



Trelleborg - Infor SCE Proposal

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1. Executive Summary

In today's business world, it no longer matters if you have the strongest brand or the best product. Competition has become fiercer and customers expect their merchandise faster, cheaper and accompanied by a better service. Optimizing your supply chain has become a key to maintaining your competitive advantage and retaining your clients.

With Infor's best of breed solutions and SNS's proven record of consistently delivering quality services that have resulted in bottom line benefits and improvements to our clients, Infor and SNS can jointly help you transform your logistics operations, design your supply chain networks and distribution centres, implement best-of-breed supply chain software and train your resources to achieve your targets.

We are very excited about the joint opportunity to work with Trelleborg on this project to help you achieve bottom line benefits.

1.1 About SNS

SNS is a leading supply chain consulting and software implementation firm operating across verticals and on all seven continents. Through two decades of experience, a network of partners and supply chain certified consultants, SNS has developed a bank of knowledge and field expertise that allows it to cater to the various needs of its clientele.

SNS consultants are focused on providing practical solutions that aim at minimizing logistics costs, increasing traceability throughout the supply chain and improving productivity of resources. Their extensive hands-on expertise allows them to quickly understand logistics flows, identify gaps, provide solutions and setup operations to reach required service levels.

Why engage SNS for the implementation of this project?

1. SNS has been implementing the Infor SCE (WMS) solution since 1998 and have completed more than 100 successful projects in more than 30 countries across the globe.
2. SNS resources have in depth experience in implementing the Infor warehouse management system for various verticals
3. Aside from integrating with Infor ERPs, SNS has a strong track record in integrating Infor SCE (WMS) with other major ERP systems such as Oracle, SAP, Navision, Great Plains, and Sage using state of the art integration platforms.

1.2 SNS - Infor SCE References



Figure 1 SNS Infor SCE Customers

2. SNS Implementation Methodology

Phase 1: Project Initiation - Establishes project guidelines and plans.

- The plan is based upon realistic and attainable implementation goals for the customer and SNS.
- Once a good project plan has been developed, a Kick-Off meeting is held to start the implementation process.

Phase 2: Information Gathering

- The Project Team gains a thorough understanding of the customer's business and operations, and identifies areas for process improvement.
- During this phase, SNS and the customer work together to define the way in which the system will be installed and configured.

Phase 3: Education

- Provides the customer with a detailed understanding of SNS (the company) and the Infor Product.
- This phase educates the customer's staff about the software solution hence preparing for more efficient and productive Information Gathering phase.
- The customer's IT Department also develops the system administration skills needed to maintain their SCE System through training provided by SNS consultants.

Phase 4: Business Review Summit (SOP Design Workshop)

- Confirms the proposed business processes and their interaction with the system.
- Requirements are reviewed and confirmed for System Configuration, Integration, and Installation.
- Development requirements are defined.

Readiness Review

- Ensures that both the customer and SNS are ready to proceed to phase 5.
- Design and Development will begin only when senior management of both parties has signed off on the Readiness Review Agreement.

Phase 5: Design & Development

- Design, develop, test and configure the software, hardware, and operational components of the agreed upon deliverables in the project plan.
- Confirms the proposed business processes and their interaction with the system.

Phase 6: Deployment/UAT

- Completes the final physical integration of hardware, software, and operations for go-live.
- Train the trainer approach
- Customer integration testing (User Acceptance Testing)

Readiness Review

- At this point, another readiness review is conducted to ensure that both the customer and SNS are ready to proceed to the go-live phase.
- Senior Management of both parties must sign off on the Readiness Review Agreement before the implementation can proceed to Phase 7.

Phase 7: Go-Live

- Creates a seamless transition into full production. It is the goal of each SNS Implementation team to ensure that go-live will be a “non-eventful event.”

Phase 8: Project Closure and Support Transition

- Formalizes project closure and the transition to the SNS Support Centre.

Phase 9: Post Implementation Assessment

- Analyses customer operations to ensure that performance objectives have been achieved and provides a chance to identify techniques for further business improvement.

