

Infor Consumer Packaged Goods Essentials



➔ More than 3,000 manufacturers of fast-moving products in the consumer packaged goods, household, and personal care industries rely on Infor Consumer Packaged Goods Essentials to transform their business.

Be enterprising.

Fluctuating consumer demand, escalating health and environmental regulations, mounting margin pressures, variable material quality, mergers and acquisitions. These are some of the toughest challenges consumer packaged goods (CPG) companies confront every day. Other headaches involve escalating retailer and customer power, the blurring of traditional channels, social responsibility, sustainability expectations, partnering and outsourcing, extended supply chains, short product lifecycles, and the demand for innovation, while driving out costs. Success in this fast-moving manufacturing arena requires having the ability to meet a diversity of challenges—and turn today's obstacles into tomorrow's opportunities.

To sustain growth and prosperity, enterprising CPG manufacturers recognize the importance of innovative systems that keep their operations running at peak velocity.



They also want these solutions to help them not only react profitably to disruptive events, meet consumer whims, and ensure governmental compliance, but also boost profit margins and the top line by enhancing key innovation, manufacturing, and supply chain planning processes.

Leverage experience.

Infor™ has supported the needs of CPG manufacturers for over 30 years with an integrated, business-specific solution with industry experience built in, which lowers our customers' total cost of ownership. Today, Infor helps over 3,000 CPG companies continually transform all aspects of their business.

Infor Consumer Packaged Goods Essentials is a fast-moving, product-oriented solution that optimizes demand plan profitability, provides the lowest total cost inventory plans, maximizes throughput at the best possible margins, and enhances commodity-based procurement. It also assures the lowest total cost of quality, minimizes the cost of servicing customers, improves asset performance, ensures compliance and sustainability, and boosts innovation. Moreover, by integrating and optimizing your operations, you'll trim the time to detect changes, analyze alternatives, and react in the most cost-efficient manner today—and for the long haul.

Whether your goal is to meet service-level agreements with less inventory, improve promotional effectiveness,

strengthen collaboration, produce feasible product schedules, or eliminate cross contamination, our solution helps you tackle the challenges you face every day. You'll also enjoy a better bottom line through continual improvements.

Get business specific.

Infor Consumer Packaged Goods Essentials is the world's only completely integrated, business-specific solution to help CPG companies like yours effectively solve their most pressing problems. No matter what consumer product you manufacture, it covers every aspect of your operations. What's more, you can implement the entire solution at once or add components in stages as needed.

Enterprise Resource Planning

At the heart of Infor Consumer Packaged Goods Essentials is an easy-to-use, functionally robust, open enterprise resource planning (ERP) system that enables you to run an efficient, end-to-end operation—from sales, production, quality, and procurement to innovation, compliance, scheduling, and accounting. Leveraging Infor ERP, you'll boost productivity and your bottom line by strengthening departmental efficiencies, and minimize the total cost of quality and service, while ensuring regulatory compliance. With features like profit- and shelf-life-based allocation, this solution provides what you need to cut costs, boost profits, and increase customer satisfaction, every time you process orders or touch inventory.

Demand Planning

Infor SCM Demand Planning delivers pinpoint accuracy and visibility into customer demand, enabling you to consistently realize measurable improvements in service, while reducing investments in inventory. You'll also use your manufacturing and distribution resources more efficiently. The management of multiple channels, the growing power of major retailers or customers, fluctuating consumer demand, and supply risks require a solution that enables you to quickly identify issues or opportunities. The solution should also support collaboration to reduce lead time, generate multiple alternatives for trade-off analysis and capitalize on integration to inventory planning to validate your plan's feasibility. Spreadsheet-based solutions lack capabilities to address issues like promotions, collaboration, and multiple channels. Whether standalone or part of an integrated sales and operational



planning solution, Demand Planning provides the requisite tools to increase forecast accuracy and produce optimal plans. And boosting forecast accuracy by 2% can improve inventory accuracy by 1%.

Advanced Planner

Visibility into ever-changing demand and supply risks, coupled with the ability to understand the total cost to service customers, will impact true profitability. Infor SCM Advanced Planner delivers the tools and optimizes the techniques that can help you plan an inventory strategy that optimally balances inventory and customer service levels, while reducing your inventory investment and improving cash flow and profitability. You can classify items by type ABC Classification, plan safety stock levels and lead times by location, define ordering policies, and more. In fact, research shows most companies can meet customer service level agreements with 10% less finished goods inventory when using inventory optimization strategies.

