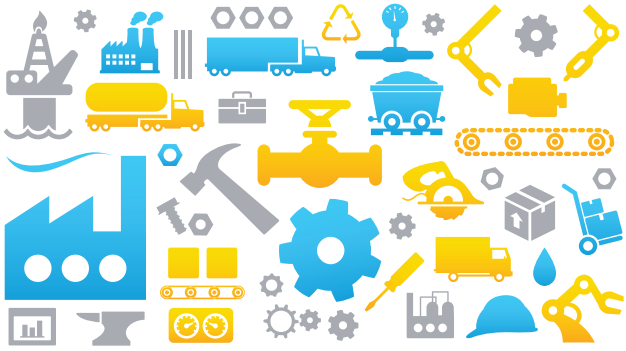
Infor Industrial Manufacturing for Printing, Publishing, and Packaging



Infor Industrial Manufacturing for Printing, Publishing, and Packaging can help keep the presses rolling—efficiently.

Engineered for speed

The digital revolution in the printing industry has also caused a major transformation of manufacturing, estimating, and financial processes for companies in the printing, publishing, and packaging industry.

Traditional labor-intensive film and metal plate processes that were the mainstays of commercial and industrial printing applications have been replaced by all-digital technology. This has forced companies to evolve their internal processes—from managing workflow to estimating raw resources and providing quotes to customers. For many companies, their software solutions have not kept up with the evolution.

When the printing/packaging process is the key component of the finished item, such as in the case of calendars and wrapping paper, the manufacturer that has settled for disjointed systems is at a major competitive disadvantage. With one system for general manufacturing, financial, and supply chain issues, and a separate system for the unique estimating, planning, purchasing, and quality control needs associated with the printing division, there is a debilitating lack of company-wide visibility. Information silos, gaps in communication and disparity of data cause slow response time and interfere with timely delivery of customer orders.

Forward thinking printers, packaging suppliers, and manufacturers with critical printing operations understand that simple spreadsheets and disparate systems no longer provide the high efficiency needed to master the complexity and market pressures of their industry today.

To remain competitive and meet customer expectations, they must streamline operations and costs throughout the process. They must increase their ability to access and analyze data, automating quoting processes. To understand how these low margin, high volume, fast-turn projects are impacting the overall profitably, they need access to company-wide analytics and reporting tools.

One integrated system is the key. Infor™ Industrial Manufacturing for Printing, Publishing, and Packaging helps companies manage their entire manufacturing process with one end–to end solution, no matter how complex and specialized their printing and packaging needs may be. Even companies involved in publishing manuals, printing stationery, and packaging fragile consumer electronics can rely on the deep industry capabilities of the Infor solution. By combining the advantages of full visibility, process control, and financial management with the specialized needs of creating printing quotes and estimating resource needs—one system can control the day-to-day activities, plus enable long term analysis, planning, and strategic growth.

Tailored for your needs

You can't meet the unique needs of the printing, publishing, and packaging industry with generic software that treats all industries equally. At Infor, we understand that the printing, publishing, and packaging industry isn't like any other industry.

So, we've created software that's tailored to the specific needs of this industry. We believe that one size fits one.

Infor Industrial Manufacturing for Printing, Publishing, and Packaging includes all the capabilities to manage the printing, publishing, and packaging lifecycle built-in—not bolted on. So what does that mean for you? Faster deployments and fewer modifications. You get up and running more quickly, with fewer disruptions to your business.

Upgrades are faster, too. So you can quickly adapt your business processes to the rapid changes of the printing, publishing, and packaging industry.

Focused on success

Leading printing, publishing, and packaging companies across the globe have capitalized on Infor's deep domain expertise in industrial manufacturing. For over 30 years Infor has interacted with thousands of manufacturing firms—large and small--based in more than 90 countries. Infor has also worked hand in hand with customers in the printing industry to develop innovative solutions to specialized needs. Listening to customers about their unique issues and requirements has lead to a highly tailored vertical industry solution that goes far beyond the typical capabilities of general manufacturing ERP solutions.

