

# Tailormade applications for Infor M3

nordlys.studio

February 2024



# AGENDA

01

Introduction

02

NorSea Group – Planning Board

03

Flokk – ML Order Processing

04

Questions

# WHO ARE WE?



We are not ERP consultants; we are digital business wizards.



We do not work within ERP - everything we do is outside.



We are ERP agnostic and can interface with M3, SAP, Dynamics, IFS.



We develop applications for improved ERP data utilization and process optimization.

**EmbriQ**

 Appfarm

**AIGONIX**

**aws**  


**OUR PARTNERS**

# End-to-End Delivery



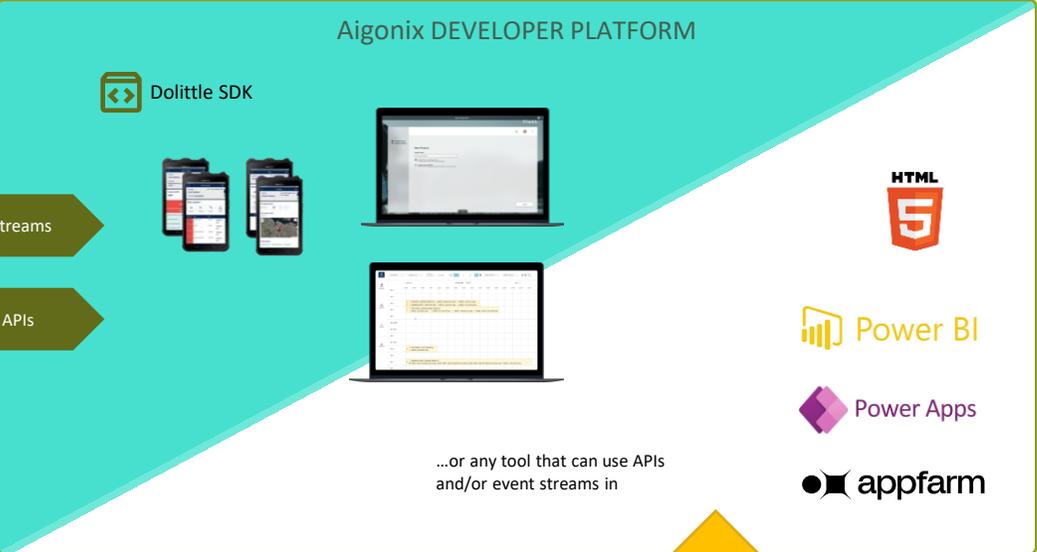
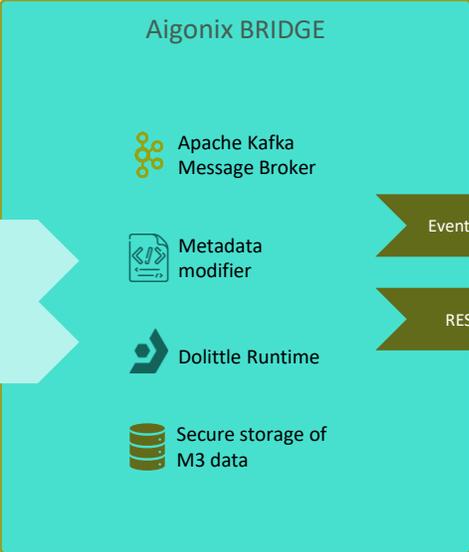
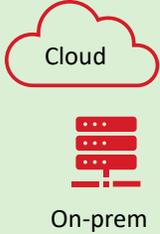
ERP system vendor



Software enabling real-time access to M3 data



Application development



# OUR PERSPECTIVE

ERP data should be a single point of truth



Its better to customize on top of M3 rather than within M3

Solve problems that are transferable



Build according to customer need - reuse where possible

A scenic landscape of rolling green hills under a sunset sky. The sun is low on the horizon, casting a warm glow over the scene. The hills are covered in lush green grass and scattered trees. In the distance, there are layers of blue mountains. A semi-transparent blue rectangular box is centered over the middle of the image, containing the text 'ERP LANDSCAPE' in white, bold, sans-serif capital letters.

# ERP LANDSCAPE

Rigidity in Data Structures  
Inflexible User Interfaces.  
Limited Real-Time Capabilities.  
Scalability Challenges.  
Integration Complexities.  
Costly Upgrades.  
Limited Support for Niche Operations.  
Slow Response to Business Changes.



