

# Business Case for Integration

- Welcome
- Business Case for Integration
- Webinar – April 30, 2009

# Business Case for Integration

- Introduction
  - Presenter : Eric Peterson
  - Topic: Utilizing VISUAL Integration

# Business Case for Integration

- Goal

“Develop a clear understanding about the need for integration and how the integration of line of business applications increases productivity and reduces cost.”

# Business Case for Integration

- Agenda
  - Reasons to Integrate
  - Costs of Not Integrating
  - Discuss the Solution Process
  - Integration Tools
  - Benefits provided by Integration
  - Integration Success Stories
  - Wrap Up
  - Question & Answer

# Business Case for Integration

- Reasons to Integrate
  - Best of Breed Applications
  - Business Process
  - Add Additional Functionality

# Business Case for Integration

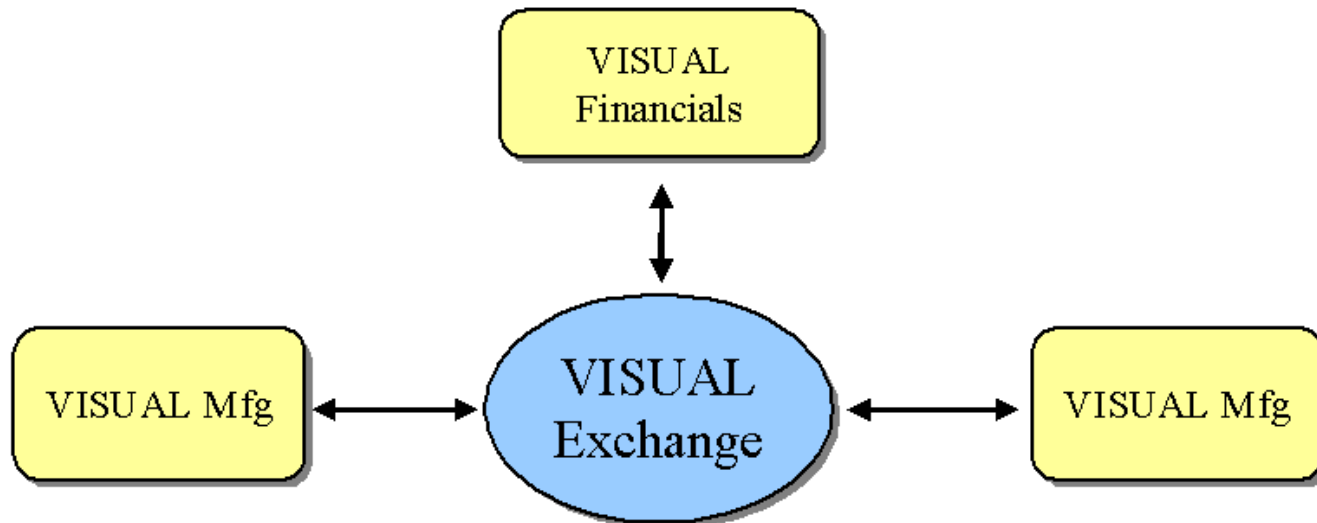
- Costs of Nonintegrated Systems
  - Unnecessary data entry
  - Time required to enter the data
  - Increased chance of error
  - Duplicate work

# Business Case for Integration

- Where do I start? How do I address these issues?
- Infor PSO can help
  - Collaborative solution design process
  - Tailored to meet your unique requirements
  - Develop the best integration solution to meet your needs and provide value to your company

