Infor Discrete Manufacturing Essentials

➲ Our customers include 8.5% of all industrial equipment and machinery manufacturers (53,000 companies globally), 7 of the top 10 electronics manufacturing services manufacturers, 9 of the top 10 electronics/electrical equipment manufacturers, and more than 650 metal fabrication companies in North America, Europe, and Asia.

Be enterprising.

Whether single plant or multinational enterprise, discrete manufacturing is a balancing act today. The strategic, operational, and financial sides of organizations that make distinct items such as automobiles, appliances, computers, and the like all must support one another as never before—working together to achieve new levels of company valuation, customer satisfaction, growth, innovation, profitability, and reduced costs. Not an easy challenge, especially in the face of pressures like fixed IT budgets, mixed-mode manufacturing environments, and a customer and supplier base that continues to grow more complex and global. Lean manufacturing is critical. So is optimized resource management, now that you're doing more with less. The key is having the right information technology partner to enable your world-class business processes and support your business-specific requirements.

INFOR™
be enterprising

Leverage experience.

At Infor™, our discrete manufacturing professionals—many with more than 25 years of experience in the industry—are helping companies like yours solve tough business challenges. Their expertise is built into Infor Discrete Manufacturing Essentials, a suite of solutions that will help you:

- *Implement lean manufacturing*—Even if you're managing complex operations with warehouse facilities and distribution channels, our integrated solutions will allow you to maximize your people, your inventory, and your equipment.

- *Reduce costs*—Our solutions are helping discrete manufacturers eliminate waste and reduce inventory and labor costs. You do a better job of managing intense price pressures, product competition, and workforce issues, while supporting continuous improvement strategies and compliance objectives.

- *Improve customer satisfaction*—Our solutions enable you to meet orders and schedules at a profitable cost. How? With visibility across all your operations, you're able to build to demand, using a proactive rather than a reactive approach that keeps your plants ticking in sync with your customers' changing requirements.

Get business specific.

Given today's competitive and pricing pressures, there is no room for anything but optimum performance in everything you do. Infor's discrete manufacturing solutions are built to satisfy that objective. Specifically tailored to the unique challenges of the Automotive, Aerospace, High-tech and Electronics, Industrial Equipment and Machinery, and Metal Fabrication industries, they help you implement best practices across your organization, and do it quickly—so that you achieve a low total cost of ownership and a return on investment you don't have to wait for.

We understand the mixed-mode manufacturing and project-based operations that characterize discrete manufacturing, the move toward globalization, and the ever-shortening product development lead times that customers demand today. With Infor Discrete Manufacturing Essentials, we reach beyond core ERP functionality with extended solutions that deliver lean processes to every part of your global enterprise.

Enterprise Resource Planning

At the core of Infor Discrete Manufacturing Essentials are supremely flexible and highly functional ERP solutions that provide a solid foundation for profitability and growth. They support a wide range of manufacturing typologies—including common modes and lean manufacturing through use of just-in-time (JIT) material and assembly control. By harmonizing fragmented systems, our solutions help you overcome barriers to implement, measure, and sustain the world-class processes you need today.

Enterprise Asset Management

The inclusion of powerful enterprise asset management functionality lets you save time and money by optimizing maintenance resources. We know what an impact any downtime can have on your company. Our EAM solutions help you forecast likely failure points and their causes to keep your operations running smoothly. Indeed, your asset management program becomes an integral part of your continuous process improvement strategy.

Customer Relationship Management

Integrated sales and customer relationship management functionality means you can deftly handle quotes, order taking, order tracking, and acknowledgements—even specialized product configuration for individual customers.

Fully integrated EDI is part of our CRM package. You can streamline the order management process by customizing order entry procedures for different items or customers—all with the goal of making customer satisfaction a competitive differentiator for your company.