# CUSTOM APP LANDSCAPE

Flexibility in Data Modelling  
User-Centric Interfaces  
Real-Time Capabilities  
Scalability and Adaptability  
Streamlined Integration  
Cost-Efficiency  
Industry-Specific Solutions  
Rapid Responsiveness



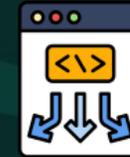
Enhanced Agility  
Improved Efficiency  
Customization  
Better Decision-Making  
Seamless Integration  
Scalability  
User Adoption

# MARKET TRENDS

Growing Interest in Customization



Emergence of Low-Code Platforms



AI and ML Integration



Cloud Adoption



# NorSea Logistics

A real use case in Production

Supply chains  
generate more than  
50% of all carbon  
emissions\*

# Some numbers and facts

Norsea forklifts  
drive a total of  
**18 times**  
around the  
globe

**15M NOK** is  
generated in  
vessel utilization  
every day

Grow the **1B per  
day** in offshore  
industry

# Short-term results

40% reduction  
in resources  
needed to plan  
shipments.

Real-time  
information on  
resource  
allocations for  
all employees.

Training of new  
personnel  
reduced from 3  
months to 1/2  
day



Tyler Olderskog  
Digital & Improvement  
Manager NorSea Group



**DEMO TIME**

# ERPs can be overwhelming



MOS100



PDS025



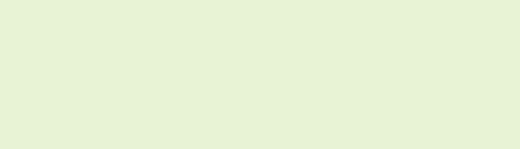
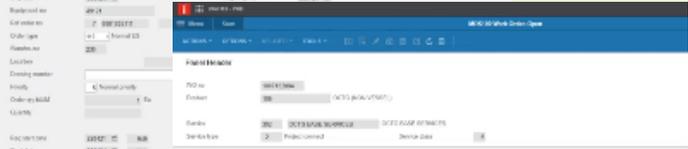
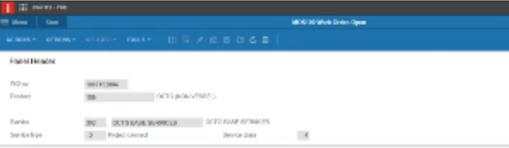
CBS002