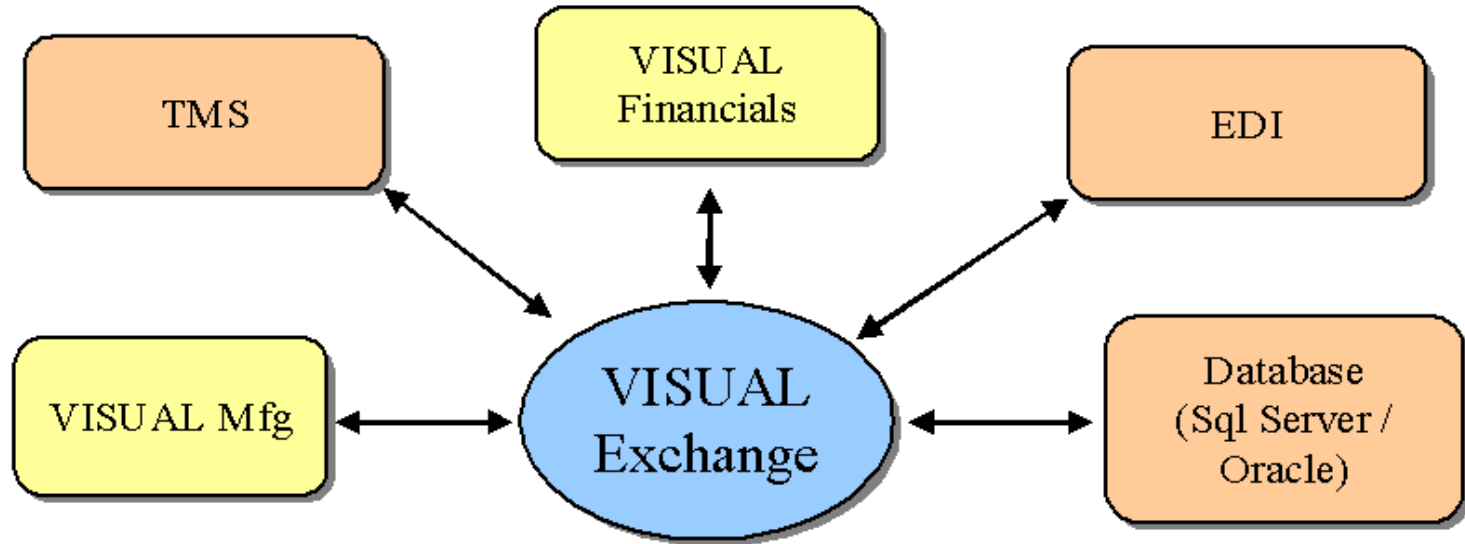
# Business Case for Integration

- Integration Tools – VISUAL Exchange
  - Integration tool originally developed for VISUAL Manufacturing and Global Financials



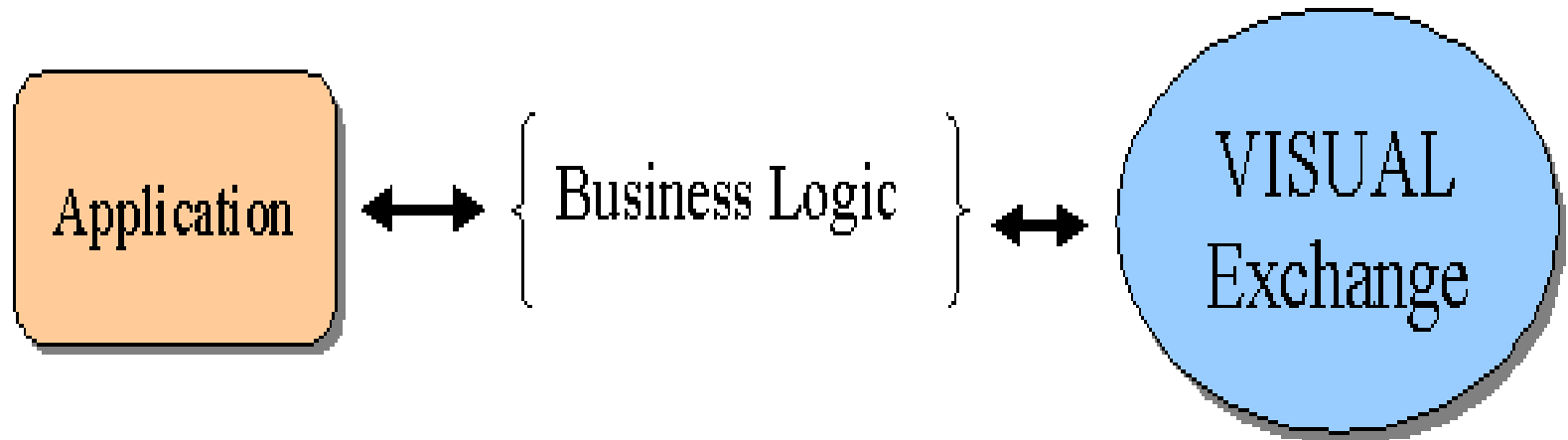
# Business Case for Integration

- Integration Tools – VISUAL Exchange
  - Exchange has more potential



# Business Case for Integration

- Integration Tools – VISUAL Exchange
  - Exchange is very robust



# Business Case for Integration

Infor ERP VISUAL

File Edit View Maintenance Tools Window Help

Infor ERP VISUAL

Open Documents

- Home
- Exchange Maintenance
- Document Maintenance - [VMFG...

