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# Digital Transformation

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# for a Better Tomorrow

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# Solid foundation for our new strategy

Leading in cloud

770%\*

growth from 2016 to 2020

Strong Columbus Care market position \*

162%

growth from 2016 to 2020

Recurring Revenue constitutes \*

27%

of total revenue in 2020

\*All numbers and comments are on the total business including discontinued operations and acquired businesses



## Manufacturing

- IoT for improved connectivity between machine and ERP
- Efficient global supply chain integration and collaboration
- AI / ML for demand prediction and planning
- Personalization and configuration to meet customer demands

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## Food, Beverage & Process

- Transparency and traceability across the supply chain
- Minimizing short-shelf-life food waste while forecasting customer demands
- Keeping up with consumer dietary requirements and market trends
- Ensuring compliance in the highly regulated industry

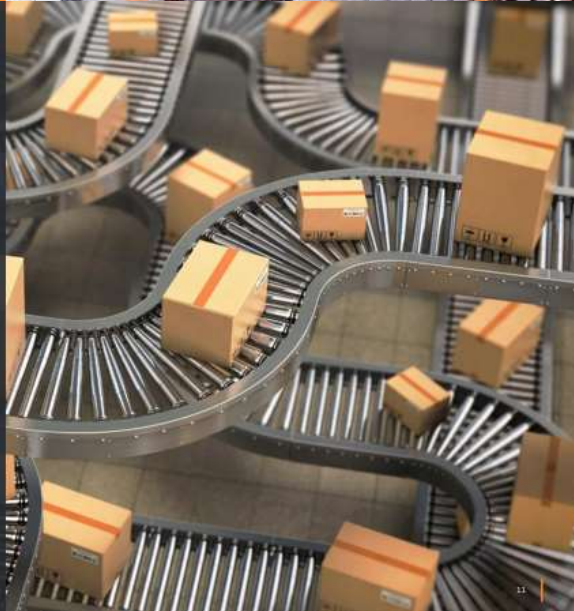
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## Retail & Distribution

- Personalized pricing and trade agreements to maximize revenue
- Provide a unified customer experience across all channels
- Optimize costs with centralized inventory management
- Leverage advanced technology to increase order values and gain new customers

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## Equipment, Rental & Lease

- Manage your fleet efficiently by using our KPI framework (utilization, ROI etc.)
- Increase and optimize your company across the entire value chain
- Empower your users and customers using our industry specific business apps (portals and apps)
- Leverage the power of Augmented Analytics in your industry (ML, AI, IoT)

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# Columbus – en helhetlig og langsiktig partner

## Infor Cloudsuite / Dynamics

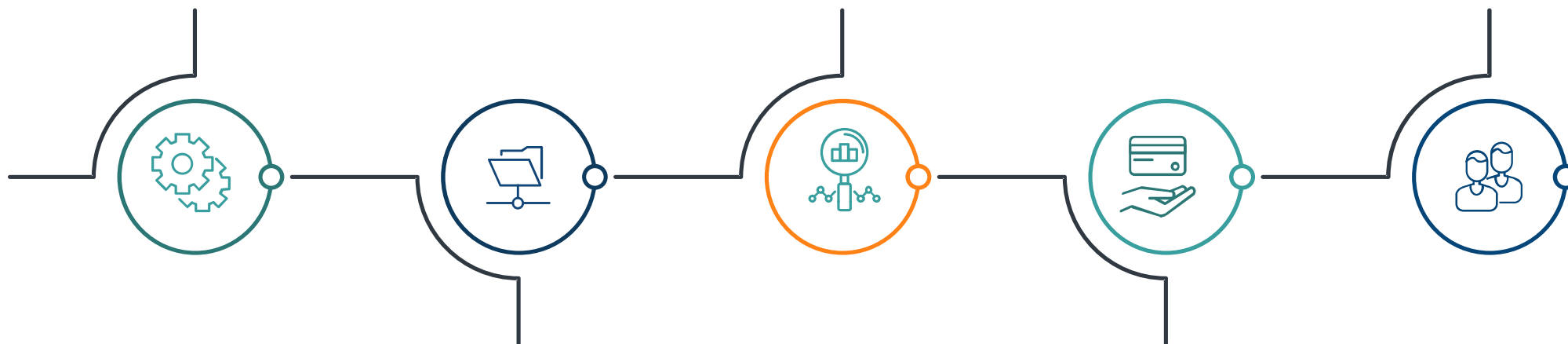
Infors største partner globalt med over 200 konsulenter.

## Data & Analytics

Erfarent team leverer tjenester til enterprise-kunder. Advanced Analytics, benytter AI og maskinlæring

## CXE – CRM

Skape gode kunde- opplevelser med personalisering og god service. Leverer både Microsoft- og Salesforce-konsepter



## Care

Forvaltning i skyen er komplisert og vi har egne spesialiserte oppdaterings-team med automatiserte tester

## Digital Commerce

Leverer avanserte ehandelsløsninger i B2B og B2C. MACH og composable commerce

# Columbus M3/Infor Cloud Suite – key fact

Over 350 M3-kunder – worldwide

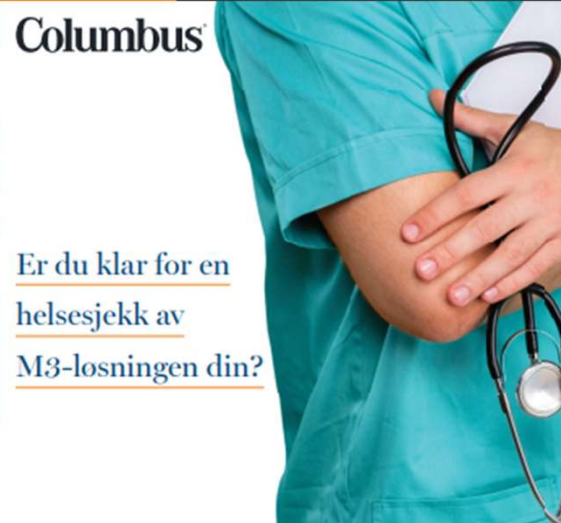
Den største uavhengige  
Infor M3-partner  
i verden !

- Lokal leveranseevne:
  - 25 konsulenter
  - Lokale kundeansvarlige
  - Lokalt språk
  - Lokal forretningsforståelse
- Global Kompetansepool:
  - Global kapasitet!
  - Over 200 konsulenter

12 fag grupper

Inno  
"So

Verktøy og metoder



Markededet beste 24x7 AMS:  
Columbus M3/Infor Cloud Care



# 25 lokale M3/infor Cloud-konsulenter

## Fagområder:

4 økonomi  
9 logistisk  
3 produksjon  
3 prosjektledere  
1 usability  
3 tech  
1 ECM

## Senioritet:

4 løsningsarkitekter  
20 senior konsulenter  
1 junior



Konsulenter med bransjeerfaring:

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Thank you for your time

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*«Jeg har hatt den ære av å være en del av Norsk Kylling styringsgruppe ved implementering av Infor Cloud Suite. I løpet av mine 25 år i bransjen har jeg aldri vært en involvert i et så vellykket prosjekt for en ny kunde. Norsk kylling og Columbus skal være svært stolte av leveransen og prosjektteamet»*

*Vice president Sales Northern Europe hos Infor  
Malte Ekedahl*

*Infor Cloud Suite - Single tenant Go Live - Orkanger -August 2021*

*Slakter 60 000 kyllinger pr. døgn*



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