

Enterprise Integration Survival Kit

Manufacturing Executive Leadership Forum
Hannover Messe
April 20-22, 2009



Topics

1. Scope of Enterprise Integration

2. Why Integrate?

3. Enterprise Integration- Then and Now

4. The Enterprise Integration Survival Kit:

- Map
- People
- Tools
- Measurement



Topics

1. Scope of Enterprise Integration

2. Why Integrate?

3. Enterprise Integration- Then and Now

- The Business Climate
- The Approach

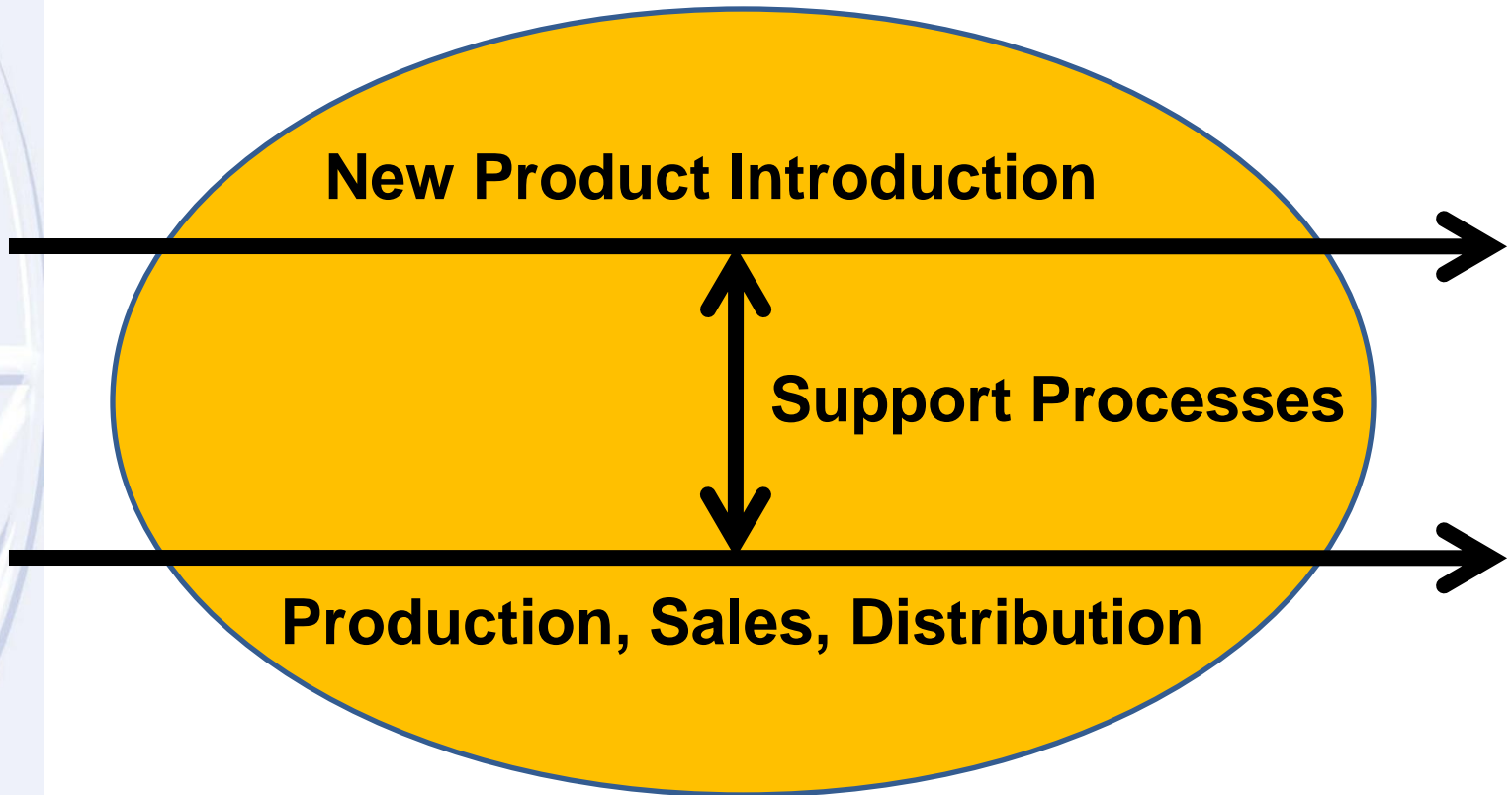
4. The Enterprise Integration Survival Kit:

- Map
- People
- Tools
- Measurement



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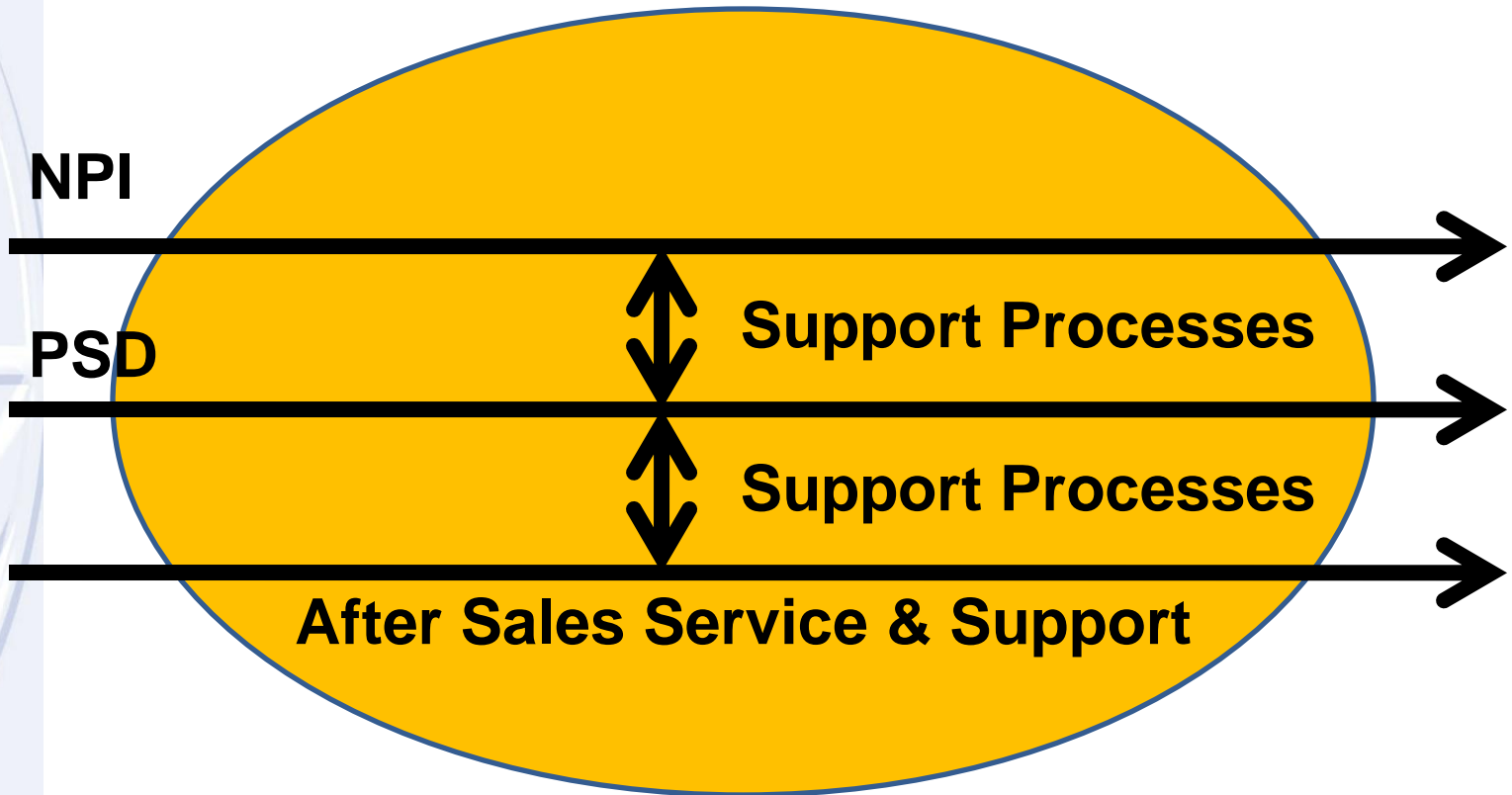
Modelling a Manufacturing Organisation





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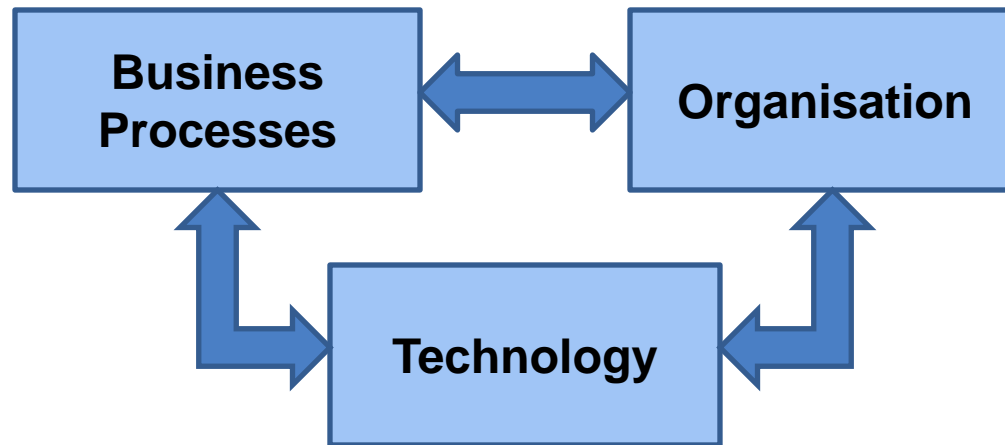
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Project Scope

