

Infor Industrial Manufacturing

Meet the evolving needs of manufacturing

For today's industrial manufacturing companies, turning raw materials into finished products means looking beyond the walls of the factory—to a global value chain where new advances in IT forces, like Big Data and the Internet of Things (IoT), are converging with operational innovations. At the same time, higher wages and raw material costs are combining with reduced consumer discretionary spending to underscore the need for efficiency. Pressure from shareholders, condensed product lifecycles, gaps in the workflow, and redundancies add to the challenge.

Infor® Industrial Manufacturing solutions are purpose built to manage the complete manufacturing operation, from financials and strategic planning to shop floor management, quality control, and scheduling. With over 20,000 manufacturing customers worldwide, Infor has proven expertise in the specialized world of plants, factories, and fabrication shops. We offer a microvertical focus for: metal fabrication and plastics fabrication; medical devices; furniture and fixtures; lumber and wood; printing, publishing, and packaging; stone, clay, glass, and concrete; and primary metals, and others. With Infor Industrial Manufacturing's flexible suite of advanced solutions, you can manage your global supply chain, focus on customer expectations, and accelerate growth—so you can be prepared for the factory of the future.

Infor Industrial Manufacturing helps:

- Customers in 92 countries
- 20,000 industrial and manufacturing customers worldwide
- More than 6,500 industrial manufacturing customers
- More than 2,500 metal fabricator customers
- More than 1,000 plastics fabricator customers

Prepare for the future

Technology is changing the factory. New IoT tools can be wired through your plant floor and value chain, so you always have real-time information about your products and processes. At the same time, computer-aided design and 3D renderings are making it easier to communicate with your customers about the specialized products they need. Other technologies, like 3D printing; advanced robotics; and new materials from plastics, metals, and nanoparticles have already begun to change the cost structures involved in how your teams can create prototypes and finished products. And that's just going to grow. You need to be ready.

With Infor Industrial Manufacturing, you get sophisticated ERP solutions to help you prepare for the technology advances that are changing how manufacturing gets done. Infor Industrial Manufacturing is built with a flexible architecture—our solution can expand along with your company, so you can easily integrate specialized applications, such as CRM solutions or product configuration tools, to meet your changing needs. In addition, Infor Industrial Manufacturing can be deployed in the cloud, on-premise, or as a hybrid solution. As you're considering how disruptive technologies will shape the factory of the future, cloud enablement can help you to incorporate solutions for Big Data and the IoT.

Improve your cost position

You exist in a highly competitive industry, so you need to be able to offer your customers quality products that differentiate you from your competition. That means you need reliable insights into your raw material costs. Whether you're working with primary metals, raw wood, or other highly specific materials, you need to know you always have the materials you need to deliver on customer orders. But, between the volatility of raw material pricing, market demand, and global competition, maintaining a profitable balance between costs and quality is a constant challenge.

I don't trust any information that is two hours old. We need real-time information in one platform to make a good business decision, and Infor provides that ability."

Luke Rains
System Development Director
Preferred Sands

From procurement, to inventory management, to aftermarket service, Infor Industrial Manufacturing gives you the business analytics capabilities you need to manage your entire operation, including built-in reports, key performance indicators (KPI), and role-based dashboards that use industry-leading best practices. You can track the use of your resources for detailed analysis of costs and more accurate quoting. And, you'll have better visibility into your complete supply chain, so you can ensure you always have the proper stock levels.

Infor Industrial Manufacturing is based on the latest advances from both the consumer and enterprise worlds. You get a single, reliable source for all of your reports—even when information is drawn from multiple systems across your business. You'll benefit from powerful role-based reports and industry-specific business intelligence derived from our 30+ years in the manufacturing industry. With Infor mobile applications you can put the power of your Infor solutions on your tablet or smartphone, so you can be productive anytime, from anywhere.

Focus on customer expectations

The customer is the lifeblood of your business. You need to be able to deliver on customer orders without overscheduling your plants or shops. For many industries, like furniture and fixture manufacturers, customer demands for product customizations are forcing manufacturers to embrace make-to-order (MTO) and engineer-to-order (ETO) processes as well as product configuration tools. Reaching manufacturing goals requires forecasting customer demand and synchronizing the flow of material and capacity in order to meet due dates—and keep your customers happy. That's why Infor Industrial Manufacturing supports multiple manufacturing strategies, including engineer to order, configure to order, make to stock, and late-stage assembly, which can help ensure process efficiency, accurate costing, and greater profitability.