Supplier Relationship Management
Our SRM solutions enable better management of the supply chain through enhanced visibility between you and your suppliers, greater collaboration and better analytic tools, and support of multiple procurement and replenishment methodologies. You are able to drive excess costs out of your supply chain and improve innovation through more effective supplier collaboration. What's more, our solutions integrate suppliers into the manufacturing planning process to improve production, flow of materials, and manu-facturing flexibility.

Demand Planning
Infor helps you put the customer at the center of your planning processes, so your operational processes are truly demand-driven—pull rather than push, proactive rather than reactive. The end result is that you meet orders and schedules at a profitable cost, with reduced inventories and faster deliveries. Our demand planning solution consolidates multiple planning methods into one application, providing a holistic view of capacity and demand for increased forecasting accuracy even in the face of rapidly changing customer needs.

Transportation and Warehouse Management
Using barcoding and the latest RFID technology, our solutions enable inventory planning and inventory tracking, with serial tracking of high-volume serialized items. We also enable JIT material supply from warehouses, suppliers, and production, including Kanban numbers to trigger multi-company warehouse transfer orders. Integrated freight management tools let you operate your warehouses based on your transportation plan. You save money and improve customer satisfaction by selecting carrier and service levels at the time of order entry—based on anticipated freight costs and lead times.

Performance Management
We offer discrete manufacturers the secure and seamless information analysis you need to track key business metrics, monitor the health of your organization, and make fast, informed decisions that help your company run leaner and more efficiently. You also get scorecards for evaluating

Infor Discrete Manufacturing Essentials is specifically tailored to the unique challenges of the Automotive, Aerospace, High-tech and Electronics, Industrial Equipment and Machinery, and Metal Fabrication industries.

the performance of your partners and their contribution to your profitability. If you need lot tracking (including sources of components), quality, and compliance management tools, our integrated solutions include those capabilities as well.

Financial Management
Our multi-site, multi-currency, fully integrated financial solutions meet global GAAP standards and allow for reconciliation of balance sheets, profit and loss statements, and cash flow figures over different entities. You achieve a reliable, apples-to-apples view of financial performance across the entire enterprise, as well as gain the flexibility to adapt to the demands of acquisitions and global growth in even the most challenging business environment.

Human Capital Management
With integrated workforce management, workforce deployment, and talent management tools, our solutions help you reduce labor costs. You can attract and retain a qualified workforce more easily, access and share vital workforce information safely and securely, adapt workforce processes as your company grows, and enable effective decision-making throughout the recruit-to-retire process.

Product Lifecycle Management
From design to aftermarket services, our PLM solutions help you manage the complete product lifecycle. Detailed product information is easily accessible, so employees from purchasing to production can improve decision-making, and the gap between engineering and other departments is officially closed. You also can transition your aftermarket from a cost center to a profit center, using our comprehensive maintenance, call management, and problem resolution tools.

See results now.

With Infor Discrete Manufacturing Essentials at the heart of your organization, lean processes quickly become a reality, and your value stream map is live, not just "on the wall." Because our solutions are business specific and require little customization, implementation is rapid. You see results from your investment very quickly—results like those already experienced by our customers, including:

- Reduced premium freight costs by as much as 35-65% and eliminated missed shipments
- Reduced internal product approval times by as much as 50% for faster time to market
- Improved financial metrics from 10-30%, eliminated waste, and improved standard cost of production

By increasing their cash flow and company valuation, Infor Discrete Manufacturing Essentials has positioned our customers for sustainable growth. They have achieved a balance between their strategy, their operations, and their financial requirements—integrating world-class processes to keep moving ahead even in the most turbulent times.

About Infor.

Infor delivers business-specific software to enterprising organizations. With experience built in, Infor's solutions enable businesses of all sizes to be more enterprising and adapt to the rapid changes of a global marketplace. With more than 70,000 customers, Infor is changing what businesses expect from an enterprise software provider. For additional information, visit www.infor.com.

Infor Corporate Headquarters
13560 Morris Road
Suite 4100
Alpharetta, Georgia 30004
USA
Direct: +1 (800) 260 2640

Contact your local Infor office regarding availability of products in your region.

be enterprising

www.infor.com