



# Infor CloudSuite Industrial

A versatile cloud service designed to help manufacturers drive productivity and innovation

# Industry-specific functionality powered in the cloud

---

Designed to provide an unmatched user experience, Infor CloudSuite™ Industrial delivers industry-specific capabilities without extensive customizations or integrations by combining the Infor® cloud platform built on infrastructure services from Amazon Web Services® (AWS®) and Infor OS. With CloudSuite Industrial's critical business applications, manufacturers can experience automatic upgrades that deliver the latest advances in enterprise functionality.

CloudSuite Industrial enables global business, networked analytics, and a user experience that can be augmented by artificial intelligence (AI), so organizations can:

- Stay current on the latest versions of their software.
- Allow users to access applications on any device anywhere.
- Scale cloud services to handle usage peaks and valleys.
- Reduce total cost of ownership and capital investment.
- Integrate cloud and on-premises applications with pre-built APIs.
- Connect data across cloud and legacy applications for enterprise insights.
- Democratize analytics for better decisions.

Keep current and connected, leverage powerful functionality, and optimize critical business processes—  
with CloudSuite Industrial.



# Contents

---

Drive productivity and innovation  
with CloudSuite Industrial ..... **04**

Top five reasons to use  
CloudSuite Industrial ..... **05**

Transform your business  
with an agile cloud service ..... **06**

Why CloudSuite Industrial? ..... **08**

Productivity delivered ..... **10**

Supporting modern users—today  
and tomorrow ..... **11**

Take a closer look ..... **12**

World-class infrastructure ..... **13**

Delivering productivity  
with Infor Agility ..... **14**

The last upgrade you'll ever need ..... **16**

# Drive productivity and innovation with CloudSuite Industrial

---

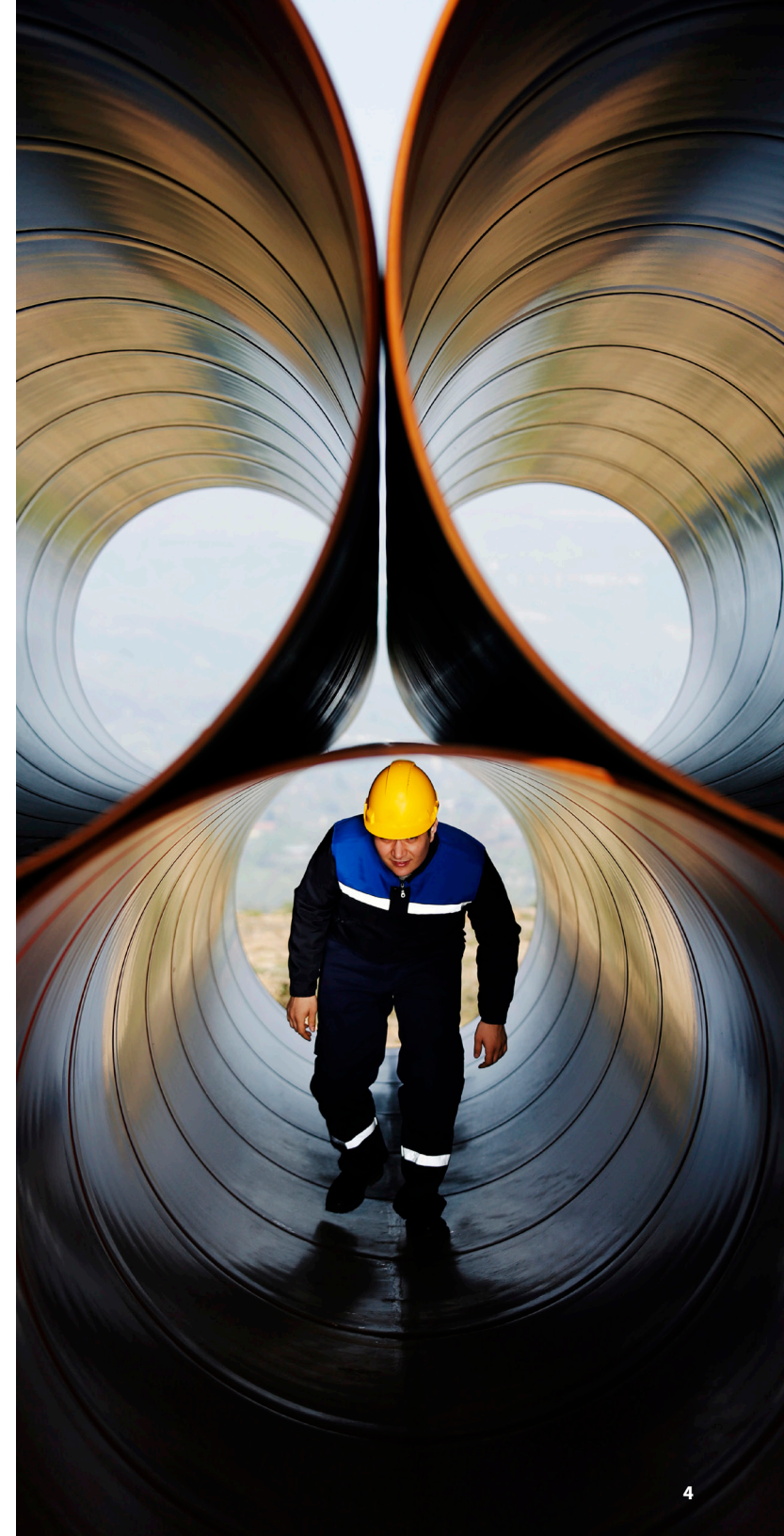
Global manufacturing is complex with multiple variables impacting profitability and productivity. Trade wars, taxes, and tariffs bring unpredictability to the global economy, while the Fourth Industrial Revolution ushers in new innovations requiring people to work side-by-side with machines and software that can learn and work with less human intervention than previously required.

