



# Infor Industrial Manufacturing for fabricated metal manufacturers

---

## Increase efficiency

Metal fabricators are constantly trying to find ways to drive costs out of production in order to maximize profit margins. This goal, however, is made more difficult by fluctuating raw material costs, variable metal prices, rising energy and transportation costs, and reduced consumer discretionary spending. Growing competition from emerging countries, condensed product lifecycles, an increase in the number of product configurations, and complicated supply chains all add to the complexity.

To master these challenges, you need a proven, end-to-end solution, specifically designed streamline the critical processes of the fabricated metal industry. With Infor® Industrial Manufacturing, you'll be able to achieve a level of operational excellence that lets you drive a customer-centric business, focused on attaining sustainable growth.

## Table of Contents

---

**3**      **Deploy faster**

---

**4**      **Get products to market faster**

---

**6**      **Work smarter**

---

**7**      **Speed up business**

---

## Deploy faster

You can't meet the unique needs of the metal fabrication industry with generic software that treats all industries equally. At Infor, we understand that the metal fabrication industry isn't like all other industries.

So, we've created a solution suite that's tailored to the specific needs of metal fabricating businesses like yours. We believe that one size fits one.

Infor Industrial Manufacturing includes all the capabilities to manage the manufacturing 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 metal fabrication industry.

## Streamline operations

With more than 25 years of experience solving the business challenges of metal fabricators like you, Infor can help you streamline operations, optimize processes, and better predict customer demand, while controlling costs and improving the accuracy of your inventory, shipping, and shop floor scheduling.

Designed specifically for the metal fabrication industry, Infor Industrial Manufacturing gives you the tools you need to increase productivity, improve profitability, and support growth—today as well as tomorrow.

“

What we have now with Infor is a vastly different solution, which gives us an accurate view of the whole business and access to information that helps us serve our customers better.”

**David Hawes, Manager, Carlton Taylor Industries**

You can improve workflows, ensuring that information is sent to the right people at the right time. You'll be equipped to approve documents quickly and have key staff members automatically and immediately alerted when certain defined conditions occur, even when they're out of the office.

Improve your decision-making capabilities and increase your productivity with access to contextual information from across the organization, presented in a personalized and intuitive workspace. You'll have the flexibility you need to rapidly react to your customers' requirements and quickly change as your business evolves.

## Get products to market faster

Infor Industrial Manufacturing is specialized for the metal fabrication industry. Offering the broadest, deepest solution for this industry, our integrated suite addresses your most critical business processes. You can increase operational efficiency; improve planning, scheduling, and forecasting; respond quickly to changes in the market; and increase visibility throughout the supply chain. You'll be able to focus on customer-driven innovation, where you can meet your customers' increasingly complex and changing needs quicker, so you can get products to market faster and improve your competitive position.

With Infor Industrial Manufacturing, you can:

### Shorten product development lifecycles

Get products to market faster by being flexible enough to adjust rapidly to changing customer requirements by including your customers in the product development process. Grow profits by meeting customer demands for an increasing variety of product configurations and higher levels of customizations. Consistently meet customer demands by quickly developing and introducing new products with an end-to-end product lifecycle process. Reduce time to market by ensuring product compliance and improving quality throughout production.

#### **Infor Industrial Manufacturing for fabricated metal manufacturers:**

- Is specialized for metal fabrication.
- Serves the needs of over 2,000 fabricators globally.
- Supports mixed-mode manufacturing processes.
- Is built with more than 25 years of manufacturing experience.
- Supports complex, global manufacturing and fabricating operations.

### Streamline processes

Streamline processes across your entire organization to simplify your operational complexity, improve efficiency, and free up your workers to focus on more critical tasks. Combat volatility in raw material costs and fluctuating metal prices by implementing operational improvements in production and productivity, including closely collaborating with customers and suppliers on engineer- to-order specifications and the inevitable changes that can occur.

## Improve planning, scheduling, and forecasting

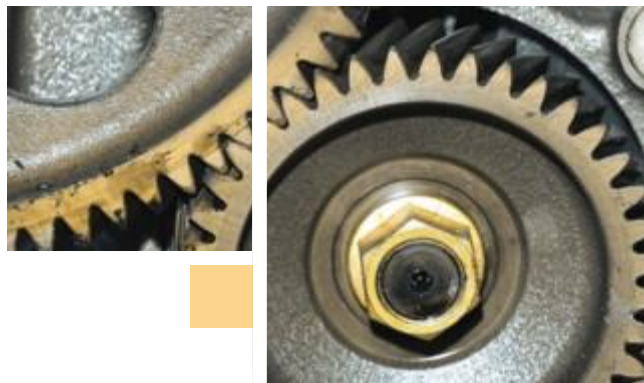
Improve your organization's ability to understand market demands with better planning, forecasting, and scheduling tools. See further down the supply chain to better predict market needs and fulfill customers' changing needs in a timely manner. Schedule your materials, resources, and tooling more efficiently.

## Speed up decision making

Access information sources across your business to gain complete visibility into your organization's processes and workflows. Get information pushed directly to you, so you can quickly discover, aggregate, and analyze data from multiple systems to run your organization more efficiently and make more-informed decisions faster.