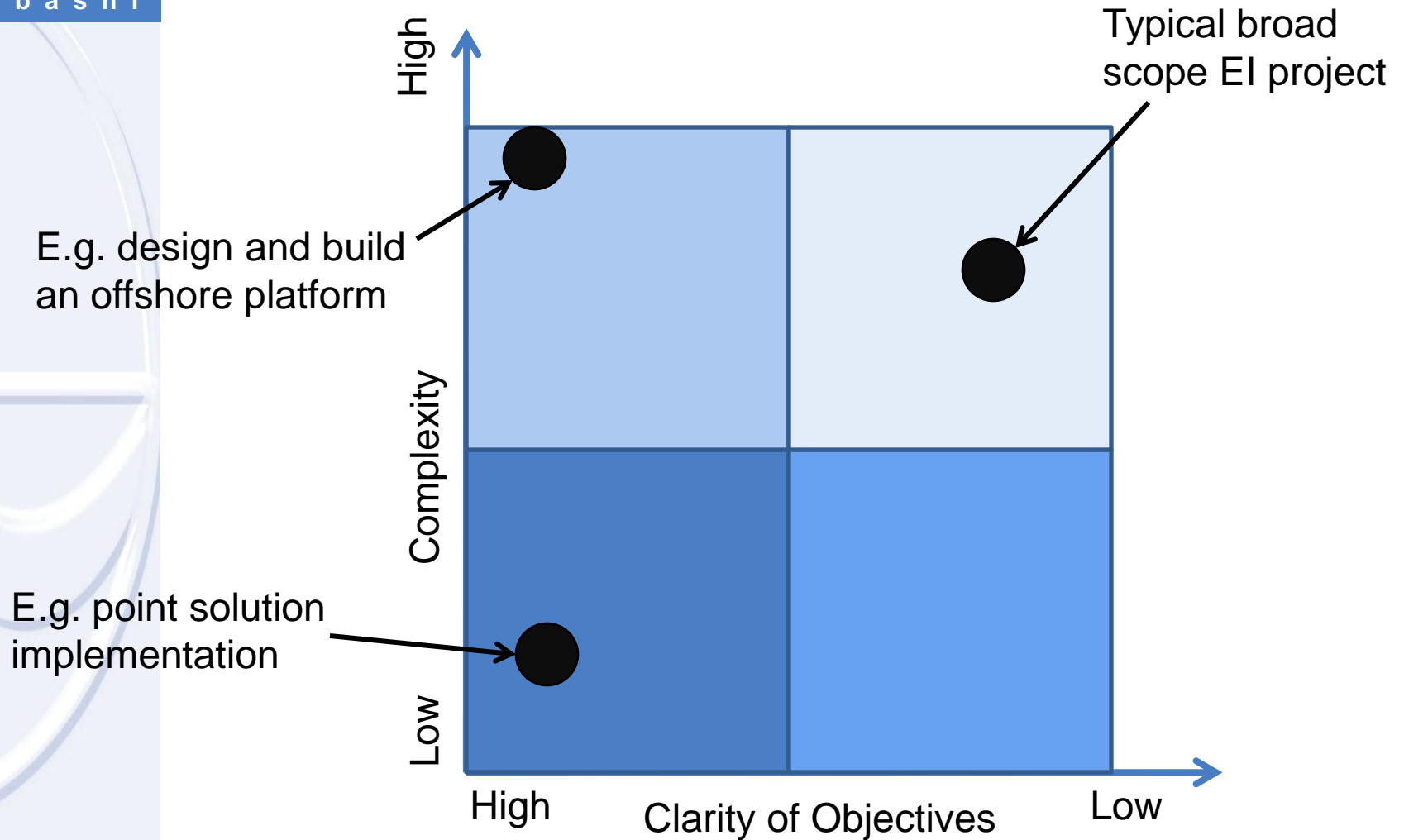
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Positioning EI Projects

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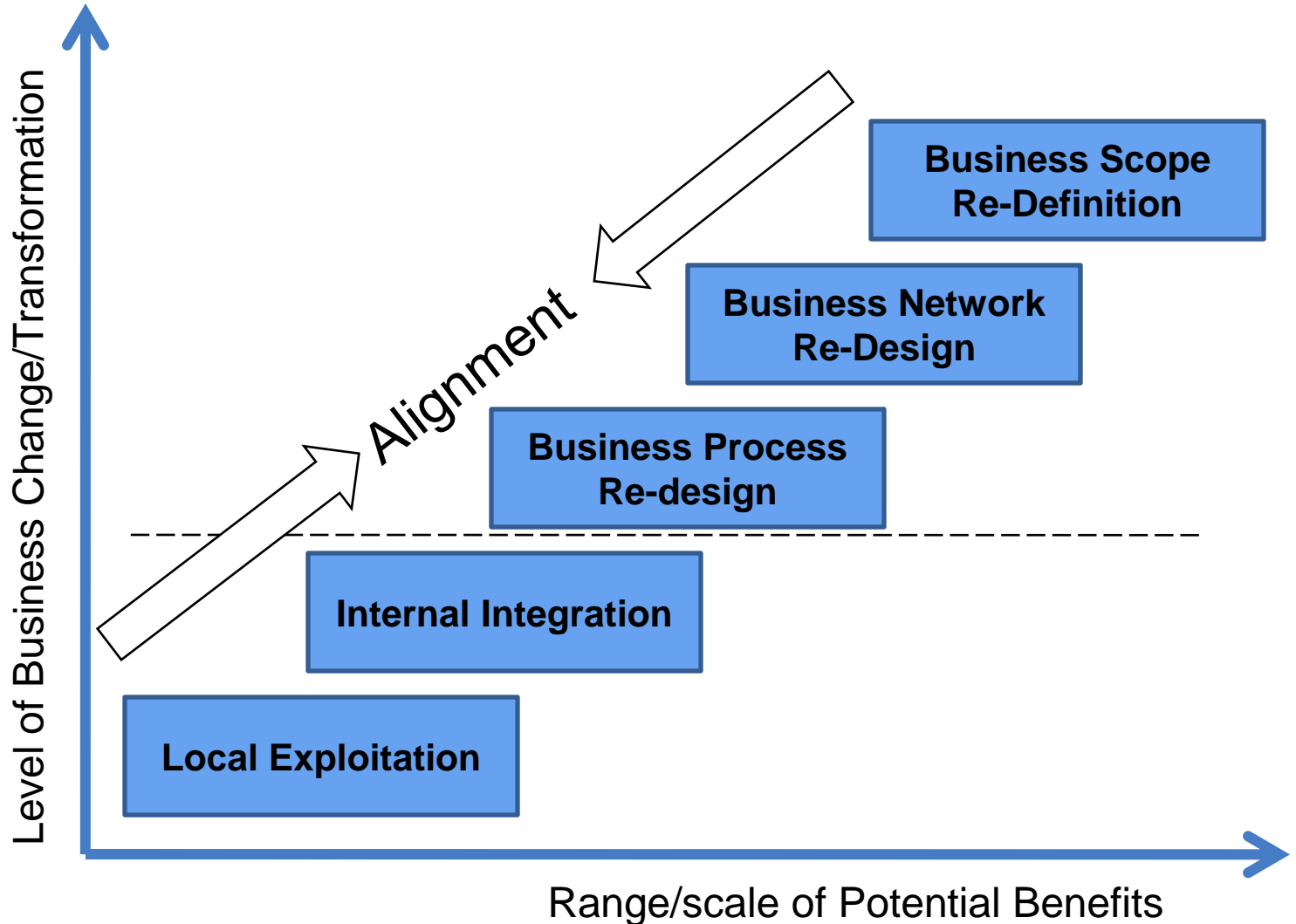
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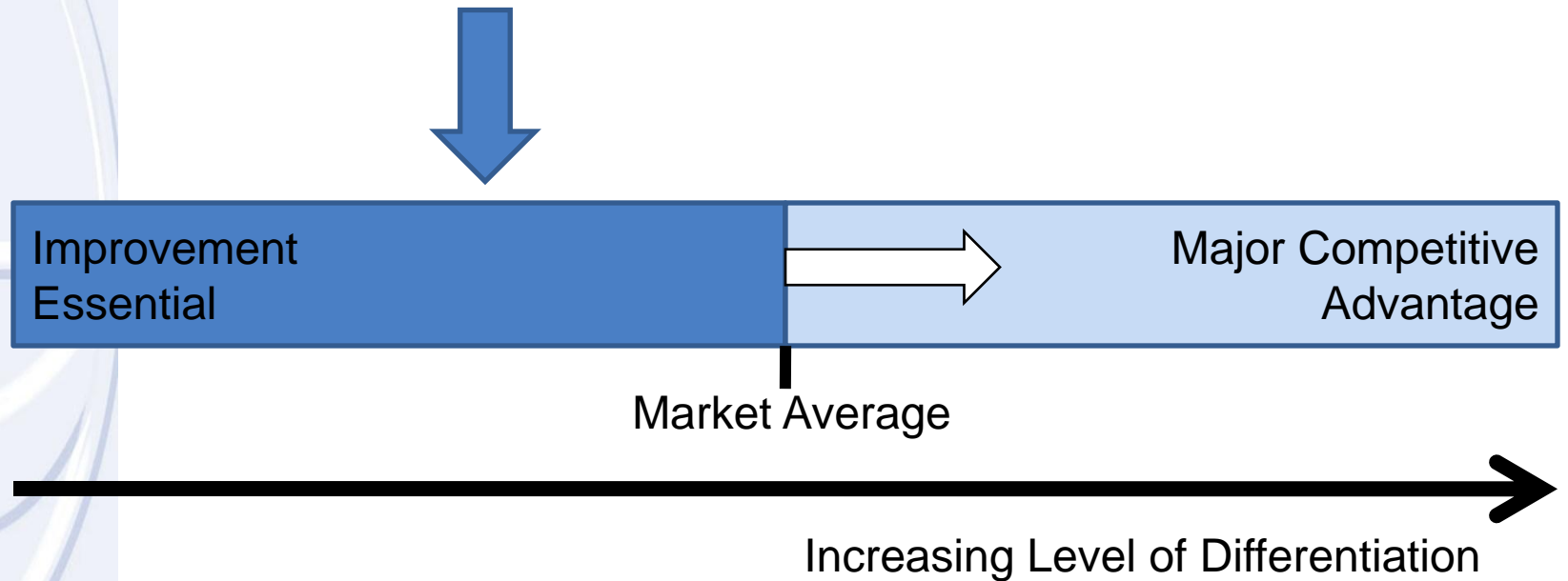
Drivers for Enterprise Integration





