

ITALIAN ENGINEERING GROUP BONFIGLIOLI UNLOCKS DATA-DRIVEN MANUFACTURING WITH SNOWFLAKE

MANUFACTURING



COMPANY Bonfiglioli
LOCATION Bologna, Italy

SNOWFLAKE WORKLOADS USED



Bonfiglioli is a multinational Italian engineering group that designs, manufactures, and distributes a complete range of gear motors, drive systems, planetary gearboxes, and inverters for sectors such as industrial automation, robotics, mobile machinery, and renewable energy all over the world. Established in 1956, Bonfiglioli operates in 20 countries and 13 production facilities, with over 3,800 employees and a global network of more than 500 distributors.

STORY HIGHLIGHTS:

Greater stability and reliability

Bonfiglioli BI users experience faster data loading and extraction times, with near-zero time lags, and consistent stability and performance even during peak data access periods.

Near real-time data dashboards

Snowflake freed data managers to spend more time on data analysis and enabled them to create a mobile-based business data dashboard that has changed the way senior management teams make decisions.

Foundation to create future lines of business

Migration to Snowflake enables the next stage of Bonfiglioli's roadmap for unlocking Snowflake's full potential—leveraging IoT data in the manufacturing process.

CHALLENGE:

Poor performance with concurrent access to data

Bonfiglioli's legacy on-premises data warehouse could not support the sheer volumes of business data being accessed concurrently, and often at peak times, including data feeding over 2,000 reports related to turnover, budgets, business operations, manufacturing supplies and output, and more. Its legacy solution had unpredictable load and extraction times that were compounded during peak periods. "We even had cases of lags where staff loaded data and clicked on the button to launch a report, went off for a coffee break, came back, and the report still hadn't been launched," said Gabriele Zennaro, Bonfiglioli's Corporate IT Manager.

The manufacturing company was also looking for a solution that could enable self-service data access. With a growing volume of factory floor and IoT data, Bonfiglioli wanted to undergo a digital transformation that would empower departments to build their own reports and dashboards to make data-driven decisions. The company also had ambitions of creating new lines of business based on manufacturing data.

“ Thanks to partners SDG, we have been able to migrate successfully to the Snowflake Data Cloud. And because Snowflake is cloud agnostic, we are 100% confident to maximize the best tools the public clouds have to offer.”

—GABRIELE ZENNARO, Corporate IT Manager, Bonfiglioli

40%

Improvement in data loading time

25%

Improvement in data extraction time

2000+

Number of BI reports produced with near-zero time lags

SOLUTION:

Leadership's trust in Snowflake's proven value

Bonfiglioli's partner SDG introduced Snowflake as a solution. After a successful POC of using Snowflake Data Cloud on Azure, loading times improved by 40%, data extraction times by 25%, and performance and stability, even at peak times, were no longer beset by time lags, with reports in near real time. With negligible downtime on existing data management processes and clear evidence that Snowflake would easily support Bonfiglioli's roadmap for opening up the power of the cloud to the business, the group's management board was fully convinced to approve a complete migration of all the enterprise's business data sets to the Snowflake platform.

Snowflake's multi-cloud capability was also a key driving factor for Bonfiglioli to avoid vendor lock-in and leverage the best from each cloud storage solution.

RESULTS:

From slide decks to mobile executive dashboards

With Snowflake, "Business teams now have more time to focus on data analytics and optimize the data management process," said Zennaro.

A best-in-class example of this has been the creation of a dashboard on a mobile app so that the group's senior management and board of directors can receive near real-time reports on their cell phones whenever and wherever they need them. Before, business data was packaged in presentations and sent via email to senior management once a week. If directors wanted insights from specific data sets, they had to ask the relevant department. This created a labor-intensive and time-consuming process for all stakeholders involved.

Now senior managers and the board of directors can instantly access processed data on their smartphones, with dashboards showing vital business figures that are kept constantly up to date and enabling them to make on-the-spot, data-driven decisions.

“ They can now access up-to-date information directly on their phones on a daily basis. Switching to Snowflake has significantly changed the way the leadership team obtains insights into the running of the business and as a consequence, potentially enables faster decision-making processes.”

—GABRIELE ZENNARO, Corporate IT Manager, Bonfiglioli

Data-driven manufacturing as the new standard

Manufacturing has an increasing amount of data from the factory floor. IoT data is being ingested and becoming more and more relevant to daily business operations. "When I joined the company, most data sets originated from SAP data," said Zennaro. Bonfiglioli has a long-term roadmap to start integrating sensors into the products they produce, and by taking advantage of the data, they plan to eventually create new lines of business that will be highly valuable to customers, for example, predicting when maintenance should occur or alerting customers to replace damaged components before they fail.

“ The future of manufacturing is to have connected devices generating valuable data. Snowflake is key to enabling that vision.”

—GABRIELE ZENNARO, Corporate IT Manager, Bonfiglioli

FUTURE:

Unlocking the full potential of data in manufacturing

Equally important is enabling self-service data access. Snowflake will allow all Bonfiglioli departments to seamlessly request new data reports for their consumption.

Combining the strategy of self-service with the IoT component of the business will be key to Bonfiglioli's plan to create a new service-based business model where clients will be able to access dashboards with data on products for predictive maintenance, among other products. "This is an exciting time for us because we get to innovate and ask big-picture questions. And we know Snowflake is the right technology to support our ambitions," said Zennaro.

ABOUT SNOWFLAKE

Snowflake delivers the Data Cloud—a global network where thousands of organizations mobilize data with near-unlimited scale, concurrency, and performance. Inside the Data Cloud, organizations unite their siloed data, easily discover and securely share governed data, and execute diverse analytic workloads. Wherever data or users live, Snowflake delivers a single and seamless experience across multiple public clouds. Join Snowflake customers, partners, and data providers already taking their businesses to new frontiers in the Data Cloud. [snowflake.com](https://www.snowflake.com)