Infor10 for BMAT Distributors

Simplify your business.

Building materials (BMAT) distributors like you face increasingly complicated inventories, seasonal products, and the fluctuating demands of building contractors. In addition, the distribution environment continues to change, moving from a set of basic, reactive relationships to a dynamic network of supply and demand—with you as the intermediary.

To meet these challenges, you need a solution that will help you simplify your business by untangling the knots in your supply chain and make it easier to manage complicated products, dimension variances, and fleet scheduling. And you need to do this while optimizing your resources, lowering costs, and improving revenue.

Trust BMAT distribution expertise.

With market-leading enterprise resource planning (ERP) capabilities and years of experience helping BMAT distributors meet their toughest challenges, Infor™ has the business and technology solutions you need to better manage your costs, improve your bottom line, and grow your business.

Infor has built this experience into Infor10 Distribution Business (SX.e), so you get the direct benefit of our industry know-how delivered reliably. The low-risk, easy-to-implement solution is built for results—with a rapid return on investment and a low total cost of ownership.

Sales order entry, sales tracking, billing and analytics, bid and quote, job management, and damaged goods management functions are just a few of the core capabilities of Distribution Business. In addition, we offer solutions for yard management, millwork, customer delivery, and scheduling management, to specifically meet the supply chain needs of your industry.

Build a better supply chain.

With Distribution Business, you'll be able to hold just the right amount of inventory to supply your customers as the seasons change and costs fluctuate. You'll also be able to increase order-entry flexibility, coordinate contractor jobs more efficiently, better manage inbound and outbound truck activity, and use your shipping resources more effectively to improve your sales process. You'll do more with less to be competitive today.

From accounting and sales to the warehouse and everywhere in between, you'll be set to improve customer service, optimize inventory levels, increase productivity, and boost profitability with Distribution Business.

Stay ahead of your competition and propel your business to new levels of quality, productivity, and profitability.

Infor has solutions for distributors in these BMAT industries:

- Concrete, cement, and masonry
- Construction products
- Drywall
- Electrical
- Fixtures and fittings
- Insulation
- Lighting
- Lumber
- Roofing
- Tile and flooring

You'll be able to take advantage of automatic conversion of units of measure, manage multiple locations, utilize wireless cycle and physical count systems, and implement efficient point-of-sale entry for retail walk-in operations.

Maximize speed and accuracy by eliminating many of your manual processes, streamlining business functions, and sharing information electronically with customers, because you'll be able to integrate and access data across your entire operation.

You'll see faster implementation and time to benefit with preconfigured solution templates that use deep-domain expertise. You'll be up and running quickly, achieving the results you want today.

You'll be able to learn and use Distribution Business easily, thanks to its intuitive, graphical user interface. Employees can become proficient quickly, minimizing training periods and maximizing productivity. And remote salespeople can gain access anywhere, anytime thanks to a browser-based interface.

Infor has over 500 BMAT distribution customers, including names you know, such as:

- Allied Building Products Corp.
- BMC West
- Huttig Building Products
- Stock Building Supply
- Wausau Supply

You can enhance the functionality of Distribution even further with a variety of integrated solutions, such as:

Quote Pad.

If you have a showroom, retail space, or warehouse that features your products, you can enhance the way your customers shop for products and elevate the level of service you provide with Distribution Business's web-based and iPad®-enabled Quote Pad module.

Your customers and contractors can walk throughout your showroom, retail space, or warehouse with a tablet device and conveniently update existing quotes or create new quotes, using Quote Pad's innovative, fast, and user-friendly interface.

Your customers will have more control over their decision-making process and they will be able to easily keep track of how their changes impact their price. Builders and contractors can track when their customers meet or exceed materials allowances with QuotePad's builder-allowance feature.

With Quote Pad you can:

- Track original quotes.
- Track changes and variances.
- Track allowances and variances.
- Compare old versus new line items and price differences.
- Make changes and additions from an iPad.

BuyDesign: Customizing products.

You can make your company easier to do business with when you combine Distribution Business with BuyDesign® software from TDCI. Quote and order a broad range of assembled, fabricated, and engineered products with BuyDesign's world-class, "guided selling" functionality. Make every dealer and sales representative an instant product expert by giving them Internet access to complete, fully detailed product information and specifications through full integration with Distribution Business.