STS100

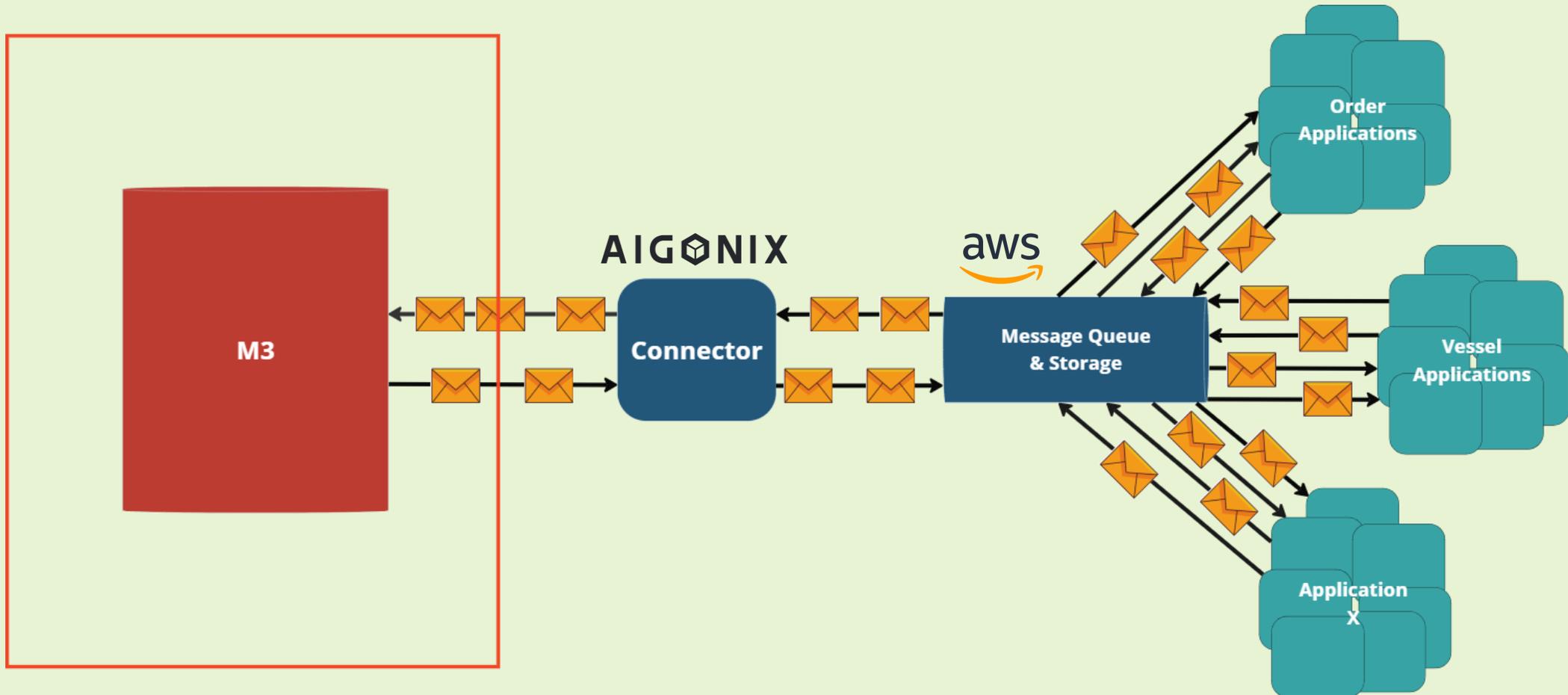


COS101

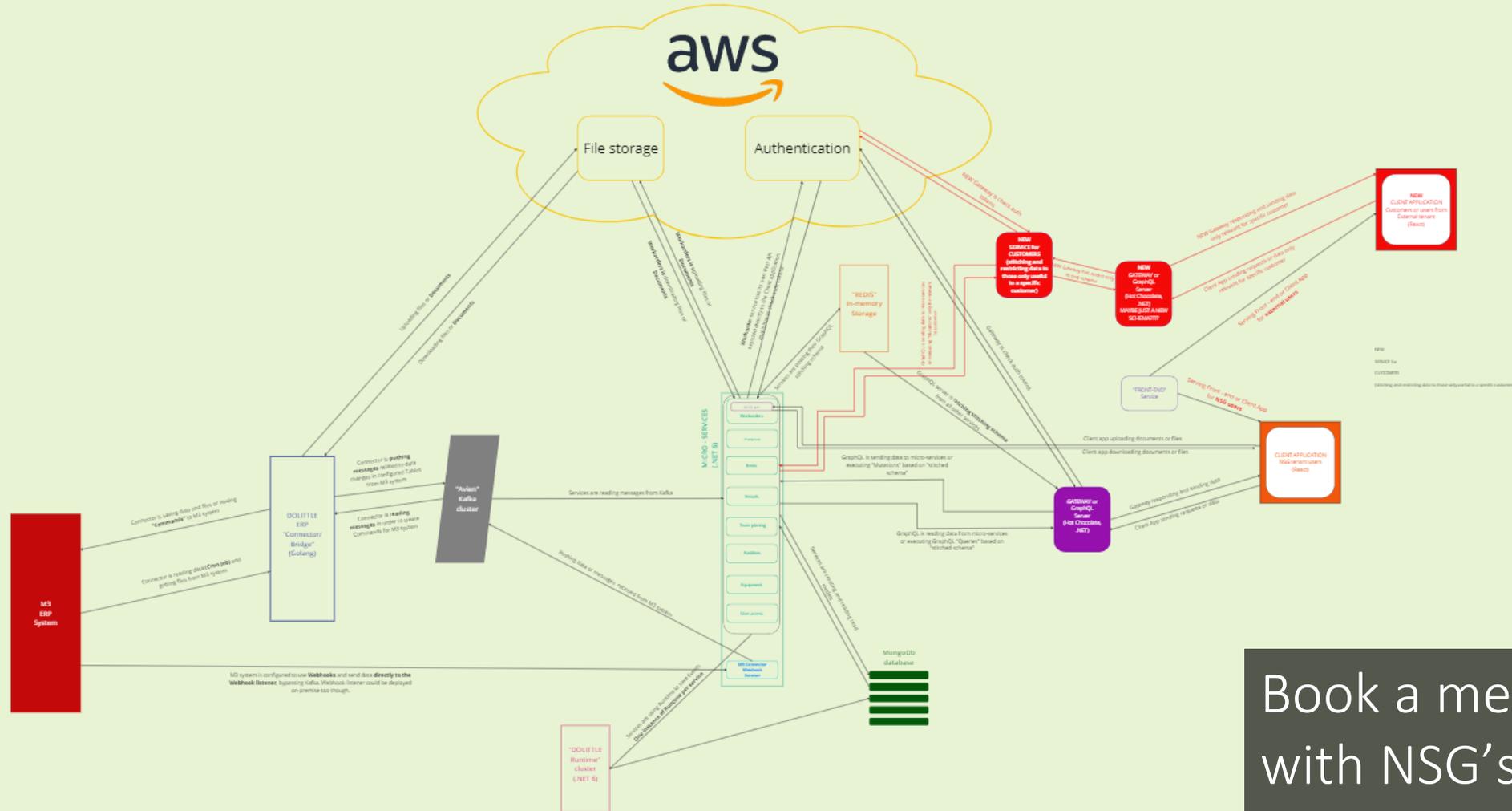




# NSG - M3 integration



# NSG - M3 integration - tech



Book a meeting with NSG's architect for more info

# Next steps - invoicing

18 NOVEMBER 2021

Start Date - End Date

TODAY WEEK DAY - +

ORDER STATUS

ORDER TYPE

ARVID SOLHEIM

**WORK ORDER**

WORK ORDER: OCTG Base

CUSTOMER: Equinor Energy AS

ORDER NUMBER: 1006182412

PO NUMBER: 123456

MCO: 0001002541 / 449

ORDERED BY: Aage Kristinsen

STATUS: ● REQUESTED

PLANNED START: 17.11.2021, 14:00

PLANNED STOP: 17.11.2021, 15:00

DESCRIPTION:

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.

REVIEW AND INVOICE

**WORK ORDER OPERATION LINES:**

START [---:--:--] STOP [---:--:--]

SELECT ALL

- LE012001 LEAD OPERATOR**  
Emil Drange  
 17.11.2021, 14:00 [---:--:--]
- 715 FORKLIFT 10-12T + OPERATOR**  
TR5-02 + Roger Rokstad  
 [---:--:--] [---:--:--]  
 17.11.2021, 14:00 17.11.2021, 15:35  
 17.11.2021, 14:00 17.11.2021, 15:35  
 17.11.2021, 14:00 17.11.2021, 15:35
- 720 FORKLIFT 15-18T + OPERATOR**  
TR5-03 + Iver Jørstad  
 17.11.2021, 14:00 17.11.2021, 15:35

Add operation line... +

1 REVIEW ORDER
2 REVIEW INVOICE
3 APPROVE INVOICE
✕

LE012001 LEAD OPERATOR		Emil Drange		
