

Infor Distribution Essentials



➔ Thousands of pure distributors worldwide rely on Infor Distribution Essentials to run their business, increase inventory productivity, reduce operating costs, improve customer satisfaction, improve agility and supply chain performance, and more.

Be enterprising.

Distribution is a fast-paced and competitive industry with lots of moving parts. To prosper, companies must be able to move beyond the immediate to seek out and adopt new growth strategies while maintaining costs and adding value in everything they do. An organization's success will depend on its ability to quickly source materials and work better with new suppliers by seamlessly integrating them into its end-to-end supply chain. Ready access to information about suppliers, inventory levels, outstanding orders, and shipments translates to cost control and rapid order turnaround.

As roles within the supply chain change, new customer opportunities naturally arise. Giving customers a great experience whether it's handling their order inquiry or providing product support is therefore essential. Enterprising distributors require systems that help them deal with complex issues like these while managing the bottom line.



Leverage experience.

Infor™ serves the largest community of distribution customers in the industry with business-specific solutions based on the best practices of industry leaders and targeted to meet critical business metrics and improve business performance. Over 8,000 pure distributors worldwide have chosen Infor to integrate their demand planning, customer service, electronic commerce, order management, purchasing, global strategic sourcing, global supply chain management, and after sales service and help them achieve operational excellence in even the most complex distribution environments.

Get business specific.

Infor Distribution Essentials is a robust solution specifically designed to help address the most pressing challenges of distribution companies. Regardless of your global reach or the breadth of your product offering, Infor Distribution Essentials offers everything you need to cost-effectively grow your business. If you manage an extended supply chain, it provides broad coverage of these important core business processes: plan, source, buy, make/assemble, ship, sell, and service.

You get a comprehensive and integrated set of tools that provides functional oversight and effective control of your operations whether they involve one location or several. You'll be equipped to deliver the accurate forecasting you

need to develop corporate financial and merchandise plans based on anticipated demand for goods or anticipated account sales volume; take control of your supplier network, make optimal sourcing/supplier decisions, and streamline purchasing and contract management; and extend your business through delivery of new services, as well as value-added services such as kitting and assembly. With Infor Distribution Essentials, you'll streamline decision making and process execution to better ensure ongoing improvements in customer sales and service—from order placement through customer shipment. Components include:

Advanced Order and Supply Chain Management

Balance demand and supply throughout your entire inventory cycle regardless of the diversity of products you carry or the location of your suppliers. Infor delivers visibility and control over every aspect of your inventory lifecycle with ready access to source material, supplier information, and inventory stocking levels. Effectively manage the supply chain from customer order placement to product requisition, customer shipment, and inventory replenishment.

Inventory Management and Control

Make your inventory perform for your business. Get a jump on inventory replenishment through forecasting tools that let you replenish your stock from the most efficient locations and avoid last-minute special orders and drop shipments. Improve inventory turns and make the most of excess inventory through features which support select pricing and promotion. Get the tools you need to branch out and better integrate a diversity of products and suppliers into your mix.

Warehouse Management

Streamline the movement of goods in and out of your warehouse and increase your ability to manage inventory. From shipment visibility through receiving, putaway, picking, packing, and shipping, Infor tools will automate the process, improve labor utilization, and dramatically improve the flow of goods from suppliers to customers.

Light Manufacturing and Kitting

Seamlessly extend your current systems to accommodate new value-added business offerings including light manufacturing, assembly, packaging, and other services. Quickly address new operational procedures regardless of whether they are simple, complex, incorporate multiple



suppliers, or involve a multi-step manufacturing process. Gain control from order through finished product delivery with tracking and costing of components, routing, labor estimates, special charges, and overhead.

Logistics and Transportation Management

Better manage your reliance on an extended group of suppliers, manufacturers, shippers, and customer fulfillment partners who represent a complex set of variables that must be tracked and monitored. Infor provides logistics tools and transportation management capabilities to help you manage that flow and the smooth tendering of goods from one node of operation to another.

Financial Management

Accelerate the performance of financial management systems that have been around for some time. Important to your business are the depth and the flexibility of these systems to integrate with and accommodate new automation processes and requirements unique to the distribution industry. With Infor, you will gain the ability to incorporate important financial processing capabilities such as the ability to manage multiple general ledgers or dynamic payment processing—capabilities that are critical financial management tasks that might otherwise increase liability and risk to the business.

Customer Management and Marketing

As a distributor, you need an effective solution that allows you to manage all customer-facing aspects of your business, including an increasing demand for customized orders with shorter and shorter delivery windows. Working with Infor, you can now target by customer profile and manage all aspects of the customer relationship—from account setup, to transaction processing, and service delivery. Fully integrated distribution management means you'll be able to identify ways to better leverage customer relationships with promotional and cross-selling opportunities.

After Sales Service

As you look to expand the role you play within the commercial sales arena, the ability to service, repair, and address warranty procedures for both the customer and supplier can contribute significant revenue and create additional selling opportunities. Having visibility to product catalogs, order status, and customer purchase history translates to better problem resolution turnaround times, cost savings, and more responsive customer service.

See results now.

Whatever type of distributor you are, Infor Distribution Essentials can help you quickly integrate new value-added services, extend your inventory, and grow your business profitably. You get the key capabilities you need to remain competitive in an industry that is increasingly impacted by global trade and development. Infor Distribution Essentials is driving the flow of more than \$100 billion of goods and services through the North American supply chain, helping companies like yours:

- Manage increasingly complex products and product offerings
- Increase the productivity of your inventory
- Reduce operating costs
- Improve customer satisfaction
- Improve agility and supply chain performance
- Enable greater flexibility to address changing market conditions

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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