



# Infor CloudSuite<sup>®</sup>

Distribution



# Infor CloudSuite Distribution

Expanded Presentation

*Specialized by industry.  
Engineered for speed.*

# Did you know?

1,000  
Customers



Innovative, flexible, and scalable to support every aspect of your company's evolution

## Focused Industries



Industrial



Building Material



Electrical



Plumbing



HVAC



JanSan



Medical



Office Supplies  
Paper



Sales Order Management, Financial Management, Sourcing / Procurement, Value Add Services, Pricing / Rebates, Warehouse Management, Inventory Control



Continuous innovation - 14 new certifications this year



Active User Community with many Special Interest Groups



Ace Award winner for exceptional support



**infor**

We build beautiful business applications with last mile functionality and scientific insights for select industries delivered as a cloud service.



# Infor CloudSuite

World's first Industry Suites for the Cloud





# Four Pillars of Infor CloudSuite

## Faster



Speed to deployment



Last mile industry features are pre-built

## Secure



ISO 27001 best practice standards



Application, Network, Physical & Operations Security

## Less Hassle



Continuous innovation and upgrades & patches



DB administration & Monitoring

## Support



Beautiful UIs and easy to use



Infor managed services & support

# Infor CloudSuite Distribution

## Sales Order Management

- Inside / Outside sales
- Counter sales
- Signature capture
- Special orders
- Flexible inventory allocation
- Available to promise
- Product restrictions
- Cores management

## Financial Management

- General Ledger
- Accounts Payable
- Invoices matched to receipt
- Cash flow analysis
- Accounts Receivable
- AR lock box
- Credit card processing
- Financial statement production

## Sourcing / Procurement

- Demand center
- Color coded priorities
- Warehouse transfers
- Truckload planning
- Non Stock / Special buys
- Centralized purchasing
- Overseas Trade
- Vendor managed inventory

## Value Add Services

- Kit Production
- Build on demand kits
- Pre-built kits
- Work orders
- Multi level BOM
- Labor tracking
- Work in process GL

## Technology/ Platform

- Infor Reporting
- Infor Enterprise Search
- Infor ION
  - Integration
  - Workflow
  - Alerts
- Infor Ming.le
- Cloud Multi-tenant deployment

## Pricing / Rebates

- Price optimization
- Contract pricing
- Special group pricing
- Rebates by customer, vendor, price type or product lines
- Vendor product/price data Import tool

## Inventory Control

- Multiple warehouses per company
- Item cross reference
- MSDS/Hazardous Materials
- Serial/Lot Control
- Demand tracking
- Multiple forecasting methods
- Seasonal Items
- Multiple costing methods
- Physical and cycle counts

## Warehouse Management

- Lot/Serial
- Quantity tracking by bin location
- Shipping/Receiving
- System directed put away
- Cross docking
- Damaged goods routing
- Quality control quarantine
- Multi-site / Warehouse transfers
- Counter sales
- Bar Code Scanning

# Soho User Experience

Infor Ming.le Social Business

Infor Enterprise Search

## Distribution Industry Offering

 **Order Management**

 **Sourcing/ Procurement**

 **Pricing**

 **Value Add Services**

 **Warehouse Management**

 **Inventory Control**

 **Rebates**

 **Accounts Receivable**

 **Accounts Payable**

 **General Ledger**

## Technology

**Infor Operational Reporting**

**ION** Integration, Workflow, Alerts,

**Infor Cloud, SaaS**



# Bringing it all together

## Complete distribution solution



CloudSuite

Order Management

Procurement

Warehouse Management

Value Added Services

Pricing/Rebates

Infor ION / IES

Infor Operational Reporting

Training Content



Implementation  
Accelerator

Industry business processes  
pre-configured database & solution

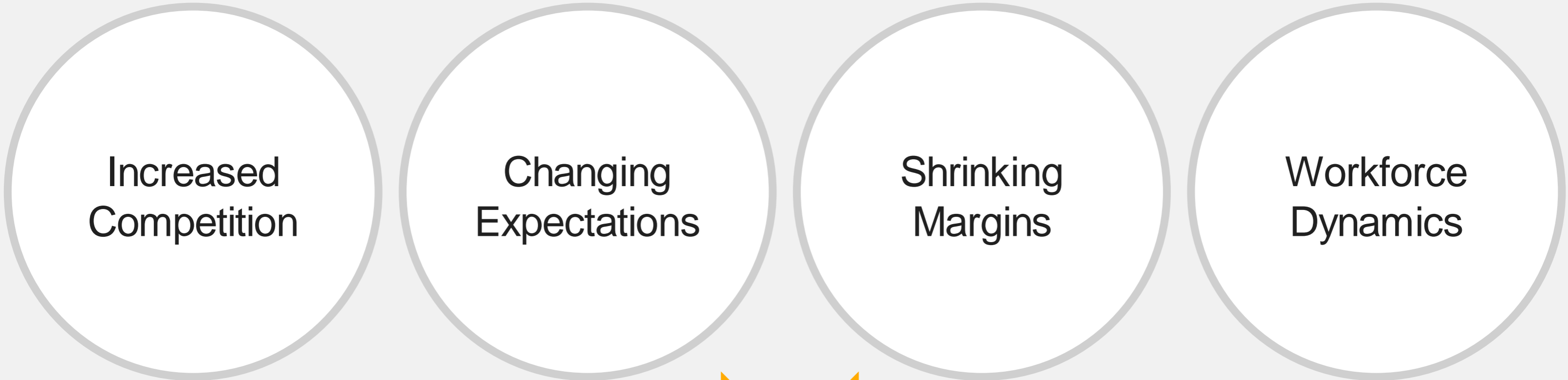


Infor Ming.le™ CE

Comprehensive solution for social  
collaboration, process improvement and  
contextual analytics



# Business challenges we see



Evolving Environment

Internal Pressures



# What if you could?

Differentiate  
with service

Improve  
visibility,  
anticipate  
demand

Increase  
profitability

Recruit and  
retain the  
best



# And you also had?





..and it looked like this?

