Infor Automotive for Specialty Vehicle Builders

Bring vehicles and configurations to market faster, and respond to customers more quickly and accurately.

Offer more value

There's more to successfully building automotive specialty vehicles than merely working closely with your customers on custom configurations. Not only do you need to get the configurations right, you also need to make sure you price them accurately based on the configurations and options. You also need to be able to efficiently manage your assembly-line process by bringing the right parts together at the right place and at the right time—which includes working closely with your suppliers to make sure you get the necessary materials and components where and when you need them in the right sequence. Additionally, you must ensure that you meet all industry and government safety standards, have early-warning systems in place, and are prepared for the possibility of a recall.

Deploy and adapt quickly

At Infor™, we understand that the automotive specialty vehicle industry isn't like all other industries. We've created a solution suite that's tailored to the specific needs of automotive specialty vehicle companies like yours.

Infor Automotive for Specialty Vehicle Builders includes all the capabilities to manage the automotive specialty vehicle processes built-in—not bolted on. So what does that mean for you? Faster deployments and fewer modifications. You get up and running more quickly, with fewer disruptions to your business. Upgrades are faster, too. So you can quickly adapt your business processes to the rapid changes of the industry.

Meet your unique needs

With more than 25 years of expertise solving the business challenges of automotive specialty vehicle builders, Infor can help you configure and assemble vehicles more quickly and efficiently, better control costs, consistently deliver on time, provide superior service, and retain more customers. With Infor Automotive for Specialty Vehicle Builders, you have a complete, end-to-end solution that serves your needs from initial customer management to configuration to assembly and production to delivery, and all the way through field service and repeat sales. Whether you build only a few vehicles per year or several thousand, Infor Automotive for Specialty Vehicle Builders can meet your unique needs no matter where in the world you do business today or in the future.

Meet customer needs

Infor Automotive for Specialty Vehicle Builders offers the broadest, deepest solution for the automotive specialty vehicle industry. Our integrated suite addresses your most critical business processes providing the tools to:

Optimize engineering. Easily manage new and improved product designs, and efficiently collaborate with your suppliers and customers on designs. You'll have a complete view of costs, margins, and profits, as well as the related capacity across your operations. You'll innovate faster, improve engineering change control, and decrease product lifecycle times. You'll get products to market quicker, reduce product obsolescence, and lower engineering costs.

Accurately cost customizations. Provide accurate customization prices to customers by being able to calculate actual costs based on real-time component costs and manufacturing details.

Quickly respond to changes in demand. Understand demand changes and find solutions to cope with high volatility and customizations. With a complete view of your operations, you can streamline processes, while sales, production, and purchasing can respond to changing demand. Make faster and smarter business decisions using current and accurate data to better manage demand and increase profitability.

React quickly to market changes. Proactively match demand with supply, and align all of your resources to bring better balance to your operation. Better manage your complex assembly lines and line scheduling. You'll be able to support a lean and flexible supply chain so you can react faster to changes in market and customer demand while maintaining profitability.

Create a lean, fast, and responsive supply chain. Allow multiple modes of communication with your suppliers. Proactively direct your supply chain and communicate with your suppliers efficiently for demand, replenishment, quality, and costs so you can quickly capture market share.

Infor Automotive for Specialty Vehicle Builders allows you to:

- Easily manage complex vehicle configurations.
- Reduce time to delivery.
- Increase customer satisfaction.
- Increase customer retention.
- Increase aftermarket sales and service.
- Control costs.
- Better manage supply chain risks.
- Streamline assembly operations.

Improve vehicle assembly. Assemble vehicles faster, more accurately, and at lower costs by maintaining tighter control over inbound order receipts, production planning and sourcing, and scheduling. With Infor Automotive for Specialty Vehicle Builders, you can optimally manage all of your resources, reduce waste, and ensure that you produce on time and within planned costs.

Identify problems proactively. Use powerful analytics to quickly uncover the causes of problems with components, features, and options. Discover causes based on variables such as specific configurations, usage, and regions where vehicles are used. Receive automatic alerts for abnormal warranty claims when set thresholds are exceeded. With access to complete production and sales history, quickly identify affected vehicles and rapidly notify customers when necessary. Use automatic alerts to identify potential recalls and comply with government regulations, such as the US Transportation Recall Enhancement, Accountability, and Document (TREAD) Act.

Improve field service management. Provide error-free responses to customer inquiries and quickly complete work orders with a streamlined service process. Achieve a higher level of performance with intelligent scheduling and dispatching tools that allow higher resolution rates and a shorter order-to-cash cycle to increase profits and improve customer loyalty.

Increase customer retention. Use detailed sales and service data to engage customers on a long-term, ongoing basis. Proactively reach out to customers for service and new sales.

Work smarter

Infor Automotive for Specialty Vehicle Builders is built on groundbreaking technologies that deliver new levels of usability, connectivity, and insight that allow your employees to work the way they think. 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. From sales data to service information, you'll have information when and where you need it. With Infor mobile applications, out of the office doesn't mean out of touch.

Confident. Alerts and predefined workflows deliver critical, role-based information automatically to your desktop or smartphone. 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. Infor's ION technology simplifies connectivity between your existing business applications and processes, both Infor and non-Infor. You get seamless integration and a unified user experience across all your systems.

> Improve customer satisfaction by delivering vehicles more quickly and with more options.

Reliable. Infor Automotive for Specialty Vehicle Builders provides a single, reliable source for all your reports—even when that information is drawn from multiple systems across your business. Out-of-the-box, you'll derive the benefits of powerful, role-based reports and industry-specific business measures derived from our 25+ years in the automotive specialty vehicle industry.

Social. With our social collaboration capabilities, you can transform the way your company works. Imagine being able to work together on the same project or document in real time. From engineering collaboration to problem solving in service, you can take advantage of your entire organization's knowledge. 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.

Meet your evolving needs

Realize value faster with Infor's deployment and support options than with other business systems. Take advantage of deployment options that include cloud, on-premises, and hybrid deployments—so you can choose the option that makes the most sense for your business today, and maintain flexibility wherever your company winds up in the future. Whichever deployment option you choose, you'll have the same industry-specific functionality.

With the Infor implementation methodology, you'll streamline the steps required for a system implementation and get the key functionality you need to get up and running quickly. Benefit from a preconfigured database with predefined parameter settings and template master data such as items, equipment, services, suppliers, and customers. Save both time and money, and take the guesswork out of deploying an enterprise management system.

Use Local.ly, a range of innovative cloud-based apps, for handling local requirements regarding taxes, financial management, statutory and regulatory reporting, and local compliance management. In doing so, you get cloud-based localization on demand, so you don't have to bring those capabilities in-house.

When it comes to support, Infor can do a lot or a little depending on your needs and preferences. Infor Xtreme Support is designed to offer choices that fit your organization's evolving needs. By having options that align with your cost structure and existing in-house expertise, you can select the perfect balance for supporting and maintaining your software.

Meet changing demands

With Infor Automotive for Specialty Vehicle Builders, you'll be able to improve your ability to respond to customer requests and provide higher customer satisfaction that leads to improved top-line revenue and growth. You'll be able to create a lean, fast, responsive supply chain and collaborate quickly with suppliers to reduce costs and increase margins. Make better, faster, and more accurate business decisions, so you can reduce risk while improving operational metrics and meet your business goals.

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.