Timestamp	Labor charge code	Costing type	Used labor	Delete timestamp
17.11.2023, 11:00 17.11.2023, 14:00	Lead operator	Human resource normal	3.00	

FL013003 FORKLIFT 10-12T + OPERATOR		TR5-02 + Roger Rokstad		
Timestamp	Labor charge code	Costing type	Used labor	Delete timestamp
17.11.2023, 08:00 17.11.2023, 12:00	Forklift 10-12t	Human resource normal	4.00	
17.11.2023, 12:30 17.11.2023, 12:45	Forklift 10-12t	Human resource normal	0.50	
17.11.2023, 13:20 17.11.2023, 15:30	Forklift 10-12t	Human resource normal	2.00	
17.11.2023, 18:00 17.11.2023, 18:15	Forklift 10-12t	Human resource normal	0.50	

FL013004 FORKLIFT 15-18T + OPERATOR		TR5-03 + Iver Jørstad		
Timestamp	Labor charge code	Costing type	Used labor	Delete timestamp
17.11.2023, 13:20 17.11.2023, 15:30	Forklift 15-18t	Human resource normal	2.00	

REVIEW INVOICE

# Flokk & AI = business value?

A real ok case for AI (PoC)

# 1 The accelerating pace of change ...



# 2 ... and exponential growth in computing power ...

Computer technology, shown here climbing dramatically by powers of 10, is now progressing more each hour than it did in its entire first 90 years



**Colossus**  
The electronic computer, with 1,500 vacuum tubes, designed to break the British crack German codes during WW II