With the Infor Industrial Manufacturing solution suite, you get:

- **Customer management:** You require a complete view of your customers to manage the entire sales process—from customer lead origination and sales opportunity tracking through converting prospects to customers and placing orders. You'll see productivity gains by streamlining processes, decreasing the cost of sales and cost to serve, and ultimately, increasing revenue.
- **Sales and order management:** Your customers are more sophisticated, have access to more information, and have more options than ever before. You can provide quick, accurate quotes with product configuration and delivery options to win new customers and keep existing ones. Increase customer satisfaction with accurate order fulfillment and optimal order-to-cash cycle times.
- **Mixed-mode manufacturing:** Manage all of your manufacturing environments from jobshops, repetitive, and configure-to-order to complex engineer-to-order requirements with one solution. Accelerate production and meet customer demand in true mixed-mode environments.
- **Planning and scheduling:** Synchronize the flow of material and available capacity to provide accurate cost estimates and available or capable to promise delivery dates for your customer orders. Increase on-time performance and throughput while reducing inventory and operating costs.
- **Supply chain management:** React to changing requirements, move operations to new locations, and take on new business quicker. Improve your systems' flexibility and agility, and run your operations with less cost and waste with a better view into capacity and demand.
- **Quality management:** Your customers require products made to precise specifications. You require the same of your suppliers. Manage quality operations relating to receiving, manufacturing, shipping, and returns to lower the cost of goods sold by reducing labor, scrap, burden, and other non-value added activities, while improving quality.
- **Asset management:** Understand your total cost of operation, energy, and maintenance. Keep your company's equipment, facilities, and other assets running in top shape to increase operational efficiency and profits.



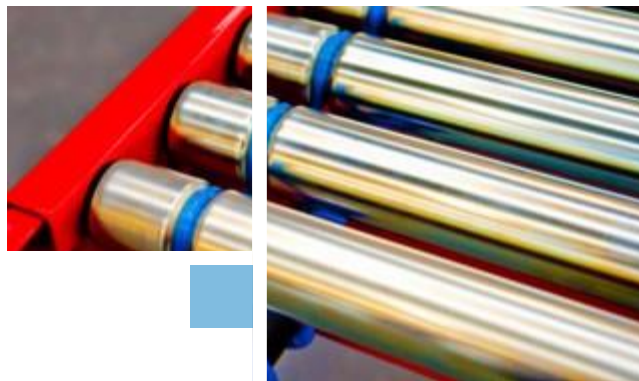
- **Product lifecycle management:** Introducing new products to increase market penetration is critical to growing the business. Equally important is better understanding how product changes impact cost, inventory, production schedules, cycle time, quality across disciplines, partners, and the product lifecycle. Implement timely changes while maintaining high customer service levels in the areas of quality and delivery. Plus, better manage part obsolescence.
- **Financial management:** You'll have the necessary finance capabilities to meet the needs of any size company, from a small job shop operation requiring a single general ledger to larger multi-national and global operations. You'll have complete visibility into the financial state of operations and the accounting capabilities you require to meet the regulations of today and tomorrow, such as Sarbanes–Oxley (SOX), International Financial Reporting Standards (IFRS), and others.
- **Business intelligence:** Proactively and automatically deliver real-time, contextual data to your users, anytime, anywhere (on a smartphone, tablet, laptop, or desktop computer). You can make actionable decisions quicker with current and accurate information without having to track down data. Discover, aggregate, and analyze data from multiple systems to gain a better picture of your business and make smarter decisions faster.
- **Performance management:** Improve overall business performance by developing effective strategies, aligning resources and actions to plans and strategies, and proactively monitoring business processes and results.
- **Human capital management:** Automate and optimize the entire recruit-to-retire process, and improve competitiveness by ensuring that your staff is always aligned with demand.

## Work smarter

Infor Industrial Manufacturing is built on groundbreaking technologies that deliver new levels of usability, connectivity, and insight. 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. Sales managers can view up-to-date information on customer orders and scheduling. Warehouse managers can track inventory movement, no matter where the managers happen to be. Sales representatives can access detailed customer information, including all recent customer interactions, when they are on the road. With Infor mobile applications, out of the office doesn't mean out of touch.



**Confident.** Alerts and pre-defined 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.** With inventory management in one system, scheduling in another, and account management in yet a third, it can be almost impossible to get a complete picture of your business. Infor's ION technology simplifies connectivity between your existing applications, both Infor and non-Infor. You get seamless integration and a unified user experience across all your systems.

**Reliable.** Infor Industrial Manufacturing 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 metal fabrication 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.

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.

## Speed up business

### With Infor Industrial Manufacturing, you'll:

- Improve production.
- Better predict customer demand.
- Improve inventory accuracy and reduce inventory levels.
- Streamline, accelerate, and standardize business processes.
- Improve on-time and complete shipments.
- Improve fabrication schedule compliance.
- Increase access to data for faster analysis and decision making against company goals.




With Infor Industrial Manufacturing, you'll lower production costs and increase revenue by being able to respond quicker to changes, make decisions faster, and get products to market sooner. Increase the speed at which you do business when you take advantage of Infor's integrated, end-to-end solution suite, designed specifically for the metal fabrication industry.

You'll have the flexibility you need to rapidly react to your customers' requirements and quickly change as your business evolves.



Learn more about Infor solutions  
for metal fabricators



Share this :   



Gold  
Channel Partner

Copyright ©2019 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. [www.infor.com](http://www.infor.com).

641 Avenue of the Americas, New York, NY 10011

INF-2185133-en-US-0619-1



Cincinnati, Ohio  
Indianapolis, Indiana  
Los Angeles, California

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