Advanced Scheduler

Each day, leading companies boost their bottom line by executing the most lucrative schedule based on demand, available materials, and capacity. But because most manufacturers use spreadsheets, ERP, MPS, or other solutions that aren't volume- or tank-based, they're basically leaving money on the table. By utilizing optimization techniques, Infor SCM Advanced Scheduler generates a feasible schedule that minimizes changeover costs and downtime—and a production plan that maximizes profits proactively or whenever a disruptive event causes a short-term replan. Manufacturers using Infor SCM Advanced Scheduler commonly increase throughput 10% to 40%, while cutting compliance risks.

Product Lifecycle Management

Infor PLM (Product Lifecycle Management) enables you to increase the number of new products, improve margins, reduce compliance risk, eliminate waste, drive efficiency across your enterprise, and turn product development into a competitive advantage. You'll do all this by improving productivity, reducing new/changed product time to market, trimming costs for new product introductions, meeting quality and compliance mandates including label production, and averting new product failures. Some customers have reduced time to market by 50% or more.

“ We had very specific requirements like shelf life management and expiration date management. ... Infor came out on top in every area. ”

GEORGE NEILL, DIRECTOR OF IT, ORGANIC VALLEY FAMILY OF FARMS

Enterprise Asset Management

A good enterprise asset management solution provides tools to monitor and manage deployment, performance, and maintenance of a company's assets, helping prevent operational surprises and uncover hidden profits. Infor EAM ensures higher perfect order rates by improving equipment availability and reliability. Enterprising companies look to this solution to not only assure product quality, but also meet compliance mandates. In effect, it helps them transform a cost center into a profit center. You can implement Infor EAM at the plant or enterprise level to gain global visibility into asset performance and spare parts inventory and purchasing.

Customer Relationship Management

Happy customers mean repeat customers. Infor CRM (Customer Relationship Management) offers capabilities that help improve customer responsiveness by enabling you to better manage your customer relationships. Capabilities range from tactical or traditional CRM to strategic inbound and outbound marketing. Call center capabilities enhance the product experience and capture the voice of your customers for ideas, complaints, and promotional opportunities.

Financial, Performance, and Human Capital Management

Infor's financial and performance management solutions improve compliance at the lowest possible cost. Integrated financial and performance reporting and management increase information transparency, as well as financial and management control. When you integrate Infor HCM (Human Capital Management) and payroll, your company can increase employee retention and protect a valuable asset. With greater visibility, you'll minimize time to knowledge, as well as resolve important issues in a more timely fashion.

Supply Chain Execution

No matter what type of value chain you have, it's critical to meet revenue and profit expectations. Infor provides a set of supply chain execution modules that can be implemented modularly. Included are warehouse management, transportation planning and procurement, yard management, network design, RFID (radio frequency identification), and others. As your supply chain grows, outsourcing or partnerships increase, and compliance issues multiply, Infor enables you to focus on areas with the most risk or shortest ROI—and incrementally add the appropriate modules.

See results now.

Fast-moving manufacturers across a range of industries rely on the high-performance components of Infor Consumer Packaged Goods Essentials to achieve sustainable and profitable growth. These solutions not only extend the value of your ERP investment, but also deliver value to all aspects of your business and supply chain. And they start by helping you produce consistent quality and compliant products to meet shifting demand, adapt to volatile market dynamics, and meet your goals—faster. When you join the Infor user community, you'll:

- Maximize customer satisfaction, while minimizing service costs
- Improve perfect order rates
- Enhance quality and product consistency, while cutting costs
- Boost compliance and sustainability
- Optimize responses to change
- Increase innovation

What's more, by improving demand accuracy and shaping, accelerating new product introductions, and strengthening asset performance, while increasing agility and reducing your supply chain risks, Infor Consumer Packaged Goods Essentials can ultimately help make the difference between your company operating in the red or black.

About Infor.

Infor delivers business-specific software to enterprising organizations. With experience built in, Infor's solutions enable businesses of all sizes to be more enterprising and adapt to the rapid changes of a global marketplace. With more than 70,000 customers, Infor is changing what businesses expect from an enterprise software provider. For additional information, visit www.infor.com.

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