3. Estimated Work

			Effort in Man Days					
Phase	Detailed Task Description	On Site	PM	Ops Lead	Tech Lea	Core Tec	Total Consulta	Total Seni
Pre-Project	Internal Prep (Educational Training, Agendas...)	No	0	1	0	0	1	0
Pre-Project	Installation of education training environment	No	0	0	0	1	1	0
Phase I	Kick-Off Meeting	Yes	1	1	0	0	1	1
Phase II	Information Gathering	Yes	1	1	0	0	1	1
Phase III	Educational Training on WMS	Yes	0	3	0	0	3	0
Phase IV	BRS Meetings	Yes	2	4	0	0	4	2
Phase IV	BRS Meetings Integration	Yes	0	0	0	0	0	0
Phase IV	Documentation of SOP	No	0	4	0	0	4	0
Phase IV	Documentation of Integration Document	No	0	0	0	0	0	0
Phase IV	FBR List and Estimates	No	0	1	1	0	2	0
Phase IV	Review of Documentation with Customer	Yes	1	2	0	0	2	1
Phase IV	Update of Documentation	No	0	1	0	0	1	0
Phase V	Deployment of Infor Patches	No	0	1	1	0	2	0
Phase V	Information Gathering, Gap Analysis, Design, Documentation, Development and Testing of new WMS Customizations	No	0	3	6	0	9	0
Phase V	Information Gathering, Gap Analysis and Documentation, Design and Development of new interfaces	No	0	0	0	0	0	0
Phase V	Development of Software Labels	No	0	0	0	0	0	0
Phase V	Full System Testing	No	0	1	4	0	5	0
Phase VI	Installation and configuration of Training/UAT/Production of WMS/Order Management/EDI Environments	No	0	0	0	4	4	0
Phase VI	Data Upload & validation	No	0	2	2	0	4	0
Phase VI	Super User Training (Core WMS)	Yes	0	5	2	0	7	0
Phase VI	User Acceptance Testing - On-site	Yes	0	10	5	0	15	0
Phase VI	Support on End User Training	Yes	0	3	0	0	3	0
Phase VI	Fixes, changes, updates	No	0	1	3	0	4	0
Training	System Admin	Yes	0	0	0	1	1	0
Training	Database Model	Yes	0	0	2	0	2	0
Training	Reporting Tool	Yes	0	0	1	0	1	0
Training	Integration Tool Training	Yes	0	0	0	0	0	0
Training	Software	Yes	0	0	2	0	2	0
Phase VII	Pre-Go-Live Prep	Yes	0	2	2	0	4	0
Phase VII	Stock count Support	Yes	0	3	3	0	6	0
Phase VII	Go-Live on site support	Yes	0	10	5	0	15	0
Phase VII	Remote Go-Live Support	No	0	5	5	0	10	0
Phase VIII	Transition to Support	No	0	1	0	0	1	0
Phase IX	Post Implementation Assessment	Yes	0	1	0	0	1	0
	Project Management	No	18	0	0	0	0	18
	Steering Committee Meetings	Yes	3	3	0	0	0	0
		Total	19	66	44	6	116	23

4. Sample Hardware Requirements

The following table outlines the minimum server requirements needed for the Infor SCE. All servers must be **dedicated** for Infor SCE software.

The example provided is based on Intel processors; however, SUN SPARC, IBM RISC, or HP 9000 machines can also be utilized; note that this is given as an example; a full hardware sizing exercise will be completed as part of the project:

- Infor SCE Application server: this server is needed from day one to install the Infor SCE application and the database. As the business grows, this server can be upgraded, or another server can be added to host the database (database server)
- Database server: this server doesn't have to be installed from day one. As the business grows, the database can be removed from the Infor SCE server and installed on this separate server.
- RF/Integration server: this server is needed to host the RF module and the SNS integration module.
- SNS will consider the utilization of existing WMS servers when sizing the hardware of Infor SCE

