Infor10 Demand Planning

Do business better.

Survival in today's highly competitive business environment requires an accurate picture of demand to drive production, inventory, distribution, and buying plans across the enterprise. Forecasting demand becomes even more complex when the effects of seasonality, promotions, and product proliferation—not to mention growth through mergers and acquisitions—are taken into account. Forward-thinking organizations leverage technology to help them predict and shape customer demand more efficiently and cost-effectively.

Leverage experience.

Infor10™ Demand Planning offers advanced statistical capabilities combined with market knowledge gained from internal and external collaboration to bring pinpoint accuracy to your demand plans. As a result, you get a single, global view of the "truth" that both provides the foundation for your sales and operations plan—and helps you achieve measurable service improvements.

Today's complex, global supply chain environments require the support of industry experts—people who understand how difficult it is to increase profits while satisfying customers. That's why Demand Planning is backed by development, sales, service, and support personnel with deep industry expertise. You benefit from a lower total cost of ownership due to reduced customization and integration costs, and measurable business process improvements that start with Demand Planning and then ripple across your entire supply chain.

> "The Infor team spent time understanding our needs and processes....This was crucial in getting the maximum benefit from the system."
>
> —JAMES SAUNDERS, HEAD OF BUSINESS PLANNING, HALLMARK CARDS

Get business specific.

The Demand Planning component of Infor SCM offers rich functionality for increasing forecast accuracy, sharing knowledge, and improving the sales and operations planning process. Modules include:

Demand Forecaster—increase accuracy.

The Demand Forecaster module offers powerful forecasting techniques presented in a graphical environment to automatically detect seasonality, trends, slow-moving items, unusual outliers, and step-changes in demand. Its statistical engine is "self-learning," requiring minimal intervention to develop accurate demand forecasts. You can operate at a single site or across your entire enterprise, and forecast at any combination of product group, customer, or channel. You can even model the effect of promotions and events and their impact on downstream supply.

Collaborate—share knowledge.

Collaborate from Infor features a rich, web-based interface that enables collaboration among everyone with a stake in your demand planning process.

Internally, your sales and demand planners at remote sites are equipped to plan promotions to better shape demand. Externally, your customers can contribute to the demand forecast, providing visibility that strengthens your responsiveness. And upstream, your suppliers' knowledge of your plans helps improve their delivery performance to you.

Sales and Operations Reporting—an improved process.

The Sales and Operations Reporting module monitors the accuracy and effectiveness of your demand and supply plans to provide valuable input into the S&OP process. All published demand, inventory, and supply plans are stored and compared over time, enabling you to analyze the success of your promotions, events, and new product launches. Your forecasts and plans can even be presented at any aggregation of product, customer, and channel for easier business reporting and converted to monetary units for comparison to financial budgets.

See results now.

Demand Planning delivers pinpoint accuracy, visibility of customer demand, and unprecedented flexibility—ensuring consistent and measurable improvements in customer service, lower inventory investments, and the optimal use of resources.

Our clients have realized dramatic results like:

- Improved forecast accuracy 20-40%
- Increased on-time delivery performance up to 20%
- Slashed inventory investments and increased turns by 15-30%
- Reduced obsolescence by 15%
- Lowered production costs by as much as 20%

About Infor.

Infor is a leading provider of business software and services, helping more than 70,000 customers in 164 countries improve operations and drive growth. To learn more about Infor, please visit www.infor.com.

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