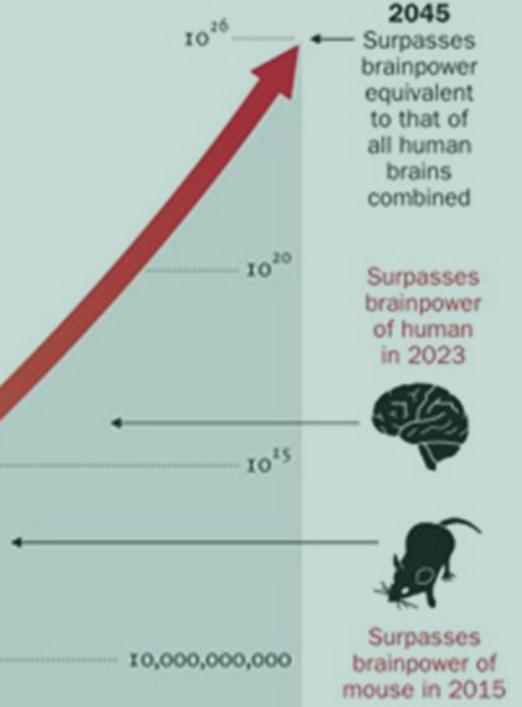


**UNIVAC I**  
The first commercially marketed computer, used to tabulate the U.S. Census, occupied 943 cu. ft.



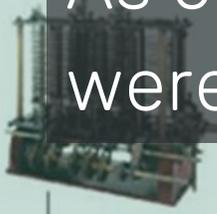
**Apple II**  
At a price of \$1,298, the compact machine was one of the first massively popular personal computers

