

Infor ERP Adage is used by leading process manufacturers such as Organic Valley Family of Farms, and Flint Ink Corp. to optimize key processes.



INFOR ERP ADAGE

DO BUSINESS BETTER.

One of the toughest challenges process manufacturers wrestle with involves producing consistent products from variable materials more cost-efficiently to meet fluctuating demand. To compete aggressively, companies in the dynamic process industry must continually seek new and better ways to manage the characteristics of raw materials, work in process, or finished goods to meet marketing claims and specifications from customers and regulatory agencies, while also achieving sustainable growth and profitability. To grow and increase revenues, process manufacturers must become more demand-driven and improve or, at the least, maintain quality and customer service. But the challenges don't stop there. They must also increase agility, operate leaner, ramp up new products, ensure compliance, respond quickly to global threats and opportunities ... and be more forward-thinking.

LEVERAGE EXPERIENCE.

Infor™ has more than 30 years of experience in the process manufacturing arena. We have dedicated resources to support the special needs of the process industry and offer a proven set of integrated process solutions with industry experience built in, which lowers our customers' total cost of ownership.

Infor ERP Adage helps process manufacturing companies like yours better respond to change and opportunity. It does this by providing business-specific and process-based applications that enable you to make continual business improvements. You'll also sustain the benefits gained by enhancing the efficiency of essential business processes. What's more, the solution's profit-based allocations maximize the profitability of each of your sales order lines. Its pricing and promotions feature helps you more accurately manage deductions and incentives. You can also increase information transparency, while reducing ongoing maintenance efforts, which enables you to focus more closely on improving your business.

GET BUSINESS SPECIFIC.

Infor ERP Adage—an integral part of Infor's ERP offering—delivers proven, feature-rich components that enable process manufacturers to face market realities like the blurring of traditional channels, the increasing power of large customers or retailers, global sourcing, mergers and acquisitions, multiple supply chains, complex compliance issues, and shorter product lifecycles. It helps industryleading food processing, consumer packaged goods, specialty chemical, and pharmaceutical manufacturing companies increase perfect order rates, minimize the total cost of quality, ensure compliance, and cut the cost to service customers by continually improving order-to-cash, plan-to-produce, procure-to-pay, and financial management processes.

Flexible, process-based, and powerful, Infor ERP Adage enables forward-thinking process manufacturers around the globe to improve agility, sustainability, and profitability by controlling variability. With full backward and forward lot tracking and trace, attribute-based rules and routing, actual costing, and specification matching integrated across all processes, companies can produce consistent quality and compliant products to meet variable demand, while adapting to an ever-changing marketplace.

This agile solution goes the distance to ensure that our process manufacturing customers meet their goals with the following core capabilities:

Order to cash—better perfect order rates.

Improve revenue and profits, while increasing margins and customer service. Increase perfect order rates and revenue by shipping the right product, on time, with the longest possible shelf life. By more accurately capturing orders, customer specifications, pricing with promotions, and profit-based allocations, Infor ERP Adage maximizes perfect order rates, minimizes returns and deductions, and improves cash flow.

Use rules-based allocations to optimize the margin of each order line and provide the longest possible shelf life to boost customer satisfaction and minimize receivable issues that decrease cash flow. Meet increasingly demanding customer or retailer expectations by enhancing support of customer-specific products, packages, and processes that impact service. Trim customer and/or Lean customer management costs by accurately costing fulfillment events and decreasing the cost to service customers. These processes can be extended to the web, reducing time and costs. Infor ERP Adage can integrate all departments and is configurable to meet changing market dynamics.

Plan to produce—sustainable quality.

Produce consistent quality and compliant products with greater agility at the lowest possible cost. Featuring process manufacturing capabilities such as lot tracking, multiple units of measure (UOMs) and dates, attributes, co- and by-products, and configurable workflow-based processes, Infor ERP Adage seamlessly aligns with your business processes and eliminates non-value-added manual tasks or offline workarounds like accessing databases or spreadsheets. This not only reduces duplicate entry, maintenance, and lead time, but also improves quality, which enhances the top and bottom line.