As new IoT and sensor technologies evolve and deliver more real-time information about your business, you need a way to use that information. Infor Industrial Manufacturing gives you complete visibility into processes throughout your plant, from quality control, to managing your supply chain, to collaborating with your engineers, so you can understand your costs and provide your customers with accurate project quotes. This way you can also track your customer orders through production cycles, and provide accurate updates on the status of an order. By tracking your work processes, you can streamline them and make them more efficient, spotting bottlenecks and proactively notifying customers of potential issues. You'll gain a clearer picture of your costs and labor. This, in turn, can help you to better understand the obstacles to your profits, so you can more accurately predict capacity and provide your customers with more accurate quotes and delivery schedules.

Infor Industrial Manufacturing has helped more than 20,000 customers around the world.

Some of our customers include:

- Avedis Zildjian Company
- Brentwood Industries
- Herman Miller, Ltd. (UK)
- Metcam
- Preferred Sands

Drive efficiency

One-size-fits-all doesn't apply to software for manufacturers. You need solutions tailored to your distinct processes. Not only are Infor Industrial Manufacturing solutions built for the specific needs of the manufacturing industry, but the microverticals we serve also get out-of-the-box functionality to control their complex processes and drive greater efficiency.

With Infor Industrial Manufacturing's integrated software solutions, you get the tools you need to help you manage and streamline purchasing, inventory, and quality control. Using our business intelligence tools and social collaboration applications, you can manage resources with careful attention to quality and costs and be certain you have the raw materials you need to meet customer orders. Infor Industrial Manufacturing helps you manage the end-to-end process, so you can streamline operations and increase operational efficiency.

Choose the deployment option that works for you

With Infor Industrial Manufacturing, you can take advantage of deployment options that include cloud, on-premise, and hybrid deployments—so you can choose the option that makes the most sense for your business today, and maintain flexibility wherever your company winds up in the future. Deploying Infor Industrial Manufacturing in the cloud offers you the agility and storage you need to fully incorporate a vast amount of sensor data, customer account data, product history, and expense data so you can be proactive and in-tune with customer expectations. Whichever deployment option you choose, you'll have the same industry-specific functionality.

The Infor Implementation Methodology streamlines the steps required for a system implementation and gives you the key functionality you need to get up and running quickly. You'll benefit from a preconfigured database with predefined parameter settings and template master data such as items, equipment, services, suppliers, and customers—all of which can help you save time and money, and take the guesswork out of deploying an enterprise management system.

Deliver improved performance

As advanced technologies drive the industrial manufacturing industry into the future, you must be innovative, creative, and focused on building an excellent customer experience. Infor Industrial Manufacturing can give you the agility to meet these changes with speed and flexibility. With Infor Industrial Manufacturing, you can build a lean, global supply chain that operates smoothly—no matter how complex or geographically dispersed your company may be. Best of all, Infor Industrial Manufacturing gives you the tools you need to improve visibility and accelerate innovation and implement organization processes that will enable consistent, high-level performance and exceptional customer service.

Infor in action.

Take a look at some of our Infor Industrial Manufacturing success stories.

Building a truly global business.

A 3.5 billion euro maritime firm based in the Netherlands that has 15,000 employees across 75 countries needed a better way to standardize and manage complex, worldwide projects. The firm focuses on civil engineering projects like constructing ports and waterways, as well as energy-related work like transporting oil rigs throughout the globe for installation. The firm recently acquired a number

of companies and wanted to improve collaboration between these companies and other business units on one platform. Because the company operates in numerous countries on other continents, it needed a solution that offered the infrastructure to support its IT needs and functions worldwide. Infor Industrial Manufacturing helped the maritime firm integrate all of its systems into a single platform available in the cloud, so it could focus on running its business better.

Bringing new offices and plants online quickly.

A leading global manufacturer of office and domestic working environment furniture needed to update its legacy ERP system to one that could support the growth of its international business. The company has manufacturing and distribution centers in North America, the UK, and Asia, as well as sales offices throughout the world. Unifying all of these different

departments was critical to the company's continued success. With Infor, the furniture company has been able to take advantage of a single platform for all of its transactions. This has helped it to reduce its inventory by \$1.2 million in two years. And, because the company must manage the choice of colors, fabrics, and designs for all of its 450 SKUs, it can now create all of these SKUs as made-to-order products that can be configured for each customer order.

Gaining greater operational visibility.

One of the largest sheet metal fabricators in the Southeastern US, which supplies numerous OEMs and other customers in the HVAC and telecommunications industries with precision sheet metal components, was able to reduce its inventory by 50% and gain greater visibility into all aspects of its business with Infor Industrial Manufacturing solutions. This reduction in inventory has

helped the company save money and resources. In addition, Infor solutions have made many of the company's back office functions paperless, which makes processing customer orders quicker and more efficient. Thanks to the real-time operational visibility that Infor's solution offers, the company has better data, which has helped it to improve its decision making on the shop floor. Its leaders can better understand every aspect of the business, from the topline on down to every dollar of expense.

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Industrial Manufacturing



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