You can add any or all of these advanced applications to your Distribution Business solution:

BuyDesign Configurator: Handle any customizable product or service with this comprehensive sales configurator, which is fully integrated into Distribution Business's order entry feature. With it, you can capture knowledge of your product experts, publish that knowledge to everyone who needs it, calculate costs and prices, and generate a wide range of configuration-specific outputs.

Channel Sales: Provide access to the "guided selling," BuyDesign Configurator to your dealers and customers. Dealers can easily configure products for their customers and feed quotes and orders directly into Distribution Business for processing with this intuitive, web-based, self-service solution. This can help you extend your sales channel and improve customer service.

BuyDesign Design Studio: Create comprehensive models that make selecting and configuring even the most complex products or services intuitive—and error-free. Select product features and options, validate choices, and generate content by combining rules and constraints that represent product knowledge.

BuyDesign Flex2D and BuyDesign Flex 3D: Convert specifications into vivid visual presentations.

Cut costs, accelerate ordering, and improve profitability when you combine BuyDesign with the power of Distribution Business. You'll not only have the best ERP solution you can buy, you'll move up to top-flight product visualization, quoting, ordering, drawing, and data generation for custom ordering.

Order Delivery Tracking.

With Infor's Order Delivery Tracking (ODT) solution from DQ Technologies, you can track and manage your delivery fleet, mobile resources, and personnel in real-time, and manage customer service by relating this information back to the order level. Dispatchers have access to a graphical view of every order, which makes it easy to efficiently route and schedule deliveries based on geography, load type, vehicle capacity, or customer commitments.

Manage dispatch processes by automatically providing the most efficient routes using ODT's Advanced Routing feature—a powerful routing and tracking tool, which takes into consideration delivery capacity, scheduled orders, customer attributes, and special-order requirements. Tightly manage an accountable workforce using GPS tracking options, which include support for powerful black box devices, Garmin™ portable navigation devices, and Android™ smartphone applications.

More than 500 BMAT distributors rely on Infor solutions to gain competitive differentiation in the marketplace.

See results now.

Today's shifting landscape offers BMAT distributors like you an opportunity to take a more proactive role in the value delivered from suppliers to customers—monitoring inventory demand, detecting trends, and implementing new strategies to help keep suppliers lean and customers satisfied. To do the job right, you need solutions that are designed by experts in your industry with decades of experience.

With Infor's solutions for BMAT distributors, you'll have all the tools you need to keep your organization agile and ahead of the competition. You'll achieve better performance and faster growth with fewer headaches.

Infor's solutions for BMAT distributors can help you:

- Make better decisions because you'll have more accessible and reliable data.
- Strengthen your global supply chain.
- Automate your business.
- Deliver tangible benefits and improve your bottom line.
- Enhance customer satisfaction.
- Manage increasingly complex products.
- Increase productivity and reduce costs, while offering customers exactly what they want.
- Respond faster to changing market conditions.

Powered by Innovative Technology

Infor's latest technologies drive our proven applications to new levels of usability, connectivity, and insight. Some of these technologies include:

INFOR10 ION WORKSPACE

A consumer-grade user experience that unifies information from multiple applications and sources on a single screen that can be personalized to the way you work. In-context Business Intelligence ensures that the information most relevant to your decision-making appears on your screen automatically. The fusion of ERP with social media technology allows you to communicate and share information faster and more effectively inside and outside your organization.

INFOR10 ION

The keystone of Infor's technology framework, Infor10 ION delivers enterprise connectivity, process workflow, and event management in one unbreakable architecture. ION simplifies connectivity between your current Infor applications and third party solutions, whether they're on-premises, in the cloud, or both. Embedded workflow helps you control and innovate your business processes across the enterprise and Event Management brings real-time alerts and actions to your desktop, tablet, or phone—so you can keep your finger on the pulse of business and respond immediately. With Infor10 ION, your systems and your people respond faster and with better information.

INFOR10 MOTION

Put the power of your Infor applications on your tablet or smart phone, so that you can be productive on the run. Purpose-built mobile apps, such as Infor10 Road Warrior, provide an easy-to-use way to make your sales force more effective when they're on the go. Another mobile app, Infor10 Activity Deck, instantly alerts you of critical actions in your business and allows you to forward or approve actions with a single click.

REPORTING AND ANALYTICS

Through the Infor10 Business Vault, you'll work smarter and more confidently because all the reports originate from the same, reliable source—even when the information is drawn from several systems across the business. Business Analytics deliver actionable information based on your role and your industry so you get the information you need for your job, the way you want to see it. You will have the power to turn that information into insight with multiple, analytical views on your performance.

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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