



"Infor was instrumental in securing the financing necessary to implement ERP LN across our services division. Infor enabled us to move forward with a critical initiative while preserving working capital."

—TIM YAMAUCHI, CFO,  
PRIDE INDUSTRIES



## INFOR FINANCING: A FAST PATH TO INNOVATION

### DO BUSINESS BETTER.

You know you need to upgrade your technology to continue to innovate and compete in a tough global market. But where do you get the working capital to make the changes you need to make now?

At Infor™, we believe that you shouldn't have to wait to innovate. With Infor Financing, we're making it easier than ever for customers to lower their total cost of ownership and put technology to work immediately to establish a stronger competitive edge.

### LEVERAGE EXPERIENCE.

Infor is more committed than ever to providing greater flexibility and value to our customers. We're doing that through Infor Financing, an innovative program designed to help our customers stay competitive in a tough market. Infor Financing will work with you to design a payment solution that helps you realize financial value in advance of your financial investment.

Infor Financing has partnered with select premier financing institutions to offer financing solutions. Lenders vary by country and the size of deal.

## GET BUSINESS SPECIFIC.

Infor Financing helps customers distribute the costs of purchasing and implementing business software, including software licenses, professional services, and maintenance fees, over time. Qualified customers who take advantage of the program are eligible for flexible payment options over 24 – 36 months. Financing Promotion for a limited time. This means customers can move forward immediately with critical business initiatives while spreading payments over a number of years, preserving working capital and cash.

Infor Financing is available to companies of all sizes, giving them the flexibility to move forward today—without having to wait for the next budget cycle.

"Limited access to available capital is one of the largest barriers to innovation and a competitive disadvantage for companies of all sizes," said Greg Corgan, president, global field operations, Infor. "By enabling our customers to fund technology investments over time through simple and flexible financing solutions, with a special zero percent financing promotion on top, we continue to make it easier for our customers to benefit from business software and realize a faster competitive edge."



## SEE RESULTS NOW.

Infor can now align the benefit of our solutions with the cost of purchasing those solutions. Infor Financing helps you:

- ▶ Drive critical business initiatives
- ▶ Turn a capital expense into an operational expense
- ▶ Preserve cash
- ▶ Roll license, maintenance, and services costs into one program

With Infor Financing, you get a path to innovation today—when you need it most. To find out more, contact Infor Financing at [InforFinancing@Infor.com](mailto:InforFinancing@Infor.com) or contact Jared Carollo / [jared.carollo@infor.com](mailto:jared.carollo@infor.com) / (678) 319-8850.

## INFOR FINANCING FAQ.

### Where is Infor financing available?

Infor Financing is currently available in North America and Europe. Infor Financing will be expanding to additional countries and regions in FY 2012.

- ▶ North America: US, Canada
- ▶ EMEA: UK, Germany, France, Netherlands

### Who is eligible to finance software/solutions through Infor Financing?


Qualified customers who license Infor software and/or purchase Infor solutions are eligible for financing. Qualified customers include all business types and sizes.

### How can a customer qualify for financing?

- ▶ For deals < \$100,000: Complete the Payment Application
- ▶ For deals > \$100,000:

1) Complete the Payment Application

2) Provide 2 years of audited financial statements and current interim financial statements under Non-Disclosure directly to our partner financing institution.



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### **How can a customer get a Payment Application?**

Customers interested in applying for financing solutions should contact their local Infor Sales Representative or Infor Channel Partner.

Customers will be asked to complete a 1-page Payment Application and return directly to Jared Carollo / [jared.carollo@infor.com](mailto:jared.carollo@infor.com) (fax 678.319.9411)

### **How is a credit decision made?**

The credit approval process is handled directly by our partner financing institution and is based on a number of variables, including ratings with respect to meeting its payment obligations. Each decision is made on a case-by-case basis.

### **What is the minimum and maximum transaction size?**

The minimum transaction size is \$15,000. There is no maximum transaction size.

### **What is the interest rate being offered on the financing?**

Competitive payment options will be offered and are determined by the market conditions, term, and transaction size. Sales Representatives have the ability to utilize a Payment Calculator to provide customers with initial monthly payment estimates.

### **What are the terms of financing?**

Customers can apply for financing terms ranging from 24–36 months.

### **Are there any additional costs or fees?**

No. Software is owned day one of the agreement. There are no early payment fees, no upfront or administrative fees, and no back-end residual fees.

### **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](http://www.infor.com).

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The Infor logo consists of the word "INFOR" in a bold, sans-serif font. The letters "I", "N", "F", and "R" are black, while the letters "O" and "R" are red. A small trademark symbol (TM) is located to the upper right of the final "R".