REPLY

Enabling Industry 4.0 **Execution**

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About **REPLY**

DRIVERS & KEY FACTS

- Specialized competancies 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.

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)

6,000+ Employees
Distributed across specialized network companies

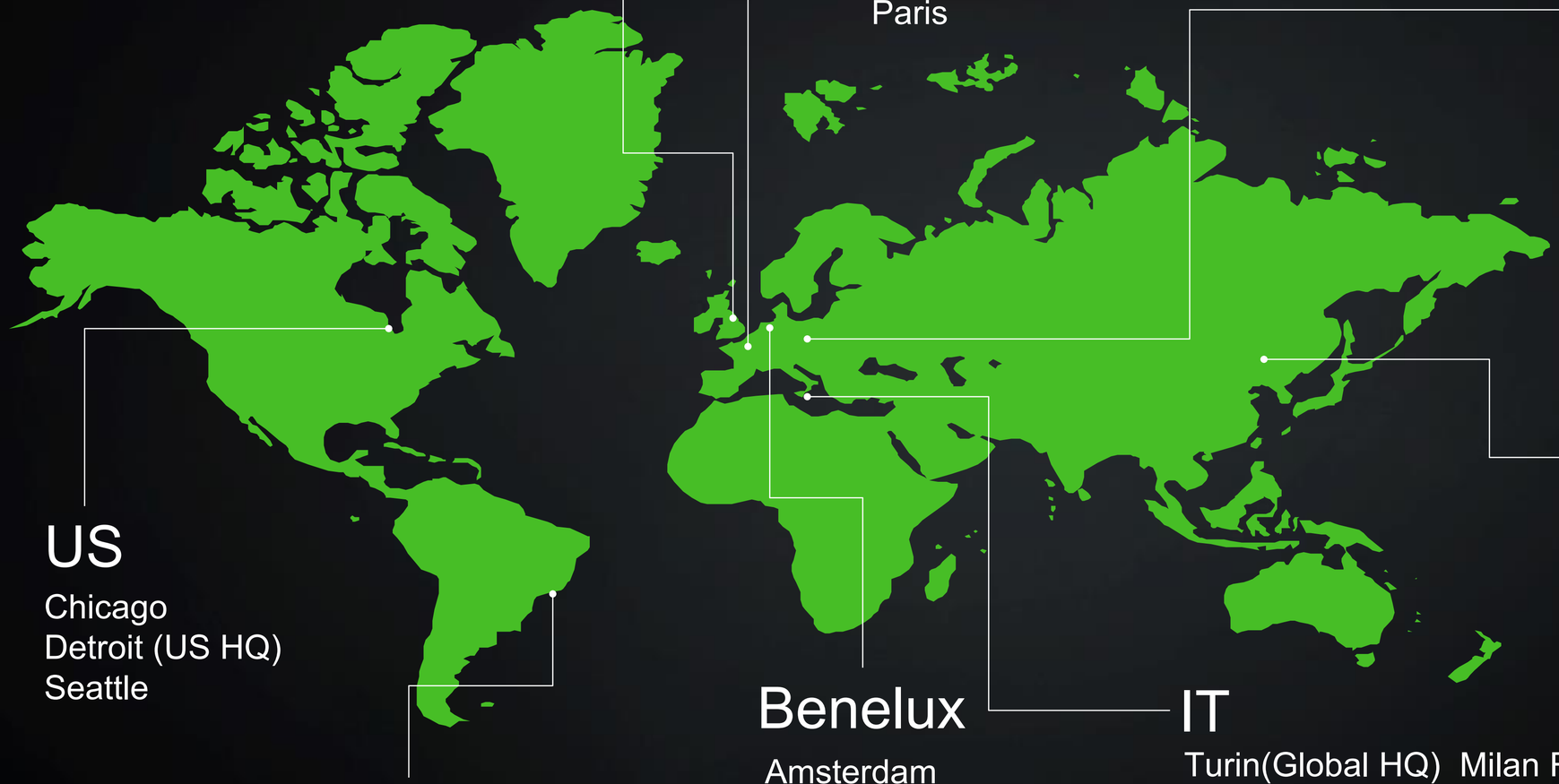
Impressive Track Record
From 20M$ in 1999 to 847 M$ (780.7 M€) in 2016

Consistent Double-digit company Ebit growth

Large Customers
With a very high retention

About REPLY

FOOTPRINT



UK
London
Edinburgh

FR
Paris

DE
Dusseldorf
Frankfurt
Freiburg
Gütersloh
Hamburg
Hannover
Minden
Munich
Potsdam