The screenshot displays the Infor Ming.le dashboard for user Norm Richardson. The interface is organized into several sections:

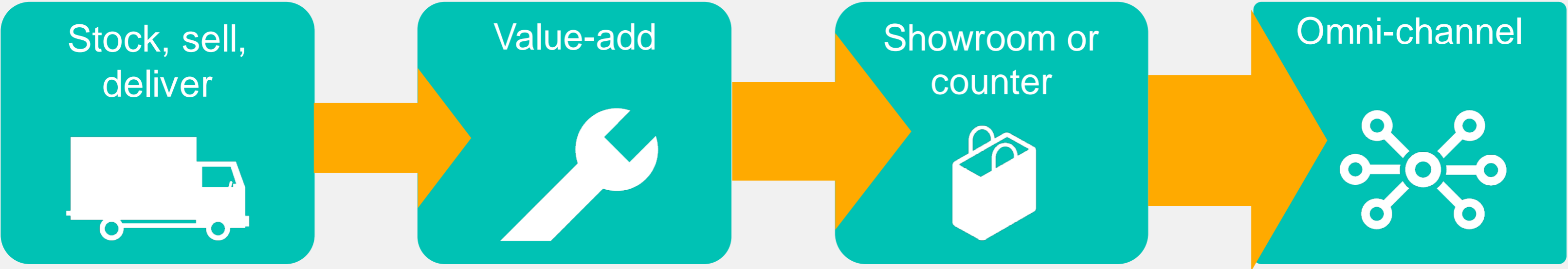
- Alerts:** A list of four alerts with icons for severity and escalation status. The first alert is a "Critical Production Shortfall" for Ford Motor Company, escalated 1x. The second is a "Sales Order" for ACME Auto. The third is a "Published Release Exceeded Net Change tolerance" for SUP562131. The fourth is a "New non-conforming material report" for NCM00010, also escalated 1x.
- Tasks:** A list of four tasks, all marked as completed with checkmarks. The tasks include approving requisitions, reviewing item ordering data, and approving new suppliers.
- Posts:** A feed of three posts from other users, including Angela Wyatt and Jeremy Little, with their respective roles and timestamps.
- Analytics:** Three charts at the bottom: "Alert Distribution by Status" (bar chart), "Task Distribution by Status" (bar chart), and "Trending Social Objects" (line chart showing trends for Customer, Purchase Order, and Sales Order over time).



# Differentiate with service



**Issue:** Increased competition from giant e-tailers and M&A activity has led distributors to offer higher levels of services and customized interaction points



**Infor Difference:** Infor Distribution supports different business models within a single solution

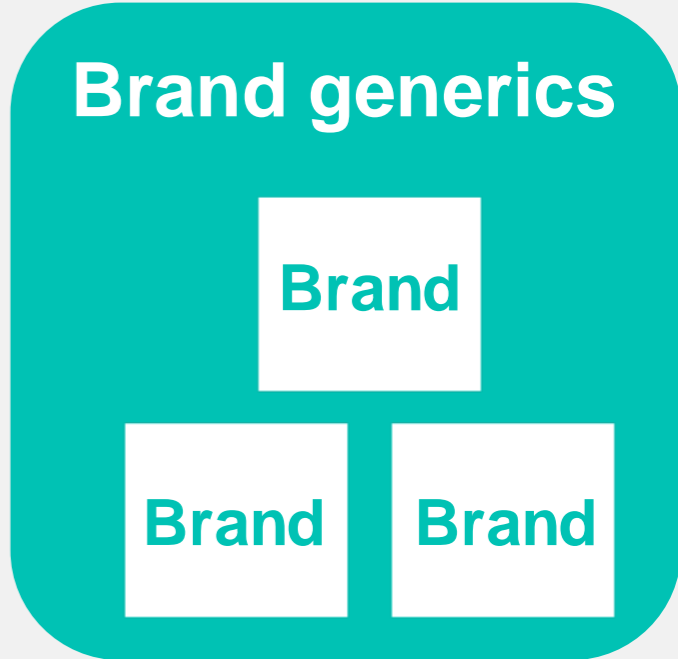
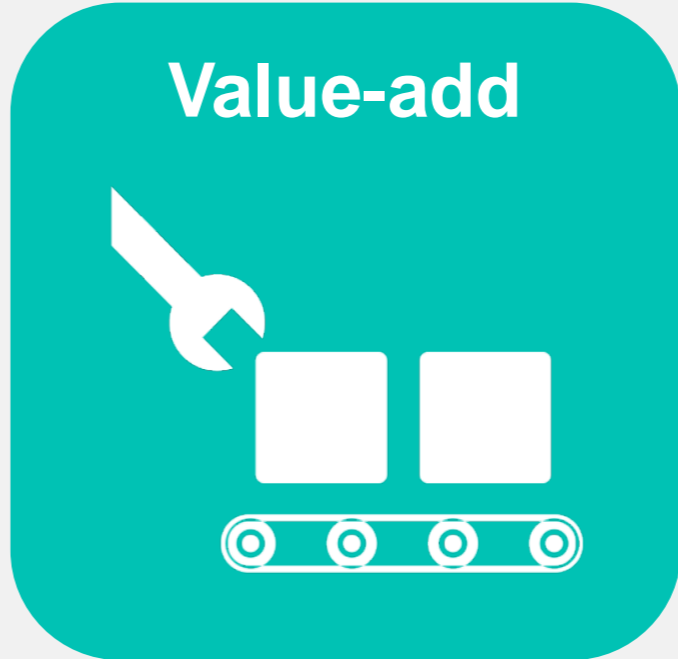




# Differentiate with service



**Issue:** Amazon Supply and Google have removed price & availability as a way to compete. M&A has given fewer players more power.