For printing, publishing, and packaging industry companies, one integrated solution is the key to remaining competitive. Only a fully integrated, industry-specific system, such as Infor Industrial Manufacturing for Printing, Publishing, and Packaging can control this complexity and optimize profitability.

Infor Industrial Manufacturing Printing, Publishing, and Packaging allows you to:

- Manage operations in an integrated, closed loop system.
- Enable complete visibility and unified communication.
- Quickly develop printing estimates, using industry-specific formulas and terms.
- Track consumables, inventory and purchasing needs.
- Accommodate future growth and complexity.
- Quickly attain improvement—fast, easy implementation.
- Streamline operations to maximize productivity, savings.
- Increase accuracy, timeliness, customer satisfaction.
- Access data remotely 24x7 via mobile.

Specialized by industry

Infor Industrial Manufacturing for Printing, Publishing, and Packaging is specialized for the printing, publishing, and packaging industry, which means it offers the broadest, deepest solution for the printing, publishing, and packaging industry. Our integrated suite addresses your most critical business processes, including those highlighted here.

Speed the quoting process. In general, the quotation system used today is primarily dependent on spreadsheets or standalone applications without integration to inventory and production data. Typically, personnel are expected to rely on experience and judgment to predict cost and add an acceptable profit margin. Low visibility into actual expenses, account history, and available resources leads to inaccuracy. The need to provide an estimate quickly also further contributes to rushed conclusions and guesswork. The result is that companies experience a high loss rate for quotes, with little understanding of why. When they do win a bid, the profit margin may be very slim or so low that the result is an actual loss.

In contrast, Infor Industrial Manufacturing for Printing, Publishing, and Packaging provides an easy to use Estimate Printing Workbench that steps the user through the process, automatically formulating accurate quotes, based on custom defined rules and conditions. The Workbench allows users to factor in consumables, such as paper and ink, and apply production time for tasks such collating, drilling, laminating, die-cutting, embossing, binding, assembly, and transportation. Using predefined quantities for consumables, such as oil used in prepping surfaces, the quote's accuracy and depth of detail are substantially improved. The estimator, whether responding to a bid request from a potential customer or determining the internal overhead costs for the packaging phase in the manufacturing operation, can be confident that all of the complex factors have been incorporated into the cost projection.

Improve workflow with integration. By combining financial management systems with manufacturing and the specialized printing, publishing, and packing requirements, you speed process flow throughout the company. When departments share access to common data, such as orders, account status, inventory, and resource availability, it's easier for complex projects, such as packaging for high tech or consumer goods, to move through multiple steps of the system, from department to department, from engineering design to shipping.

Infor Industrial Manufacturing for Printing, Publishing, and Packaging, you can monitor shop floor operations and production continuously through real-time data that allows you to maintain a tight control on scheduling, productivity and quality standards. You can monitor purchasing, inventory, and material availability to prevent delays due to stock outs. You can predict demand to better optimize your workforce and resource allocation, such as the use of specialized die-cutting or folding equipment and fleets for transportation between divisions or to distribution centers.

Predict need for consumables with demand planning. Infor Industrial Manufacturing allows companies in the printing, publishing and packing industries to efficiently manage their unique consumables. Paper represents a sizable investment. Maintaining inventories of various finishes, weights, and sizes can have a substantial impact on cash flow. The physical space demands and environment controls necessary for storing paper also influence a manufacturer's desire to keep inventory levels at a minimum. Fluctuating costs, as green initiatives influence the paper's industry output, also affect inventory decisions. All of the factors reinforce the need for manufacturers to maintain tight control over current inventory and to implement an accurate demand planning process.