# 3 ... will lead to the Singularity

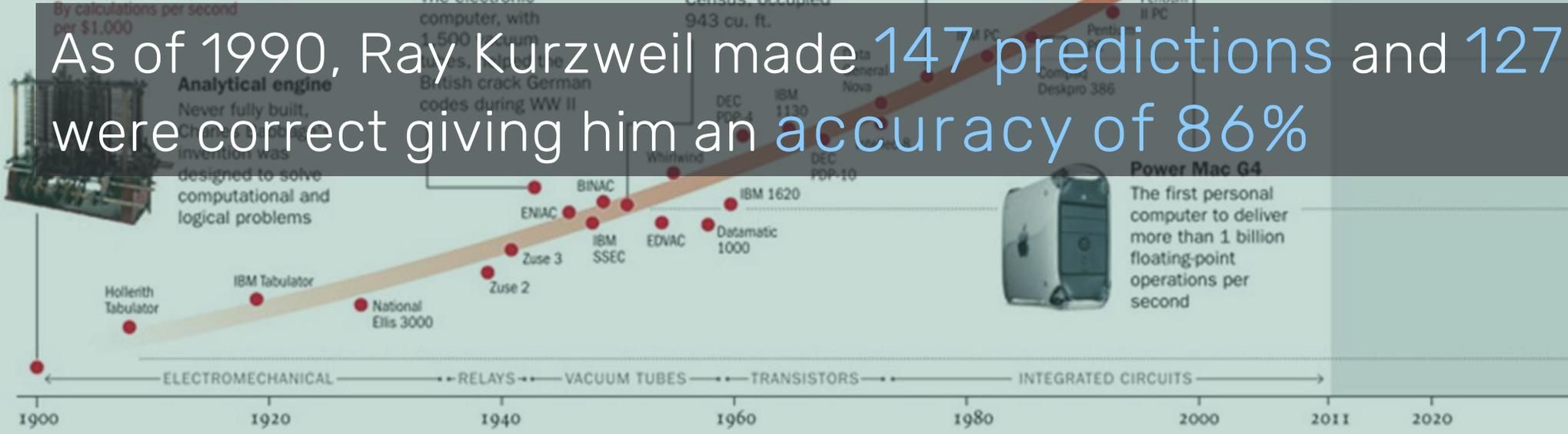


## COMPUTER RANKINGS

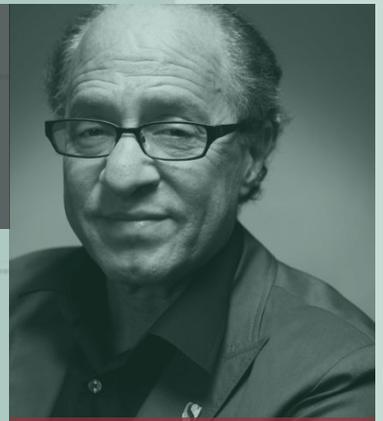
By calculations per second per \$1,000



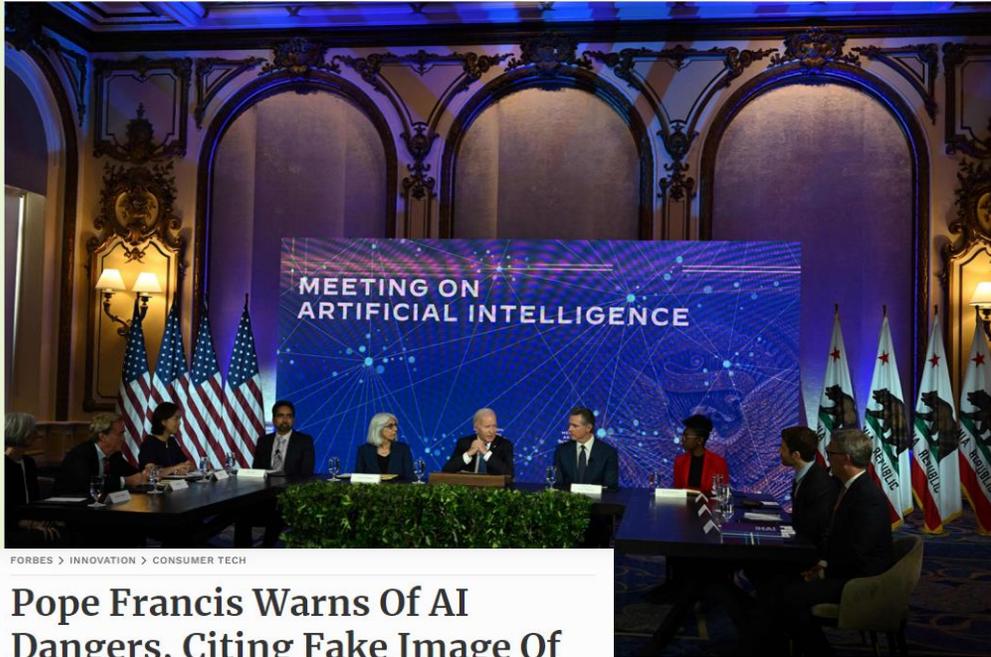
**Analytical engine**  
Never fully built, Charles Babbage's invention was designed to solve computational and logical problems



As of 1990, Ray Kurzweil made 147 predictions and 127 were correct giving him an accuracy of 86%



Ray Kurzweil



FORBES > INNOVATION > CONSUMER TECH

# Pope Francis Warns Of AI Dangers, Citing Fake Image Of Him That Went Viral

**Matt Novak** Senior Contributor @ FOIA reporter and founder of Paleofuture.com, writing news and opinion on every aspect of...

Follow

0

Jan 24, 2024, 02:10pm EST



Fake photos of Pope Francis wearing a large white puffer coat, created with AI-image generator ... [+]

ARTIST RIGHTS | TECH  
**New Report Fears: AI Will Wipe Out Countless Jobs Over Next 3 Years**

FORBES > INNOVATION > AI

# Unveiling The Dark Side Of Artificial Intelligence In The Job Market

**Elijah Clark** Contributor @ I'm an AI automation marketing advisor writing about AI and innovation

Follow

# A.I. is on a collision course with white-collar, high-paid jobs — and with unknown impact

PERSONAL FINANCE  
PUBLISHED MON, JUL 31 2023, 7:30 AM EDT  
Greg Iacurci @GREGIACURCI

SHARE f t i n e

# Choosing AI's impact on the Future of Work

Rapid advances in AI threaten to eliminate many jobs, but there are still two distinct paths this AI revolution could take.

CITE SHARE COMMENT PRINT ORDER REPRINTS

By Daron Acemoglu & Simon Johnson | Oct. 25, 2023



# ChatGPT violated European privacy laws, Italy tells chatbot maker OpenAI

Italian regulators say they informed OpenAI that its ChatGPT artificial intelligence chatbot violated European Union's stringent data privacy rules.

Updated 12:26 PM GMT+1, January 30, 2024

**Mistrust to blame for AI organization's study finds**  
GenAI raises concerns about data privacy, Cisco researchers report



This Will Change How You Use ChatGPT Forever!

# Here's how ChatGPT maker OpenAI plans to deter election misinformation in 2024

Updated 12:26 AM GMT+1, January 17, 2024

# How fast did AI move recently?

A prompt  
“high quality  
photography of a  
young Japanese  
woman smiling,  
backlighting,  
natural pale light,  
film camera, by  
Rinko Kawauchi,  
HDR”



But what about ERPs?