**Infor Difference:** Infor Distribution supports a variety of ways distributors can extend the value of service to customers to improve satisfaction and gain loyalty.



# Stock and non-stock products



**Issue:** Most ERP systems for distributors do not adequately handle non-stocks



- Infor Difference**
- Common, integrated order flow including drop ships and special orders
  - Rapidly create items 'on the fly'
  - Specific pre-allocation and cross-dock

Increase customer satisfaction & retention by being a one-stop-shop

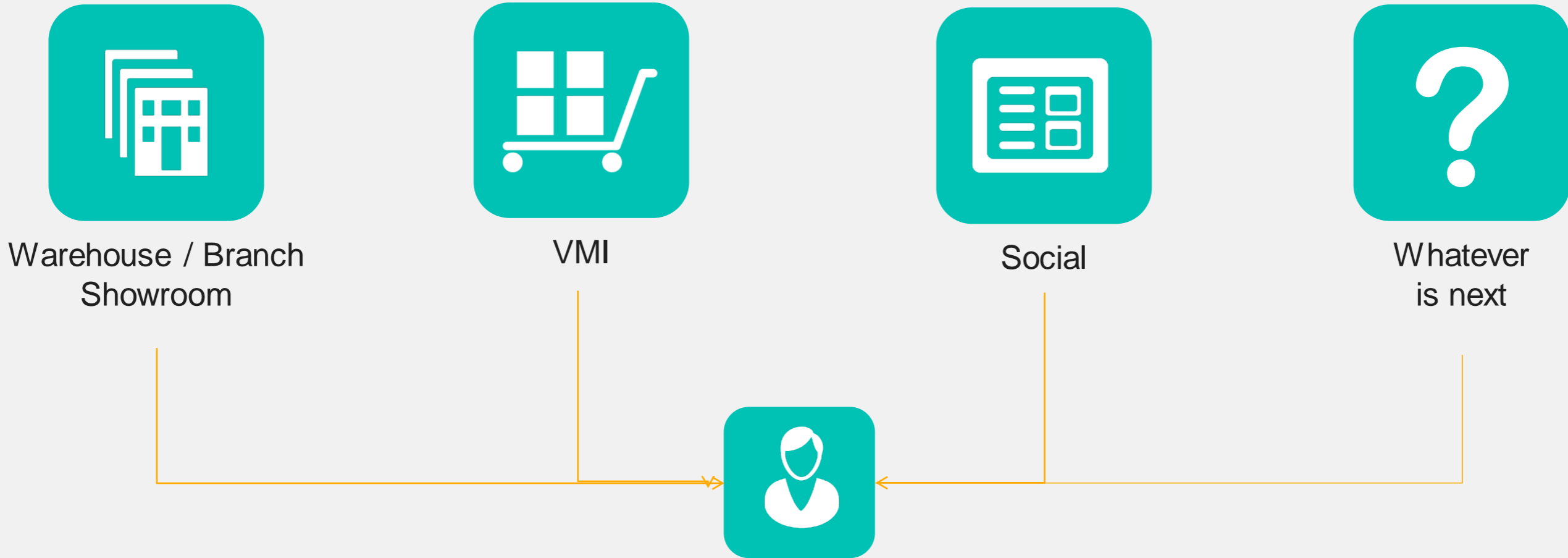




# Omni-channels to market



**Issue:** Consumer buying behaviors are influencing demands for various touch points.



**Infor Difference:** Support however customers prefer to interact with distributors to build stronger relationships.



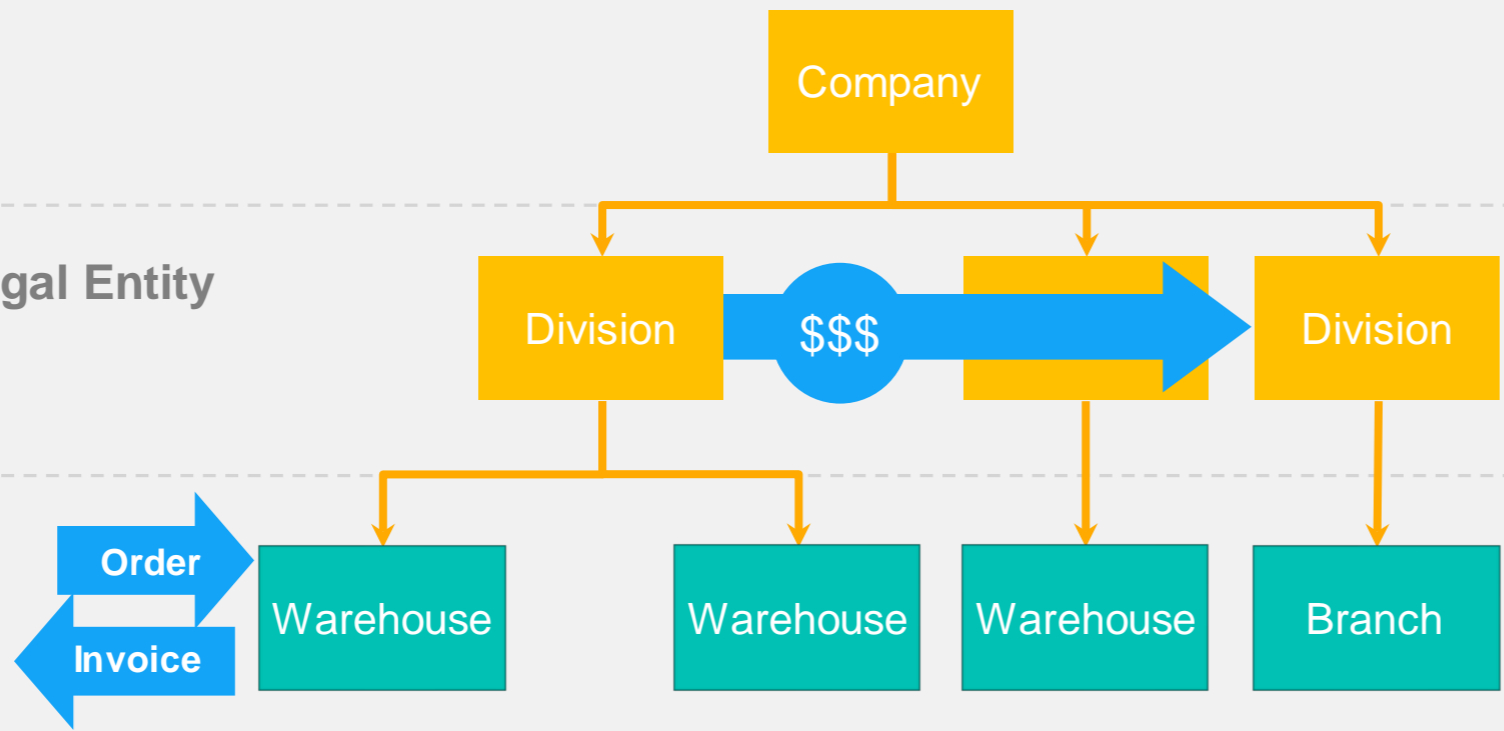