APAC
Beijing

US
Chicago
Detroit (US HQ)
Seattle

BR
Belo Horizonte
San Paolo

Benelux
Amsterdam
Brussels
Luxembourg

IT
Turin(Global HQ) Milan Rome
Parma Treviso Bari

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

FACTORY

PRODUCTS FORECAST

MASS PRODUCTS

HUMAN DRIVEN

ADAPTIVE PLANNING

CUSTOMIZED PRODUCTS

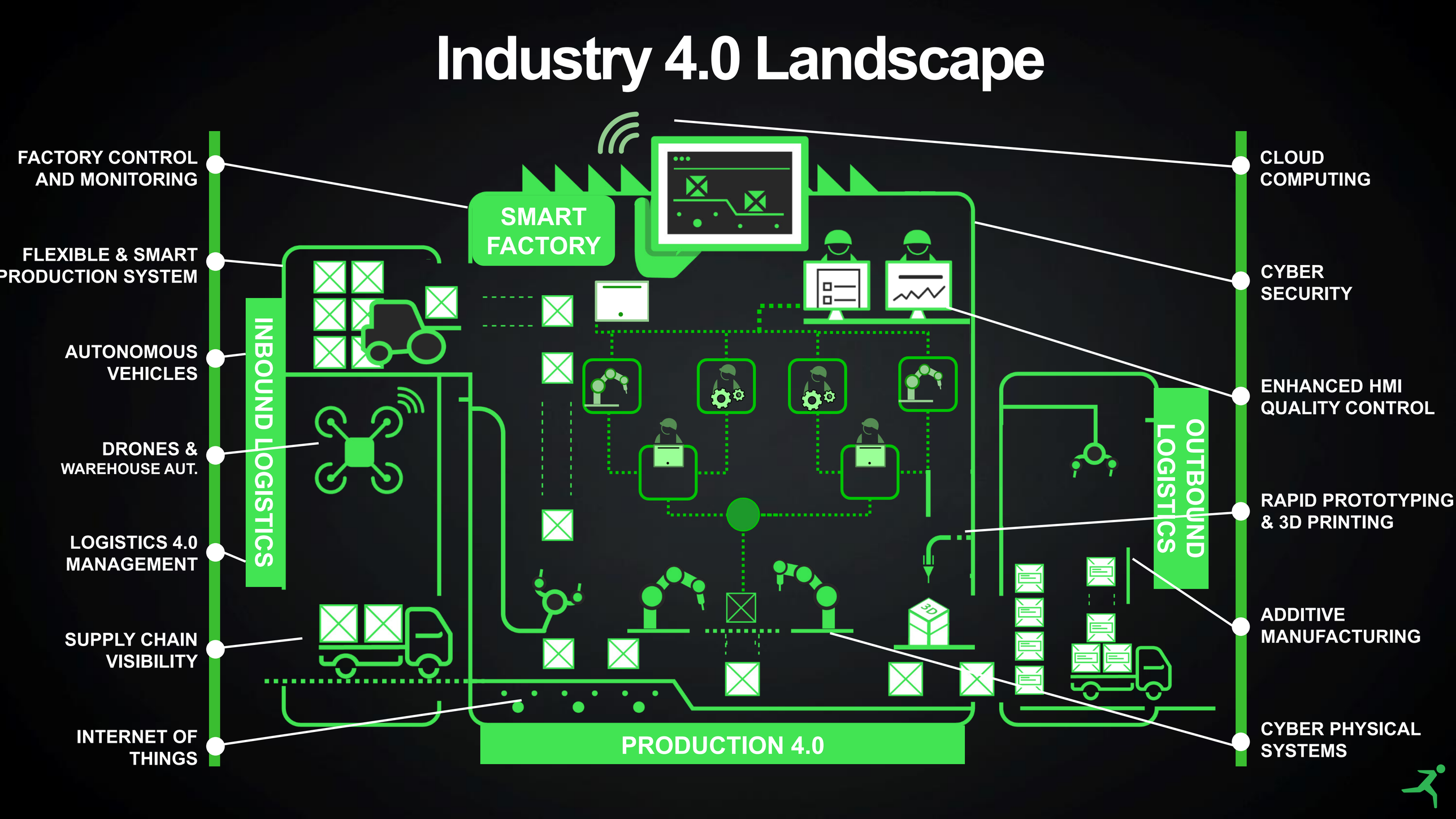
MACHINE DRIVEN

SMART FACTORY

Industry 4.0 Offering

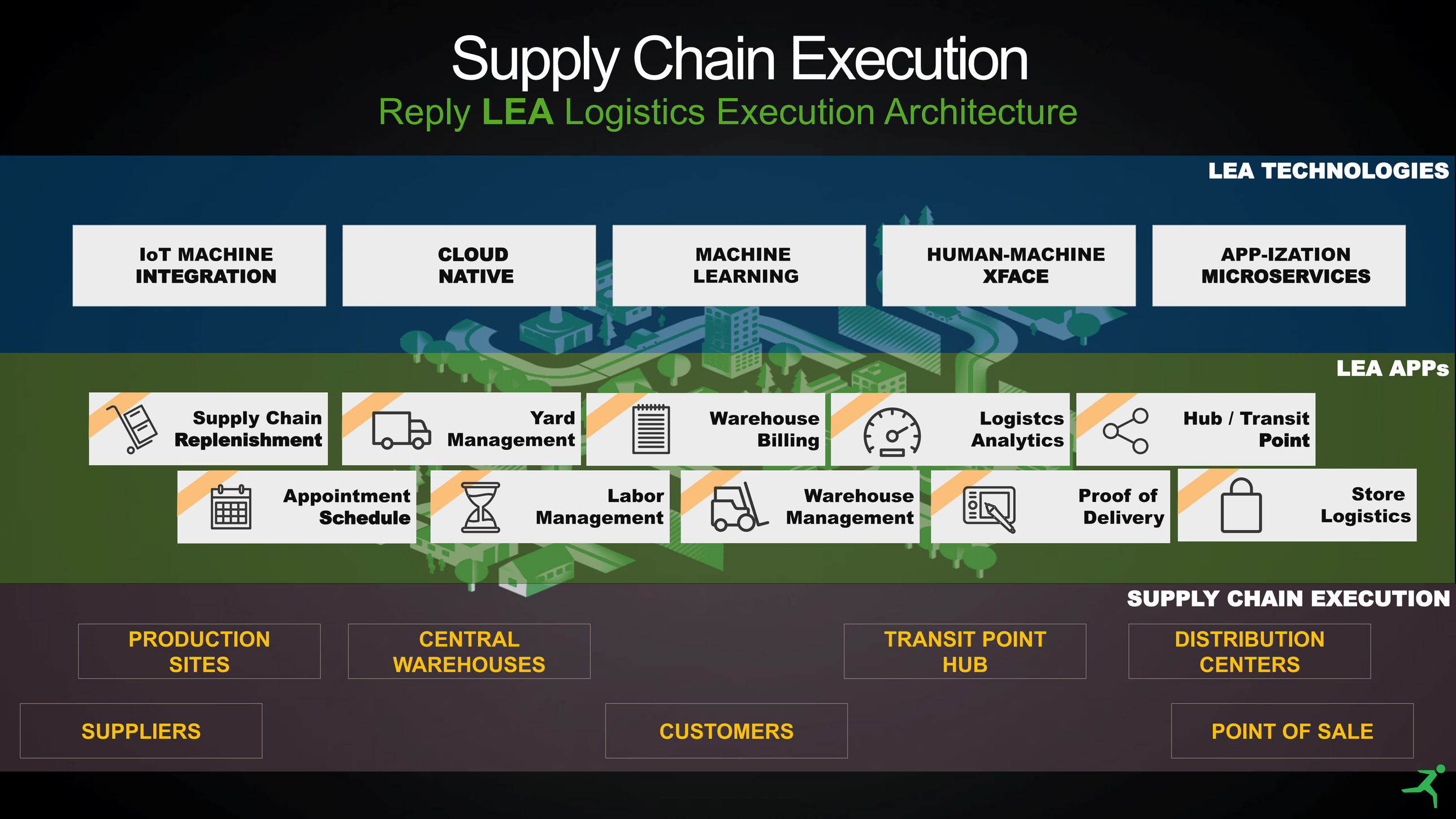
Proficiency Areas

Industry 4.0 Landscape



Supply Chain Execution

Reply **LEA** Logistics Execution Architecture



LEA TECHNOLOGIES

- IoT MACHINE INTEGRATION
- CLOUD NATIVE
- MACHINE LEARNING
- HUMAN-MACHINE XFACE
- APP-IZATION MICROSERVICES

LEA APPs

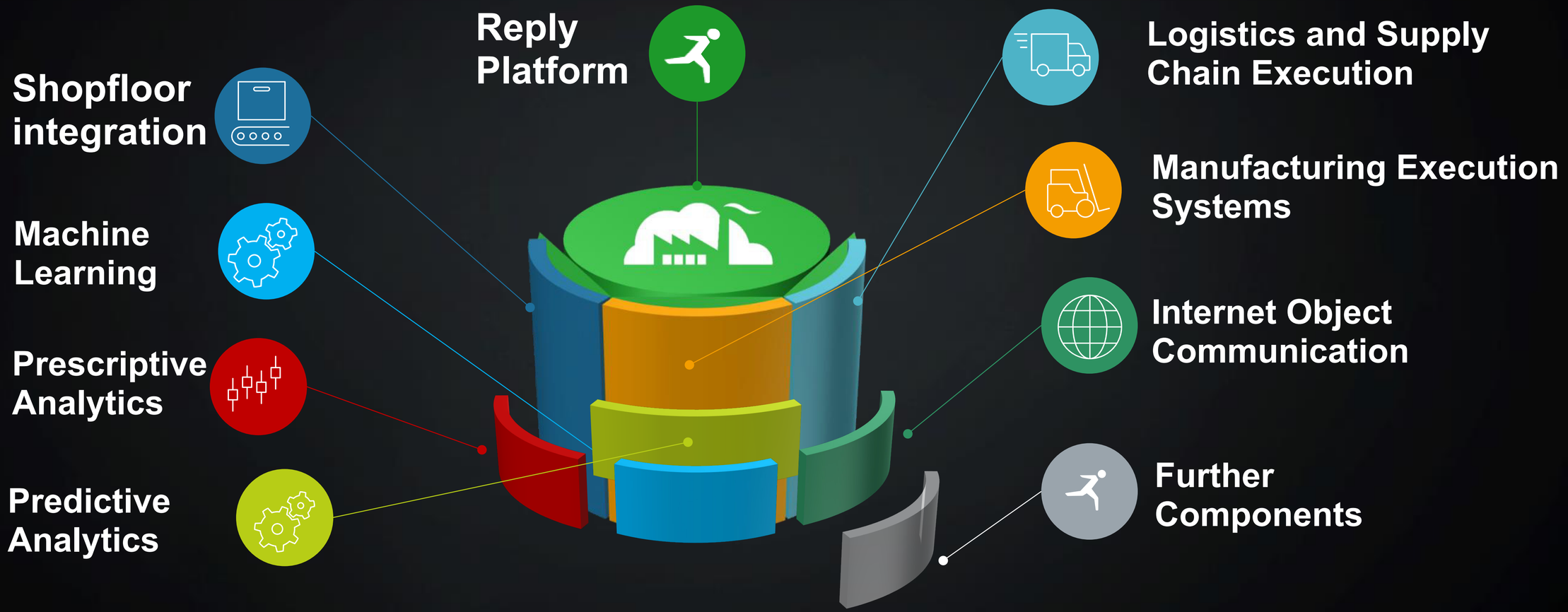
- Supply Chain Replenishment
- Yard Management
- Warehouse Billing
- Logistcs Analytics
- Hub / Transit Point
- Appointment Schedule
- Labor Management
- Warehouse Management
- Proof of Delivery
- Store Logistics

SUPPLY CHAIN EXECUTION

- PRODUCTION SITES
- CENTRAL WAREHOUSES
- TRANSIT POINT HUB
- DISTRIBUTION CENTERS
