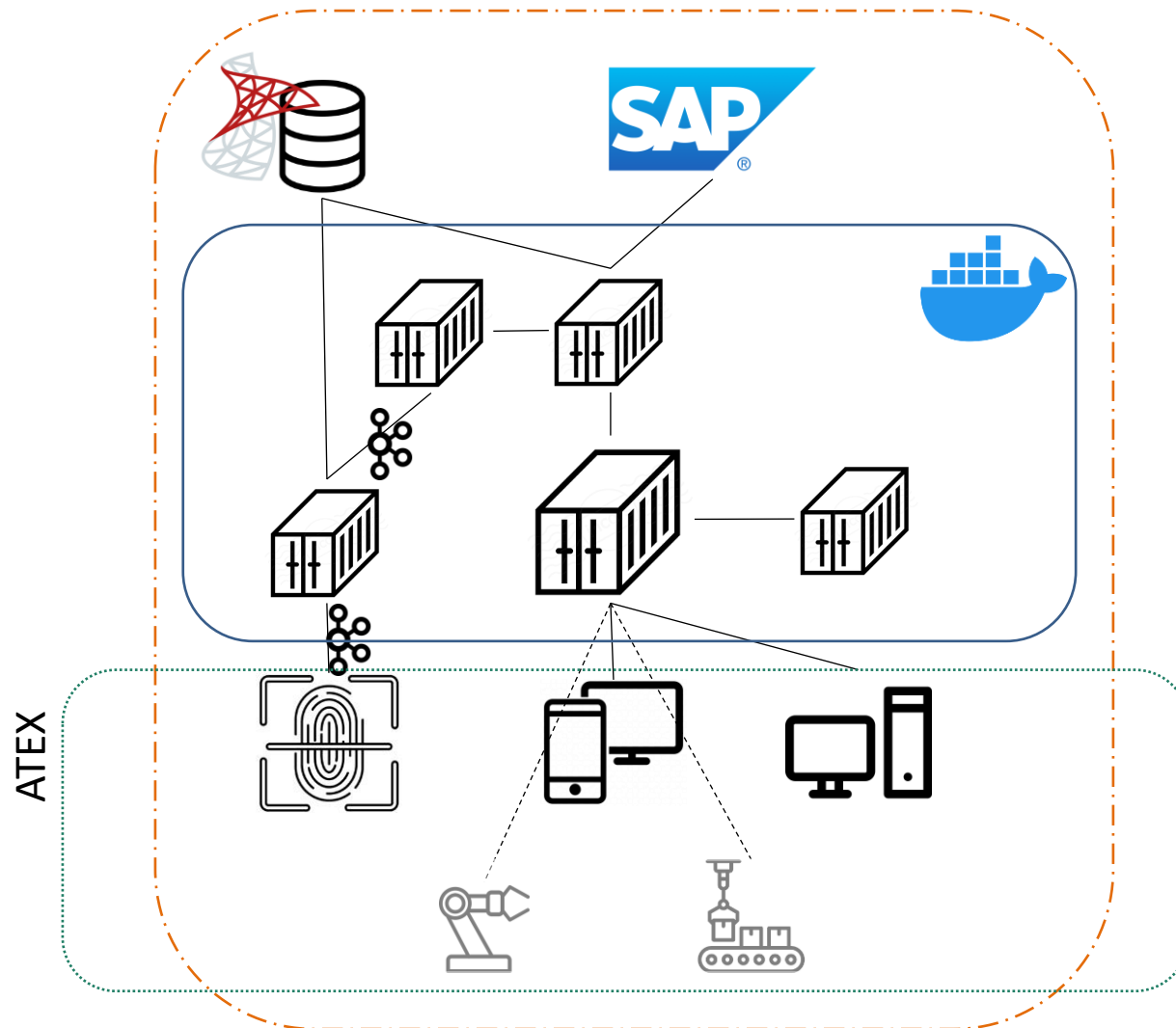


# Proposed solution - RDS - Production Assistant

- Native ERP integration
- Production process digitalization
- Micro-Planning
- On field Execution
- Analytics & Reporting
- Rapid Depolyment Solutions (RDS): Fixed price & Fixed time (OOB)