Tasks

- Refresh Document Schema
- Export Document Schema

Favorites

- Exchange Maintenance

Document Maintenance - [VMFG\_CUSTOMER]

Document ID: VMFG\_CUSTOMER

General Schema Format

Document Tables and Columns

Table Name	Column Name	Data Type	Primary Key	Column #
CUST_ADDRESS	ACCEPT_830	Character	0	2
CUST_ADDRESS	ACCEPT_862	Character	0	3
CUST_ADDRESS	ADDR_1	Character	0	4
CUST_ADDRESS	ADDR_2	Character	0	5
CUST_ADDRESS	ADDR_3	Character	0	6
CUST_ADDRESS	ADDR_NO	Smallinteger	2	0
CUST_ADDRESS	ALLOW_CHARGE_NO	Character	0	7
CUST_ADDRESS	ARRIVAL_CODE	Character	0	8
CUST_ADDRESS	CARRIER_ID	Character	0	9
CUST_ADDRESS	CITY	Character	0	10
CUST_ADDRESS	COMPLIANCE_LABEL	Character	0	11
CUST_ADDRESS	CONSOL_SHIP_LINE	Character	0	12
CUST_ADDRESS	CONSOLIDATE_ORDERS	Character	0	13
CUST_ADDRESS	COUNTRY	Character	0	14
CUST_ADDRESS	COUNTRY_ID	Character	0	15
CUST_ADDRESS	CUSTOMER_ID	Character	1	1
CUST_ADDRESS	CUSTOMS_DOC_PRINT	Character	0	16
CUST_ADDRESS	DEF_LBL_FORMAT_ID	Character	0	17
CUST_ADDRESS	DEF_SLS_TAX_GRP_ID	Character	0	18
CUST_ADDRESS	DISCOUNT_CODE	Character	0	19
CUST_ADDRESS	DOCK_CODE_FIELD	Character	0	20
CUST_ADDRESS	DUTY_BROKERAGE	Character	0	21
CUST_ADDRESS	EQUIPMENT_DESCR	Character	0	22
CUST_ADDRESS	FILL_RATE_TYPE	Character	0	23
CUST_ADDRESS	FREE_ON_BOARD	Character	0	24

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# Business Case for Integration

Infor ERP VISUAL

File Edit View Maintenance Script Tools Window Help

Transform Maintenance - [VMFG\_CRM\_CUSTOMER]

Transform ID: VMFG\_CRM\_CUSTOMER

General Map

Transform Map					Output Document	
Input Table	Input Column	Output Table	Output Column	Table		
CUSTOMER		CUSTOMER		CUSTOMER	ADDR	
CUSTOMER	ADDR_1	CUSTOMER	ADDR_1	CUSTOMER	ADDR	
CUSTOMER	ADDR_2	CUSTOMER	ADDR_2	CUSTOMER	CITY	
CUSTOMER	CITY	CUSTOMER	CITY	CUSTOMER	ID	
CUSTOMER	ID	CUSTOMER	ID	CUSTOMER	NAM	
CUSTOMER	NAME	CUSTOMER	NAME	CUSTOMER	STAT	
CUSTOMER	STATE	CUSTOMER	STATE	CUSTOMER	ZIPC	
CUSTOMER	ZIPCODE	CUSTOMER	ZIPCODE	CUSTOMER_CONTACT	CON	
CUSTOMER_CONTA...		CUSTOMER_CONTACT		CUSTOMER_CONTACT	CON	
CUSTOMER_CONTA...	CONTACT_EMAIL	CUSTOMER_CONTACT	EMAIL	CUSTOMER_CONTACT	CON	
CUSTOMER_CONTA...	CONTACT_FIRST_NAME	CUSTOMER_CONTACT	CONTACT_FIRST_NAME	CUSTOMER_CONTACT	CUST	
CUSTOMER_CONTA...	CONTACT_LAST_NAME	CUSTOMER_CONTACT	CONTACT_LAST_NAME	CUSTOMER_CONTACT	EMAI	
CUSTOMER_CONTA...	CONTACT_MOBILE	CUSTOMER_CONTACT	MOBILE_PHONE	CUSTOMER_CONTACT	MOBI	
CUSTOMER_CONTA...	CONTACT_NO	CUSTOMER_CONTACT	CONTACT_NO	CUSTOMER_CONTACT	PHOF	
CUSTOMER_CONTA...	CONTACT_PHONE	CUSTOMER_CONTACT	PHONE	CUSTOMER_CONTACT	TITLE	
CUSTOMER_CONTA...	CONTACT_POSITION	CUSTOMER_CONTACT	TITLE			
CUSTOMER_CONTA...	CUSTOMER_ID	CUSTOMER_CONTACT	CUSTOMER_ID			
CUST_ADDRESS	ACCEPT_830					
CUST_ADDRESS	ACCEPT_862					
CUST_ADDRESS	ADDR_1					
CUST_ADDRESS	ADDR_2					
CUST_ADDRESS	ADDR_3					
CUST_ADDRESS	ADDR_NO					
CUST_ADDRESS	ALLOW_CHARGE_NO					
CUST_ADDRESS	ARRIVAL_CODE					