Assessing IT Investments

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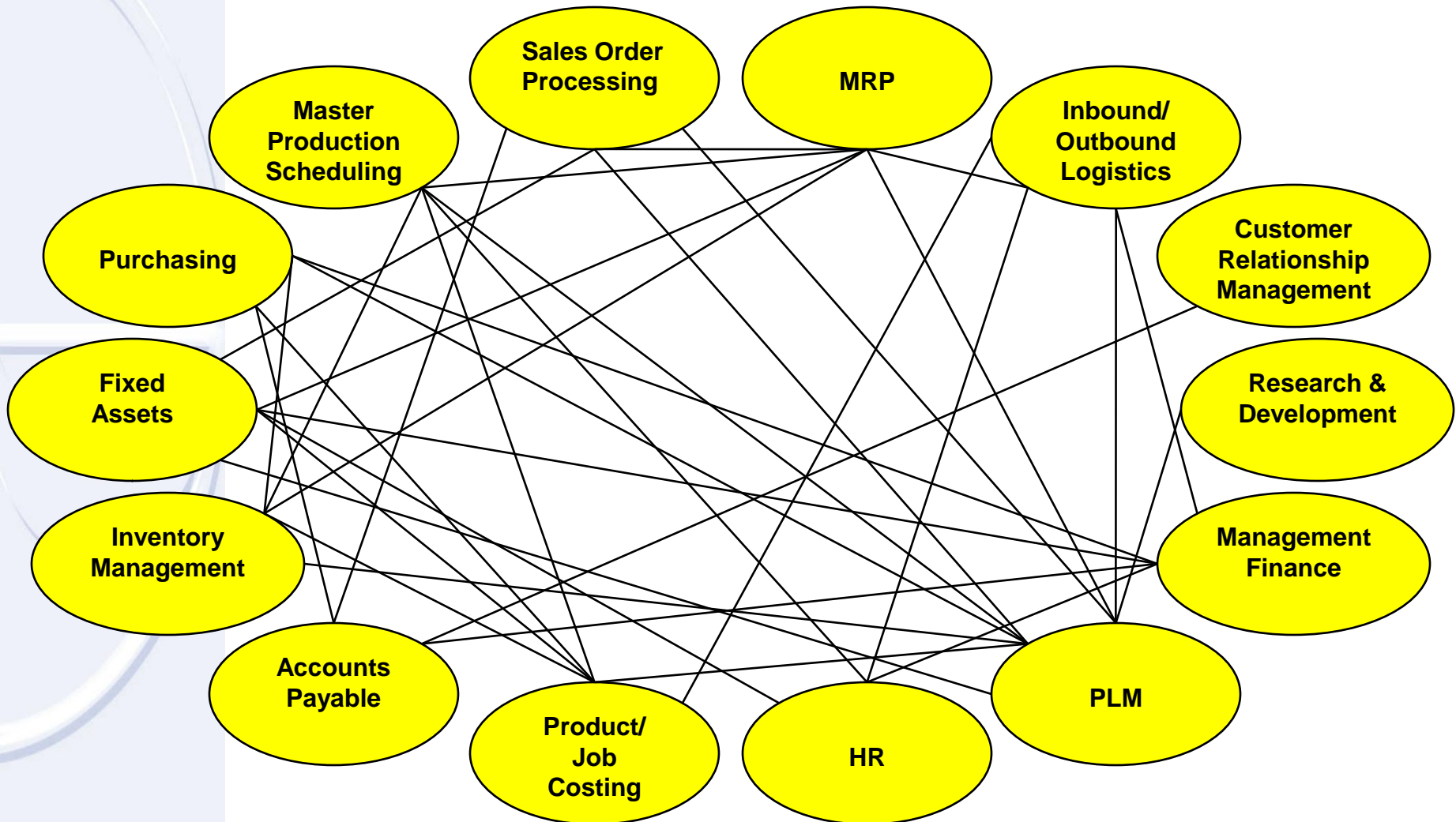
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Enterprise Integration Then - 1

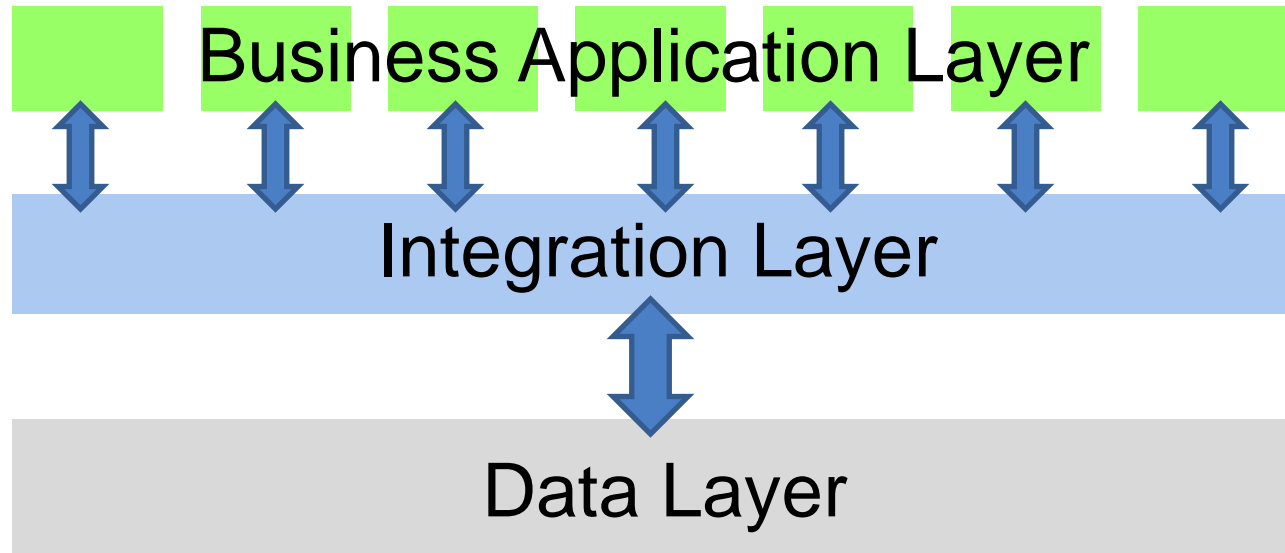
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Enterprise Integration Then - 2

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- Integrates - but in quite a fixed way
- Good for 'snapshot in time'



- Hard to implement – needs all-encompassing view of business
- Inflexible – 'concrete in any shape'
- Imposed Logic
- Hard for Supply Chain partners to integrate properly
- Compromise on local functionality



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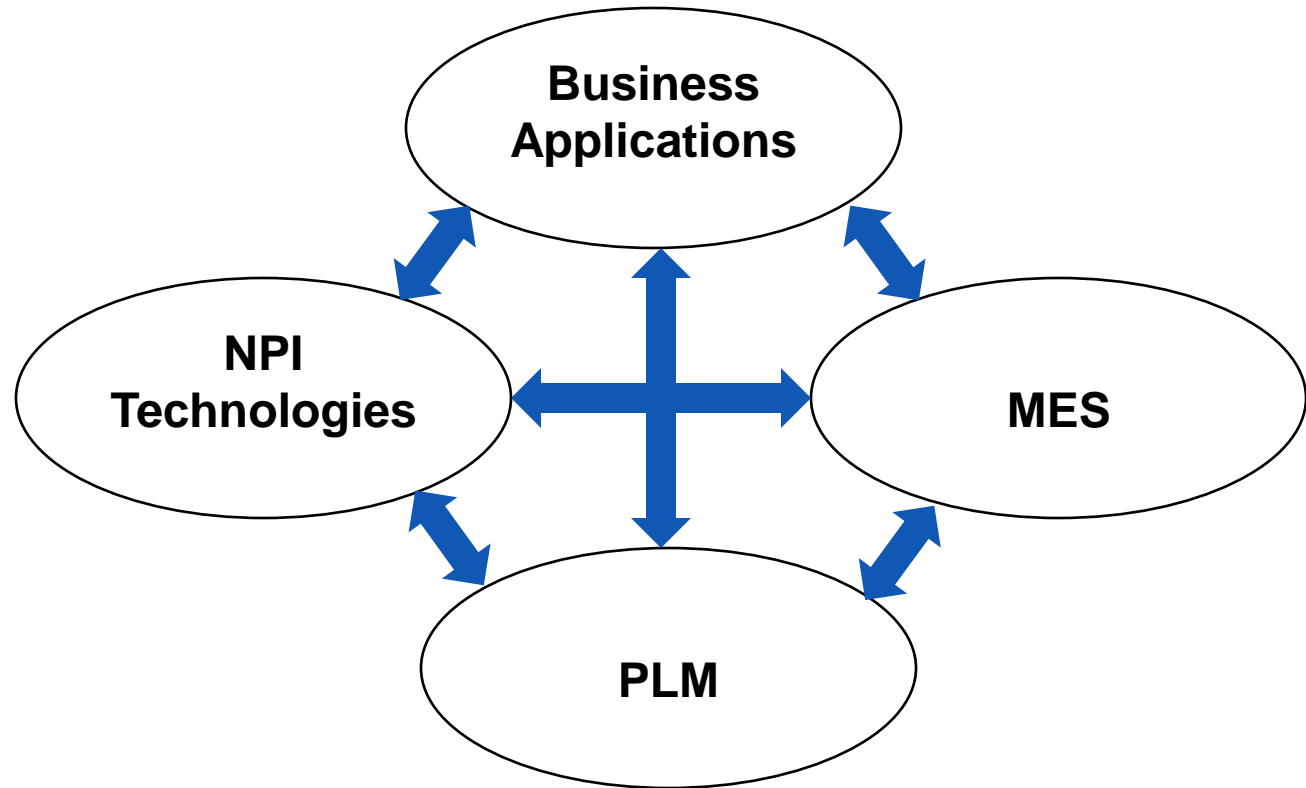


