# Andrea Guaccio

**AI SOLUTIONS LEAD · SENIOR BUSINESS CONSULTANT, ERP & OPERATIONS**

Cell: +39 3280920830 | Email: guaccio2209@gmail.com | Web: andreaguaccio.com
Address: Fidenza (PR), Italy

## PROFESSIONAL SUMMARY

AI Solutions Lead and Senior Business Consultant with 14+ years in ERP and operations, 8 of them on Infor LN. I design how sales, procurement, warehouse and manufacturing flows run in the ERP, and how automation and AI run on top of them.

Specialized in Infor LN implementations (WMS, MES integration, Quality, MRP), data migration and ERP change management. AI implementation referent at Partners 2 Innovate: together with the Innovation Team I assess and design every client AI request, building on the Infor platform (ION, Data Lake, Infor OS, Velocity Suite) and reusing proven assets before custom builds. Certified in Infor Velocity Suite: Automation Builder - Intermediate.

Author of 80+ articles on ERP, operations and enterprise AI on LinkedIn and Substack, focused on pragmatic, ROI-driven adoption.

## PROFESSIONAL SKILLS

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| **ERP & Supply Chain:** | Infor LN ERP, WMS & MES Systems, Zucchetti ERP, NTS Informatica, Vertical Warehouse Integration, Supply Chain Mapping |
| **Infor Platform & Automation:** | Infor OS & ION, Infor Data Lake, Infor Velocity Suite Automation Builder (RPA), Infor OS Widgets (Dynamic Query) |
| **AI & Agentic Engineering:** | Agentic Workflows & Skill Engineering, Multi-Agent Orchestration, RAG & GraphRAG, Custom MCP Servers, Prompt & Guardrails Design |
| **Technical & Data:** | SQL & MS SQL Server, Business Intelligence (BI) Tools, AI & GenAI Readiness, Data Migration |
| **Methodologies & Management:** | ERP Change Management, Agile & Scrum (MoSCoW), Process Optimization, Lean Manufacturing, Stakeholder Management |
| **LANGUAGES:** | English (C2 Proficient), Italian (Native) |

## PROFESSIONAL EXPERIENCE

### Partners 2 Innovate BV

*2023 - Present*

**AI SOLUTIONS LEAD, SENIOR BUSINESS CONSULTANT & TEAM LEAD**

- Lead Infor LN ERP, Change Management, and AI readiness for multi-national clients, migrating legacy platforms, and managing vertical WMS/MES integrations.
- AI implementation referent: assess, qualify and design every client AI request with the p2-i Innovation Team, reusing existing assets before building custom solutions.
- Designed the use cases and automation pipeline on Infor Velocity Suite (RPA, IDP) for logistics receipts in Infor LN, matching accompanying documents such as packing slips and conformance reports against inbound receipts.
- Co-designed the p2-i Widgets for Infor OS (Dynamic Query on Data Lake, in-context widgets) and presented them in a 4-part YouTube webinar series.
- Designed agentic workflows and GraphRAG retrieval with custom Model Context Protocol (MCP) servers, connecting agents to ERP knowledge and automating consulting deliverables.
- Drive shop floor process optimization and Lean initiatives, reducing inventory flow bottlenecks by 50% and streamlining the order-to-cash cycle.
- Direct a team of functional consultants, establishing operational KPIs and achieving 100% completion in corporate certification and training programs.
- Integrate advanced vertical warehouses with the core ERP, with go-lives completed without production stops, and manage stakeholders to drive user adoption.

**2WS Srl** *2020 - 2023*

**SENIOR LOGISTIC CONSULTANT**

- Delivered full-lifecycle Infor LN ERP implementations, managing operational analysis across Sales, Procurement, MRP, and Warehousing flows.
- Optimized warehouse processes (receipts, cross-docking, kanban), improving inventory accuracy by up to 80% across multiple client sites.
- Streamlined Quality Management configurations, optimizing inspection (AQL) and quarantine flows to reduce resolution times.
- Managed product master data and order execution, overseeing thousands of active BOMs and production orders with automated material backflushing.

**Lutech CDM SpA** *2018 - 2020*

**SENIOR LOGISTIC CONSULTANT**

- Analyzed supply chain processes for manufacturing enterprises, designing functional corrections that increased operational throughput.
- Led multiple integrations of WMS and MES systems with Infor LN ERP, establishing automated data flows and eliminating 70% of manual entry.
- Consulted on logistics workflows for 10+ clients, aligning operational processes with standard ERP best practices to minimize custom coding.

**Cp Software SpA & Effedi Srl** *2013 - 2018*

**BUSINESS ANALYST & ERP CONSULTANT**

- Delivered application consulting and project management for +20 Zucchetti (Ad Hoc Revolution) and NTS Informatica ERP client installations.
- Trained key users on accounting, purchasing, inventory, and production, and increasing the user adoption rate across sites.
- Implemented vertical WMS and MES integrations, bridging production planning with real-time shop floor execution.
- Partnered with IT departments to define requirements for custom applications, improving Business Intelligence reporting speed.

## EDUCATION

**High School Diploma in Information Technology** *Parma, Italy*

I.T.C. Bodoni Institute

## COURSES & CERTIFICATIONS

- Infor Velocity Suite: Automation Builder - Intermediate | Infor
- IBM AI Product Manager | Coursera
- Professional Scrum Master I (PSM I) | Scrum.org
- EF SET English Certificate (C2 Proficient)
- SQL & Microsoft SQL Server (Effedi Srl)
- Nonverbal Communication (Cp Software SpA)
- Innovation Management (Coursera - Rotterdam University)
- Managing Big Data with MySQL (Coursera - Duke University)
- The Importance of Listening (Coursera - Northwestern University)
- Irrational Behavior (Coursera - Northwestern University)