Open Documents

- Home
- Exchange Maintenance
- Transform Maintenance - [VMFG...

Tasks

- Load Map Table
- Batch build scripts
- Copy Pub Structure

Favorites

- Exchange Maintenance

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# Business Case for Integration

The screenshot displays the Infor ERP VISUAL interface for the Exchange Request Form. The window title is "Infor ERP VISUAL" and the menu bar includes File, Edit, View, Tools, Window, and Help. The main area is titled "Exchange Request Form" and shows a "Subscription Topology" diagram. The diagram consists of two views: "Publishing View" and "Subscribing View".

**Publishing View:**

- CRMDB
- FILE
- VMFG
  - VMFG\_CUSTOMER
    - VMFG\_CRM\_CUSTOMER
  - VMFG\_GET\_RESOURCE\_HRS

**Subscribing View:**

- CRMDB
  - CRM\_CUSTOMER
    - VMFG\_CRM\_CUSTOMER
- FILE
- VMFG

A line connects the "VMFG\_CRM\_CUSTOMER" node in the Publishing View to the "VMFG\_CRM\_CUSTOMER" node in the Subscribing View.

Below the diagram, the "Subscription ID" is set to "VMFG\_CRM\_CUSTOMER". A "Request Exchange" button is visible.

The "Publishing" section has the following fields:

- Instance Name: VMFG
- Document ID: VMFG\_CUSTOMER

The "Subscribing" section has the following fields:

- Instance Name: CRMDB
- Document ID: CRM\_CUSTOMER

At the bottom, there is a "Key Value Selection" section with a "Custom Selection" tab. It contains a table with the following data:

Document Keys	Selection Values	Expression
ID	110001	ID = '110001'

The status bar at the bottom right shows the user path: //LSA/LSA.

# Business Case for Integration

The screenshot shows the Windows Services console window. The title bar reads 'Services'. The menu bar includes 'File', 'Action', 'View', and 'Help'. The toolbar contains various icons for service management. The left pane shows 'Services (Local)' with 'VISUAL Exchange Service 1.2.101.75' selected. Below the service name is a link that says 'Start the service'. The main pane displays a table of services.

Name	Description	Status	Startup Type	Log On As
Themes	Provides u...	Started	Automatic	Local System
Uninterruptible Power Supply	Manages a...		Manual	Local Service
Universal Plug and Play Device Host	Provides s...		Manual	Local Service
VISUAL Enterprise Data Object Service			Manual	Local System
<b>VISUAL Exchange Service 1.2.101.75</b>			<b>Automatic</b>	<b>Local System</b>
Visual Studio 2005 Remote Debugger	Allows me...		Disabled	Local System
VMware Tools Service	Provides s...	Started	Automatic	Local System
Volume Shadow Copy	Manages a...		Manual	Local System
WebClient	Enables Wi...	Started	Automatic	Local Service
Windows Audio	Manages a...	Started	Automatic	Local System
Windows CardSpace	Securely e...		Manual	Local System
Windows Firewall/Internet Connection Shari...	Provides n...	Started	Automatic	Local System
Windows Image Acquisition (WIA)	Provides im...		Manual	Local System
Windows Installer	Adds, modi...		Manual	Local System
Windows Management Instrumentation	Provides a ...	Started	Automatic	Local System
Windows Management Instrumentation Driv...	Provides s...		Manual	Local System
Windows Presentation Foundation Font Cac...	Optimizes ...		Manual	Local Service

At the bottom of the console, there are tabs for 'Extended' and 'Standard'.

