Infor LN for automotive

Meet customer demands

Whether your company is an original equipment manufacturer (OEM), specialty vehicle manufacturer, original equipment Tier-1 or Tier 2-supplier, aftermarket service parts provider, or remanufacturer, you're under constant pressure to meet customer demands while controlling costs and preserving profits. Regardless of the size of your company, its geography, or particular focus, you must navigate through an automotive supply chain that's filled with an incredibly complex set of business, industry, and regulatory challenges.

To tame this complexity and manage your operations more efficiently, you need a solution that reaches every part of your business—from program and project management to planning to production to logistics, through financial management and reporting. To thrive in the automotive industry, you need a partner with a comprehensive and industry-specific portfolio of business solutions that address your complete enterprise needs and are ready to run with little to no custom modifications and coding. You need a solution that lets you focus on the automotive business, and not one that forces you to try to make generic software fit your specific business needs. You get all that, and more with Infor® LN

Keep pace with change

With more than 25 years of expertise and commitment solving the business challenges of automotive manufacturers and suppliers, Infor can help you keep pace with today's intense and constantly changing business requirements with Infor LN—a modern manufacturing and distribution enterprise resource planning (ERP) solution with full functionality that's designed to meet the unique requirements of all automotive industry segments.

You'll benefit from embedded support for a wide variety of automotive manufacturing processes, including prototype design and manufacturing, make-to-stock (MTS) for aftermarket manufacturers, make-to-order (MTO) repetitive manufacturing for Tier 1 suppliers, configure-to-order (CTO) and vehicle sequenced assembly for specialty vehicle manufacturers, and just-in-sequence (JIS) manufacturing for advanced Tier-0.5 suppliers. You'll be able to reduce waste, lower costs, and improve quality with Infor LN's support for lean manufacturing methods.

> **"We trust in Infor ION because it will allow information to flow smoothly between our applications, third-party applications, and analytics—in a secure environment."**
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> **—Vittorio Boero, CIO, Ferrari**

You'll increase efficiency throughout your organization with powerful project management capabilities to help with advanced product quality planning (APQP), new program launches, and vendor managed inventory (VMI). And you'll be able to manage your supply chain more effectively with deeper collaboration, more accurate forecasting, and efficient replenishment by applying the built-in best practices of the Global Materials Management Operations Guideline Logistics Evaluation (MMOG/LE) standard.

Increase productivity

Increase productivity and make decisions faster with Infor LN's flexible and easy-to-use Infor 10x environment, which provides real-time analytics, predefined metrics, mobile tools, and role-based dashboards that support automotive-industry-specific KPIs, fast searches, and extensive drilldowns. You can further empower your key resources with the enhanced user experience of Infor Ming.le™ and Infor Workspace™:

- Infor Ming.le is a social collaboration interface that allows your best and brightest engineers, planners, and customer-service staff to work the way they think.
- Infor Workspace offers you various views of your key manufacturing data—consolidating information from virtually any data source you need to access, and delivering it to you in a single, contextually aware screen that's viewable on any platform.

And with Infor LN's use of Infor ION® technology, you'll be able to streamline the process of integrating your solutions, as well updating capabilities within your solutions. You'll also gain automated process control and alerting of out-of-specification events, via the Infor ION complete workflow and event-management system. You can efficiently address the complex challenges of the automotive supply chain because Infor LN interoperates with a broad set of Infor business solutions, including:

- Infor Human Capital Management (HCM)
- Infor Customer Relationship Management (CRM)
- Infor Supply Chain Management (SCM)
- Infor Enterprise Performance Management (EPM)
- Infor Enterprise Asset Management (EAM)
- Infor Product Lifecycle Management (PLM)

Make decisions faster

Advanced OEMs and specialty vehicle makers, get support for:

Assembly control with just-in-sequence (JIS) supply—Model and modify assembly-line scenarios for in-sequence vehicle and major sub-system configured, high-volume manufacturing in real-time with industry-leading, built-in assembly control and sequenced planning capabilities. You'll have the right product at the right time using a world-class sequencing engine with configurable business rules.

Product configurator—Use flexible vehicle and product configuration options for multiple products with multiple variants. Your sales engineering staff will be able to check feasibility and calculate the price for end products in real time because product structures are traced during the complete product lifecycle (as-designed, as-planned, as-built, and as-maintained).

Enterprise service management—You'll be able to turn your aftermarket processes into a profit center when you can manage the as-built to as-serviced transition with back-to-base and field-based repair, maintenance, refurbishment, and installation services. Gain access to tools to help you better manage service order control, configuration management, contract and sub-contract management, warranty management, return management, call management, and problem resolution.