ERP stores data

<->

AI needs data

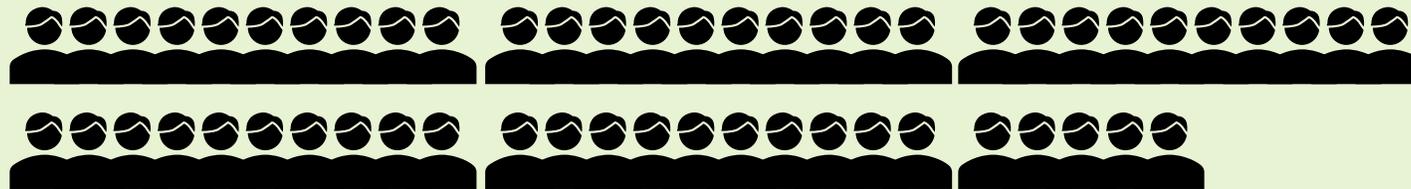
ERP + AI = Superhero

# Flokk

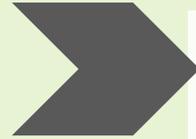


7 – 10.000 dealers  
across Asia, Americas and Europe

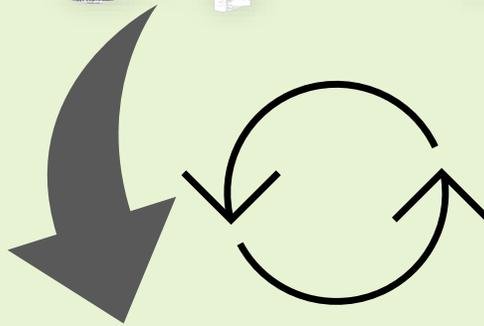
Products have many configurations. Mistakes in orders result from outdated configurations or manual input errors.



FLOKK's customer service has about 55 FTE order managers.



≈300.000 order lines per year  
75.000 orders with 3-4 order lines per order



Flokk's customer service checks orders manually for configuration errors, and there may be 3-4 iterations with the dealer/customer before confirmation.

- ✗ No standard language
- ✗ No standard layout
- ✗ No standard file format

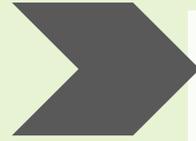


# Flokk



7 – 10.000 dealers  
across Asia, Americas and Europe

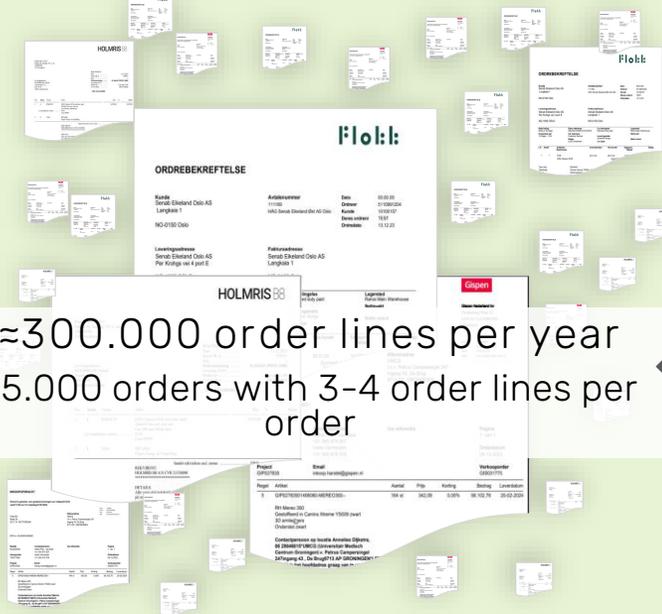
# nordlys



≈300.000 order lines per year  
75.000 orders with 3-4 order lines per order



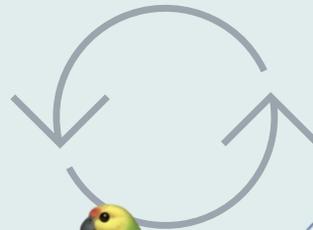
- ✗ No standard language
- ✗ No standard layout
- ✗ No standard file format



## Use AI to automate this entire process

Products have many configurations. Mistakes in orders result from outdated configurations or manual input errors.

Flokk's customer service checks orders manually for configuration errors, and there may be 3-4 iterations with the dealer/customer before confirmation.



# AIGONIX

# LangChain



FLOKK's customer service has about 55 FTE order managers.

