



I discrete manufacturing

Industry Leading Solutions for Comprehensive Manufacturing Control



Lean Manufacturing in Complex Markets

Infor Discrete Manufacturing Essentials help you plan better, react faster and expand operating margins within complex global markets. These integrated solutions are built exclusively for discrete manufacturers, with specific functionality that addresses the industry's essential challenges. The result? For one typical Infor customer, a 50 percent reduction in data processing costs and fully automated management of more than 11,000 items and 200 suppliers. That's just one example of how our integrated solutions are helping discrete manufacturers manage Lean initiatives and improve overall operational quality.

Respond Instantly to Changing Conditions

Infor Enterprise Performance Management (EPM) solutions enable better, faster decisions through real-time visibility into discrete manufacturing operations. Infor EPM solutions improve the quality and timeliness of your information, so you can respond instantly to changing conditions, and make mid-course corrections when you need to. Our intuitive executive dashboard lets you quickly and easily define performance metrics, events that should trigger an alert and how staff members are notified. A common repository for business intelligence collected from your Infor system and other sources provides easy management of queries, reports, data models and metadata.

Infor Solutions Include:

Enterprise Performance Management (EPM)

- Real-time visibility into your discrete operations
- Immediate issue recognition—before issues become problems

Supplier Relationship Management (SRM)

- Improved process efficiencies and profitability
- Accelerated response times to changing supply chains

Supply Chain Management (SCM)

- Robust forecasting, demand planning and purchasing tools
- Improved quality, minimized tracking expenses, superior customer retention

Customer Relationship Management (CRM)

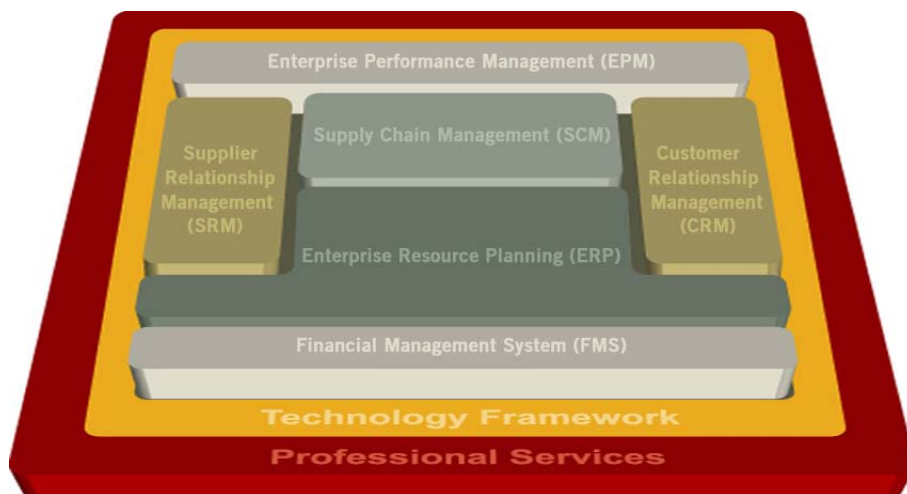
- Streamlined, automated processes for improved quality
- Robust campaign management for customer, vendor and partner promotions

Enterprise Resource Planning (ERP)

- Designed exclusively for discrete manufacturers
- Fully scalable solutions for any level of manufacturing

Financial Management System (FMS)

- Real-time views of your operations for premier analysis and control
- Targeted reporting for dramatically reduced cross-reconciliation



Our instant feedback on changing conditions can help managers recognize failures within quality control, trace the underlying issues back to the originating action or transaction, then make appropriate adjustments before problems occur. Consequently, fewer customer orders result in returns or recalls, so you can carry lower levels of buffer inventory. We also include industry standard metrics that let you compare your performance with your competitors' and with industry benchmarks. In addition, the system operates in both connected and disconnected modes, so managers who are frequently away can still access critical analysis data.

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Manage Complex Global Supplier Relationships

Infor Supplier Relationship Management (SRM) solutions improve your profitability by improving the efficiency of your sourcing and inventory management processes. We help you dramatically accelerate your response to complex, rapidly changing global supply chains through faster access to supplier data. This real-time, online access delivers the critical information you need about supply and shipping resources, so you can reduce raw material and component inventory, thereby reducing your overhead. In addition, our flexible planning tools fully support pull sourcing and Lean supply chain initiatives.

Infor SRM solutions reduce lead times and integrate business flows between material requirements and suppliers, enabling faster and more accurate response to the demands of your customers. Centralized online planner workbenches optimize sourcing and purchasing tasks, so your buyers have rapid, collaborative access to vendors and material replenishment resources. This global approach to SRM enables manufacturers to operate multiple facilities within the same enterprise application—even if those plants are located in different countries, each with its own regionalized currency and local market needs.

Demand more from your Supply Chain

Infor synchronizes supply chains with changing demand, so that the right materials are available in the right quantities, exactly when needed. Our forecasting, demand planning and purchasing tools apply advanced statistical analysis for accurate purchasing decisions and reduced inventory costs. Automated order placement and fulfillment combine with full exception management to handle unexpectedly high or low periods of demand and planned product obsolescence. Better yet, we give you the ability to automatically balance plant, warehouse and supplier capacity constraints, as well as customer proximity and distribution network bottlenecks across multiple locations.