Manufacturers need innovation to tame complexity and maintain their competitive edge. The beginning of a new manufacturing era is an opportune time to analyze current business processes and uncover areas where new software and technologies will unlock efficiencies that can lead to even more growth and expansion.

Infor CloudSuite Industrial is a true mixed-mode application for engineer to order, configure to order, highly repetitive, process, and service-based manufacturers. CloudSuite Industrial helps manage complexity and growth, while enabling organizations to gain performance improvements in customer service, productivity, and cost control.

Powered by SyteLine®, an enterprise resource planning (ERP) solution with more than 30 years of experience supporting SMB manufacturers, CloudSuite Industrial is an end-to-end ERP solution for both discrete and process manufacturers, providing predictive analytics, collaboration, lean production tools, and integration options.

Delivered in the cloud, CloudSuite Industrial ensures efficiency, cost savings, and built-in support for global operations, as well as security that follows industry-leading best-practice protocols.







## Top five reasons to use CloudSuite Industrial

---

1. Free up capital to support growth initiatives
2. Scale infrastructure quickly to support a growing business
3. Access real-time visibility across the entire enterprise
4. Speed time to value with fast deployment
5. Automate previously manual tasks across operations

# Transform your business with an agile cloud service

---

Infor CloudSuite Industrial provides a comprehensive cloud service of industry-proven manufacturing capabilities. With innovation fueled by deep industry expertise across our development teams and customers who collaborate with us, Infor creates complete solutions that work the way you do.

## **Core ERP capabilities**

- Take advantage of a single, global service that empowers manufacturing—across every department, every site, and every country. The core enterprise resource planning (ERP) capabilities within CloudSuite Industrial deliver everything companies need in a standard package, from advanced planning and material management to financials.

## **Technology platform**

- Leverage CloudSuite Industrial's innovative, core technology service to enable seamless integration between systems, a unified user experience across all applications, organization-wide visibility into real-time data, and user collaboration.

## **Business intelligence and analytics**

- Harness the power of manufacturing-specific business intelligence (BI) and business analytics services that can understand and optimize complex processes in less time than traditional BI solutions. Using patented automation and machine learning technologies, Infor's networked BI service connects teams and applications across the enterprise via a trusted network of analytics and insights to inform smarter decisions.

## **Implementation Accelerator**

- Get up and running quickly with pre-configured business processes and data models, user-defined menus, and manufacturing-specific training guides. Users will be productive faster, operate smarter, and can take advantage of efficient process flows across the supply chain.



## Additional capabilities

Optional services that enhance and extend Infor CloudSuite Industrial are available for additional subscription fees. Contact your sales representative for more information. Users can extend the core solution with pre-built integrations using Infor technology, to:

### **Automate plant floor and inventory operations**

- Take advantage of an end-to-end manufacturing automation solution, along with warehouse mobility, traceability, and tools for tracking labor and time. The solution is designed to help companies streamline production, properly inventory materials, speed inventory operations, and keep labor costs in control.

### **Configure complex quotes and orders**

- Leverage a rules-based product configuration engine and cost visibility tools to improve quote accuracy and efficiency, so sales can quickly produce quotes based on the highly customized and complex products customers demand.