- SUPPLIERS
- CUSTOMERS
- POINT OF SALE

Reply Offering

Within Industry Sector



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 manor**

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

- Purchase Order
- Inbound ASN and trips
- Receiving reconciliation

RECEIVING SYSTEM

- Accounting ledger entities
- Accounting Stock
- External Sites

ACCOUNTING SYSTEM

- Shipment & Sales Order
- Stock availability pre-check
- Fulfillment reconciliation

ORDER FULLFILLMENT SYSTEM

- Stock Handling
- Picking Disposition
- Job and movements

PHYSICAL STOCK SYSTEM

- Parcel and delivery notes
- Outbound trips and loading
- Packaging process

SHIPMENTS SYSTEM

- Slot, shelf and path
- Space management
- Location selection strategies

MAP-LOCATION SYSTEM

Industry 4.0 Offering

Logistic 4.0

CLICKREPLY

HOW IT WORKS

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.

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"

Productivity

To measure, monitor and improve business performance by modeling the processes to be monitored and featuring automated timing and performance measurement capability

WCS

To provides 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

REPLY LOGISTICS

BRICKREPLY

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.

BRICKREPLY

HOW IT WORKS

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.

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

BRICKREPLY Industry 4.0 Landscape

Cloud & Plant scenario

CLOUD LEVEL

PLANT LEVEL

MANUFACTURING OPERATIONS CORE BRICK ply

BIG DATA REPOSITORY BRICK ply

MACHINE LEARNING BRICK ply

REPORTS AND ANALYTICS BRICK ply

PLANT MONITORING (SYNOPTIC)

EXECUTION FRONTEND

ANALYSIS AND REPORTING

Including Predictive and prescriptive analystics models

NOTIFICATIONS AND REMOTE CONTROL

BRICK BROWNFIELD HUB CONNECTOR BRICK ply

LEGACY EQUIPMENT

- PLC
- OPC SERVER
- SCADA

GREENFIELD EQUIPMENT

- IOT EQUIPMENT
- ROBOT STATUS COMM.
- SIGNALS AND ALARMS FEEDBACK

ENVIRONMENT SENSORS

- SHOPFLOOR ENVIRONMENT READINGS (AIR TEMPERATURE, HUMIDITY, LOUD, ETC.)

MACHINERY SENSORS

- READINGS FROM EQUIMENTS SUCH AS TEMPERATURE, VIBRATIONS, ETC.