Now your distribution company has a comprehensive solution to support your business intelligence strategies at every level.

INFOR DISTRIBUTION BI

YOUR ONE-STOP SHOP FOR BUSINESS INTELLIGENCE.

Distribution companies face constant pressure to provide better customer service and increase inventory turns, all the while maintaining tight margins to build profitability. Crystal-clear visibility into every aspect of your organization is essential, because even small changes in efficiencies and processes can make the difference between a break-even quarter and a profitable one.

That's why Infor™ has assembled a powerful set of business intelligence (BI) solutions for the distribution industry. BI strategies have often taken low priority as distribution companies have focused on warehouse management, building their physical infrastructure, and streamlining supply chain processes. But the time has come to bring "the big picture" of your business into clear view. Infor Distribution BI turns the high volume of data your company generates into information you can use. You get the visibility you need to win today, improving your performance and increasing your margins at every step your company takes.

CUT THROUGH EXTRANEOUS BUSINESS INFORMATION.

Infor distribution professionals—many with more than 25 years of experience—are helping companies like yours solve their toughest business challenges. You get the benefit of this experience in all the solutions available through Infor Distribution BI. By having the ability to go broad and deep into every process and learn exactly what it costs your business to perform it, you gain an instant prescription for trimming waste and becoming a more profitable company. Your

employees have the tools they need to cut through extraneous business information, access the data relevant to their jobs, and quickly make the decisions that are best for your business.

GET THE COMPLETE PICTURE.

The following solution areas work together to create a comprehensive view of your company's performance—from the highest level to the deepest drilldown. With Infor Distribution BI, you bring a new level of business intelligence to your enterprise, no matter how complex, no matter how big your global footprint.

Infor Dashboard

Give your employees a real-time view, at a glance, of the information most relevant to their jobs. The Infor Dashboard is a portal that lets you tailor information from virtually any data source to key roles within your organization and deliver it in a single screen viewable from a desktop or laptop. A number of preconfigured transactional and operational reports are available for your employees to see daily metrics and data views specific to their jobs. In addition, they can easily and securely drill into the business data stored in your ERP and other systems and retrieve what they need to complete a task.

- Sales and purchasing support. Your sales department gains rapid access to real-time data about gross sales profit, lost sales, sales revenue, and average revenue by sales representative. For purchasing, your employees get self-service access to key reports and relevant metrics, such as receipts not yet invoiced.
- Quick answers for financials. From managing supplier payments when cash flow is tight to managing delinquent accounts and communicating with the sales team on customer terms, the financials department doesn't have time to wait for IT to deliver raw data or reports and then run common calculations—a process which can take days to complete. Use Infor Dashboard to provide answers to the questions accounts payable and accounts receivable managers have every day.

With Infor Distribution BI, you'll:
Get full support for operational, financial, and transactional strategies.
Choose the BI solutions that work best for you.
Get a dashboard with reports for various roles.
See low TCO for reliable business performance management.

Through Infor ION, the flexible architecture on which Infor Distribution BI is built, you will be able to integrate other solutions with Infor Dashboard, such as the epaCUBE Product Data Management Suite.

With Data Cleanser, Synchronizer, and the Data Mapping Utility, you can cleanse, merge, match, and cross-reference items from multiple systems, ensuring your product information is accurate and up-to-date. You add value by electronically integrating and further extending your supply chain to customers and vendors. Whether embracing acquisitions, ecommerce, or additional services, improved product data management can help you realize the full potential of new sources of revenue.

epaCUBE also offers a Gross Profit Optimization suite that can help you cut costs, optimize pricing, and recapture lost margins with superior data visibility and modeling. Whether you're creating "what if" scenarios to understand the impact of price changes or modeling the future impact of cost changes on your gross margin and pricing, you gain better analysis to guide your choices before enacting changes in your Infor Distribution ERP.

Infor Analytics

When you need to drill deeper, you can analyze key areas of your business and immediately answer the critical questions that drive better decisions and better performance with Infor Analytics. Gain powerful analysis capabilities into a number of functional areas, including sales, purchasing, finance, and

production. Get dozens of metrics that work across an analytical data store. Analyze performance across multiple categories, including fiscal periods, regions, and product groups.

You can look at performance in your specific area of the business over time, identifying trends and root causes. You can also analyze performance from multiple perspectives, answering questions that follow your thought process as you make business decisions. Because Infor Analytics gives you self-service access to predefined content and analysis, you won't have to wait for IT—freeing up IT for other projects. With analysis that goes this deep to support your decision-making, you can respond to changing business conditions more easily and be proactive about the issues you face.

Infor Financial Reporting

For in-depth business intelligence specific to your financials department, Infor Financial Reporting with F9 is an easy-to-use tool that dynamically links your general ledger (GL) data to Microsoft® Excel®. You get a format that lets you view your company's most critical information clearly and consistently. You can use it to export any data so that a sharp profile of your company's financial status is always at your fingertips.

You can apply everything you know about spreadsheets to the reports you create using Infor Financial Reporting. You can add graphs, buttons, and backgrounds to your reporting systems—just as you do in Excel. And Infor Financial Reporting is easy to deploy and maintain.

- Create reports quickly and easily. You go from a blank spreadsheet to a fully formatted, hotlinked report in seconds with the Report Wizard. Follow a graphical representation and step-by-step procedure, and then point and click your way to a finished report automatically, complete with Infor Financial Reporting's formulas. The Report Wizard is so powerful that often it may be the only feature you need.
- Find the source of your numbers. No financial reporting application would be complete without drilldown capabilities. Using Infor Financial Reporting's drilldown, you can analyze any balance by the various account code segments or by the general ledger transactions that you used to create it. You can also use the drill results in the body of the report for trend analysis or other purposes.

Infor Performance Management

If you're running a complex business and need a way to pull all the pieces together, you need a performance management solution as part of your BI arsenal. With Infor Performance Management, you can identify your true business success drivers; formulate effective strategies; align actions and resources with plans; proactively monitor and analyze business processes and results; and collaborate across the enterprise. With modules for financial consolidation, budgeting, planning, and strategic management, you gain an end-to-end view of your business. Plus, you have the ability to monitor key business-specific performance indicators to support effective decision-making.

SEE RESULTS NOW.

You gain a better understanding of your business with Infor Distribution BI. With tools for navigating the high volume of data your company generates, you can quickly uncover the details that drive your success and the ones that need improvement. Sure, your company's executives are savvy when it comes to reading the marketplace and making the right decisions to outpace your competition, but now you have tools to support those "gut decisions" with solid metrics and facts.

You get:

- Comprehensive tools to support a competitive BI strategy
- Easy methods for getting the right information to your business owners without relying on IT for time-consuming application development
- A portal that provides a user-friendly, role-based structure for BI that is most relevant to your employees

Analysts agree that now is the time for smart businesses to invest in BI tools. After focusing for years on streamlining supply chain processes, it's time for distribution companies to get a big picture and clear perspective of performance in real time, every day. Infor Distribution BI makes it possible.

THERE IS A BETTER WAY.

At Infor, we work with a core belief. We believe in the customer. We believe that the customer is seeking a better, more collaborative relationship with its business software provider. And a new breed of business software: created for evolution, not revolution. Software that's simple to buy, easy to deploy, and convenient to manage. Our 70,000 customers in more than 100 countries stand with us. We look forward to your sharing in the results of our belief. There is a better way. For additional information, visit www.infor.com.

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