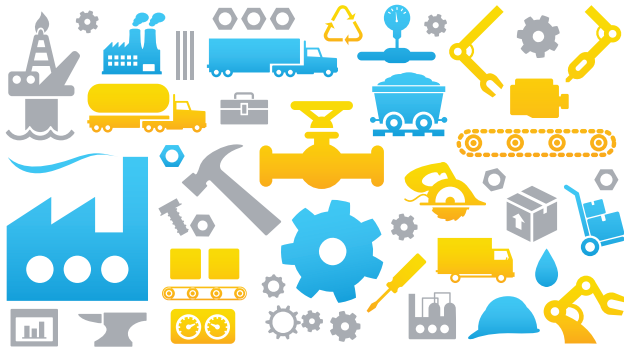




Infor Industrial Manufacturing



“Infor has enabled us to increase our inventory accuracy from 60% to 99.9%. We’ve reduced our scrap rate by 90%.”

**—Kevin Powell, US Controller,
Meridian Bioscience**

Engineered for speed.

Manufacturers know how hard it is to find simple solutions. Rising energy, transportation, and raw material costs combined with reduced consumer discretionary spending underscore the need for efficiency. Yet implementing operational discipline is a complex undertaking, requiring companies to improve margins and increase perfect order rates against global competition. Pressure from shareholders, condensed product lifecycles, gaps in the workflow, and redundancies add to the challenge. Over the coming years, such complexities are only expected to rise.

Infor™ Industrial Manufacturing is a purpose-built solution suite that manages the complete manufacturing operation, from financials and scheduling to shop floor management, quality control, and analytics. By reducing the need to compromise on functionality or perform extensive custom coding, Infor Industrial Manufacturing lets you drive efficiency, manage your cost position, focus on customer expectations, and accelerate growth.

The Infor Industrial Manufacturing suite delivers a purpose-built solution featuring manufacturing best practices across ten verticals, including: metal fabrication; plastics fabrication; paper and pulp; primary metals; furniture and fixtures; medical devices; consumer packaged goods; lumber and wood; stone, clay, glass, and concrete; and printing, publishing, and packaging.

Built to specification.

You can't meet the particular needs of manufacturing companies by using generic software. At Infor, we understand that your requirements as an industrial manufacturer are unique, so, we've created software that's tailored to your needs. Businesses are not all equal. We believe that one size fits one.

Infor Industrial Manufacturing's comprehensive solution suite has your requirements built-in. The key capabilities required to support your operations are not just bolted onto a core solution. This approach allows for faster deployments. You get up and running more quickly, with fewer disruptions to your business.

The suite's "out-of-the-box" capabilities provide visibility across the global supply chain, and system-wide transparency for all key stakeholders—from suppliers to customers. Providing one integrated end-to-end solution, Infor Industrial Manufacturing supports multiple manufacturing strategies, including Engineer to Order, Configure to Order, Make to Stock, and more, ensuring process efficiency, accurate costing, and improved profitability.

Plus, Infor is committed to preserving the value of your technology investment over the long haul, enabling you to capitalize on our own aggressive investment strategy of continuous innovation—

taking the best of new technologies and making them part of our core applications.

Focused on your success.

Leading manufacturers across the globe have capitalized on Infor's deep domain expertise developed over 30 years interacting with thousands of firms—large and small, discrete and process, and based in more than 90 countries.

Some of our customers:

- Mohawk Fine Papers
- Herman Miller
- Brentwood Industries
- Brookfield Engineering
- Gloucester Engineering
- Duramax Marine
- 3Form
- Curtiss-Wright
- Governair
- Graphicast

Specialized by industry.

Infor Industrial Manufacturing delivers the tools required to grow top-line sales, increase profitability, and be fast and nimble.

Customer Management. Manufacturers require a 360° view of customers to manage the entire sales process, from customer lead origination and sales opportunity tracking through converting prospects to customers and placing orders. Infor delivers productivity gains by streamlining processes, decreasing the cost of sales and cost to serve, and ultimately, increasing revenue.

Sales and Order Management. Manufacturing customers are more sophisticated, have more information, and more options than ever. You have to provide quick, accurate quotes with product configurations and delivery options to win new and keep existing customers. Infor delivers customer satisfaction by supporting accurate order fulfillment and optimal order-cash cycle times.

Planning and Scheduling. Reaching manufacturing goals requires forecasting customer demand and synchronizing the flow of material and capacity in order to meet due

Infor Industrial Manufacturing allows you to:

- Manage operations in an integrated, closed loop system.
- Enable complete visibility, unified communication.
- Accommodate future growth and complexity.
- Quickly attain improvement—fast, easy implementation.
- Streamline operations to maximize productivity, savings.
- Increase accuracy, timeliness, customer satisfaction.

dates. Infor provides seamless advanced planning and scheduling capabilities to increase on-time performance and throughput while reducing inventory and operating costs.

Supply Chain Management. Get a holistic, global view of capacity and demand with out-of-the-box solution capabilities. Improve system flexibility and agility so you can react to changing requirements, move operations to new countries, run with less cost and waste overall, and be positioned to take on new business more quickly, and with greater confidence.

Financial Management. Manufacturers today require everything from a single general ledger to multi-national and global operations, as well as visibility into the financial state of operations. Infor delivers the accounting solutions you require to meet the regulations of today and tomorrow—SOX, IFRS, or others.