Our Supply Chain Management (SCM) solutions apply multiple alternative procurement methods such as Supplier Managed Inventory (SMI), Discrete Purchase Orders, Standard Releases or Kanban. Automated supplier performance metrics create Defective Materials Notices and Delivery Performance Reviews to help you monitor and improve the quality and reliability of supplier operations. This comprehensive approach to discrete manufacturing improves quality, minimizes recall tracking expenses and helps retain even your most demanding customers. You save time and money by carrying only the inventory you need and avoiding unnecessary premium shipping charges.

Grow your Customer Base

Infor Customer Relationship Management (CRM) solutions for manufacturers give you the real-time information you need to grow your base of customers and maximize opportunities with them. By automating manual processes for everything from repeat orders to advanced shipping notification, we improve quality by preventing information delays and minimizing risk and failure points. Infor CRM solutions integrate with both Infor and other ERP applications to reduce costs and improve operating efficiency. Your customers benefit from reduced resource requirements, and you gain from greater customer satisfaction.

Infor CRM solutions operate locally and scale transparently for international operations. We help you identify and target what customers need, automate repetitive orders and generate focused programs to open new markets. Robust campaign management enables comprehensive customer, vendor and partner promotions.

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Online communications simplify contact and activity management, including automated tracking and follow-up. Infor CRM solutions also provide comprehensive oversight of both direct and channel activities, giving you a complete picture of every customer touchpoint you have, so you can manage them better and get more value from them.

ERP Exclusively for Discrete Manufacturing

Infor Enterprise Resource Planning (ERP) solutions cover every aspect of discrete manufacturing production—master production schedules, order processing, material requirements planning, production scheduling and execution, detailed lot tracking, inventory management, multiple production reporting methodologies and more. Our solutions are fully scalable, supporting both low- and high-volume manufacturing. And because they are built exclusively for the discrete manufacturing industry, they raise financial management to a new standard of accuracy, through granular control of manufacturing costs and real-time labor and materials reporting.

Infor ERP solutions improve your inventory management while reducing replenishment and overstock costs. You eliminate manual and redundant business processes so your plants and supply chain operate more efficiently. Finite capacity planning lets you improve scheduling for people and machines by automatically monitoring plant resources and costs. Multiple methods for managing requirements across work orders, repetitive schedules and JIT/Kanban drive fully integrated order-to-cash visibility and control. This, in turn, generates an integrated set of data for financial, inventory and manufacturing management. We even support complex configuration capabilities for the manufacture of highly engineered products.

Fully Integrated Financial Management

With Infor Financial Management System (FMS) solutions, you gain real-time views of manufacturing operations to quickly and accurately analyze, plan and control the financial resources of your business. Our solutions are capable of supporting high-volume transaction processing. You have the flexibility to comply with worldwide depreciation, depletion and amortization requirements, thanks to an international fixed-assets system. Outstanding local-level functionality also enables you to track, manage, control and account for assets across multiple departments and locations.

Our flexible cost codes and targeted reports help you dramatically reduce the time you spend on cross-reconciliation activities. That means error-free budgeting and faster access to detailed distribution and corporate financial information, including complex order-to-cash processes within accounts payable and accounts receivable. Our solutions also instantly track work orders and transactions to reflect the financial flow of your company's manufacturing processes. An easy-to-use interface and advanced reporting capabilities support corporate accountability efforts, internal audits and regulatory compliance documentation.

Powerful Solutions for a Significant Advantage

Infor has built a reputation for providing customers around the globe with flexible, scalable solutions that improve processes, reduce costs, increase customer satisfaction and achieve true competitive advantage. We can do the same for you.

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Infor takes pride in the 20 years of experience we have in the discrete manufacturing industry. Using our deep base of industry knowledge and proven communications and planning applications, we help suppliers and manufacturers achieve their business goals.

We are passionately focused on providing comprehensive solutions that meet the unique challenges of the discrete manufacturing industry on a global scale. Our solutions are comprehensive, open and modular, giving you the optimal choices to meet today's challenges and leverage tomorrow's opportunities.

Features

- Industry standard metrics to continuously monitor your performance
- Flexible planning tools that support Lean initiatives
- Advanced forecasting, demand planning and purchasing capabilities
- Integrated customer relationship management tools
- Fully scalable, robust solutions for local and international operations
- Premier ERP solutions that cover every aspect of discrete manufacturing production
- Industry leading financial management functionality that provides real-time, accurate information

Benefits

- Accelerate your response to complex changes in your global supply chain
- Streamline your sourcing and management processes for improved profitability
- Operate separate facilities around the globe with one powerful enterprise application
- Automatically balance plant, warehouse and supplier capacity constraints
- Save time and money by maintaining only necessary inventory
- Significantly improve quality for stellar customer satisfaction levels
- Easily comply with worldwide depreciation, depletion and amortization requirements



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