Right, we've got the first process documented



Areas of IT

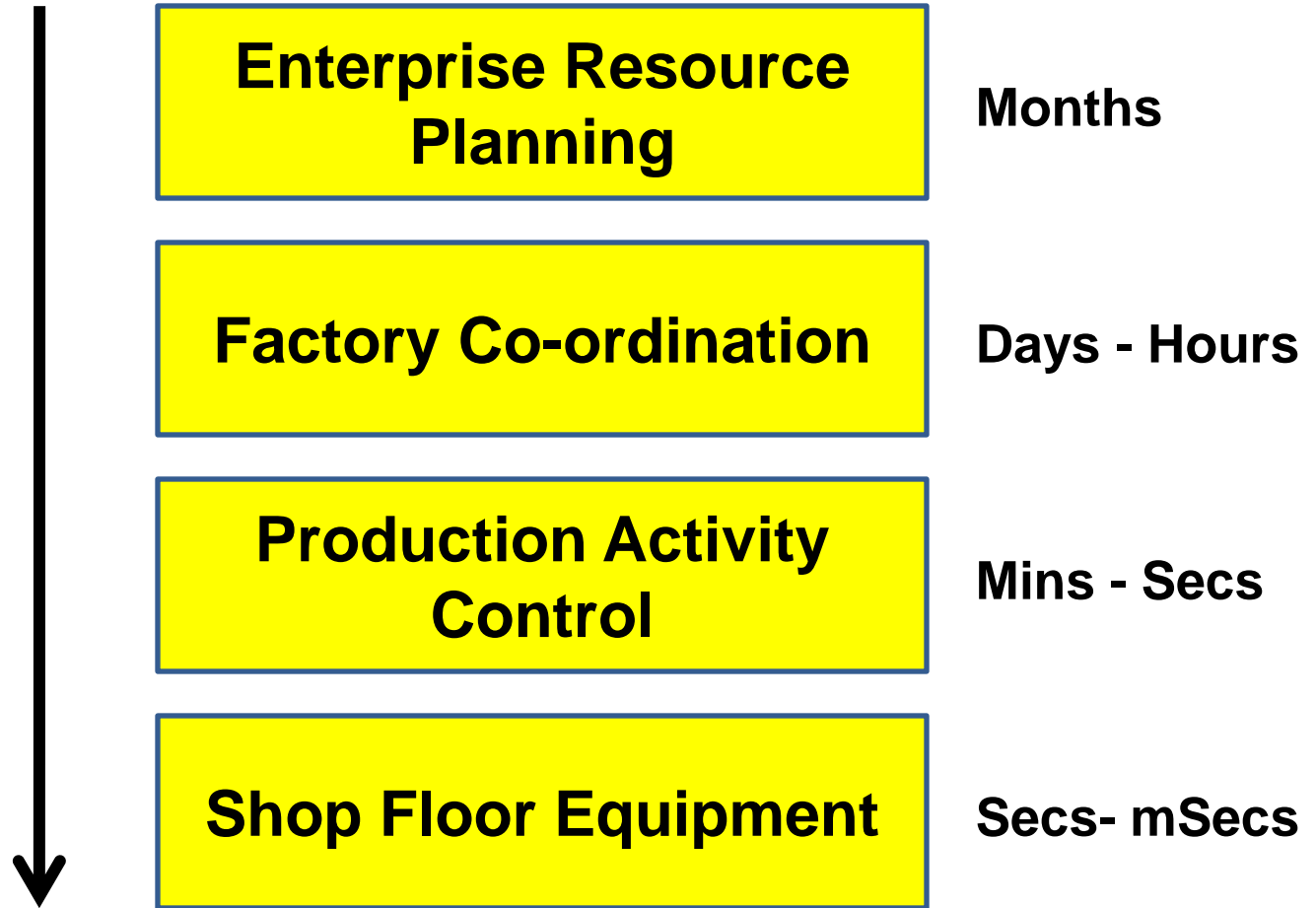
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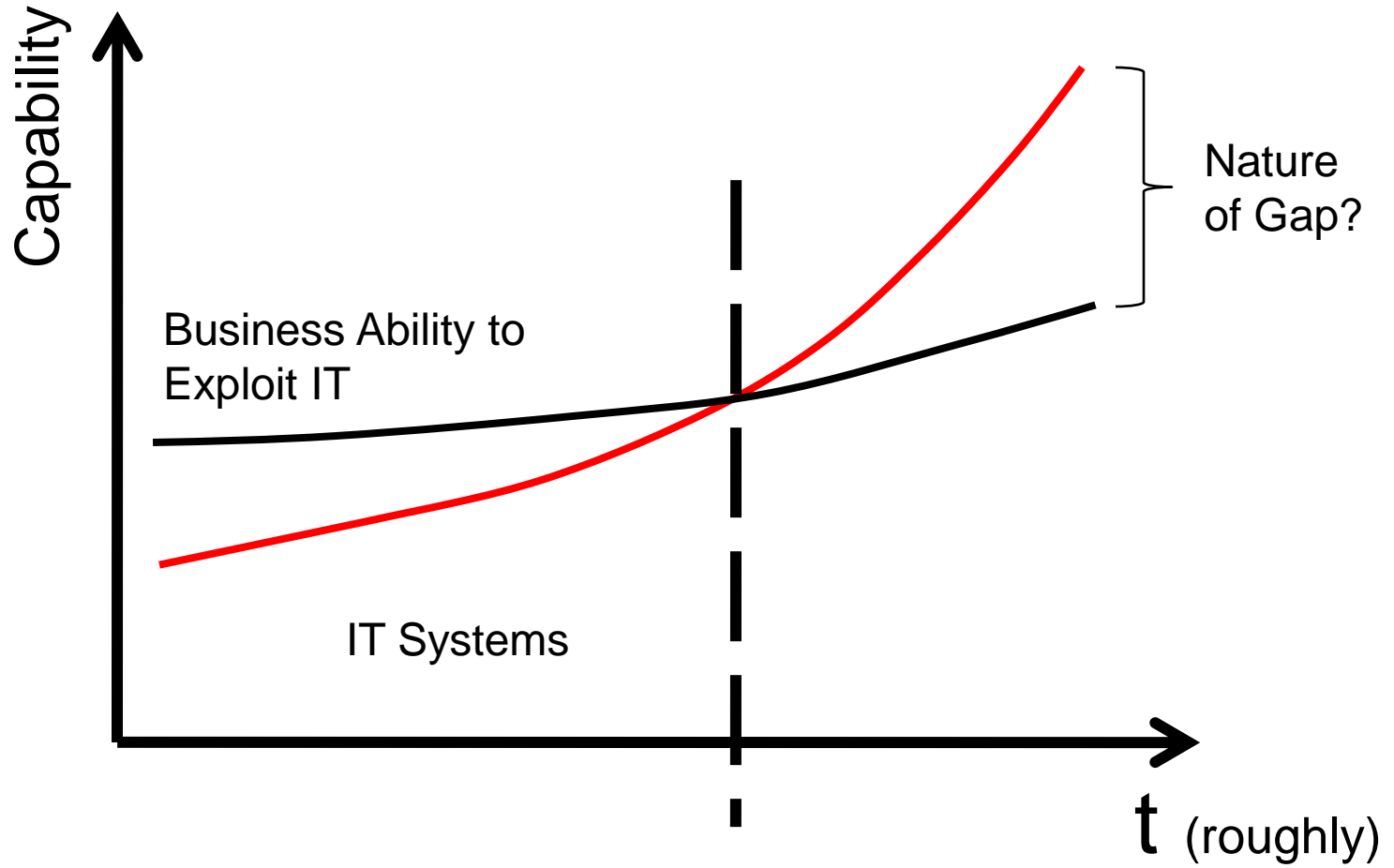
Enterprise System Stack - PDS





Evolving IT Capability

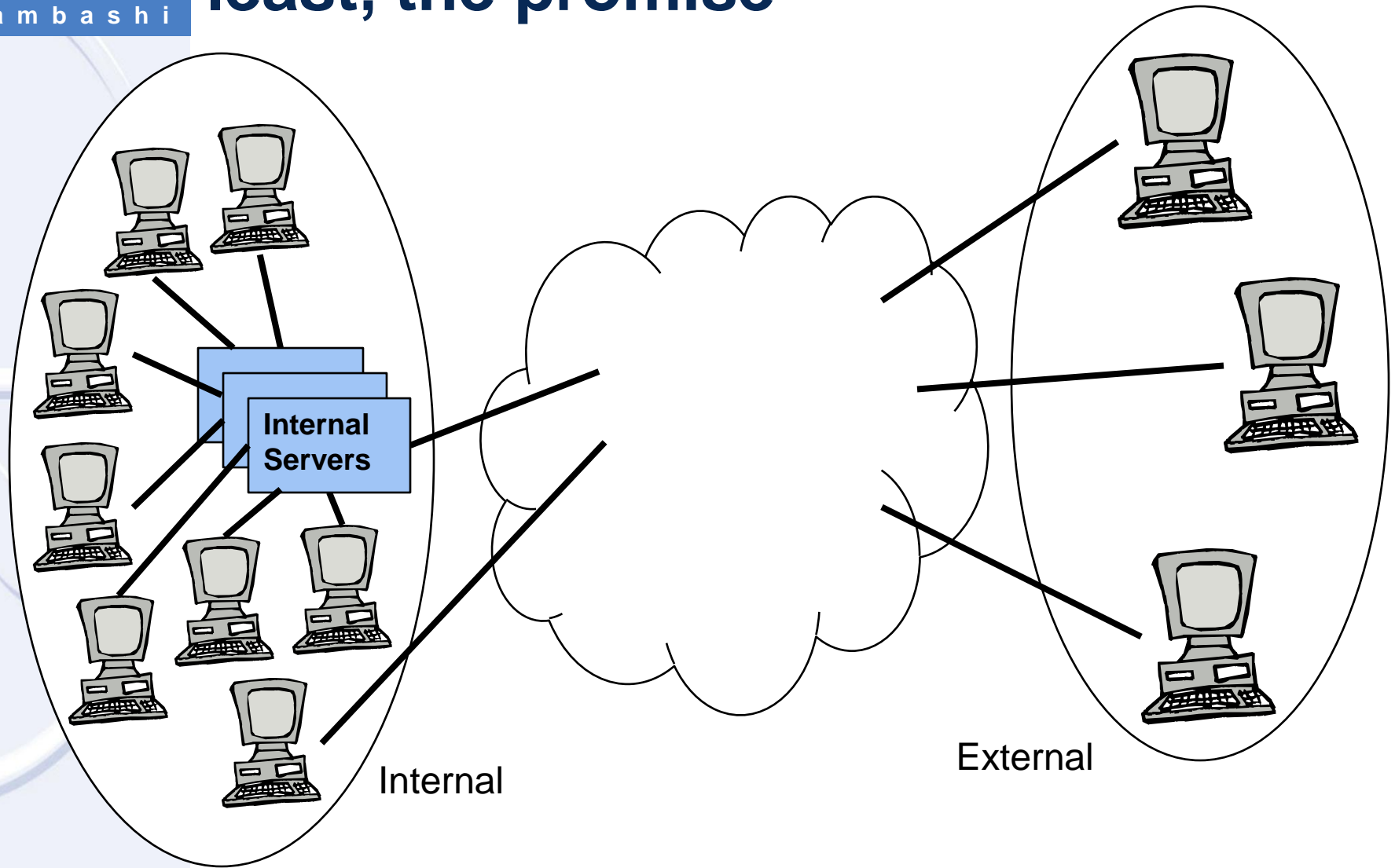
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Enterprise Integration Now.....or at least, the promise