> **"In order to survive in this competitive market, we have to go undergo a complete and thorough information technology revolution. To achieve our goals without the help of Infor Industrial Manufacturing would be very difficult."**
>
> **—Mr. Weida Lu, General Manager, Zidan Printing**

Tracking consumption is a related issue—and one that Infor Industrial Manufacturing for Printing, Publishing, and Packaging streamlines. By incorporating terms, process flows, and tables that relate to the unique issues of industry, the company can easily track overages, waste, and the amount of resources used in typical applications such as two-side printing, stitching, assembly, glue, and bindery processes. Because these process flows are standard in our software, you don't need to make major modifications or buy add-on solutions.

Increase productivity to save time, cut costs. In the printing, publishing, and packaging industries, increasing the speed of performance—without sacrificing quality-—is a top priority. Fast performance is critical for meeting the demands of customers. Increasing productivity also cuts costs and allows you to remain competitive, despite a surge of new competitors in emerging markets. Infor Industrial Manufacturing for Printing, Publishing, and Packaging is an easy to use solution that allows you—whether you're the CFO, a design engineer, a shop floor supervisor, or an hourly worker who loads pallets onto the delivery truck—to access critical information quickly and easily. You can quickly adapt our flexible, easy-to-customize screens, forms, and reporting templates, with minimal IT support.

You also get contextual decision-making tools, internal collaboration with social networking, and remote access using mobile devices, smart phones and tablets. It's never been easier to access such large volume of data in a format that is easy to digest and use—from any location.

> "The automation of the order process has very rapidly generated us a considerable saving of both time and money, because the speed of Infor Industrial Manufacturing during order intake is phenomenal."
>
> —Ronald van Der Beek, Logistics and Automation Manager, Van Eerd

Meet manufacturing, production requirements. With Infor Industrial Manufacturing for Printing, Publishing, and Packaging, you'll have access to easy-to-use tools for your day-to-day decision making and operational process flow throughout the organization, including:

- Financial management
- Inventory management
- Shop floor scheduling
- Workforce optimization
- Supply chain management
- Product lifecycle management
- Shipping/receiving

Our industry-specific functionality includes templates that you can reuse with some variations for many different print quotes. You also get many standard printing industry formulas, plus a Formula Workbench to create and save custom formulas.

With our Printing Workbench, you simply select a template, specify cost and price requirements, and use industry standards and formulas to calculate an estimated Print Quote Price. Or, you can copy the structure and information of a similar existing quote into the Workbench to create a new quote. After you've created an estimate for the quoted job, you can display the cost roll-up using our standard, built-in calculations. You can then compare this price to the original Print Quote Price estimate.

You'll also be able to:

- Analyze material usage and estimate the quantity of materials used for printing, such as ink and oil, based on the Print Quote Price calculations.
- Quickly calculate the paper consumed by operations on a printing estimate job. Paper is not part of the bill of materials on a printing estimate job, so paper usage is calculated separately.
- Determine operation setup time and run time for machinery, based on the Print Quote requirements. These values are used on the Estimate Job Operations form.

Built for a new way of working

What would it mean if you could not only improve the efficiency of your business processes, but reinvent them? If the time you waste searching for information could be channeled into acting on it? If all your employees could be productive—from anywhere?

Infor Industrial Manufacturing for Printing, Publishing, and Packaging is built on groundbreaking technologies that deliver new levels of usability, connectivity, and insight. Based on the latest advances from both the consumer and enterprise worlds, these technologies change everything you thought you knew about business software.

Organized. Role-based dashboards and powerful personalization tools let you arrange graphs, key metrics, priority alerts, and favorite inquiries on a single screen—giving you one place to go for all the information you need to make better decisions, faster.

Mobile. Infor mobile applications put the power of your Infor solutions on your tablet or smartphone, so you can be productive anytime, from anywhere. Sales managers can view up-to-date information on customer orders and shipments, staying on top of critical information. Production managers can be in one plant, while tracking progress in another. Facility engineers and service technicians can view scheduled orders while on the shop floor, plan maintenance, and make repairs without interfering with order completion.