# Business Case for Integration

Infor ERP VISUAL

File Edit View Tools Window Help

Infor ERP VISUAL

Open Documents

- Home
- Exchange Maintenance
- Activity Maintenance

Tasks

- Purge selected activity records

Favorites

- Exchange Maintenance

Activity Maintenance

Start Date: 4/20/2009

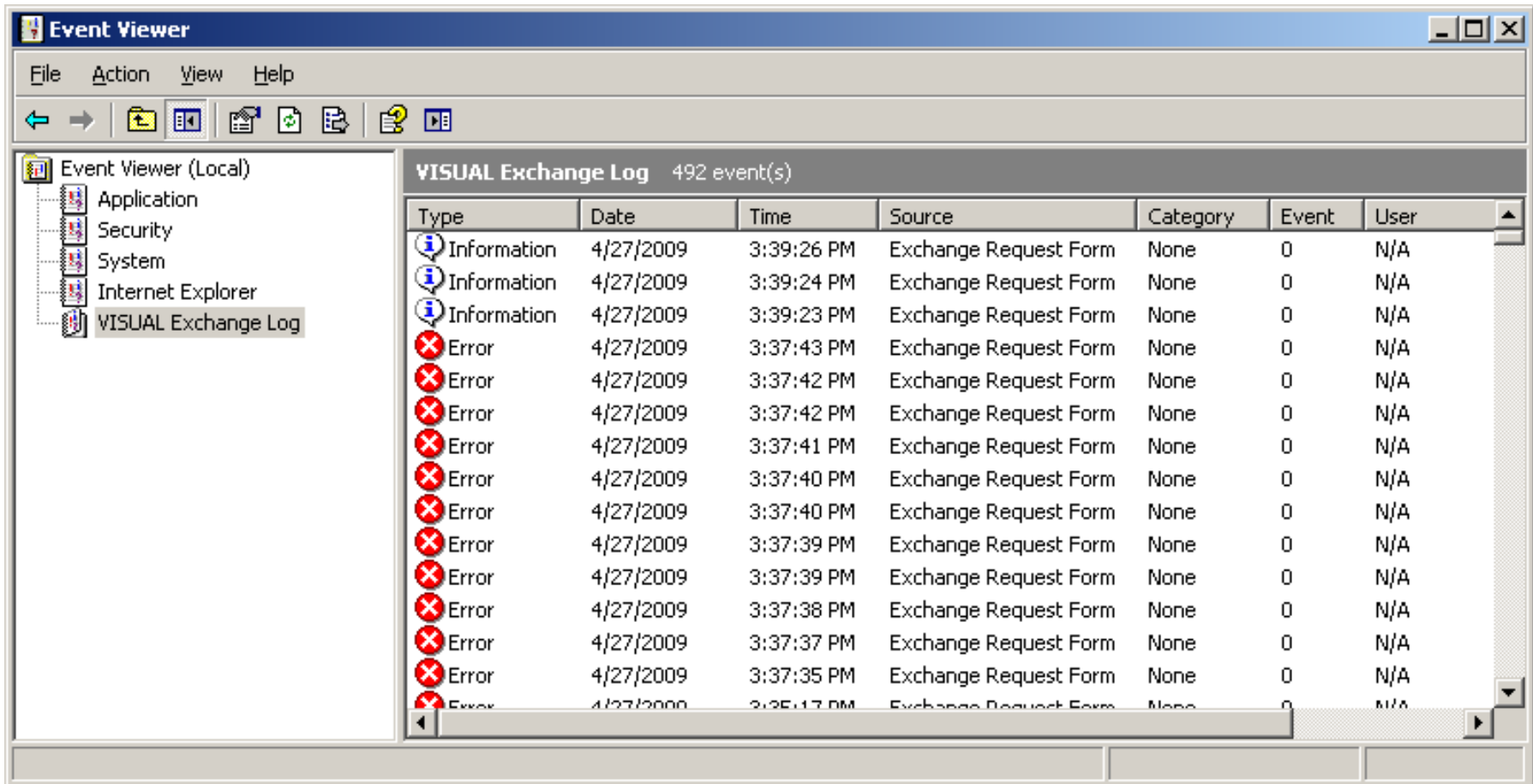
End Date: 4/27/2009

Activity Statistics

Activity Date	Complete Co...	Error Count	Warning Count																				
4/22/2009	1	30	0																				
<table border="1"> <thead> <tr> <th>Subscription ID</th> <th>Complete Count</th> <th>Error Count</th> <th>Warning Count</th> </tr> </thead> <tbody> <tr> <td>XML_VMFG_CUSTOMER</td> <td>1</td> <td>1</td> <td>0</td> </tr> <tr> <td>VMFG_CRM_CUSTOMER</td> <td>1</td> <td>3</td> <td>0</td> </tr> </tbody> </table>				Subscription ID	Complete Count	Error Count	Warning Count	XML_VMFG_CUSTOMER	1	1	0	VMFG_CRM_CUSTOMER	1	3	0								
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XML_VMFG_CUSTOMER_ORDER	2	1	0																				