# Inventory visibility



Legal Entity or Parent

Operating Division or Legal Entity  
(Financial Level)  
Legal Entity or Parent

Warehouse or Branch  
(Sales & Cost Level)



## Infor Difference

- Support various organizational structures
- See true available to promise
- Automated transfer pricing and invoicing
- Flexibility in choosing best warehouse for fulfilment

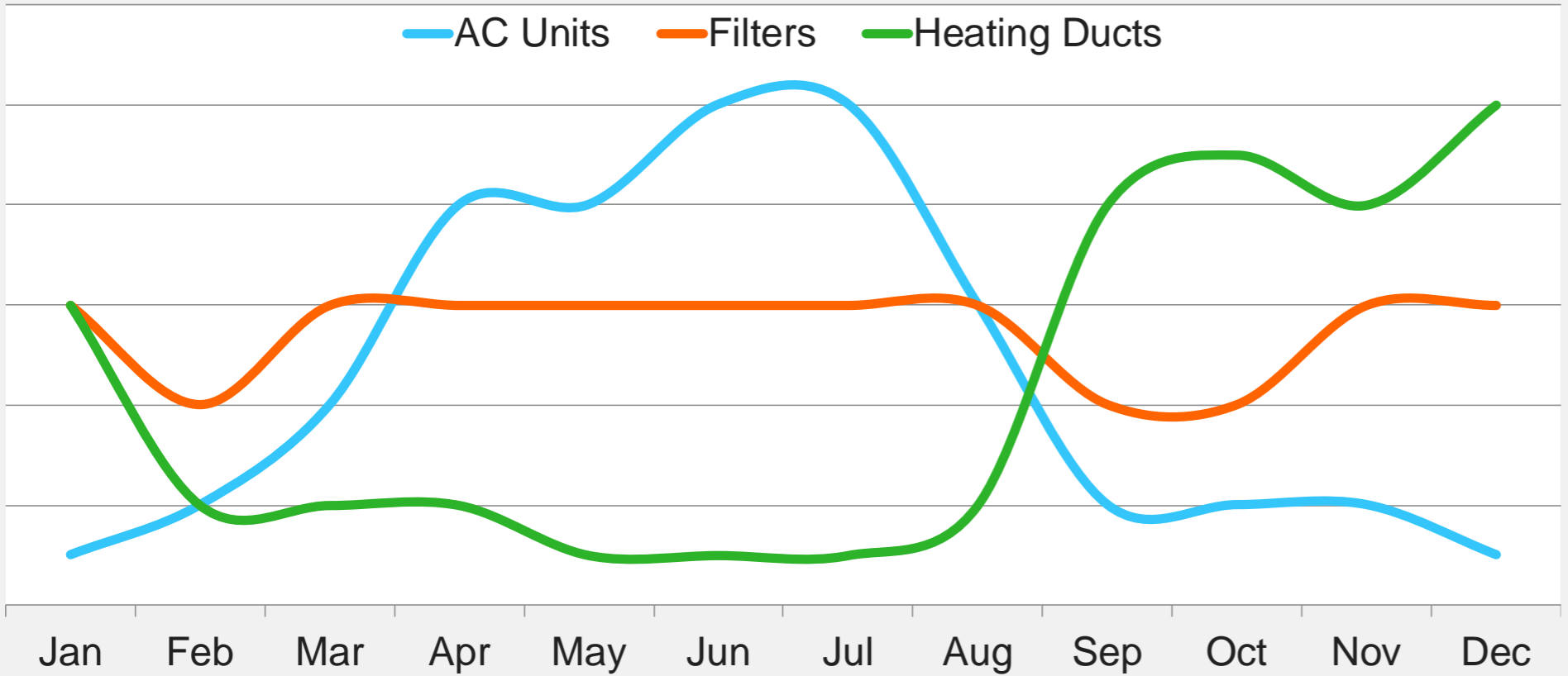
As business models change and service levels increase, the need for visibility grows exponentially



# Seasonal demand visibility



**Issue:** High seasonality defeats conventional ERP planning



### Infor difference

- Inventory Management & Planning optimizes plan over peaks and valleys
- Workflow, alerts and in-context collaboration enable open communication about changes

