



## The ERP Experts for Today's Complex Manufacturer

WE HELP YOU NAVIGATE TODAY'S COMPLEX ERP  
TECHNOLOGY SO YOU CAN GROW YOUR BUSINESS



Gold Channel Partner

## The Knowledge to Maximize Your ERP Investment

Guide Technologies is a leading provider of Infor ERP software, implementation solutions and strategic consulting services for discrete manufacturers who operate in highly complex environments.

Our diverse range of clients represent some of the top manufacturers in the country, operating multi-million dollar businesses in a wide range of industries including medical devices, automotive, fabrication, aerospace/defense, capital equipment and more.

Through our knowledge of the manufacturing industry, Guide has steadily grown its client base to nearly every state in the U.S. and has become one of Infor's award-winning Gold Channel Partners by consistently exceeding the expectations of clients.



"I look at Guide as an extension of our company, an extension of my department and really, as co-workers."

*Julie Shoemaker*  
IT Manager,  
Freeman Manufacturing  
& Supply

### The Infor-Guide Partnership

As a Gold Channel Partner with Infor, Guide is proud to offer their robust, industry-leading solutions to its clients. As the third largest provider of ERP systems in the world, Infor solutions are used by 70,000 customers in more than 200 countries around the globe.

Combined with Guide's implementation and consulting expertise, the offering becomes a tour de force that empowers organizations to improve their manufacturing operations, drive growth and adapt to a rapidly changing business environment. Guide is also a partner with IBM and Microsoft, helping clients harness the power and functionality of these leading edge technology platforms to run their ERP systems.

### Beyond the Software— The Expertise to Help You Navigate Change

Implementing a complex ERP system requires tremendous technology knowledge, as well as in depth, hands-on experience in the manufacturing environment. Your ERP system is mission critical to your success. That's why it's not only vitally important that you choose the right software, but you must also select a seasoned business partner with planning and execution expertise that has led and completed hundreds of on time, on budget implementations. Our team of technology and manufacturing experts will work with you to extract maximum value from your ERP system and apply advanced technology and automation capabilities to solve today's real-world business challenges.





## The Guide Difference

There are a number of key factors that set Guide apart from our competitors, and as our clients consistently tell us, put us into the realm of a true business partner:

### Right People

Clearly, not everyone can handle the magnitude and complexity of successfully implementing an ERP solution—then continue to extract value from it. But Guide can. Our consultants have an average of 20+ years' manufacturing experience to make your technology investment work for you, in precisely the way you want to work. The awards we have won for being the Infor leader in customer satisfaction and for Infor Partner of the Year are a direct result of our ability to serve clients in a way that delivers hard-hitting, bottom line benefits. As a top Infor Gold Channel partner, we have a key role on Infor's Channel Advisory Council. This ensures that every one of our clients has a voice about the future of their Infor ERP solution.

### Right Software

Guide clients have access to sophisticated software solutions from Infor, the third largest provider of ERP systems in the world. Our ERP system offerings include Infor XA, the most stable, yet robust functionality on the market today; Microsoft-based Infor Infor CloudSuite Industrial, the fastest growing system in the country; and Infor LN, an engineering-based, platform independent system optimized for global operations. With access to this level of technology, every client can find the perfect system to meet their unique business requirements.