Product Lifecycle Management. New product introductions are critical. Equally important is managing and understanding how product changes impact cost, inventory, production schedules, cycle time, and quality across disciplines, partners, and product lifecycle. Implement new products and engineering changes on time while maintaining high service levels in the areas of quality and delivery. Plus, better manage part obsolescence.

Asset Management. Keep your company's equipment, facilities, and assets in tip-top shape to maximize profits. Cut purchasing costs, inventory levels, and energy costs,

all while helping your workers and operations attain higher productivity. Understand your total cost of operation, energy, and maintenance with the only enterprise asset management (EAM) solution that combines acquisition, installation, maintenance, and energy costs.

Service Management. Increase profits and improve customer loyalty with intelligent scheduling and dispatching tools that lead to higher resolution rates and shorter order-to-cash cycles. A streamlined service process delivers error-free responses to customer inquiries and quick completion of work orders.

A new way of working.

What would it mean if you could not only improve the efficiency of your business processes, but reinvent them? If the time you waste searching for information could be channeled into acting on it? If all your employees could be productive—from anywhere?

Infor Industrial Manufacturing is built on groundbreaking technologies that deliver new levels of usability, connectivity, and insight. Based on the latest advances from both the consumer and enterprise worlds, these technologies change everything you thought you knew about business software.

Organized. Role-based dashboards and powerful personalization tools let you arrange graphs, key metrics, priority alerts, and favorite inquiries on a single screen—giving you one place to go for all the information you need to make better decisions, faster.

Mobile. Infor mobile applications put the power of your Infor solutions on your tablet or smartphone, so you can be productive anytime, from anywhere. Sales managers can view up-to-date information on customer orders and shipments, staying on top of critical information. Production managers can be in one plant, while tracking progress in another. Financial managers can create performance inquiries on the fly.

Confident. Alerts and pre-defined workflows automatically deliver critical, role-based information to you, when you need it. Act faster, with early notification of late deliveries, missed shipments, and quality failures, so you can be more proactive with your suppliers, customers, and production.

Connected. With warehouse inventory in one system, work orders in another, and maintenance records in yet a third, it can be almost impossible to get a complete picture

"Five minutes after an event on the shop floor, we're able to make decisions based on the data."

**—Kenneth Kemp, IT Manager,
Brentwood Industries**

of your business. Infor's ION technology simplifies connectivity between your existing applications, both Infor and non-Infor. You get seamless integration and a unified user experience across all of your systems.

Reliable. Infor Industrial Manufacturing provides a single, reliable source for all your reports—even when information is drawn from multiple systems across your business. Out-of-the-box, you'll benefit from powerful role-based reports and industry-specific business intelligence derived from our 30+ years in the manufacturing industry.

Social. Transform the way your company works. With our social collaboration capabilities, you can work together on the same project or document in real-time. Service engineers can gain knowledge from co-workers to solve a customer issue. Finance managers can work on the same budget application simultaneously, without emailing different versions to each other. Everyone in your organization will be able to work in communities of shared interests, collaborate more effectively, improve processes, act faster, be more productive, and get better results.

Accelerate and achieve.

More than 7,000 leading manufacturers rely on Infor Industrial Manufacturing to drive efficiency and profitable growth. With this solution in place, you can increase your company's agility and build a lean supply chain that operates smoothly no matter how complex or geographically dispersed.

- Save resources, eliminate waste, increase profitability.
- Improve visibility and communication across your company.
- Optimize supply chain and management of outsourced operations.
- Accelerate innovation and implement organization processes that will enable consistent, high-level performance.

As you automate and streamline business processes on a cross-site and cross-country basis at every phase of the product development cycle, you'll also be able to go to market more quickly. By creating a collaborative environment, you'll reduce operating costs and improve customer service through integrated sales and operations planning. Infor understands the challenges and goals specific to your industry. And we've built that expertise into Infor10 Industrial Manufacturing. So you get results—fast.

Infor in action.

Our solution can help you solve your most pressing challenges. Take a look at some of our success stories.

Growing stronger.

A leading supplier for manufacturing customers in transportation, agricultural, battery, medical, lawn and garden, construction, and electronics industries experienced a 45% rate of growth over six years. They needed to support this rapid growth while keeping margins strong and improving visibility into their diverse operations. By implementing Infor Industrial Manufacturing, the company experienced increased cycle count efficiency, lowered manufacturing labor costs by almost half, attained a 98% on-time delivery rate and within a year were able to recoup the investment made in their upgrade.

Integrating faster.

A market leader in metalwork solutions provides services that include design, manufacturing, finishing and assembly, utilizing world-class technology in metal fabrication, aluminum die casting and precision CNC

machining. They needed to integrate their business under a single set of systems and process that would allow flexibility while providing both an overall view of operations as well as a detailed view into each specific area. After implementing Infor's solution at two sites, they were able to increase fill rates, reporting accuracy and speed, while enabling real-time status updates into any production area. Moreover, by integrating manufacturing functions with financial functions, they reduced financial administration time by 30%.

Optimizing processes.

A producer of proprietary and OEM products supports multiple industries ranging from telecommunications and electronics to furniture manufacturing and transportation. They needed to optimize their overall information flow, with particular attention to data-sensitive processes such as material planning and scheduling. They liked the modular construction of Infor Industrial Manufacturing, which would allow the system to be implemented in multiple phases. With the new solution in place, they were able to double revenues with increased productivity, efficiency and profits—without an increase in staffing. Plus, management was provided an instant view into operations, allowing for more effective decision making.



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About Infor.

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit www.infor.com.

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