Confident. Alerts and pre-defined workflows automatically deliver critical, role-based information to you, when you need it. Act faster, with early notification of late paper deliveries, unexpected press delays, and quality control failures, so you can be more proactive with your suppliers, customers, prepress, bindery and assembly teams.

Connected. With warehouse inventory of paper and ink in one system, printing specifications in another, and press schedules in yet a third, it can be almost impossible to get a complete picture of your business. Infor's ION technology simplifies connectivity between your existing applications, both Infor and non-Infor. You get seamless integration and a unified user experience across all of your systems.

Reliable. Infor Industrial Manufacturing for Printing, Publishing, and Packaging provides a single, reliable source for all your reports—even when information is drawn from multiple systems across your business. Out-of-the-box, you'll benefit from powerful role-based reports and industry-specific business intelligence derived from our 30+ years in the manufacturing industry.

Social. Transform the way your company works. With our social collaboration capabilities, you can work together on the same project or document in real-time. Pre-press managers and press scheduling agents can discuss when artwork is approved and ready to be scheduled for press runs. Bindery operations can confirm estimated drying times with press foremen and find out when die-cutting and assembly processes can be scheduled. Finance managers can work on the same budget application simultaneously, without emailing different versions to each other. Sales, account managers, and estimating managers can collaborate to provide accurate quotes to external customers and internal project managers. Everyone in your organization will be able to work in communities of shared interests, collaborate more effectively, improve processes, act faster, be more productive, and get better results.

Partnered with you

Infor offers flexible deployment options, including on-premise and cloud solutions, giving you ultimate control of your investment, implementation and growth strategy. Whether you have your own IT that wants to be highly active in managing your solution and implementation or you are a company looking for a technology partner to host, maintain and manage your system for you, Infor provides the right combination of deployment and implementation options to meet your objectives—today and tomorrow. As your company grows and your needs change, your solution can evolve, expanding to multi-site, across multiple countries, languages and currencies.

> **"The introduction of our Infor Industrial Manufacturing system has allowed the entire enterprise to get involved, initiating and motivating an entire revolutionary process. At the core of the revolution is one essential issue: the need to access timely information."**
>
> **—Mr. Lu, General Manager, Zidan Printing**

Taking advantage of the Infor technology also means you can run your entire solution on the Infor Business Cloud or keep core enterprise systems on-premises, while running other applications or services in the Cloud. The Infor Business Cloud features a unified user experience and security, and enables two-tiered, hybrid deployments.

Whether customers access functionality from a software-as-a-service (cloud) model or on-premises deployment, they get the same functionality and look-and-feel. The only difference is in how their users connect to core applications. Customers can even move from one deployment model to another, since the same application code is used for all deployment models.

Crafted for results

If you're involved in printing, publishing, and packaging, chances are your systems are being pushed to the limit. In order to remain competitive and leverage opportunities, forward thinking manufacturers and printers, like you, need to take advantage of software technology to elevate your performance above and beyond the sea of competitors. Infor Industrial Manufacturing for Printing, Publishing, and Packaging can help keep the presses rolling—efficiently.

You'll be able to:

- Speed the estimating process to meet increasing customer demand
- Manage inventory and consumption levels of key raw resources to streamline purchasing, ensuring continuous availability of critical resources, such as paper, ink, and oils.

- Gain complete visibility from request-for-quote to order fulfillment, so you can analyze profitability and efficiency, and ensure ongoing operational excellence.
- Strategically evaluate profitability, by account, work order, press, or division.
- Streamline processes to speed the prepress, printing, and post production processes—all leading to more efficient use of resources.
- Get one common source of the truth, thanks to integration between the manufacturing and printing processes and business operations.
- Scale your software to meet expanding business needs, whether you add a press, warehouse, new plant, or new division in another country.

Infor Industrial Manufacturing for Printing, Publishing, and Packaging helps companies like yours—large and small—overcome your unique market pressures with ease.

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About Infor.

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit www.infor.com.

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