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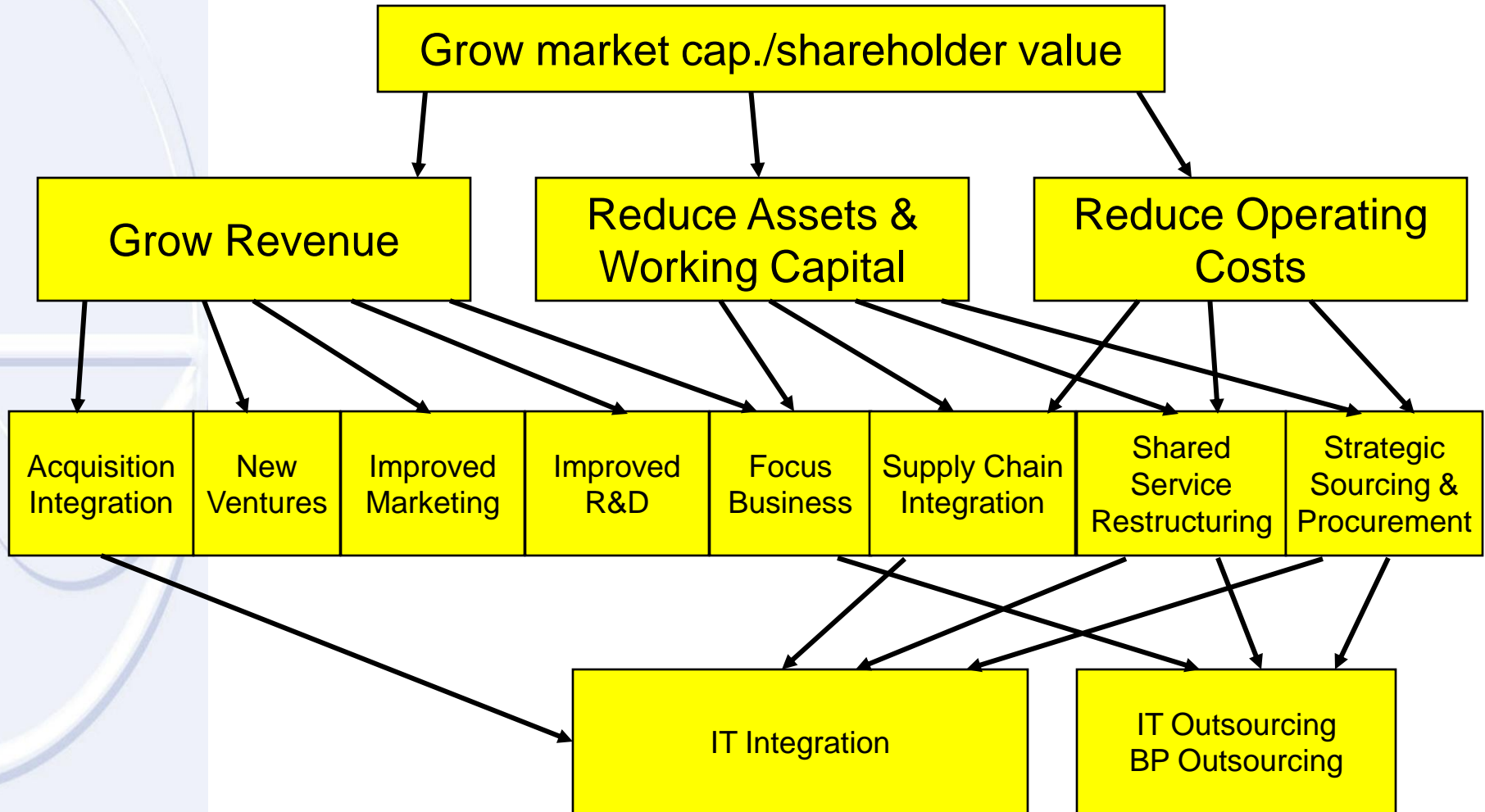
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Supporting the Strategic Agenda

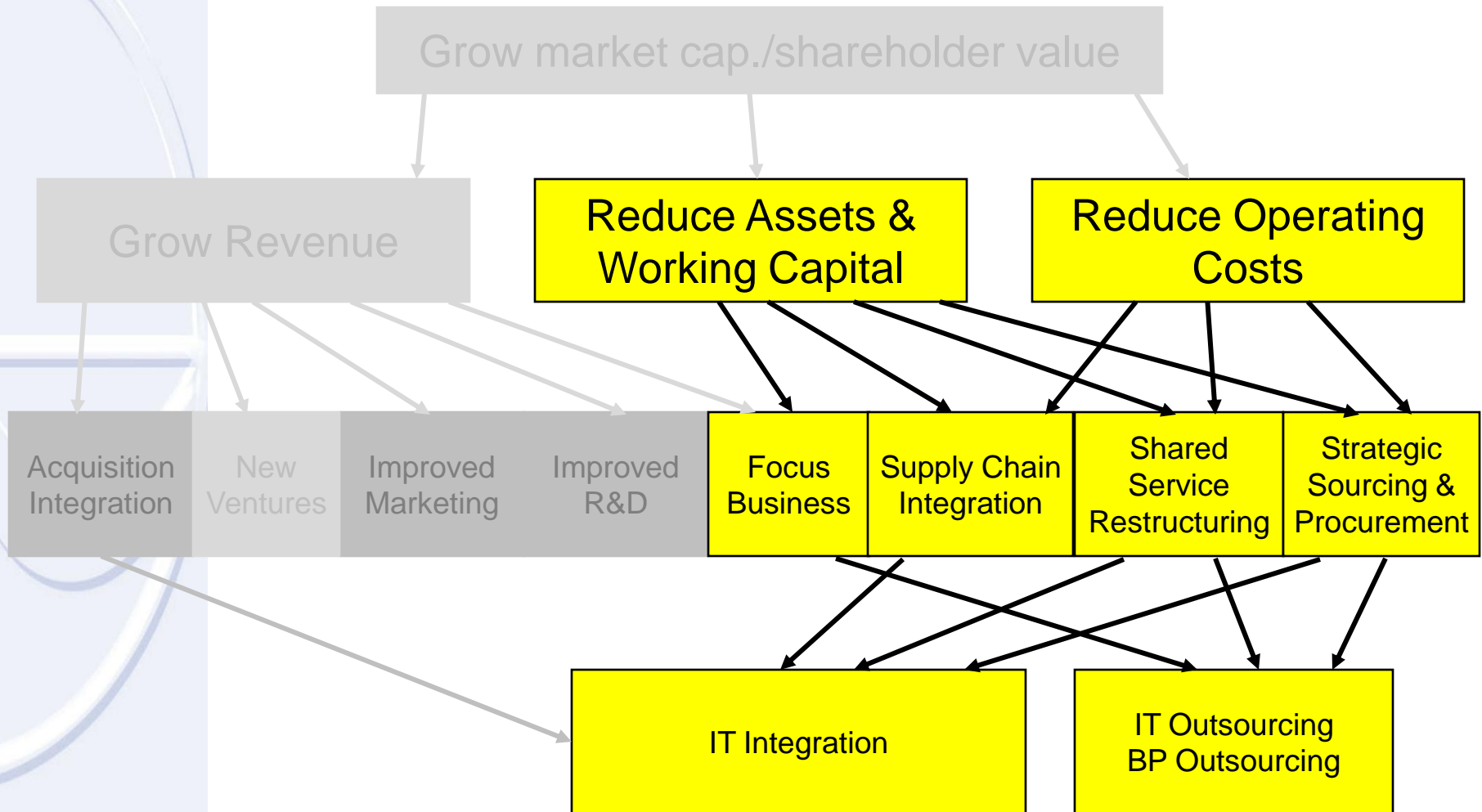
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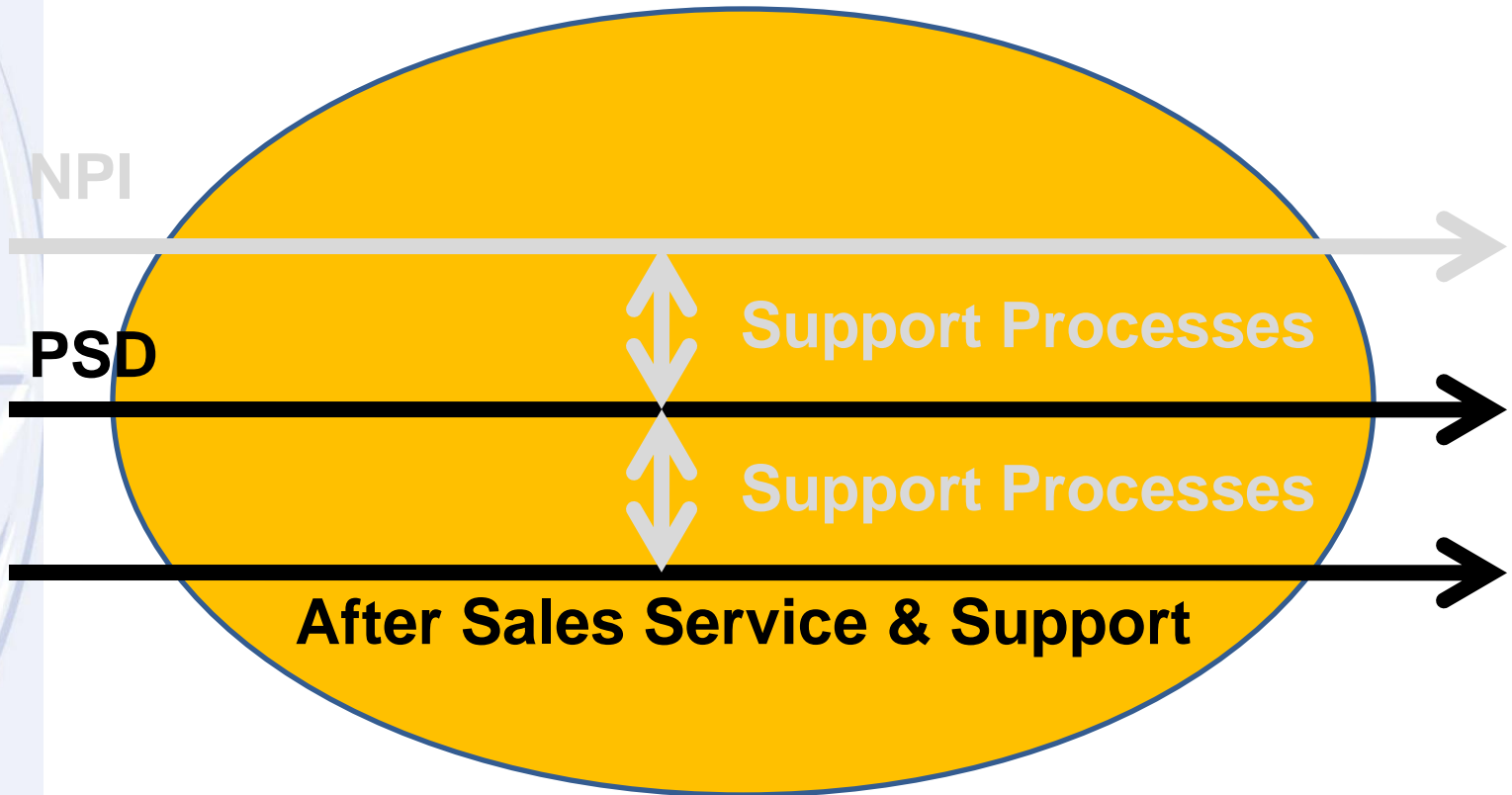
Supporting the Immediate Agenda