# Proposed solution (Architecture)



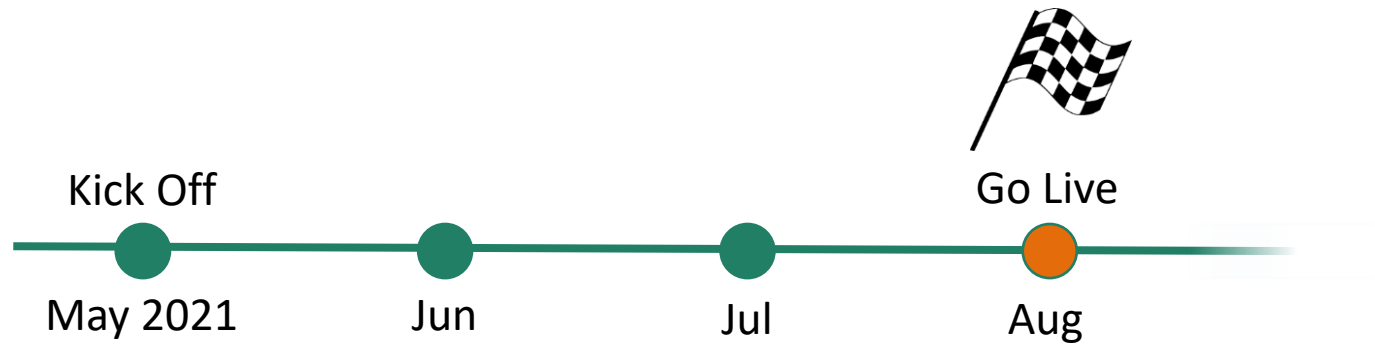


# Program & Project Plan



- Data re-organization
- Change management
- ...
- RDS Implementation

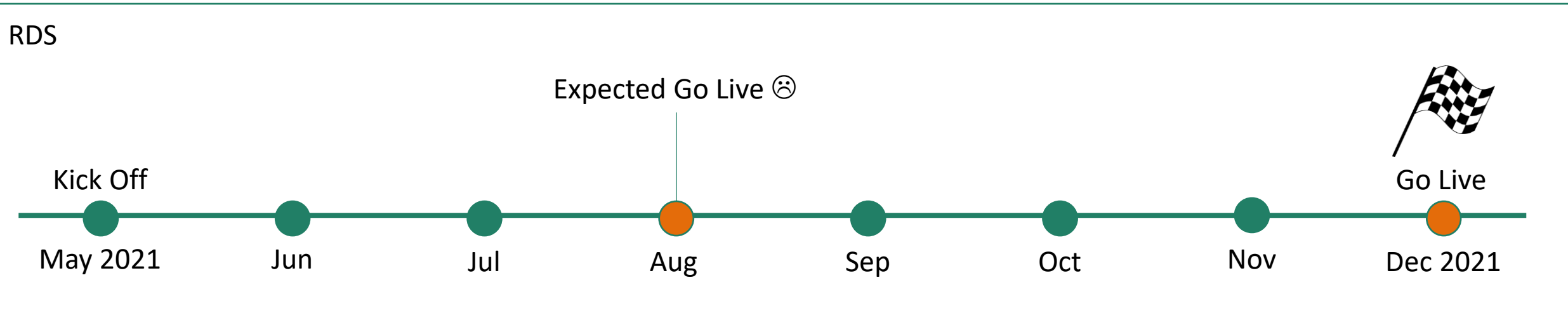
## RDS - MES



# Program & Project Plan



- Data re-organization
- Change management
- ...
- RDS Implementation



# Lesson Learned



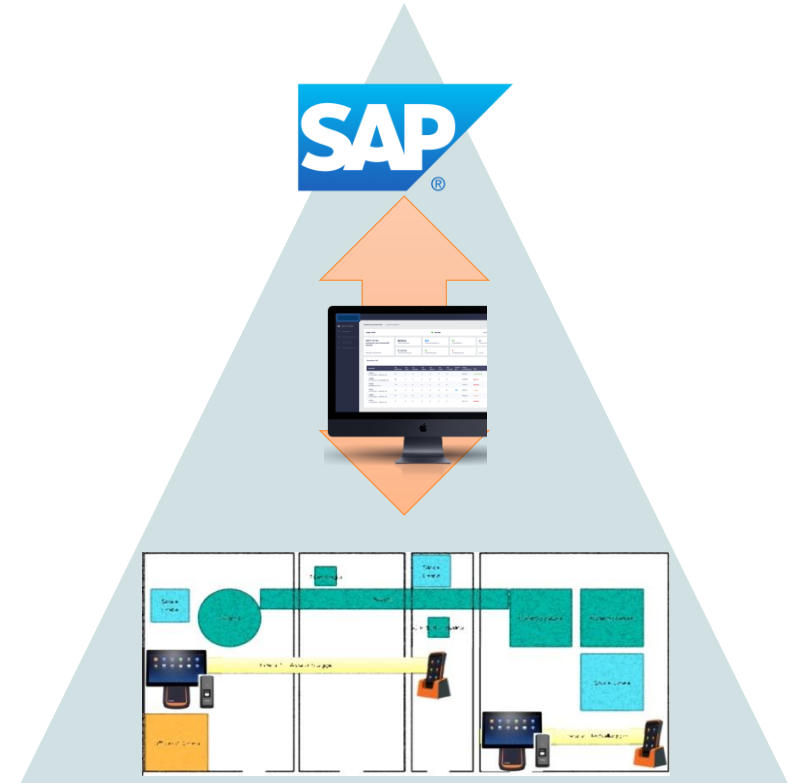
- Data re-organization
- Change management
- ...
- RDS Implementation

- Data re-organization affect MES Go Live date
- Change Management affect MES Go Live date
- FI/CO side effects affect MES Go Live date
- On the bright side, COVID, remote team & remote training DID NOT affect MES GOLIVE



# Results

- ✓ Production Order released to production
- ✓ ERP production model consistent with Production model
- ✓ Pieces/Hours declaration during production period
- ✓ **System is Up & Running, with more than 6K pieces already produced and monitored with the new MES**



# Takeaway

- You don't need to be a multi bln company to approach I4.0 solutions.
- Delivery of strategic and complex project during a global pandemic is possible.
- Pilot & Rapid Deployment Solutions could lead to fast result.
- **MES alone is not new and is not the magic bullet, it's just a tool.**  
**Skilled Consultants with Vision and a strong Methodology make the difference.**
- Always check quotes in presentations 😊

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