



focus on essentials



## Infor ERP FACTS

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**enhance** customer service,

**optimize** inventory levels,

**increase** productivity and

**improve** profitability.

# Infor ERP FACTS

## A Complete Distribution Software System

Combining power, control and convenience, Infor ERP FACTS is a robust distribution management solution specifically designed to help distributors of all types run an efficient, end-to-end operation. From accounting and sales to the warehouse and everywhere in between, Infor ERP FACTS allows distributors to enhance customer service, optimize inventory levels, increase productivity and improve profitability.

## Advanced Technology that's Easy-to-Use

Advanced in both design and function, yet remarkably easy-to-use, Infor ERP FACTS delivers unprecedented quality and functionality. Your business processes are automated through an intuitive, easy-to-use, graphical interface. Revolutionizing information management, Infor ERP FACTS boasts a full-featured client/server system and flexible, event-driven operations, running on the latest Windows®-based connectivity standards.

## Accomplish More with Less

With customizable search capabilities and quick navigation buttons, Infor ERP FACTS allows users to accomplish tasks more quickly and more accurately than with other software packages. Robust functionality and innovative features provide new levels of efficiency, accuracy and convenience, allowing distributors to maximize resources throughout their business.

## Optimize Quality & Customer Service

Infor ERP FACTS boasts a wide variety of features and functions throughout various modules that allow users to enhance their service levels. Features such as Management Alerts and Notes Manager improve communication and promote the centralized sharing and monitoring of key information in a timely manner.

## Speed and Accuracy through Data Integration

Designed to maximize speed and accuracy, Infor ERP FACTS can access and integrate data across an entire operation, thereby eliminating many redundant, manual processes and streamlining business functions.

## Easy-to-Learn. Easy-to-Use.

With a graphical and intuitive user interface, Infor ERP FACTS is remarkably easy-to-learn and easy-to-use. Employees can become proficient users quickly, thereby minimizing training periods and maximizing productivity.

With a flexible, modular-based design, Infor ERP FACTS can be tailored to meet the needs of nearly any distributor's business. Robust functionality and innovative features are integrated in a powerful software system designed to evolve with ever-changing advances in technology.

## Supply Chain Management

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**Inventory Control** allows purchasing agents and warehouse managers to manage by exception, rather than examining every detail. Inventory Control supports distributor functions such as dynamic pricing matrices, customer contracts, price levels, quantity breaks, cycle counting and warehouse transfers.

**Purchase Orders** manages the purchases of both stock and non-stock orders recommended by the inventory control and sales order programs. To ensure that purchase order prices are correct, vendor-item costs and vendor cost contracts are maintained. Backorder fulfillment is fully automated, while price and quantity discrepancies are reported.

**Warehouse Management System (WMS)** manages product handling in the warehouse with bar-code technology and software automation that provides extremely accurate and efficient control over receiving, counting, moving, picking, packing and shipping of product.

**System Management** allows you to customize menus without sacrificing security. The Jobstream function allows reports and other programs to run in succession without user intervention, which is a tremendous time saver at month end.

## Enterprise Performance Management

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**Sales Analysis** gives distributors a clear picture of sales performance so they can better align their sales strategies to maximize revenue and profit. It encapsulates sales transactions and allows you to view sales, costs, units, gross margin and gross margin percent by various combinations of customer, item, item class and salesperson.

**Report Writer** is a high-performance tool that enables you to create reports from any Infor ERP FACTS data file, thereby eliminating customer programming for special reporting needs. This convenient tool provides users with enhanced flexibility to create the reports they need in the format that they need.

## Financial Management

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**Accounts Receivable** helps manage the entire receivables process including payment terms, credit limits, payment history, dunning letters, service charges, disputed invoice designation, invoice history and a wealth of reports that alert you to credit problems early.

**Accounts Payable** allows users to enter invoices for trade payables from the Purchase Order system or directly through Accounts Payable. It manages payment terms, discounts, generates checks and maintains vendor history providing tight control over your cash position.

**General Ledger** provides flexible account definition and profit definition as well as direct journal entries, recurring entries, reversing entries, allocations, budgeting, financial statements and interface transactions. You can receive data directly from other components, ensuring consistent and accurate entries.

**Payroll** maintains and tracks employee data, manages check writing functions and provides extensive reporting for governmental and tax purposes.

## Supplier Relationship Management

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**Service and Repair** provides tools to manage a service and repair organization. Both field and depot requirements are handled. While handling maintenance and warranty work, it issues repair parts and tracks usage, costing, pricing and replenishment.

## Business Management

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**Sales Orders** gives users a powerful tool to manage and monitor the entire sales process from quotes to invoices all with just a few keystrokes. It eliminates guesswork and provides a powerful tool to help manage the sales process. You can generate a quote, recall a previous quote, convert a quote to an order, log future orders and control inventory commitment all with a few keystrokes. Immediate inquiry access further enhances the speed and quality of customer service.

**Manufacturing Control** provides distributors with a highly efficient system for managing the production process and supports make-to-order, configure-to-order, make-to-stock and kitted production.

**Electronic Data Interchange (EDI)** allows processing of inbound and outbound documents, such as purchase orders and invoices. For distributors, this tool can dramatically improve cycle times, productivity, data integrity and customer service, while reducing paperwork and transaction costs.integrates.