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# Business Case for Integration



Event Viewer (Local)

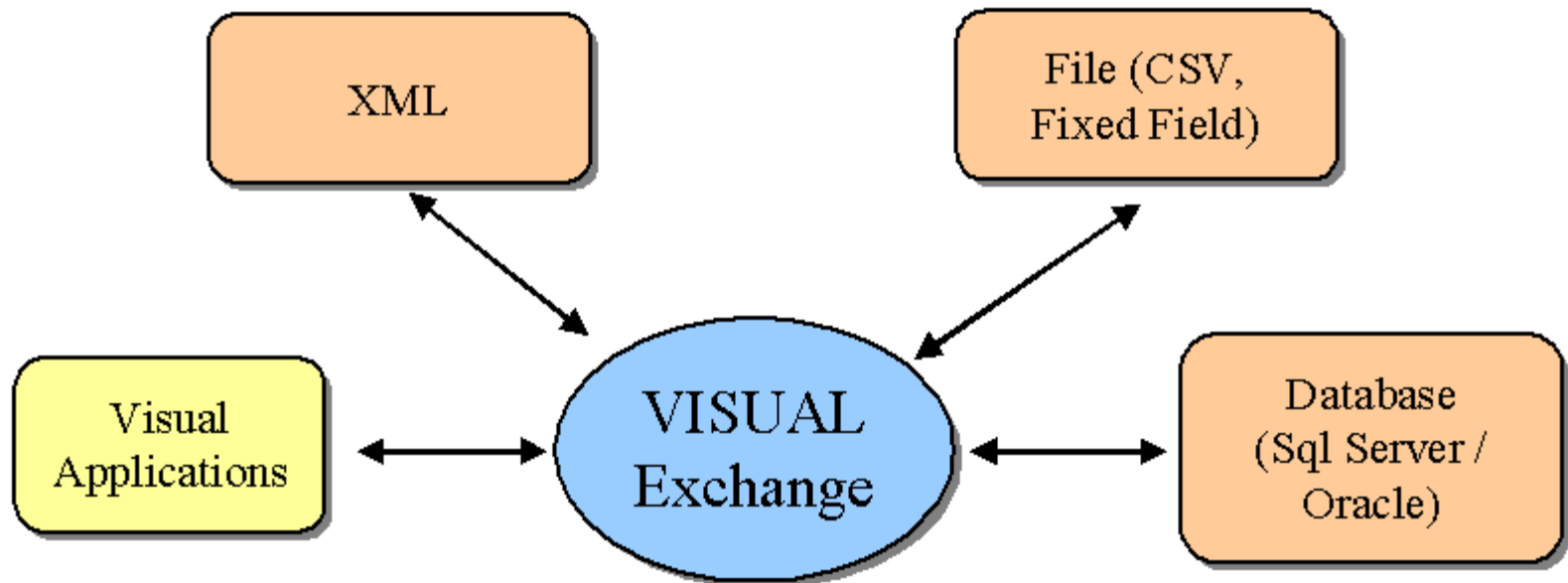
- Application
- Security
- System
- Internet Explorer
- VISUAL Exchange Log

VISUAL Exchange Log 492 event(s)

Type	Date	Time	Source	Category	Event	User
Information	4/27/2009	3:39:26 PM	Exchange Request Form	None	0	N/A
Information	4/27/2009	3:39:24 PM	Exchange Request Form	None	0	N/A
Information	4/27/2009	3:39:23 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:43 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:42 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:42 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:41 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:40 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:40 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:39 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:39 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:38 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:37 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:37:35 PM	Exchange Request Form	None	0	N/A
Error	4/27/2009	3:35:17 PM	Exchange Request Form	None	0	N/A

# Business Case for Integration

- Integration Tools – VISUAL Exchange
  - Multiple Input / Output Data Sources.