### **Enable advanced forecasting**

- Discover if you have the materials, people, machines, and tools you need to manufacture an item, and continually monitor demand as it occurs.

### **Utilize sales and operations planning**

- Align your company initiatives around an integrated management process to balance supply and demand, set goals, and plan for revenues, margins, and costs of goods sold.

### **Access collaborative portals**

- Improve collaboration with customers, vendors, and resellers with easy-to-use portals that provide quick access to data they care about.



# Why CloudSuite Industrial?

---

Some of the business drivers facing manufacturers today may seem like the same challenges the industry has been fighting for years, but the specifics have evolved—requiring you to take a fresh look at your business and core competencies in order to determine the best path for the future.

CloudSuite Industrial can evolve and transform your business:



## **Offer a unique product and experience**

Design, sell, and manage unique products with order management, customer relationship management (CRM), project and resource management, markup visibility, and electronic collaboration tools.



## **Optimize the supply chain**

Improve visibility across the supply chain and reduce costs with robust capabilities that enable better sourcing and procurement, inventory management, and shipping and receiving, and maximize collaboration with vendors through a secured supplier portal.



## **Reduce operational complexity**

Facilitate productivity, planning, and production to improve quality while reducing costs with quality management capabilities, advanced planning and scheduling, repetitive manufacturing tools, asset maintenance, and more.



## **Expand service revenues**

Manage and deliver superior service by leveraging real-time shop floor reporting, a detailed contact center to track profitable service activities, and efficient scheduling and work order management tools.



## **Create a backbone for digital transformation**

Leverage superior integration, extensibility, collaboration, analytics, and mobile capabilities to drive digital transformation and compete in Industry 4.0





**“ We were amazed by how smoothly our transition to the cloud went. This experience has given us confidence in Infor’s ability to support our business for years and years to come.”**

**BETH HOFFMANN**

Senior Financial Manager & System Administrator, Darex

**DAREX**

# Productivity delivered

---



INDUSTRY



CLOUD



ANALYTICS



NETWORK



ARTIFICIAL  
INTELLIGENCE



VALUE AS  
A SERVICE



# Supporting modern users—today and tomorrow

**Infor CloudSuite services leverage modern technology to help achieve future growth and can be extended with AI.**

---

## **Pre-built industry capabilities**

- Prepackaged workflows, content, integrations, and analytics are designed with industry best practices, informed by thousands of implementations.

## **Cloud design drives business agility**

- The ability to deliver a simplified user experience, data aggregation, workflow integration, hyperscaling, automatic upgrades, and data lake.

## **Actionable insights with enterprise analytics**

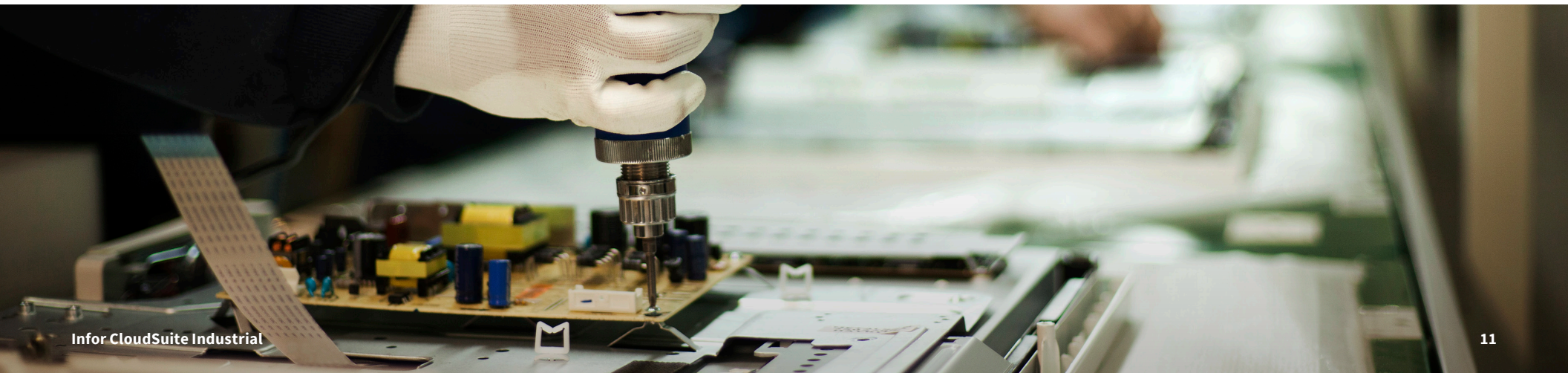
- An enterprise BI and analytics platform that enables accurate, data-driven decisions.