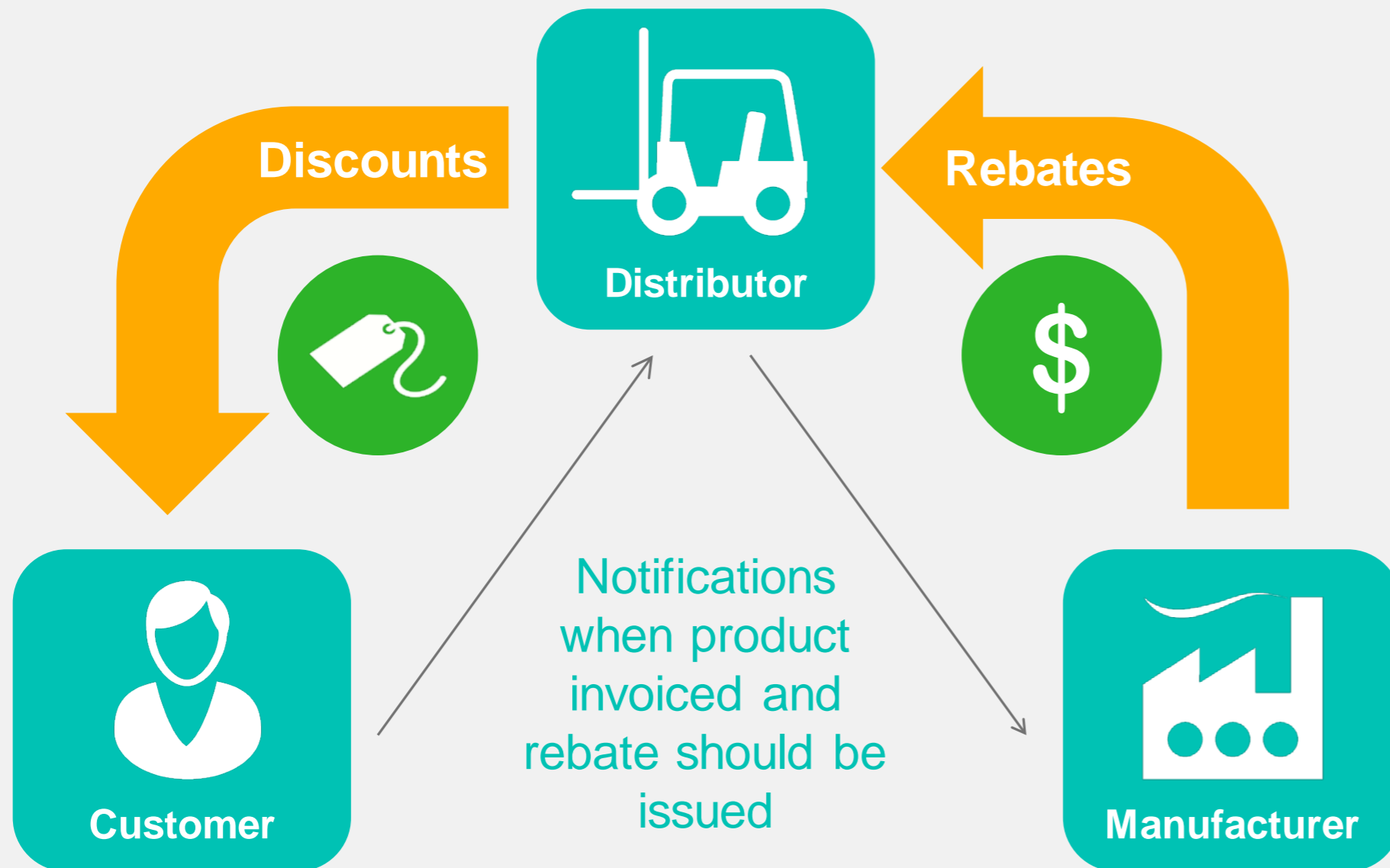
Infor Distribution is designed to handle a wide variety of demand cycles



# Rebate and claims management

Shrinking Margins

**Issue:** Poorly managed rebates and claims cause major margin dilution




## Infor Difference

- Integrated rebate and claims management including Special Pricing Agreements (SPAs)
- Tracking, monitoring and reporting of rebates available
- Alert and workflow processes aid in swift recovery



# Control excess inventory



! Working capital tied up

! Low inventory turns

! High holding costs

! Disaster risk

! Inefficient putaway and picking

! Obsolete/clearance inventory risk

! Confusion and errors

! Filled up putaway Locations/no space

- Infor Difference**
- Buyers Control Center
  - Demand planning
  - Inventory visibility
  - Inventory allocation and valuation

Infor Distribution provides the critical visibility needed to make informed inventory decisions



# Credit risk



**Issue:** Order taking or shipping without a credit check status is a major financial risk

- Entering orders without customer credit check
- Customers run up excessive credit
- Risk of bad debt or late payment
- Should monitor credit up to shipping



- Infor Difference**
- 4 points of checking
  - Time-based and order status rules
  - Can stop order at entry or shipping
  - Cash planning tools
  - Store DUNS info

Better management of your accounts receivable can immediately impact your bottom line.



# Recruit and Retain



**Issue:** With baby boomers retiring, distributors face a potentially large employee turnover and must be prepared for today's workforce.



## Infor Difference

- Modern and intuitive user experience
- Consumer grade navigation, search, and grid functionality
- Engage socially throughout the enterprise

Infor Distribution creates a collaborative environment that engages employees and makes them more productive.



# Reporting



**Issue:** Keeping up on reports is impossible



**Too Many Reports**

**New Demands**

**New Releases**

## Infor difference

- Infor Reporting with Pre-built capabilities
- Do not require modifications with each upgrade or release
- Enterprise Search, Super-grid,

Rapid on-line, real-time decision-making capabilities use information from multiple enterprise solutions





# Total Cost of Ownership



- Infor Difference**
- Technology / Cost
  - Reporting
  - User Experience
  - Upgrades
  - Distribution content
  - One stop shop
  - IT Business Partner



*"When our customers see how Infor works and the type of data and reporting we have at our fingertips, they want to know where they can get this software."*



# Implementation Accelerator



Set of preconfigured, yet flexible, industry solutions based on the latest version of CloudSuite Distribution



Designed by Infor Consulting Services (ICS) to deliver leading industry application processes in a cloud-based technology platform for our customers.



