Enabling Industry 4.0 Execution

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About **REPLY**

**DRIVERS & KEY FACTS**

- Specialized competencies in Consulting, System Integration and Digital Services
- Vertical market Core Process knowledge.
- Network Model: autonomous and specialized companies that share philosophy, goals and functional standards.
- Focus on Digital Transformation and continuous investments in Innovation and Know-How.
- Strategic Partnership with Leading Market Vendors.

- **Large Customers With a very high retention**
- **Consistent Double-digit company Ebit growth**
- **Impressive Track Record**
  - From 20M$ in 1999 to 847 M$ (780.7 M€) in 2016
- **6,000+ Employees**
  - Distributed across specialized network companies
- **Founded in 1996**
  - To achieve excellence within Internet Consulting Market. Reply is today a leading international IT Services company.
  - Established in US on 2012 (MI, IL, WA)
TO PROGRESSIVELY MAKE THE ENTIRE FACTORY A COMPREHENSIVE INFORMATIVE SYSTEM, ABLE TO CONNECT THE REAL WORLD OF GOODS TO THE DIGITAL WORLD OF DATA, ENABLING COOPERATION BETWEEN HUMANS AND MACHINES.
CUSTOMIZED PRODUCTS
MASS PRODUCTS
HUMAN DRIVEN
PRODUCTS FORECAST
ADAPTIVE PLANNING
CUSTOMIZED PRODUCTS
MACHINE DRIVEN
SMART FACTORY
Industry 4.0 Offering
Proficiency Areas

- IOT
- CLOUD COMPUTING
- OBJECTS TAGGING
- SMART PRODUCTION

- DIGITAL ECOSYSTEM
- BIG DATA
- CLOUD COMPUTING
- WEARABLES
- MOBILE FIRST

- SMART LOGISTICS
- CLOUD COMPUTING
- OBJECTS TAGGING

- SMART WORKING
- MACHINE LEARNING
Industry 4.0 Landscape

- Inbound Logistics
  - Smart Factory
  - FACTORY CONTROL AND MONITORING
  - FLEXIBLE & SMART PRODUCTION SYSTEM
  - AUTONOMOUS VEHICLES
  - DRONES & WAREHOUSE AUT.
  - LOGISTICS 4.0 MANAGEMENT
  - SUPPLY CHAIN VISIBILITY
  - INTERNET OF THINGS

- Logistics 4.0 Management

- Outbound Logistics
  - Cloud Computing
  - Cyber Security
  - Enhanced HMI
  - Quality Control
  - Rapid Prototyping & 3D Printing
  - Additive Manufacturing
  - Cyber Physical Systems

- Production 4.0
  - Flexible & Smart Production System
  - Rapid Prototyping & 3D Printing
  - Additive Manufacturing
  - Cyber Physical Systems

- Enhanced HMI

- Quality Control
Reply Offering
Within Industry Sector

Shopfloor integration
Machine Learning
Prescriptive Analytics
Predictive Analytics

Reply Platform

Logistics and Supply Chain Execution
Manufacturing Execution Systems
Internet Object Communication
Further Components
SCE applications like **WMS** move from a monolithic domain to a combination of independent **Sub-Systems**. All capable of functioning in a decoupled and individually meaningful manner.

All Applications interact through a **catalog of elementary business services** to allow end-to-end process orchestration for SCE convergence.
Industry 4.0 Offering
Logistic 4.0

Click Reply™ is designed to create a cloud-native & in-memory infrastructure displaying internal and third party resources and using a single standardized platform. This allows the management of structured and heterogeneous data, speeding up the development and deployment of web and mobile applications.

HOW IT WORKS

RELEVANT FEATURES

- **RFID**
  To manage and control of a wide range of devices for reading and writing tags based on RFID technology.

- **Voice Recognition**
  For performing purely vocal processes "hands-free" and "eyes-free."

- **WCS**
  To provide a uniform interface to a broad range of material handling equipment such as ASRS, carousels, conveyor systems, sorters, palletizers.

- **Mobile**
  To support on-line and off-line supply chain execution processes based on the most common mobile platforms.

BUSINESS BENEFITS

**ACCURACY**
Reduction of delivery times, Increased efficiency in orders fulfilment, Lower number of incomplete orders, Errors reduction in picking and deliveries, Increased stock accuracy, Lower percentage of waste, Less back-up stock, Higher warehouse saturation

**OPERATIONS**
High operational flexibility, Advanced compatibility with future releases, Collaboration between trading partners, Labor cost reduction, Paperwork reduction, Business logics and operational procedures highly configurable, Increased flexibility in exceptions management

**IT**
Web access to the system, Comprehensive 3-Tier architecture, Seamless Integration, Centralised and/or distributed architecture, HW and SW scalability, New developments "Capitalization", Reduced Application Management costs, Reduced Facility Management costs
a Connected Enterprise platform which combines processes and devices.

a comprehensive Manufacturing Operations product aimed to manage all production activities, integrating ERP, connecting equipment and machinery, processing and monitoring results.

available in different services level, from SaaS and PaaS models to IaaS and on-premise on client infrastructure.
User Experience is designed for all users target, from workers to Managers.

Brick Reply manages a Factory integrating Machines, Devices and Human Activities. It is able to communicate with equipment on different protocols (IIoT, OPC, PLC, IoT, etc) giving the opportunity to use such information for the production management, along with human interaction, orders workflow and overall reporting and maintenance management.

**HOW IT WORKS**

**RELEVANT FEATURES**

- **IoT Integration**
  Brick supports IoT protocols of new generation of industrial equipments. Brownfield is supported via OPC-Server on local shopfloor devices.

- **User Experience**
  User Experience is designed for all users target, from workers to Managers.

- **Open for the future**
  We are working on big data and machine learning capabilities, opening for future support of predictive and prescriptive analysis on client data.

- **As A Service**
  Platform tailored to customer needs, whether is completely on cloud, in SaaS model it can also be delivered on-premise or IaaS scenarios.

- **Manufacturing Process Control**
  The platform can be configured and tailored to fit different production processes within different industries and different plant layouts.

**BUSINESS BENEFITS**

- **EASE OF INTEGRATION**
  MoM Solution based on new technologies (IoT, Cloud, Big Data) can be used as Full cloud solution or hybrid/on premise solution
  Able to receive signals from PLC and new IoT Sensors

- **NO UPFRONT COSTS**
  No HW investments (for cloud version)
  No License Maintenance (permanent license)

- **WORKERS TRAINING COSTS REDUCTION**
  Intuitive way of use, supporting any kind of devices
  Integrated video tutorial and enhanced User Experience

- **EASE OF CHANGE MANAGEMENT**
  Completely configurable (plant layout, production cycles, reporting, etc). Integrable with ERP and shopfloor systems

- **Open for the future**
  We are working on big data and machine learning capabilities, opening for future support of predictive and prescriptive analysis on client data.