

## SX.enterprise

➔ Infor ERP SX.enterprise is a robust enterprise resource planning (ERP) solution specifically designed to help distributors with complex business models run an efficient, end-to-end operation.



### Do business better.

To have a fighting chance at success in the distribution industry, a company must be able to handle an extraordinary amount of complexity without errors, delays or inefficiencies. For some distributors, this means efficiently and cost-effectively managing thousands of monthly transactions, thousands or tens of thousands of SKUs (stock keeping units), and dozens or even hundreds of suppliers and customers. That level of complexity would be challenging enough. But today's distributors must also contend with an arduous business environment where customers are constantly demanding more for less and competitors are constantly trying to steal your customers.

In this environment, distributors need an enterprise resource planning (ERP) solution that offers a full range of enterprise functionality to tackle today's challenges and the ability to integrate new software capabilities quickly and inexpensively to adapt to emerging requirements.

### Leverage experience.

Infor™ ERP SX.enterprise is a robust enterprise resource planning (ERP) solution specifically designed to help distributors with complex business models run an efficient, end-to-end operation. Advanced in both design and function, Infor ERP SX.enterprise automates core processes, including inventory management, order entry, financial management, and sales operations. These capabilities give distributors a deep and comprehensive view of factors driving customer service and other key processes. The solution enables distributors with complex product lines and large numbers of customers and/or

suppliers to efficiently increase inventory turns and maximize margins.

More than 800 companies with revenue ranging from \$50 million to more than \$1 billion are leveraging the distribution industry specific functionality in Infor ERP SX.enterprise.

## Get business specific.

Infor ERP SX.enterprise is a full-featured client/server system with an intuitive, user-friendly graphical interface that supports flexible, event-driven operations. Infor ERP SX.enterprise provides the tools for control of the complete inventory lifecycle—from order entry and customer order management, through complex pricing and price management, rebates, and detailed unit-of-measure management.

### Add functionality on your schedule with Infor Open SOA

To help you increase your business agility, Infor ERP SX.enterprise is built on Infor Open SOA, Infor's strategic approach to service-oriented architecture (SOA). Infor Open SOA makes it possible for customers to easily add, change, upgrade, or modify specific capabilities without waiting for a major new release and without enduring a major disruption to their business.

### Enhance user productivity with Infor MyDay

Infor ERP SX.enterprise is part of the Infor MyDay program which leverages a dynamic Web 2.0 interface to improve the efficiency of users by presenting the information they need to perform their jobs in a personalized, easy-to-use format. Infor MyDay for Infor ERP SX.enterprise gives executives and line of business employees role-specific metrics, reports and alerts so they can make better decisions, faster. With Infor MyDay, employees in purchasing, sales, finance, and other departments can drill deep into relevant business data stored in SX.enterprise and retrieve what they need to complete a task.

### Core Capabilities

**Warehouse management:** To help users manage warehouse workflow in real-time, Infor ERP SX.enterprise offers a choice of two warehouse management systems, Total Warehouse Logistics (TWL) and Infor SCM Warehouse Management. With TWL, which is integrated into the Infor ERP SX.enterprise solution, a distributor has access to advanced picking, packing, and placement capabilities that enhance the ability to manage warehouse activities. The interoperability of Infor ERP SX.enterprise with Infor SCM Warehouse Management offers distributors specialized features, including voice enablement, radio frequency identification device (RFID) enablement, labor management, task interleaving, and dock door scheduling. Infor SCM Warehouse Management also provides specific capabilities to support third-party logistics providers (3PLs) and multi-tenant warehouse environments.

**Order Entry:** The solution includes comprehensive pricing capabilities, including a pricing modifier, which allows you to price differently based on the geographic location and the class of products such as how fast it is selling. With Order Entry, it's possible to select multiple line items and tie them to a single purchase order or warehouse transfer. Infor ERP SX.enterprise enables users to automate purchasing activities to streamline processes for buyers.

**Inventory control:** Efficient tools let you easily establish reorder points, print physical count sheets, and perform a variety of other inventory control processes. Vendor managed inventory tools help you manage off-site inventory controlled by vendors. The solution includes electronic distribution of information between manufacturers and distributors to automate and streamline the process for recording and tracking



transactions, such as the vendor on-sale rebate process. In addition, Infor ERP SX.enterprise enables you to store non-stock products in inventory without creating a catalog or product record.

**Value-added services:** Infor ERP SX.enterprise provides capabilities to meet increasing customer demands for more comprehensive services from distributors. The solution provides support for value-added services such as stamping, coating and assembling products. In addition, a kit production module features innovative, automated tools for packaging and marketing products.


**Purchasing:** Infor ERP SX.enterprise features advanced order control, inventory management, and other flexible capabilities to manage the purchase of both stock and non-stock products. Advanced order control lets you take advantage of complex ordering formulas while considering important factors such as average sale quantity. The solution also includes functionality to modify pricing based on a distributor's unique circumstances. For example, distributors moving into a new competitive area can use the solution to reduce the margin on products in one area and not affect the price of those products in other regions.

**Service warranty:** The solution offers capabilities to streamline service and repair functions.

Infor ERP SX.enterprise also delivers general business functionality to support all aspects of your operations.

**Financial management:** Infor delivers functionality designed specifically for the unique challenges of distributors operating multiple locations. Infor ERP SX.enterprise includes comprehensive credit card processing capabilities that make it possible for distributors to reduce processing fees by providing credit card companies with comprehensive information about the transaction. The solution also includes capability to perform mass maintenance on all customer pricing record types and all rebate sub-types, including vendor on sale, vendor on purchase, and customer.

**Performance management:** Distributors have access to advanced capabilities to link their operational plans with corporate strategy and generate actionable insights to increase user productivity, control costs and improve overall business performance.

 Infor ERP SX.enterprise provides the tools you need to control the complete inventory lifecycle—from order entry and customer order management, through complex pricing and price management, rebates, and detailed unit-of-measure management.

**Supplier relationship management:** With Infor ERP SX.enterprise, you have access to capabilities that create a more collaborative environment for you and your suppliers.

**E-commerce tools:** Distributors using Infor ERP SX.enterprise have access to eCommerce capabilities that make it possible to conduct business with suppliers and customers 24X7.

**Customer relationship management:** Infor ERP SX.enterprise users have access to capabilities for getting a comprehensive view of their customers to enable a consistent and continuous customer dialogue based on real-time information.

## See results now.

Infor ERP SX.enterprise is a complete solution that is helping more than 800 distributors worldwide strengthen their performance and drive strategic expansion. Easy to implement and use, the solution is helping customers see significant bottom-line business benefits. Infor ERP SX.enterprise customers have reported the following benefits:

- 2% increase in gross profit
- More than \$300K savings in the first six months
- 65% reduction in receiving errors
- 300% improvement in pick efficiency
- 99.9% inventory accuracy
- 50% increase in warehouse volume with no decline in service levels

## About Infor.

Infor acquires and develops functionally rich software backed by thousands of domain experts and then makes it better through continuous innovation, faster implementation options, global enablement, and flexible buying options. In a few short years, Infor has become one of the largest providers of business software in the world. For additional information, visit [www.infor.com](http://www.infor.com).

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