**IA for Distribution provides an implementation solution that:**

**Brings leading industry practices**

**Lowers project risks**

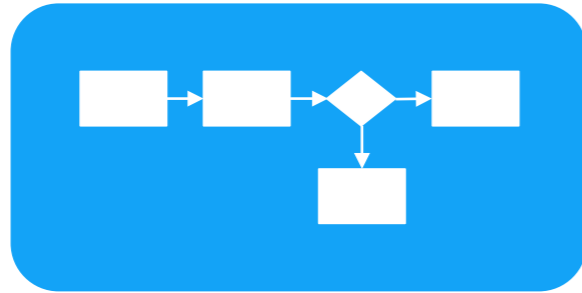
**Reduces total cost of ownership (TCO)**

**Delivers a predictable outcome**



# Implementation Accelerator

## Main assets



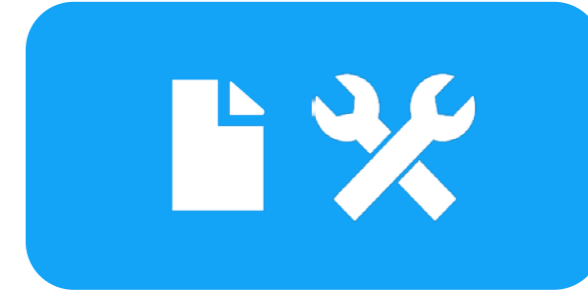
### Business process repository / portal

- Engagement portal that presents all the relevant content in an easy-to-use manner
- Multi-level business processes and process descriptions
- Provides guidance and support from project kick-off to go-live



### Pre-configured application (database)

- The IA includes a set of gold companies to jump-start the project
- Business processes have been tested and validated by Infor Consulting
- Can start testing the business processes with customer data in days



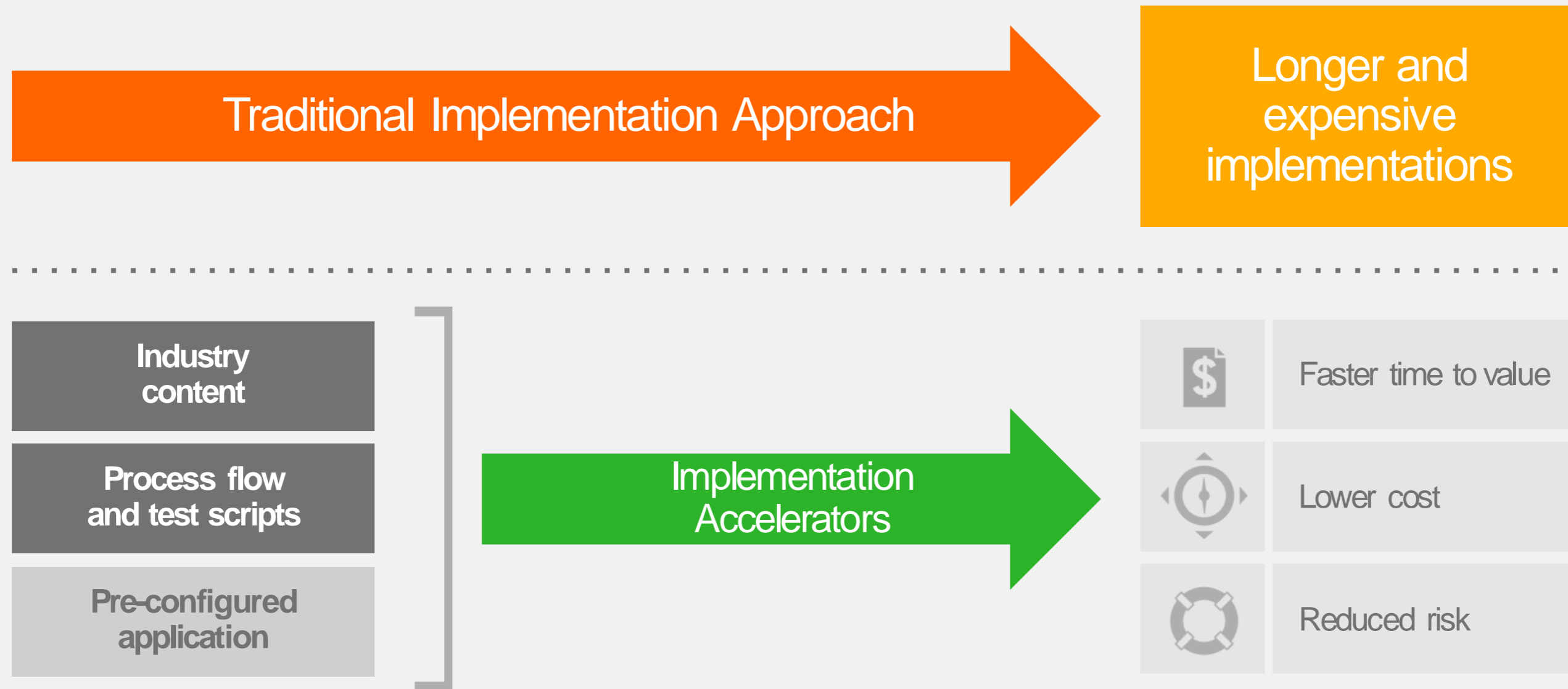
### Tools, Templates & Methodology

- Implementation Methodology to fit rapid rollout
- Data Migration tools to simplify the data conversion process
- Templates to capture data, project issues, and several others are pre-created