## **AI unlocks business potential**

- AI that anticipates, recommends, and derives insights—while powering robotic process automation, machine learning, and IoT.

## **Prioritizing time to value**

- Infor's service delivery methodology delivers accelerated productivity and ensures customers realize maximum value from their technology investment.



# Take a closer look

Infor OS provides CloudSuite Industrial users a comprehensive technology platform of services to choose from, which serve as a unifying foundation for your entire business ecosystem.



## Enhanced enterprise experience

Utilize CloudSuite Industrial to centralize access to applications—with single sign-on and real-time, organization-wide visibility to streamline communication.



## Seamless integration

Integrate Infor services and third-party enterprise products in the cloud, on-premises, or in hybrid deployments with Infor's advanced integrated platform as a service (PaaS) solution and API gateway.



## Transformational data as a service

Provide data-acquisition technologies and a unified repository for capturing enterprise data; Infor's data lake ensures data fidelity, governance, security, and access.



## Artificial intelligence

Transform historically complex AI technologies (natural language processing, intelligent automation, and machine learning) into valuable and attainable enterprise goals.



## Extensibility

Easily create the right experience with minimal coding with Infor's optional developer tools—whether it's an intuitive consumer-grade web interface, a high-productivity form, or a business process to replace customizations.



## Data and system governance

Integrate governance, risk, and compliance (GRC) software to help monitor regulatory and statutory standards and proactively update critical applications.



# World-class infrastructure

---

The Infor cloud is built on AWS, the market leader for cloud-based infrastructure as a service (IaaS) and PaaS for over 10 years. By leveraging Amazon's multi-billion-dollar, annual R&D investment in technology, Infor CloudSuite solutions can better deliver on Infor's core mission of building critical industry capabilities into our applications.

Infor has partnered with AWS to deploy Infor CloudSuite solutions in more than 20 AWS regions and 61 availability zones across the globe—and that footprint continues to grow to meet customer requirements.

Infor CloudSuite solutions are designed to run seamlessly across multiple availability zones with active/active high-availability clustering. This means that customers will experience minimal impact from any unplanned outages or system loads.





# Delivering productivity with Infor Agility

Infor Agility is Infor's innovative service delivery model that impacts all aspects of Infor's customer life cycle. It's guided by decades of successful ERP implementations and has been continuously refined with the goal of delivering implementations on time and on budget, ultimately delivering faster value for our customers. Infor Agility combines aspects of agile methodology with advanced implementation accelerators, process intelligence tooling, a data migration factory approach, testing as a service, consumerized learning, and managed services options.

---

## Implementation accelerators (IAs)

IAs are industry-focused, preconfigured, yet flexible processes designed specifically for Infor application suites. They are designed to deliver core industry-leading business processes, along with application configurations, implementation playbook, tools, and templates. These will deliver a prescriptive, repeatable process that will drive predictable results while helping to lower risk and increase time to value for Infor customers.

## Business process assessment (60-30-10) approach

Infor believes that “not all business processes are created equal.” Our strategic 60-30-10™ approach allows us to clearly identify, by leveraging a detailed IA Business Process Assessment workshop, the processes that are most important in helping our customers differentiate themselves and deliver maximum value. This model allows us to deliver our industry CloudSuites with most of the necessary processes already built in and ready to adopt; about a third of the remaining processes are refined/configured to suit the needs of our customers; and the final layer receives the most focus, to truly make our solutions a competitive differentiator for the customer's business.

- **60%**—These are core industry-leading processes delivered in the form of our preconfigured implementation accelerators. Customers can easily adopt these with very little effort, spending time primarily on only the validation of these core standard IA processes. These core processes are adopted “as is.”





- **30%**—These are the processes that enable differentiation for our customers. We work with our customers to configure these processes, providing specific guidance on how to optimize their solution. While this phase takes a little more time and effort, it allows us to provide options that our customers can tailor and configure to best fit their specific business needs.
- **10%**—These processes are where we spend the most time and resource capacity. Focusing on those processes that are highly differentiating/unique to our customers, the objective is to enable them to help make dramatically better business decisions and provide a better experience to their customers.

By eliminating the need for any customized work within the 60% of the processes, we're able to free up time to collaborate with our customers and focus on the 30% (differentiating) and 10% (unique) processes to help our customers achieve a better business outcome.

