Increasing Productivity & Security of Manufacturing Environment with Fujitsu & Cisco Solutions

Suryanto,
Network Services Head, Infrastructure Services & Solutions, Fujitsu Indonesia
3 April 2013
Based on wikipedia;

1. **Manufacturing** is the production of goods for use or sale using labor and *machines*, *tools*, chemical and biological processing, or formulation. Most commonly applied to *industrial* production, in which *raw materials* are transformed into *finished goods* on a large scale.

2. **Agile manufacturing** is a term applied to an organization that has created the processes, tools, and training to enable it to *respond quickly to customer needs* and *market changes* while still *controlling costs and quality*.

3. A **supply chain** is a system of organizations, people, technology, activities, information, and resources involved in moving a product or service from *supplier* to *customer*. 
5 Trends for Manufacturing in 2013, sourced by Infosys:

- Proactive Supply Chain
- Plug and Play using Cloud Technology
- Mobility
- Social Network
- Big Data
26x more mobile data traffic by 2015 compared to 2010. CAGR 92%.
15 BILLION mobile devices in FOUR YEARS
Challenge

- How to become an agile manufacturing?
- How to apply the technology so that manufacturing activity becomes more productive with security maintained?
- How to collaborate the process, the people and the technology?
Solution

B.Y.O.D

Collaboration Technology

Supplier

Collaboration Technology

Customer

Collaboration Technology

Sales

Collaboration Technology

Purchasing

Collaboration Technology

Production

Collaboration Technology

ERP System
**PRO-NES** is a FUJITSU Production control software package for manufacturers. With its good reputation and market proven functions, **PRO-NES** realizes “Operational system easy to use” and “Integrated information data base”. **PRO-NES** supports to realize “Visualization” in customer operation.

**PRO-NES** consists of Sales, Production, Costing and Financial and it is an **ERP system** which links management and production site.

Sales control which covers various sales model of manufacture-sales companies.

Costing The measurement of how much value you add!

Scheduler, Multi-language, etc., Various options to power-up your PRO-NES

Template for particular industrial needs. (Automotive, Chemical, Pharmaceutical, food and Coil.)

Specially designed financial package for PRO-NES
Features of PRO-NES by Business (Basic)

Select the suitable scheme structure based on each section operation.

1. Basic Information Control
2. Planning
3. Purchasing
4. Production Control
5. Inventory Control
6. Sales Delivery
7. Financial

Customer
Sales Dept. (Sales)
Production / Manufacturing Dept. (Production Plan)
Purchase Dept. (Procurement)
Supplier

Accounting Dept. (Financial Accounting)
Complete Cisco BYOD Solution
Gartner MQ Leader in LAN, WLAN, and VPN

BEST-IN-CLASS TECHNOLOGY

- **Mobility**
  - Optimized Experience on Wireless
    - Client acceleration and optimized video protected by proactive spectrum management

- **Security**
  - Protecting Data in Motion
    - Context-aware VPN and firewall, cloud-based email and content scanning

- **Collaboration**
  - Rich Experience Across Devices
    - One platform for voice, video, and IM across Cius, other mobile devices, laptops

CONVERGED POLICY AND MANAGEMENT

ISE

NCS
Technology for Manufacturing to be Get Connected

Manufacturing Solution – Collaborating Cisco with Manufacturing ERP System, Increasing Productivity & Security
Fujitsu Indonesia – Intelligent Manufacturing Solution and ERP System
The Connected Plant Floor with Wireless IP Endpoints

- Real-Time Emergency Contacting; Internal–External
- Predictive Equipment Maintenance
- Production Performance Tracking; Quality Control, Production, Time Clock
- ERP Interfacing; Customer Orders, Electronic KAN-BAN
Telepresence in Manufacturing Industry

**IMMERSIVE**
Virtual meetings to strengthen relationships and finalize decisions with executives from around the globe.

**EXECUTIVE OFFICE**
Manage by “walking around” right from your desk.

**TEAM COLLABORATION**
Bring teams together into a virtual meeting room. React, plan, and create at a moment’s notice.

**LOBBY AMBASSADOR**
Meet and greet visitors from thousands of miles away.

**DESKTOP**
Daily video that integrates with existing collaboration tools.
Collaboration and Mobility is Fundamentally Transforming Manufacturing

**Collaboration in MFG Trend**

- Mobility technologies used in MFG today increase **access to knowledge** and **unlock expertise** previously disconnected

- BYOD enables manufacturers to “**work their way**” rather than be tied to outdated work practices

- Mobile collaboration endpoints (i.e. smartphones, tablets & laptops) on the plant floor open new opportunities for outside experts to **help solve problems**

- Untethered manufacturing executives are able to **monitor plant performance** data and KPIs from anywhere in the plant, and when transitioning between home, road, and office

---

**Business Impact**

- ✓ Improved operational efficiencies, productivity & best practice capture
- ✓ Enhanced customer service
- ✓ Workers find new ways to collaborate and work smarter
- ✓ Job satisfaction increases
- ✓ Reduces expensive downtime and travel costs
- ✓ Improves time-to-market
- ✓ Accelerates decision-making & problem-solving across management levels & project phases
- ✓ Improves product lifecycle management, sales & revenue opportunities
Fujitsu Indonesia

Solution Profile
**Global Presence**: 70-countries

**Indonesia**
- **Head Office**: Jakarta
- **Established**: 1995
- **No. of employee**: 200+
Fujitsu Indonesia – Network Services Industry Focus

Source: IDC Dec’11
# A Global Approach to Offerings

## Key Offerings / Capabilities

### MANAGED SERVICES
- Service Desk
- Desktop Management
- DC Managed Services
- NOC & RIM

### APPLICATION SERVICES
- Industry Solutions – Manufacturing, FSI, Public Service, Telco
- Application Management
- Information Management
- Enterprise Applications
- Application Development & Integration
- Software as a Service

### INFRASTRUCTURE INTEGRATION SERVICES
- IT Management
  - Infra Operation Excellence
  - Infrastructure Optimization
  - Information Resiliency
  - Security & Compliance

### FUJITSU PLATFORM SERVICES
- Backend Server & Storage Infrastructure
- Middleware
- Front End Systems
- Front End Devices

### NETWORK SERVICES
- Unified Communication
- Corporate IT / IP Infrastructure
- Network Security
- Mobility Solution

### CLOUD COMPUTING SERVICES
- Global Cloud Platform
- Local Cloud Platform
- Cloud Professional Services
Consultancy and Integration

Services Solution
- Vertical Industry Solution
  - Manufacture
  - Healthcare
  - Public Sector

Post Deployment Support
- Maintenance Service (Preventive and Corrective)
- Smart Care

NETWORK SERVICES
- Unified Communication
- Corporate IT / IP Infrastructure
- Network Security
- Mobility Solution
Collaboration between Application Software and Network Services, provides the customer end to end solution, based on vertical Industry.

Fujitsu combined the solution becomes:
- Manufacturing Solution
- Healthcare Solution
- Public Sector Solution
Fujitsu
Shaping Tomorrow with You

Cisco
Tomorrow Starts Here