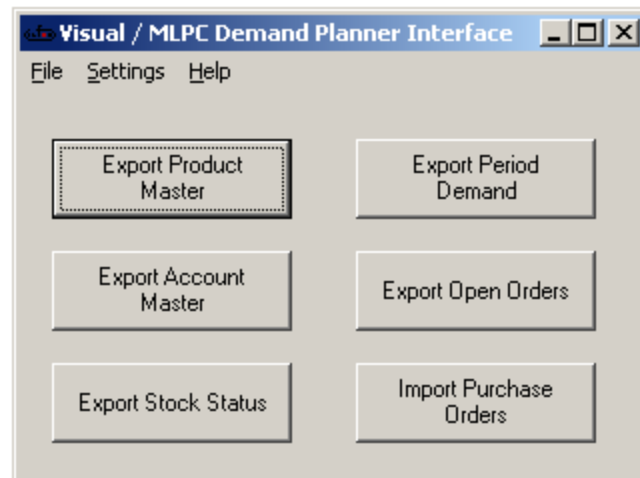
# Business Case for Integration

- Integration Tools – Integration Applications
  - Designed more for a specific need

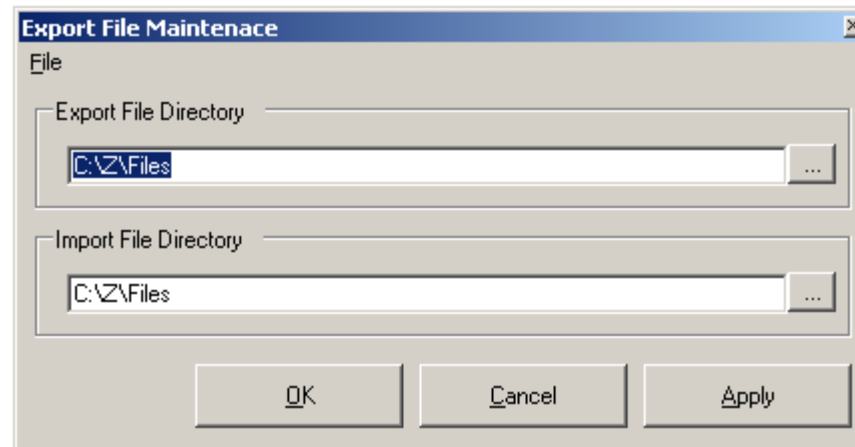
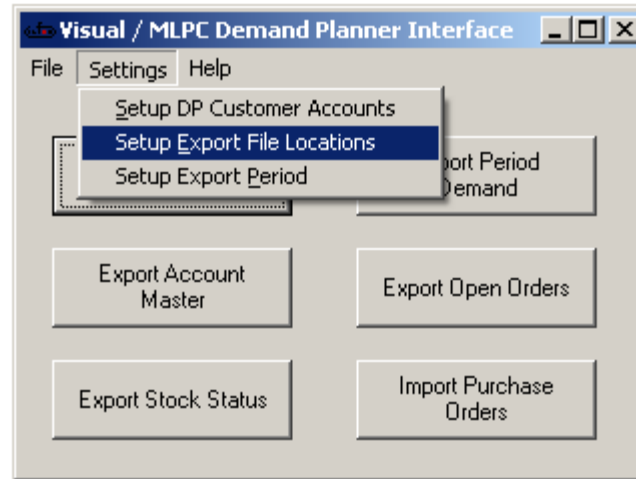


# Business Case for Integration

- Integration Tools – Integration Applications
  - Allow for specific user interfaces
  - Complex business logic