Minimum Hardware Requirements						
Server/ Workstation	CPU(s)	Operating System	Memory	Hard Disk	Other	
Infor SCE Application	2 * Intel Xeon E5- 2640 v2(8 Cores)	Windows 2012 Server R2 64bit	32 GB of RAM	SAS RAID 5 - 3 Hard Drives with minimum capacity of 300 GB each	<ul style="list-style-type: none"> ■ SVGA card, SVGA Monitor, keyboard and mouse ■ Fast Ethernet 1 Gb network cards minimum ■ Proper size tape backup and backup software 	
Infor SCE DB Server (MS SQL RDBMS - Optional)	2 * Intel Xeon E5- 2640 v2(8 Cores)	Windows 2012 Server R2 64bit	32 GB of RAM	SAS RAID 10 - 4 Hard Drives with minimum capacity of 300 GB each	<ul style="list-style-type: none"> ■ SVGA card, SVGA Monitor, keyboard and mouse ■ Fast Ethernet 1 Gb network cards minimum ■ Proper size tape backup and backup software 	
RF/Integration Server	1 Intel Xeon E5- 2640 v2(8 Cores) (If ION is	Windows 2008 Server 64bit	8 GB of RAM (32 GB is ION is to be	180 GB x 2 IDE Hard Drives. Mirror Configuration	<ul style="list-style-type: none"> ■ SVGA card, SVGA Monitor, keyboard and mouse ■ Fast Ethernet 100 Mb network cards minimum 	

	installed then 2)		installed with DB)	If ION (SAS RAID 10 - 4 Hard Drives with minimum capacity of 300 GB each)	<ul style="list-style-type: none"> Proper size tape backup and backup software (For ION)
Integration Server (XI and ION)	2 * Intel Xeon E5-2640 v2(8 Cores)	Windows 2012 R2 64bit	24 GB RAM	SAS RAID 5 - 300 GB x 3 Hard Drives	<ul style="list-style-type: none"> SVGA card, SVGA Monitor, keyboard and mouse Fast Ethernet 1 Gb network cards minimum Proper size tape backup and backup software
Infor SCE Test/Training Server - App and DB (Recommended)	2 * Intel Xeon E5-2640 v2(8 Cores)	Windows 2012 R2 64bit	32 GB RAM	SAS RAID 5 - 300 GB x 3 Hard Drives	<ul style="list-style-type: none"> SVGA card, SVGA Monitor, keyboard and mouse Fast Ethernet 1 Gb network cards minimum

Important Notes:

- The above specifications constitute the minimum requirements for a standard operation with 25 users. The actual requirements may vary depending on the number of transactions.
- All servers must be dedicated for Infor SCE software.
- All servers must be 64-bit as indicated in the table.
- All servers must be joined to a domain.
- CPUs and memory should be upgradable on all servers.
- Load balancing tools are optional and must be handled by Trelleborg .
- In case of Disaster Recovery implementation (recommended), all servers (except Test Server) must be duplicated with same specs as original servers.

4.1 Additional Hardware

In addition to the application server(s), the following hardware is required for the proper use of the WMS and expected to be purchased or provided by Trelleborg:

- Wireless Network Covering all the warehouse; an assessment must be made by a network provider to determine the required number of access points, cables, switches and other hardware to ensure a proper wireless coverage in the warehouse, at the docks and other locations where handheld devices are expected to be used
- RF Handheld terminals for floor operations with related equipment, i.e. chargers, extra batteries, holsters

- Label printer(s) (optional); generic labels can be printed at providers but it is recommended to have a printer at the warehouse.
- Load balancing tools are optional and must be handled by Trelleborg.

4.2 3rd Party Software

The below software are required to successfully run the WMS and expected to be purchased or provided by Trelleborg:

- RDBMS: MS SQL or Oracle RDBMS (review compatibility matrix)
- Telnet Server Software: Pragma to connect Handheld devices to RF Server (can be replaced by KPYM but not certified by Infor). This software is optional in case the RF devices support HTML5, otherwise this software is mandatory
- Label Printing Software: Software to allow Trelleborg to print labels within Infor SCE solution.