**Faxlink** provides users with a tool to fax reports and documents from an Infor ERP FACTS program. Faxlink helps speed collections by faxing past invoices. You can create as many custom cover pages as needed. Anything you can print, you can quickly and easily fax.

**Archive** is a secure storage and retrieval system that lets you automatically archive your reports online, saving time, paper and storage space while protecting you from lost or misplaced documents. Archived reports can be easily retrieved, viewed, printed and refiled as needed.

**Forms Management** gives your Infor ERP FACTS system the ability to print documents on laser printers with plain paper. A professional image is created for your company with enhanced shading, font attributes and logos.

**Job Cost** provides dynamic job tracking along with the extensive reporting features needed to maximize sales and profits for project-oriented distributors.

**API Toolkit (Application Programming Interface)** allows other computer systems to request information from your system. Users can leverage the API Toolkit to integrate their supply chain to gain efficiency and accuracy.

## eCommerce

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**eCommerce Catalog** provides an automated means of effectively and efficiently aggregating, managing and delivering their entire product offering online. From product information and pricing to online queries, eCommerce Catalog provides an easy-to-maintain web portal that will help drive sales and provide enhanced access and convenience to customers.

**eCommerce Storefront** provides state-of-the-art web interface, designed to provide a superior shopping experience for both business-to-business and business-to-consumer web sites. With a robust catalog, advanced search, order entry, tracking capabilities and account maintenance, eCommerce Storefront provides a superior online shopping experience and convenience for customers.

## Customer Relationship Management

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**Relationship Management** is a fully integrated tool for managing your relationship with prospects, customers and vendors. Relationship Management brings consistency and efficiency to business processes such as sales and credit/collections.

## Tools to Enhance Business Performance

Infor ERP FACTS provides users with a variety of tools to quickly assess and enhance both current and past business performance. Comprehensive reporting, intuitive interfaces and integrated business tools allows users to make more informed decisions that will improve cash flow, enhance customer service and maximize resources companywide.

## Enhance your Competitive Edge

Stay ahead of your competition by leveraging Infor ERP FACTS's innovative features and leading-edge functionality to propel your business to new levels of quality, productivity and profitability.

## Secured Information

Each user is assigned to a security group with parameters specified and controlled by the administrator. Access privileges are controlled so information and processes are secure.

## Architecture

Infor ERP SX.enterprise architecture provides flexible, scalable and expandable system configuration options and is designed to run on Windows, Linux or Unix.



## Who Is Infor ...

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Infor is the largest enterprise software provider focused exclusively on the distribution and manufacturing industries. We offer deep vertical expertise and comprehensive software solutions designed to address the essential challenges our customers face. At Infor, we understand the challenge of managing and growing a distribution business. That's why Infor's distribution group is focused exclusively on the distribution industry, providing distribution-specific software solutions that are innovative, practical and proven. We specialize in helping distributors balance between managing day-to-day realities and pursuing opportunities to grow their businesses. The result is solutions that allow distributors to attract new business, increase customer loyalty and compete on factors other than price.

### Infor Facts and Figures:

- **Thirty years of experience in the distribution industry.** Infor's distribution solutions incorporate technology and expertise acquired from industry leading software providers, including daly.commerce, Nxtrend and Aperum. Our solutions have decades of research, development and practical application behind them.
- **More than 4,500 distribution customers.** We serve distributors of all sizes across a wide variety of industries, with concentrations in the industrial, building materials, paper, electrical, medical equipment, automotive, apparel and HVAC industries.
- **Over 400 employees focused exclusively on the distribution market.** The average Infor distribution employee has years of distribution-specific experience.
- **18% of revenues devoted to on-going research and development.** Infor is committed to innovation and continual enhancement of the solutions we offer. We want to ensure our customers have the technology not just to meet their needs today but also to manage the change and growth that are always around the corner.

## Do You Love Your Distribution Software?

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Infor's distribution customers do. Over 4,500 distributors rely on Infor's comprehensive, distribution-centric ERP and supply chain management solutions to manage and grow their businesses. From day-to-day essentials to innovative strategies designed to set you apart from the competition, Infor's solutions are practical, easy-to-use and proven to positively impact your bottom line. Here are just a few of the reasons why our customers love us.

- **Cost Effective, Easy to Use, Distribution-Focused Software Solutions.** Our solutions are designed to manage all of your distribution needs with a fully-integrated suite of solutions. From order entry and eCommerce to inventory management and logistics, Infor is a one-stop-shop for distribution software solutions.
- **Rapid Implementation and Quick ROI.** We understand that lengthy, costly software implementations are not an option. Our solutions are geared for rapid implementation and our team uses the experience gained through thousands of distribution implementations to get you up and running quickly. The result is lower implementation costs and rapid return on your investment.
- **Deep Vertical Expertise.** At Infor, we have learned from experience that every distribution industry and every distributor has unique needs. We deliver the industry-specific functionality and expertise you need to meet your specific requirements.
- **Unbeatable Support.** Our distribution employees know your industry and speak your language. We are committed to providing the highest quality support from your first day as a customer to your 20th anniversary.
- **Extensive Resources.** As a global software provider and the largest company focused specifically on distribution, Infor brings to the table a wealth of assets and resources that are difficult to match. Whatever your initiative or business objective, we have the solutions, expertise and resources to make it happen.

Distribution software should simplify your life, not complicate it. Infor can redefine the way you run your business ... and our customers love us for it.



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