Implementation Accelerator tailored to your industry

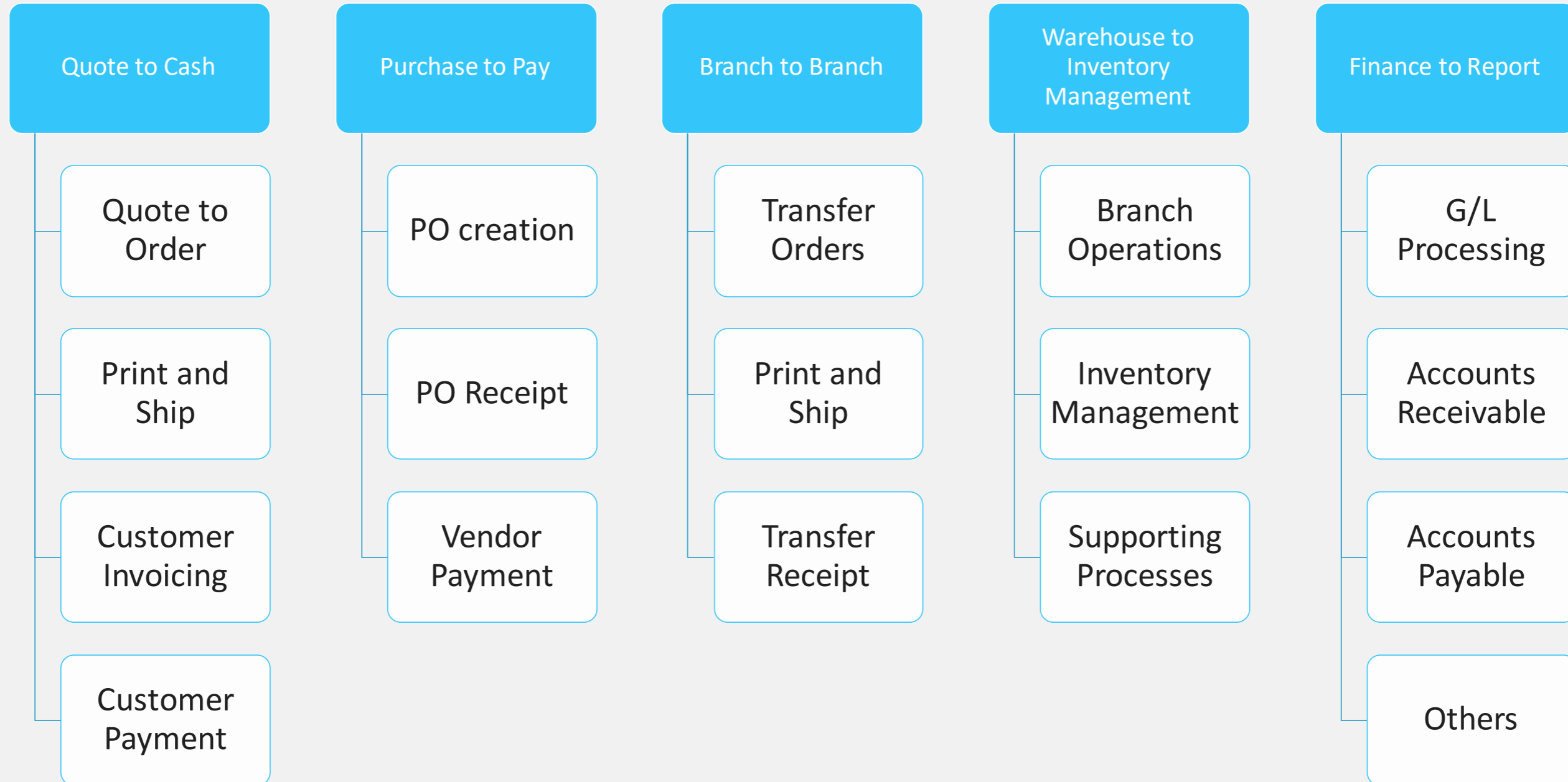
# Reducing the effort and risk





# IA for Infor Distribution

## Business Process Details





# Addressing Key Challenges with Cloud

## Differentiate with Service

- Customize and package products to meet customers needs
- Enterprise search to find products quickly and get counter customers on their way

## Improve Visibility / Anticipate Demand

- See true available to promise
- Flexibility in choosing best WH for fulfilment
- IM&P optimizes plan over peaks and valleys
- Alerts and in-context collaboration enable open communication about changes

## Increase Profitability

- Reduce IT hardware expense
- Add new functionality and users as needed
- Track, monitor and report for speedy rebate processing
- Effectively manage overstocked inventory
- Effectively manage credit risk