5. Commercial Details

Below table summarizes the effort, duration and the rates applicable to the implementation of the Infor SCE solution at the Trelleborg site in Akron, Ohio:

Implementation Component	Effort in MDs
Infor WM Implementation Services (Arkon site): <ul style="list-style-type: none"> ■ Information gathering & Documentation ■ Implement Best Operational Business Practices ■ Standard Operating Procedures Document (SOP) ■ Server setup and Software installation ■ Super User Training (Train the Trainer) ■ Go Live Support ■ Project Management 	135 Man Days
Duration	5 to 6 months
Man Hour Rates:	
1- PM Role	137.5 USD/hour
2- Consultant and other roles	125 USD/hour
On-going Annual Support	Not Included
Travel Expenses	On Actuals

Note 1: Travel, accommodation and living expenses will be charged on actuals

Note 2: Above mentioned rates are net (excluding) of any and all type of taxes, withholding charges or government surcharges.

Note 3: A monthly invoice will be generated with corresponding time sheets and will be due for payment within 60 calendar days.

5.1 Assumptions

The following are assumptions that have been taken in order to determine the implementation services scope:

5.1.1 Implementation Scope

- The proposal covers a one-time implementation of the Infor SCE solution at the site in Akron, Ohio.
- The scope does NOT cover the integration effort required to integrate Infor SCE with Infor M3 ERP

- The proposal and implementation services are for the first roll-out only:
 - This means should Trelleborg wish to go-live with the solution partially in the warehouse (by brand, category of goods, storer...), the cost of services stated will cover the first go-live only
 - The subsequent go-lives will be estimated and charged separately should SNS help be required
- Project activities will take place in Akron, Italy and Remotely.
- The project scope includes the implementation of the following standard SCE modules:
 - Receiving
 - Putaway
 - Inventory Management
 - Cycle Counting
 - Reporting
 - Picking
 - Loading
 - Shipping
- The activation of following advanced modules are excluded as per the agreed project scope:
 - Labour Management
 - Transportation Management
 - Production Module (cost provided separately)

5.1.2 SNS Project Team

- SNS will assign the following resources to the project:
 - Project Manager:
 - Main point of contact and handling overall project activities.
 - Functional / Operational Consultant(s):
 - Handling the documentation of SOP document and defining warehouse processes
 - Train the super users
 - Operational support during the UAT and Go-Live phases
 - Technical Consultant(s)
 - Leading the development phase
 - Supervising overall development progress to ensure on time delivery and high quality of deliverables.
 - Technical support during the UAT and Go-Live phases
 - System Admin
 - Handling the installation and configuration on WMS instance of training and production environments

5.1.3 Development

- The intent is to take advantage of the WMS to introduce best business practices while keeping customizations at a minimum

- SNS will train the customer IT Team to have the ability to develop new reports. The WMS is very rich in reports; however, SNS will assist in developing 2 new reports for the customer if required. It is the responsibility of the client to have all the required details and resources available
- Any additional development or customizations requested by Trelleborg will be handled separately based on the SNS standard professional services rates.

5.1.4 UAT (User Acceptance Testing)

- SNS Consultant will be available on site and for duration of two weeks in order to support the UAT phase and train the super users, with the assumption that Trelleborg team will validate the deployed system and train the warehouse end users.

5.1.5 Go-Live

- The project scope covers one Go-Live.
- Two resource from SNS will be available on site and for duration of 5 days in order to support the Go-Live and assist the users in their daily operation, with one of the resources extending for a second week and with the assumption that Trelleborg team will take over after the third week.
- Trelleborg will take the lead on the stock count planning and execution needed to Go-Live with Infor WM. Failed results and new stock count required will require additional effort and considered outside the project scope.
- It is assumed that the SNS consultants will provide go-live support during a single shift only. In case support coverage is required for extended working hours or multiple shifts then additional SNS resources will have to be involved in the project which will be scoped and charged separately.

5.1.6 Technical

- Hardware and communications specifications are assumed to be appropriate to the warehouse profile.
- Appropriate remote access via Remote Desktop will be installed to enable SNS to support Trelleborg operation.
- Trelleborg is responsible for installation/deployment of the server, database and network. SNS is responsible for the deployment of the Infor SCE application.

6. Acknowledgment

Acknowledged on behalf of SNS:

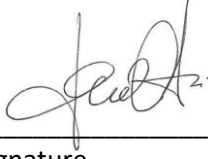
Signature

Title

Print Name

Date

Acknowledged on behalf of Avaap:



Signature

Avaap Europe Director

Title

Leonardo Castaldi

Print Name

5th of February 2018

Date