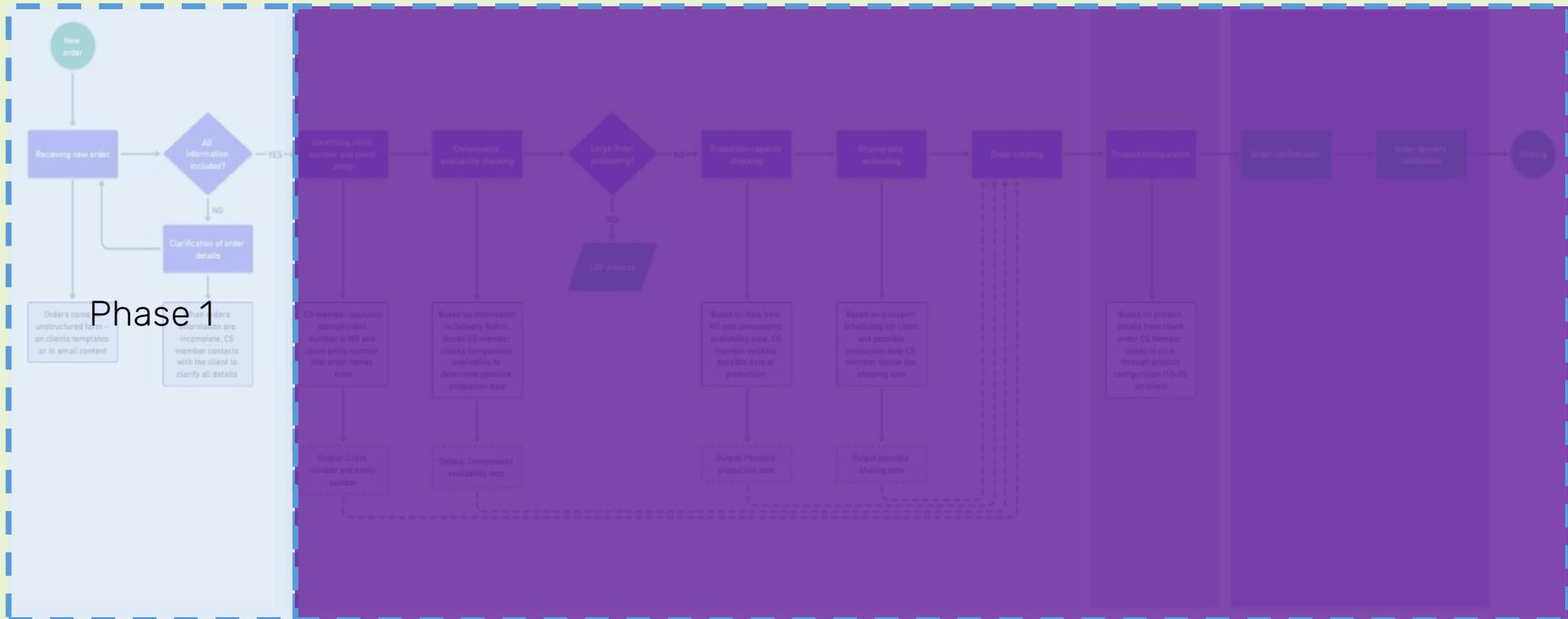
# aws

When order is checked, verified and confirmed it is manually entered into M3



# infor M3

# Just the beginning





**DEMO TIME**

# Upcoming Webinar

INFOTEAM  
JOBBSMARTERE

NYHETER   AKTIVITETER   NETTVERKSGRUPPER   PÅVIRKE OG UTVIKLE   OM INFOTEAM   **BLI MEDLEM**

## Hvordan skape konkurransefortrinn med effektiv og innovativ utnyttelse av dine M3-data?

Infoteam informerer her om at Embriq tilbyr dette webinar i samarbeid med Aigionix og Appfarm. Her får du en gjennomgang av hvordan du kan skape konkurransefortrinn ved å utnytte verdifulle data fra ERP-systemet i kombinasjon med composable forretningsapplikasjoner og lavkodeverktøy på en kostnadseffektiv måte. Webinaret tar utgangspunkt i aktuelle usecases fra FLOKK og NorSea Group.

**Dato: 14. februar 2024**  
**Tid: 11:00 – 11:45**

[Les mer og meld deg på webinar.](#)

Info-team er den norske brukerforeningen for brukere av Infors produkter med fokus på M3. Foreningen har eksistert i Norge siden 1986, og har som mål å være bindeledd mellom brukerne og Infors og Infors partnere.

### Siste Nyheter M3

**Same same but different**  
24/05/2023 BY INFOTEAM

**Brunvoll mot Cloud Ready**  
14/04/2023 BY INFOTEAM

**I fremste rekke med mobilbruk i Tysedal**  
07/02/2023 BY INFOTEAM

### Siste Nyheter LN

**Mustad snuser på skyen**  
24/11/2023 BY INFOTEAM

**Brunvoll mot Cloud Ready**  
14/04/2023 BY INFOTEAM

**Infoteam familien blir større**  
19/12/2019 BY INFOTEAM

*How to create a competitive advantage with your ERP data.*



Tyler Olderskog  
Digital & Improvement  
Manager NorSea Group

*Date: 14. February*

*Time: 11:00 – 11:45*

[Sign up through infoteam.no](https://infoteam.no)

# Thank You! Let's stay in touch!



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