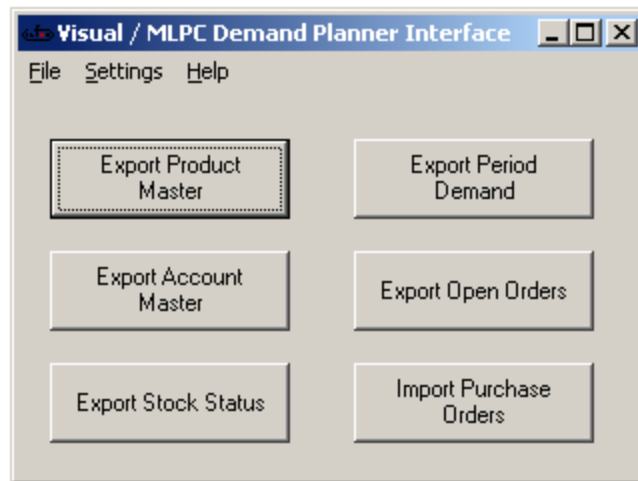


# Business Case for Integration



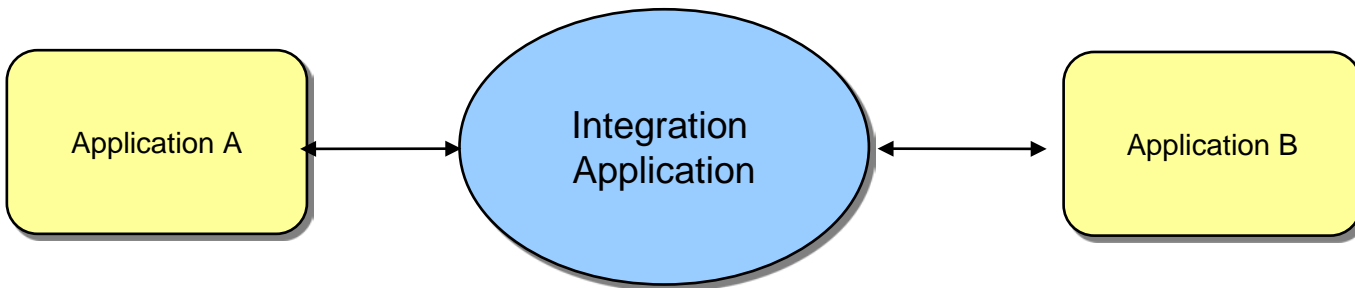
# Business Case for Integration

- Integration Tools – Integration Applications
  - Run in manual mode or as a scheduled task



# Business Case for Integration

- Integration Tools – Integration Applications
  - Not just limited to VISUAL Applications
  - We can integrate anything



# Business Case for Integration

- Integration Tools – Comparing App vs. Exchange

VISUAL Exchange

Integration Application

Complete Flexibility

Control

Infor Product

Turnkey Application

System / Requires  
Administration

Hit it and Forget it

# Business Case for Integration

- Benefits of Integration
  - Quicker and More Accurate Transfer of Data
    - Eliminates the need for manual entry
    - No waiting / Information processed as it occurs
    - Better management of data
    - Reduces entry errors
    - Decreases cost by allowing resources to focus on other things

# Business Case for Integration

- Benefits of Integration
  - Creates a Streamlined process
  - Allows you to take full advantage of all the functionality of your systems

# Business Case for Integration

## ■ Integration Success Stories

### ■ Payroll Integration:

#### ■ Need:

- HR person had to run report to get work hours from VISUAL Manufacturing
- Manually enter hours worked into Payroll system
- Spent 2 – 3 days entering data
- Managers had to approve time cards / any questions from the beginning of the month were difficult to answer

# Business Case for Integration

- Integration Success Stories
  - Payroll Integration:
  - Solution:
    - Utilized VISUAL Exchange to pull hours worked from the VISUAL Manufacturing Database
    - Automatically updated the Payroll system in real time

# Business Case for Integration

- Integration Success Stories

- Payroll Integration:

- Outcome:

- HR person was able to save 2 – 3 days a month to focus on other things
    - Managers were able to approve time cards more efficiently
    - Minimal investment saved time and money

# Business Case for Integration

- Integration Success Stories

- Conveyor Interface:

- Need:

- Customer was only able to load 1 truck at a time
    - Limited the number of orders that could be shipped in a single night

# Business Case for Integration

- Integration Success Stories

- Conveyor Interface:

- Solution:

- Developed a microprocessor interface that would control diverter
    - Barcode on the box would be scanned and the appropriate truck was determined
    - Allowed 3 trucks to be loaded at the same time

# Business Case for Integration

- Integration Success Stories

- Conveyor Interface:

- Outcome:

- Increased the number of orders that could be picked and shipped
    - Changed from a limitation caused by exceeding order fulfillment capability to a limitation caused by inventory
    - Required to build a new warehouse to keep up with the order volume

# Business Case for Integration

- Integration Success Stories

- Agile Interface:

- Need:

- Engineering Control Application
    - Uses revisions on Parts to manage the Part Bill of Material
    - Have the Bill of Material changes sent to the VISUAL Manufacturing Engineering Master

# Business Case for Integration

## ■ Integration Success Stories

### ■ Agile Interface:

### ■ Solution:

- Utilized VISUAL Exchange to import changes into VISUAL Manufacturing
- Updated as though a user had completed the change entirely in VISUAL Manufacturing
  - Update / Create Part Master
  - Update / Create Engineering Master
  - Update / Create the Bill of Material
  - Create ECNs to track all changes
- Extensive monitoring system (Transfer results / BOM Comparison reports)

# Business Case for Integration

- Integration Success Stories
  - Agile Interface:
  - Outcome:
    - Saved untold number of hours
    - Streamlined / accurate data transfer
    - Did not require a staff of people

# Business Case for Integration

- Goal

“Develop a clear understanding about the need for integration and how the integration of line of business applications increases productivity and reduces cost.”

# Business Case for Integration

- Question & Answer