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Modelling a Manufacturing Organisation





Span of Control

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Hard/Impossible to Control

Sales Fluctuations

Raw Materials Costs

Raw Materials Availability

Business Environment

Regulations

Manufacturing
Operations

Product Quality

Productivity

Stock Turns

ROCE

Delivery Lead Times

Profitability

Flexibility

Reputation

Controllable

Resources & Plans

Technology

Processes & Methods





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Example – Manufacturing Process Analysis

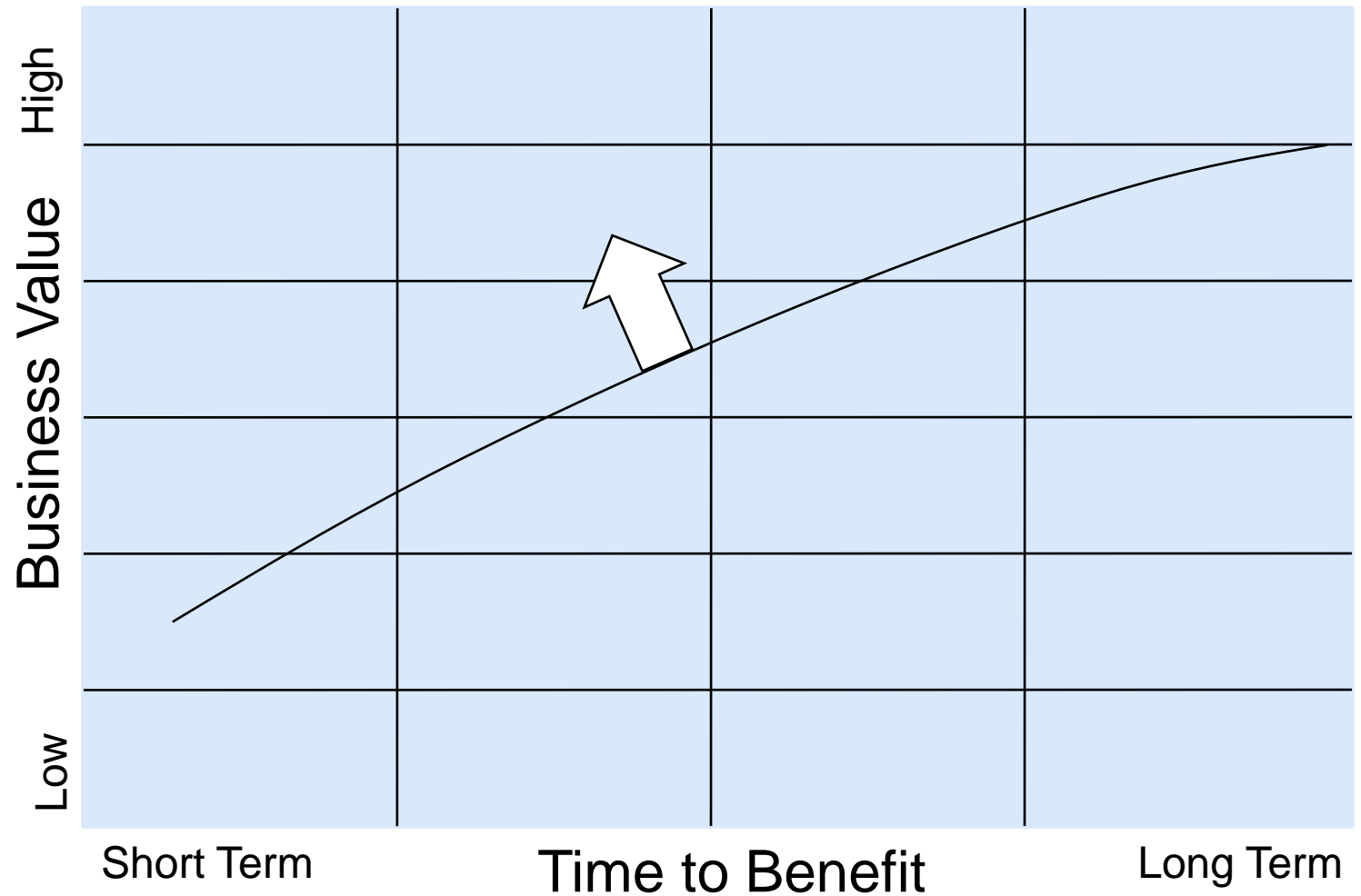
	Performance vs External Provider
Composite Materials Fab	+ 50%
Complex Machined Parts - Soft	+ 50%
Low Volume Complex Parts	+ 25%
High Volume Complex Parts	+ 12%
Machining – Special Materials	+ 5%
Complex Machined Parts - Hard	- 5%
Turned Parts - Hard	- 30%
Simple Machined Parts	- 90%





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Benefits Map





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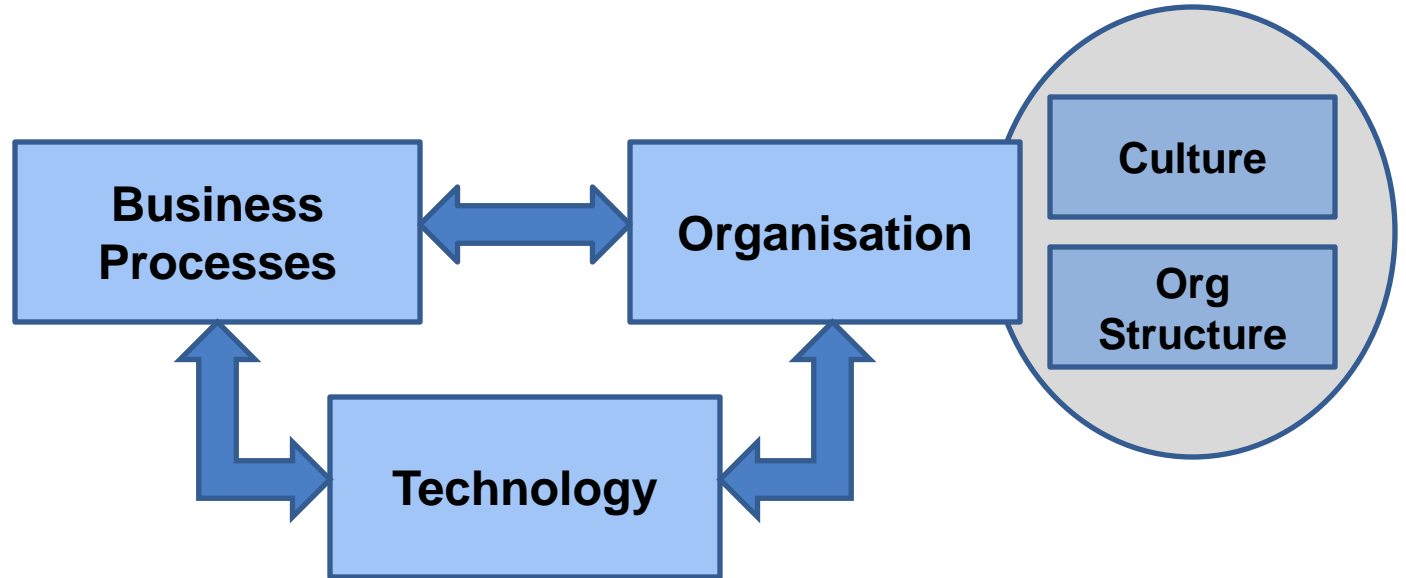
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Project Scope