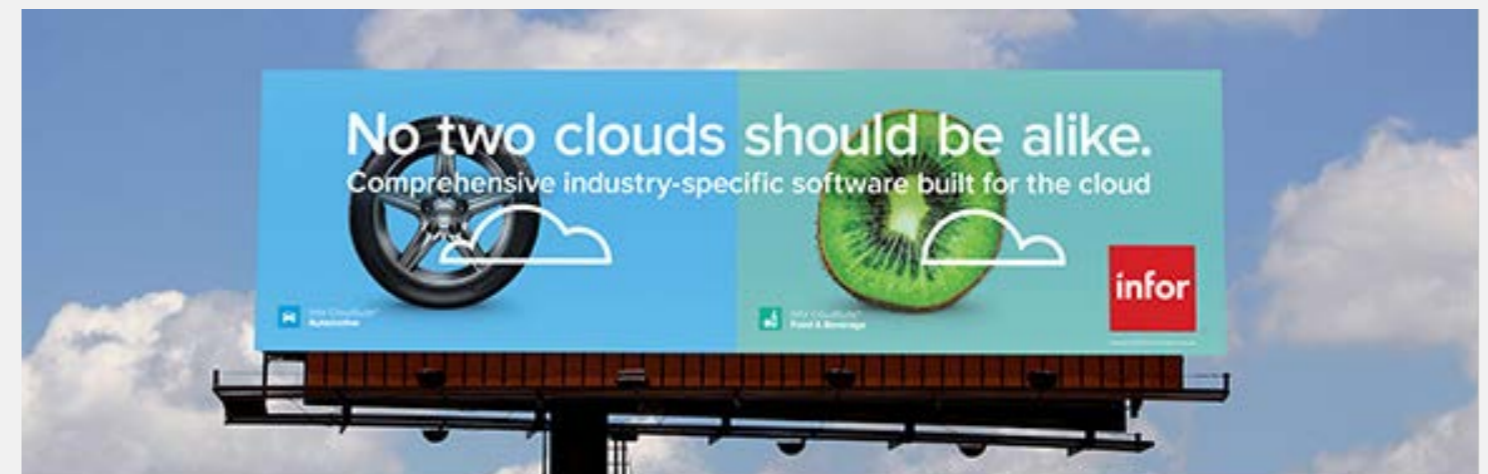
## Recruit & Retain the Best

- Modern and intuitive user experience
- Consumer grade navigation, search, and grid functionality
- Engage socially throughout the enterprise



# Why Cloud for Distribution?

- **Financial**
  - Improve Capital Structure & Cash Flow
  - Decrease Hardware Costs
  - Invest in Core Competency
- **Operations & Supply Chain**
  - Greater Productivity
  - Improved Agility
  - Better Business Intelligence





# CloudSuite Distribution Summary

## Designed for Distributors

One unified solution from one provider

Distribution Industry functionality

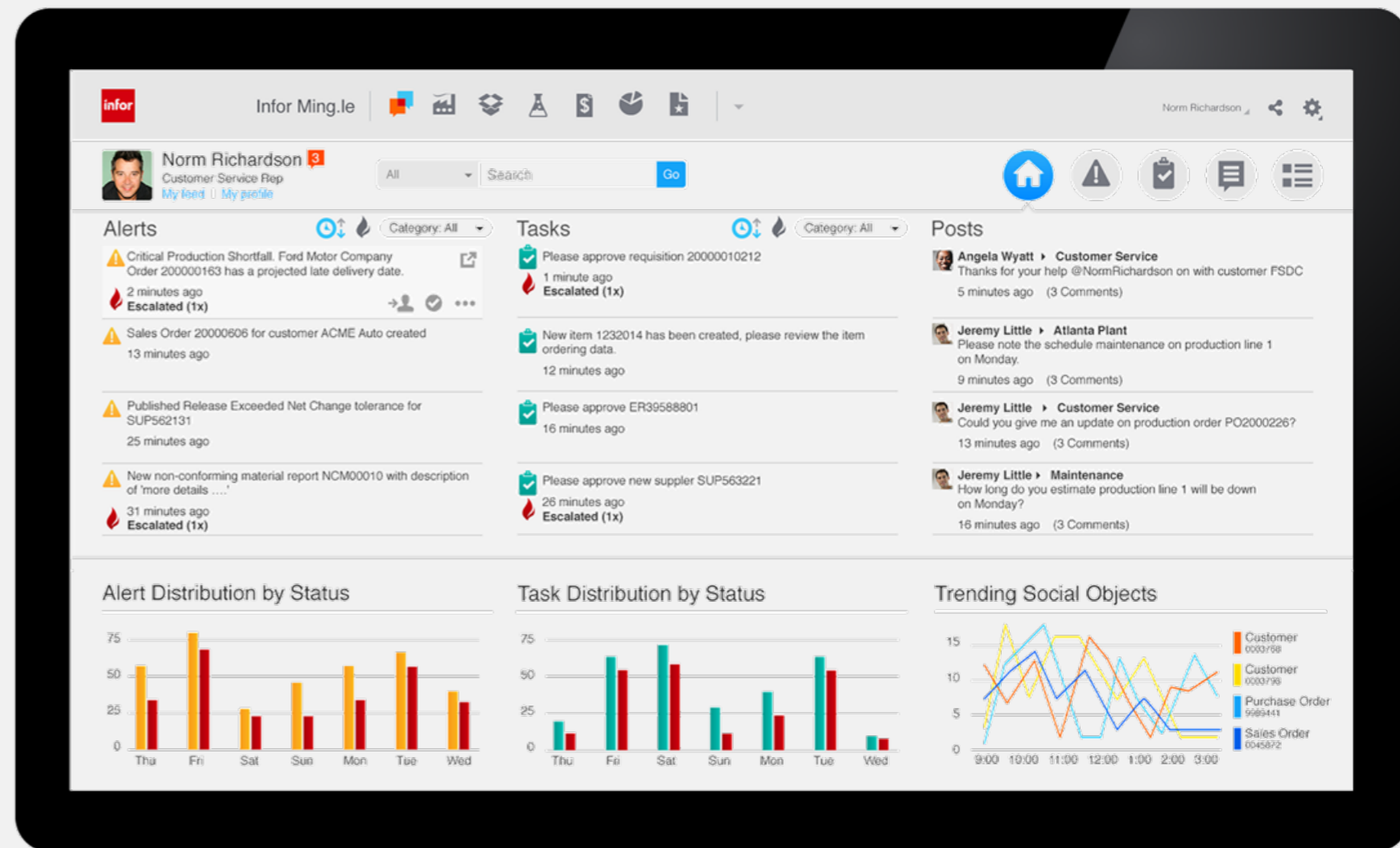
Beautiful and intuitive

Cost effective to maintain

Continuous innovation and upgrades

Speed of deployment

Exclusively offered on AWS





**infor**

TM