Partner Network

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.

Infor combines focused, hands-on industry experience with global breadth to help companies deal with today's challenges and prepare for tomorrow's opportunities.

We offer deep industry-specific applications and suites that are engineered for speed and use groundbreaking technology to deliver a rich user experience. Our applications also feature flexible deployment options that allow customers to run their businesses in the cloud, on-premises, or both.

Global scale

Infor offers customers the benefits of a global company with local presence and experience through its channel.

- More than 70,000 customers
- 1,500 partners globally
- $2.7 Billion in annual revenue
- Implementations and support capabilities in over 194 countries
- More than 12,700 worldwide employees—including 3,550 in development, 3,620 in consulting services, and 1,600 in customer support

Specialized by Industry

19 of the 20 largest aerospace companies

84 of the top 100 automotive suppliers

The top 10 pharmaceutical companies

31 of the top 50 industrial distributors

5 of the top 9 brewers

23 of the top 50 largest US hospitals

12 of the 13 largest high tech companies

26 of the 35 largest global retailers

1,200 state and local government agencies

Solutions

Business Intelligence
Corporate Performance Management
Enterprise Asset Management
Human Capital Management
Product Lifecycle Management
Supply Chain Management

Technology

Infor 10x Technology
Infor ION®—purpose-built middleware
Infor Ming.le™—business collaboration
Infor Motion®—mobile applications
Infor Cloud—deployment platform
Infor Mongoose—application development

About Infor Partner Network

The Infor Partner Network is a global ecosystem of people, systems, and services designed to ensure that Infor Partners receive the highest quality of training, support, and enablement in the industry.

Our strategy

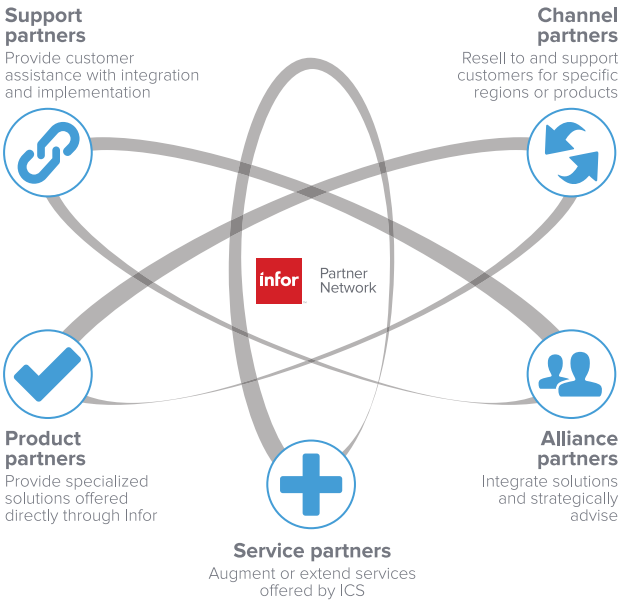
The Infor Partner Network (IPN) is an essential part of our solution and growth strategy, which has been designed *by* partners *for* partners.

Unlike many of our competitors, we are challenging the conventional way technology companies think and operate. Our intention is not to flood the market with resellers simply to gain geographical coverage. Our partner recruitment strategy remains focused on quality over quantity. Our goal is to recruit partners who are well aligned with our software solutions and have considerable vertical market expertise.

What can you expect? Here are some of the key benefits:

- Highly competitive commission rates
- Guaranteed commission structure
- Innovative performance incentives
- Training and certification
- Ability to sell multiple products

Our network includes:



We enable

Using a comprehensive Onboard Methodology, Infor enables partners by providing tools, portals, and resources among five distinct pillars.

- Training
- Get Started
- Marketing
- Sales
- Helpdesk

Training and certification

Infor Education provides the framework for new partners to acquire the necessary skillset to position, sell, implement, and support new channel partners and their teams. A dedicated Infor Education teammate is assigned to each new partner, providing a single point of contact throughout the completion of a partners' assessments.

Infor Services Collaboration

Infor Services Collaboration is a new Infor enablement program designed to help IPN partners establish and grow an Infor solution practice through the successful implementation of Infor products in applicable geographies. The program enables partners to learn from an Infor Consulting Services solutions practice through on-the-job training.

More information

To learn more about Infor's leaders, solutions, services, and the industries we serve, visit www.infor.com. For more information about partnership opportunities, visit www.infor.com/partners.

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