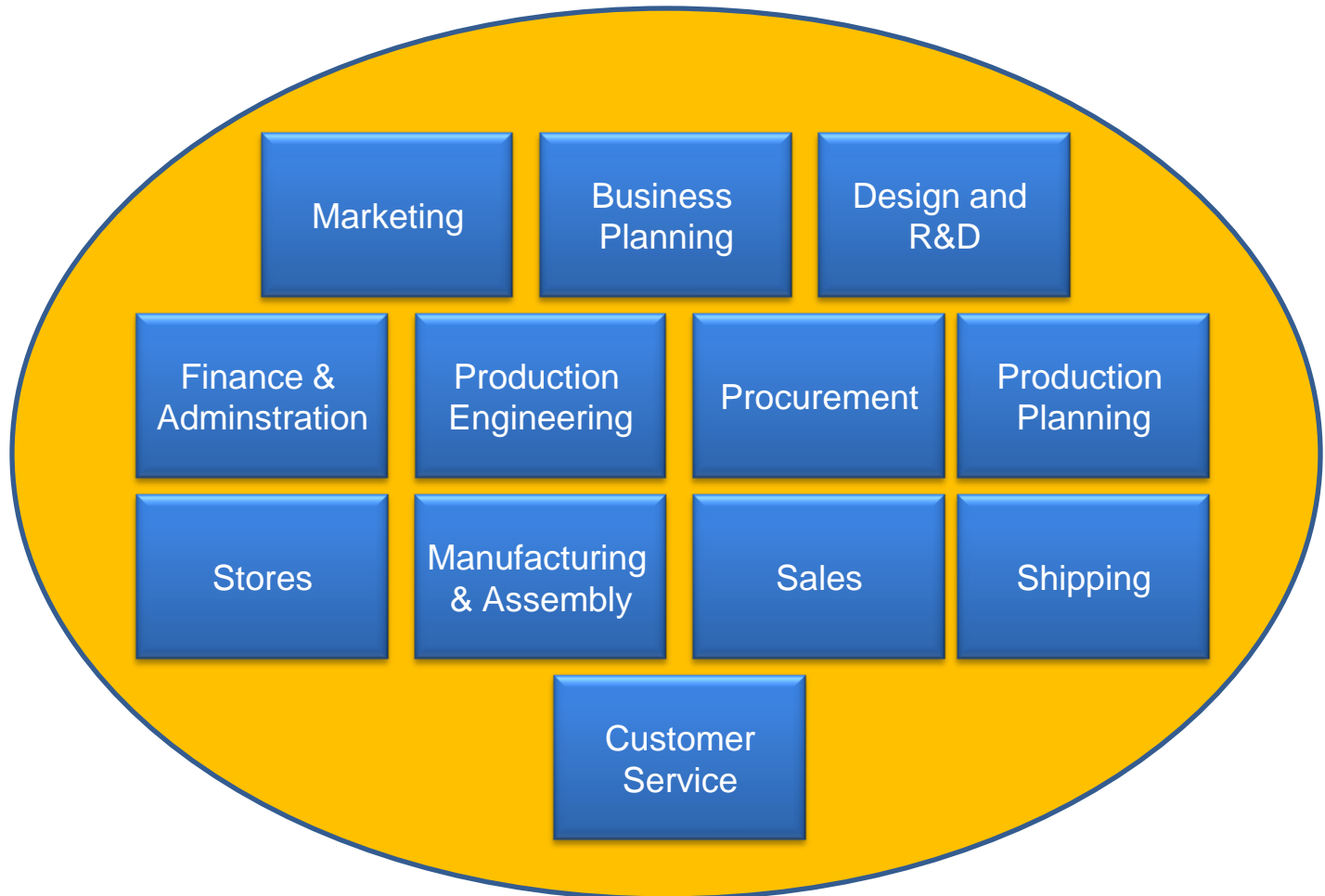
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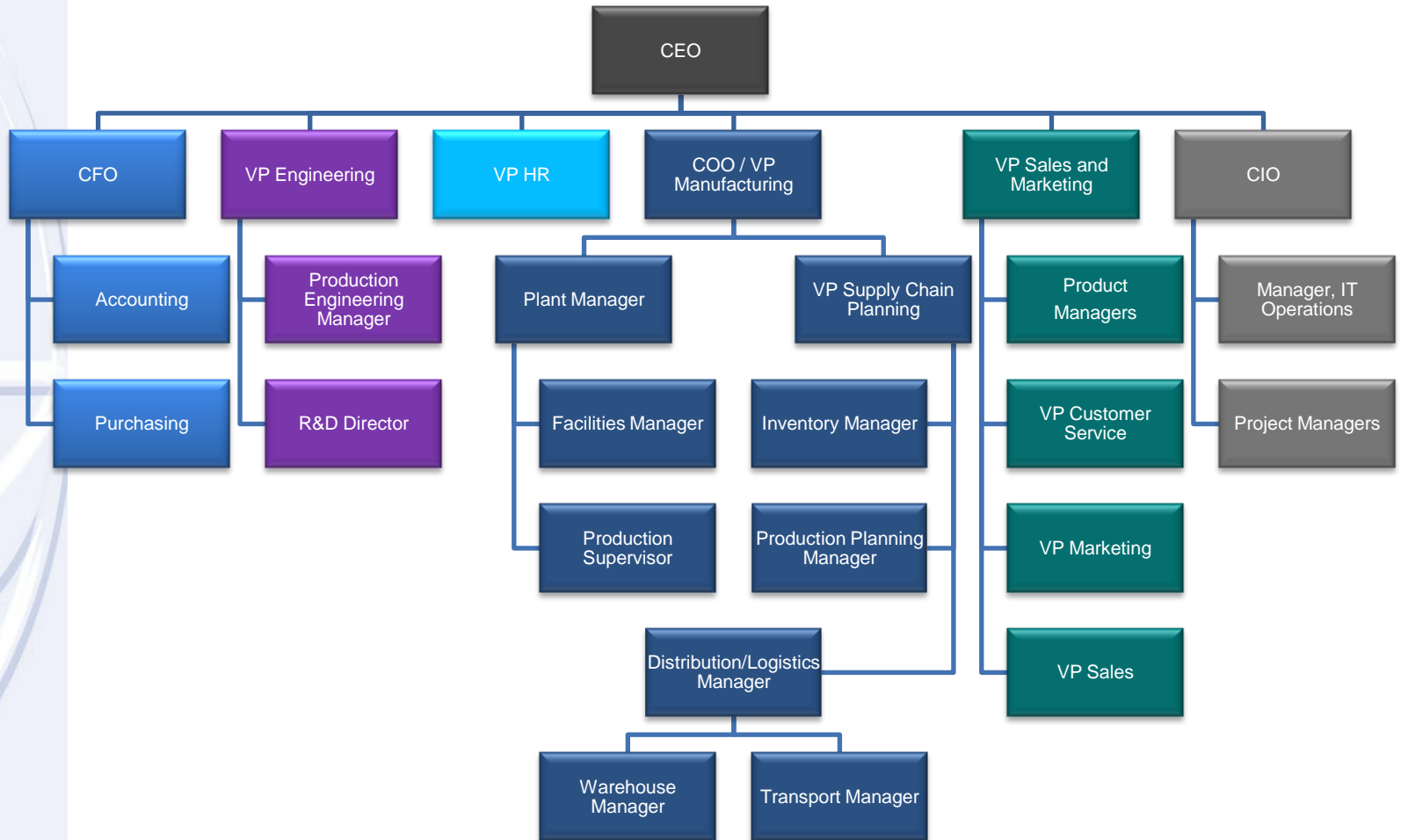
Modelling a Manufacturing Organisation





Possible Organisation Structure

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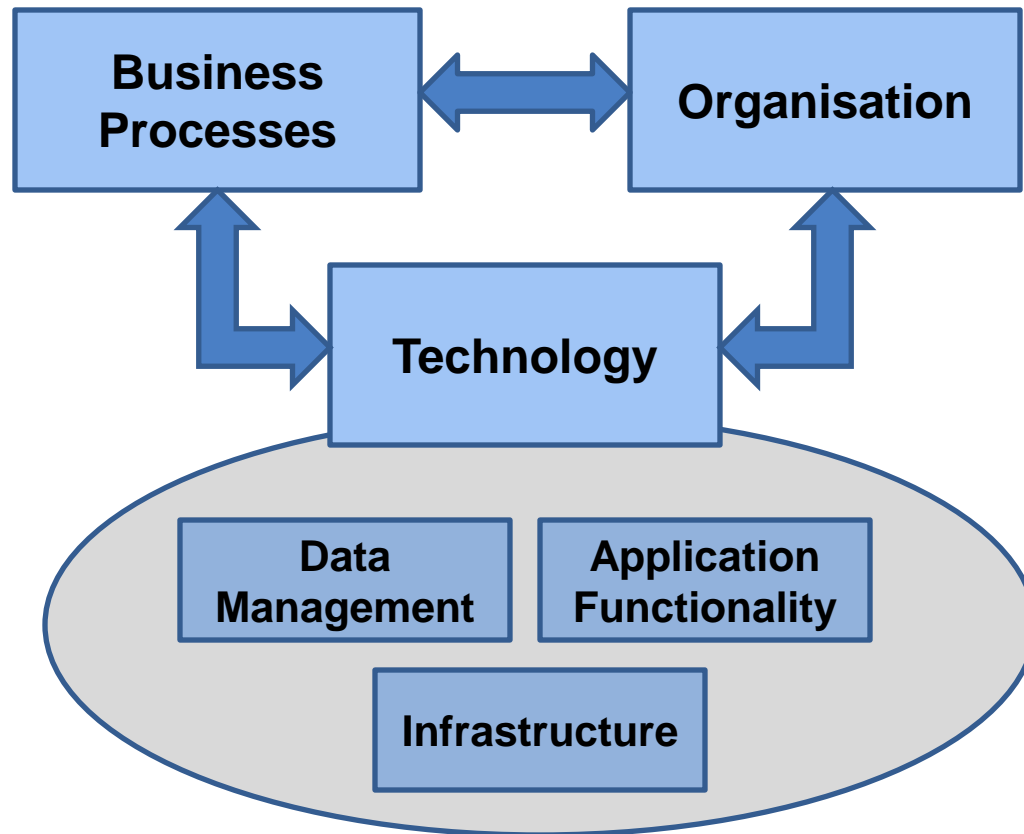
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Project Scope

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Technological Progress

- Applications
- Application Delivery
- Components
- Integration
 - EAI tools, Applications routers etc.
- Approaches
 - Rapid development, prototyping etc.



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Measuring Progress

- IT Project performance
 - Easier with a series of steps - EVA
 - Budget, timescales
- Measurable Benefits
 - Tangible targets
 - Inventory reduction, higher throughput, increased sales, better equipment utilisation
 - New markets, new products, improved customer satisfaction/retention
 - Less tangible - harder to determine
 - Agility
 - Improved decision making



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So, following your \$2 million IT project, am I making better decisions, Wilson?