### Data migration

The risks and costs of do-it-yourself data migration may not be clear until it's too late. Too many in-house migrations lead to go-live delays, or worse, production problems resulting from poor data migration. Infor Data Migration services use established methodologies to successfully, accurately, and quickly complete critical, customer data migrations. This proven service helps to eliminate costly in-house errors, ensures implementation stay on track, and sets a solid foundation for future data management processes.

### Testing as a service

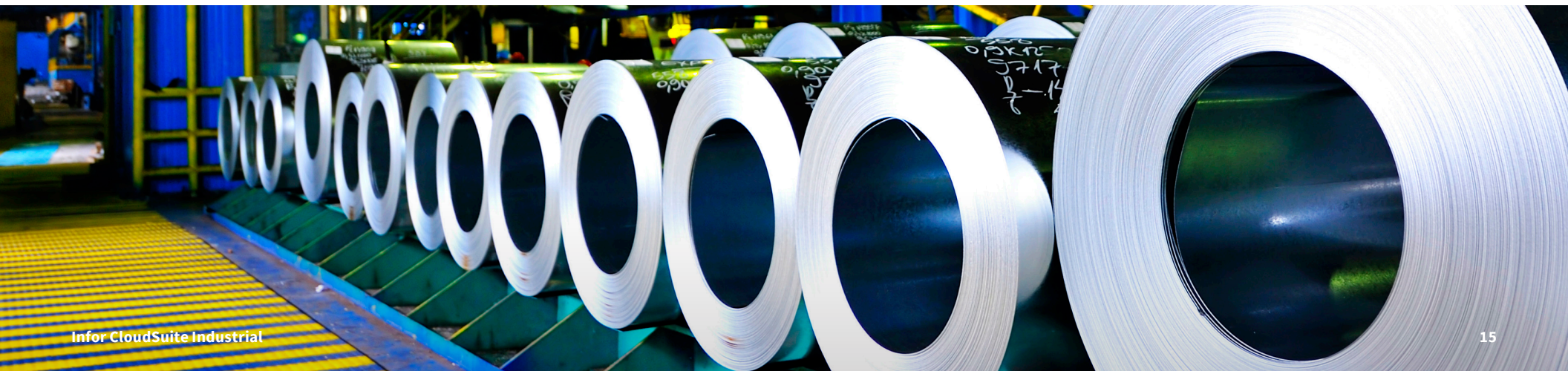
Infor Testing as a Service (TaaS) delivers a single platform for testing the full range of functional and nonfunctional requirements for deploying multiple tools. Whether it's user experience, functional requirements, data services, integration services, or application performance, manufacturers can deploy releases with confidence and minimize post-deployment issues. Infor TaaS provides the same tools and content that Infor uses for QA and testing during application deployment, including test libraries and scripts developed across the TaaS community.

### Consumerized learning

Infor's consumerized learning is an innovative approach that provides a personalized enterprise learning environment. Users can consume training in a variety of formats that are modern, easy to use, and delivered in an embedded, contextualized, consumer-grade user experience.

### Managed services

When the implementation is complete, customers want to concentrate on running their businesses. Infor Managed Services allows customers to do just that. With a service agreement tailored to their requirements, customers can build and maintain extensions that suit their business needs, increase productivity, and reduce total cost of ownership.





# The last upgrade you'll ever need

---

Major ERP upgrades are a thing of the past with Infor CloudSuite Industrial. The service's cloud-based digital platform ensures that you'll always have the latest features and functionality, based on industry best practices and using the highest-level security protocols available.

CloudSuite Industrial delivers a fast and significant return on investment, speeding time to value with a fast deployment. The platform can quickly scale to support business growth, so manufacturers can invest in more strategic growth initiatives with the capital freed from hardware infrastructure upgrades.

**Transform your business with Infor CloudSuite services.**

**LEARN MORE →**





Gold  
Channel Partner



[infor.com](https://www.infor.com)



Cincinnati, Ohio  
Indianapolis, Indiana  
Los Angeles, California

[www.guidetechnologies.com](https://www.guidetechnologies.com)

#### About Infor

Infor is a global enterprise leader in business cloud software and a strategic technology partner for more than 68,000+ Enterprise and SMB companies. Enterprise software solutions that are built for the cloud, built for your industry. From Manufacturing and Distribution to Healthcare to Retail and Fashion, we cover all industries and have ERP end-to-end solutions that are brought together by artificial intelligence technology.

Copyright ©2020 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners. This document is provided for informational purposes only and does not constitute a commitment to you in any way. The information, products and services described herein are subject to change at any time without notice. [www.infor.com](https://www.infor.com).

641 Avenue of the Americas, New York, NY 10011