Improving first pass success rates begins with active material, process, quality, and compliance-based specification management.



You can also minimize material costs and maximize first pass quality and yields by ensuring that only allowable materials with the best price performance ratios are allocated. This has a direct impact on capacity utilization, asset performance, quality, compliance, and perfect order rates. Use integrated quality management and compliance capabilities to support aging requirements or quality management holds to dictate material availability or out-ofspecification. Ensure that compliance mandates are met via support for forward and backward lot trace, as well as trace from the material through production into multiple packages. Actual cost tracking with indirect cost allocations is also supported. To continually cut costs, time, and waste, Infor ERP Adage's configurability supports ongoing improvements and Lean production.

Procure to pay—payment compliance.

Ensure payment compliance and optimize commoditybased procurement using vendor management, quote management, contract and vendor performance features. Improve overall quality, control costs, and produce consistency by supporting supplier enablement programs. Since material quality and quantity vary throughout the procurement lifecycle, payment compliance can be complicated. You can pay based on quality and material performance, which provides more accurate total material and total landed costs, including those to procure and receive materials. These costs can be allocated throughout the product structure and support commodity-based product pricing. Infor ERP Adage's configurable, workflowbased processes can be continually adapted to meet new compliance and business requirements.

Financial management—optimized opportunities.

Increase financial transparency, financial compliance, and time-to-profit visibility by taking advantage of financial management integrated into all business processes.

Integration improves the accuracy and timeliness of financial information, as well as decision-making capabilities.

Ensure compliance through increased financial transparency and repeatable processes with support for all standard financial capabilities like journals, allocations, budgeting, and reporting. React in the most profitable manner possible to time and financial pressures.

Integration—complete process industry solution.

Meet an even broader range of process manufacturing challenges with Infor's complete process industry concepttocustomer offering, which includes Infor ERP Adage and the following integrated strategic solutions:

- Infor PLM enables optimal formulations and packaging to ensure quality and compliance to minimize costs and time to market—at scale.
- Infor CRM provides a single interface point to execute and improve all order and customer activities. Infor SCM puts you firmly in charge of your supply chain with superior, comprehensive supply chain planning and execution, warehouse management, and transportation management capabilities.
- Infor EAM helps you effectively monitor the deployment and performance of equipment, machinery, facilities, fleets, and other capital assets.
- Infor PM provides the clear visibility across multiple applications, data sources, and business processes needed to measure and monitor performance, deliver business intelligence, and promote informed decision making throughout the enterprise.

SEE RESULTS NOW.

Process manufacturers across a range of industries rely on the high-performance components of Infor ERP Adage to produce consistent quality and compliant products to meet variable demand, while adapting to continually changing market dynamics. Using configurable industry and business process-based implementation templates, manufacturers can implement Infor ERP Adage quickly and minimize their time to value. This means they'll begin to meet changing market conditions—and their goals—faster.



Join the Infor ERP Adage user community and:

- Maximize customer satisfaction, while minimizing service costs
- Improve perfect order rates
- Enhance quality and product consistency, while cutting costs
- Boost compliance and sustainability
- Optimize responsiveness to change
- · Reduce costs and lead times
- Improve cash flow
- Increase revenue—and profitability

Remember—Infor ERP Adage is part of Infor's process industry concept-to-customer offering that extends the value of your ERP investment through integrated, feature-rich solutions. By optimizing inventory, improving demand accuracy and shaping, accelerating new product introductions, and increasing asset performance, while reducing supply chain costs and lead times, these solutions can help your company outpace the competition through sustained quality, growth—and a better bottom line.

ABOUT INFOR.

Infor is a leading provider of business software and services, helping more than 70,000 customers in 164 countries improve operations and drive growth. To learn more about Infor, please visit www.infor.com.

Infor Corporate Headquarters 13560 Morris Road Suite 4100 Alpharetta, Georgia 30004 USA Phone: +1[800] 260 2640

www.infor.com