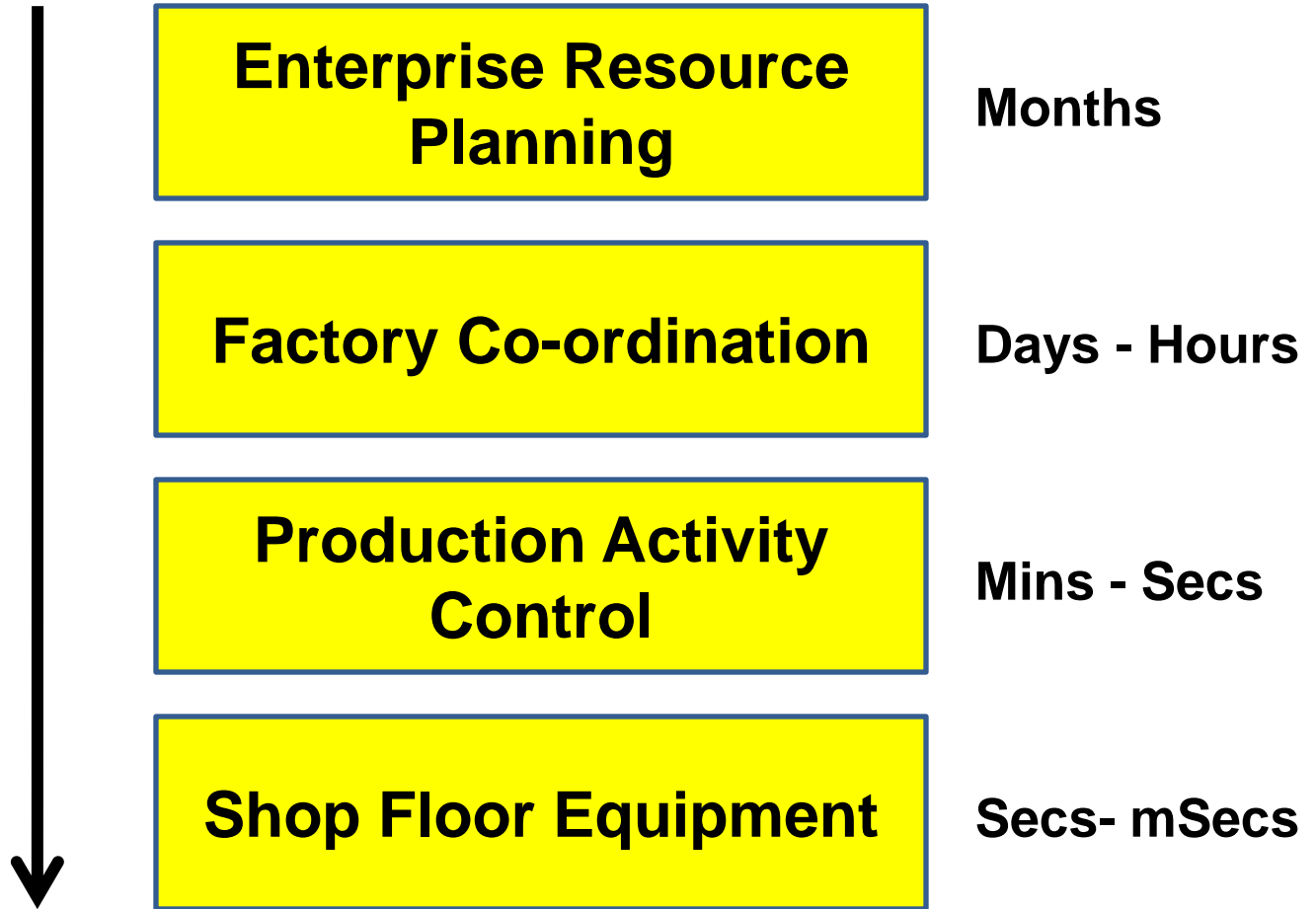
Definitely,
Boss.





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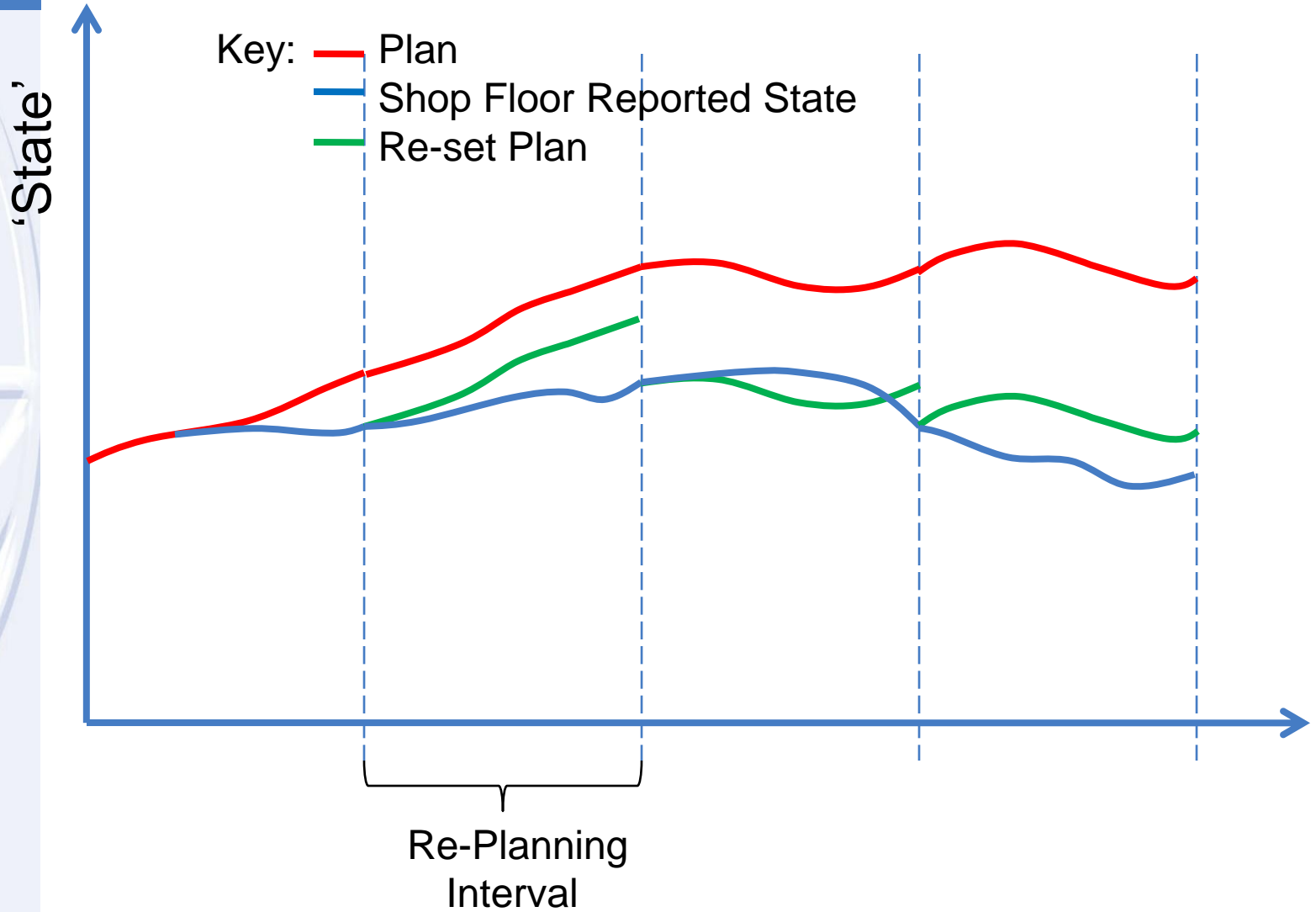
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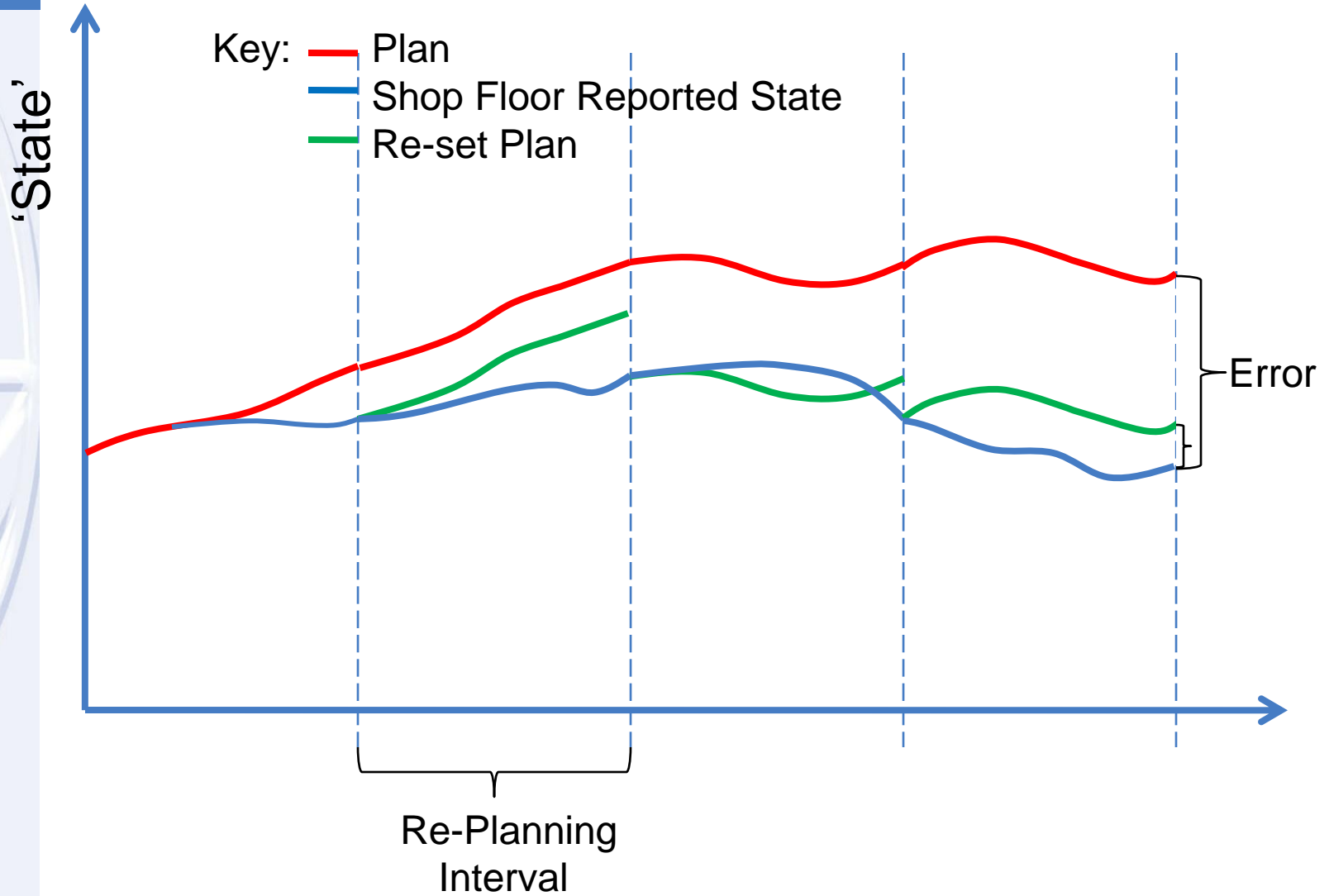
Plant-to-Enterprise Integration





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Plant-to-Enterprise Integration





Summary

- Enterprise Integration is an evolutionary process for most companies
- Can be done in steps (in the context of the overall objectives) - current technologies enable 'series of small steps' approach – with a *high level* view of overall objectives
- Prioritise the benefits - according to current pressures
- Operational efficiency or cost reduction benefits lead to particular integration projects – integrating the enterprise stack has been a priority

**Thanks for listening and
have a good show!**

Any questions?