### Right Services

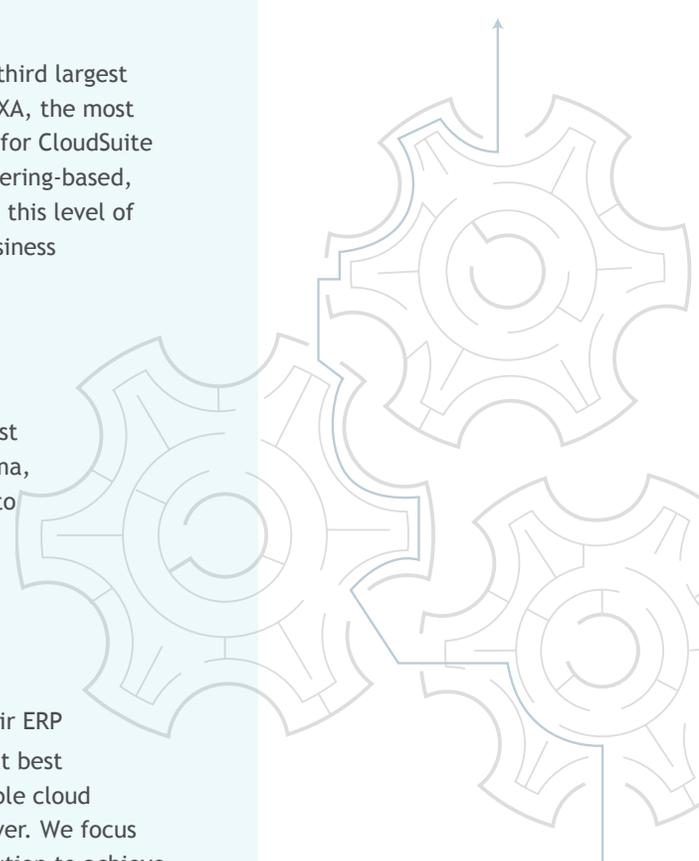
Guide offers a full range of services delivered by experienced, highly skilled professionals. From our ERP consulting services where we can identify the best Infor solution for your needs, to training, project management, Lean/Six Sigma, custom development and more, we deliver the services that will enable you to extract maximum value out of your technology and utilize your system's powerful capabilities to help your organization increase efficiency, improve margins and ultimately, drive more revenue.

### Right Delivery Options

Today's manufacturers need choices on how they want to license and run their ERP solution. Through Infor, Guide is able to custom-tailor the delivery option that best fits your business. Whether you want a traditional on-premise option, a flexible cloud option or you need to mix and match 2 or more deployment choices, we deliver. We focus first on how you want to run your business and then recommend the best solution to achieve your business objectives.

"Guide has acted on our behalf as our advocate many times when working with various vendors to come up with a solution that everybody is happy with."

*Fred Watkins*  
Information Service Manager  
Newmar Corporation



## Proven Implementation Methodology

Our successful “Implementation Intelligence Five” methodology—what we call “i25”— is specifically designed to deliver the fastest ROI possible for your organization. By focusing on reducing risk and exposure before implementation, and by addressing all facets of your company, from the technical to even the human factors associated with change, Guide is able to consistently achieve a track record of 95% on time, on budget implementations.

### Guide i25 Benefits:

- Delivers faster ROI than our competitors
- Reduces risk and exposure before implementation
- Addresses technical, business, project management and also human factors of change
- “Low disruption” approach reduces impact on day-to-day operations
- Designed to rapidly and efficient implement multiple global locations



“Since day one we have depended on Guide as a trusted resource to support us in our business initiatives. We engaged them for our first implementation and continue to use them when we deploy new solutions, as well as for professional services such as training. Any area where we don’t have the expertise, we look to Guide to fill those gaps.”

**Brad Yusiewicz**  
 Controller,  
 Industrial Dielectrics Inc.



## Focused on Your Success

Whether you are replacing your existing ERP system, implementing one for the first time, or are adding new features and capabilities to your current Infor ERP system, Guide is there. We are dedicated to helping you navigate change in an ever-fluctuating global economy. We will explain all your options to you if you decide you want to operate in the cloud. We can help you choose and implement a new application to add new capabilities to your operations. Whatever you need, we are there for you now, and into the future.

Guide is committed to helping you become a top manufacturer in your market by showing you how to derive the maximum business value from your technology investment to solve even your most complex manufacturing challenges.

## About Guide Technologies

Founded in 1997, Guide Technologies is a leading provider of ERP software, implementation solutions and strategic consulting services for discrete manufacturers who operate in highly complex environments. As a top Infor Gold Channel Partner specializing in the full suite of Infor CloudSuite Industrial and XA solutions, Guide's seasoned experts enable clients to mitigate risk, achieve a rapid return on their technology investment and increase the profitability of their operations through our proven business strategies.



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