With Infor LN for automotive, you can:

- Increase productivity, and shorten product development and introduction times.
- Reduce errors and increase speed in order management with embedded, OEM-compliant EDI.
- Improve procurement and control of the supply chain.
- Improve forecasting, manufacturing planning, and scheduling, while reducing inventory and operating costs.
- Improve customer service and response times.
- Meet OEM requirements for on-time delivery and performance.
- Better meet the quality and supply chain mandates of OEMs.
- Improve aftermarket fill rates.

Aftermarket, remanufacturers, and service-parts manufacturers get support for:

Forecasting—Increase customer satisfaction with high-order line-fill rates, without building excess and potentially obsolete inventory by planning and tracking your production to better align with demand. Free up cash and capital by holding only the inventory you need when you need it.

Distribution warehouse management—Facilitate inventory management and inventory tracking with full lot- and serial-tracking using barcoding, wireless capabilities, and advanced mobile devices. Simplify and streamline operations by allowing just-in-time (JIT) material supply from warehouses, suppliers, and production (including the use of Kanban numbers) to trigger and start multi-company warehouse transfer orders.

Outbound freight management—Manage your own transportation needs with transport planning and freight-rating for the inbound and outbound flow of goods. You can select the carrier and service levels at the time of order entry based on anticipated freight cost levels and transportation lead times.

E-commerce—Provide online B2B and B2C customer interfaces with full catalogs and requirements, with support for industry standards, such as Product Information Exchange Standard (PIES), Aftermarket Catalog Enhanced Standard (ACES), and Internet Parts Ordering (IPO).

Tier suppliers, aftermarket manufacturers, OEMs, and specialty vehicle makers get support for:

Electronic Data Interchange (EDI)—Be ready to transact business without needing to do custom coding or in-house mapping. Handle customer-specific ASC X12 and EDIFACT standards, as well as OEM-specific cumulative demand accounting with customer- and OEM-specific, ready-to-run EDI and trading-partner maps with embedded-EDI support.

Estimates and bidding—Turn quotes into business proposals that are acceptable by OEMs, and then into executable business plans with budgets. You can easily access historic estimates, budgets, and projects to accurately quote new business with automotive prototype, program management, and APQP business requirements.

Shipping management—Efficiently manage numerous shipping management processes to all customer and OEM specifications, including:

- Shipping schedules (to the minute)
- Shipping execution
- Returnable rack and container management
- Pick, pack, and label
- Customer-specific labels
- Advanced shipping notice
- Mixed labels
- Master labels
- Master bill of lading
- Shipping documents
- Premium freight management
- Export documents

> **"We saw big improvements in inventory, sales, finance, purchasing, and production through real-time data transparency and an integrated process. We can provide all required reports and stakeholder information, and Infor LN is cost-effective and designed well for manufacturing."**
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> **—Ray Lin, QA Director, New Wei San Industrial Company**

Project and program management—Gain visibility into the scope, and detailed operational and organizational structure of projects—including top-down, time-phased, bottom-up budgeting, contract variations, and activity and resource planning. Manage project requirements planning, cost and commitment handling, and forecasting, and perform extensive monitoring. You'll start projects on time and stay on track through target launch, thanks to built-in workflow and alerting capabilities.

Engineering and design management, product lifecycle management (PLM)—Increase the efficiency of manufacturing and sourcing by helping your engineers work in unison with manufacturing. You'll be better able to control upfront costs by designing with full visibility of the effects to downstream manufacturing operations and sourcing and procurement. And by receiving early warnings of field issues, you'll be able to take quick action to improve design and reduce warranty costs.

Enterprise planning—Respond to customer inquiries in real time using master production schedule (MPS), material requirements planning (MRP), available-to-promise (ATP), and capable-to-promise (CTP) capabilities. Once you confirm an order, the capacity and materials are automatically reserved, and the order parameters are forwarded for inclusion in the production plan. You'll be able to consume external sources of forecast data to allow tighter control of inventory while maintaining high line-fill rates.

Engineering management—Produce detailed bill of materials (BOM)—including as-assembled BOMs for vehicles—and easily manage engineering changes (with

use-up logic) for updating the product structure, production process, and product pricing as listed in manuals and other documents.

Production management—Accelerate production to meet customer demand quicker for CTO, MTO, repetitive, and other manufacturing environments. You can switch back and forth among work orders, production schedules, and JIT and Kanban using a mix-and-match approach that can be done at the item level.

Purchasing management—Improve purchasing with support for centralized and decentralized order and contract management, efficient requisition handling, requests for quotations, vendor rating, purchase contracts, purchase schedules, purchase order control, returns management and consignments, and procurement statistics and history.

Financial management—Implement a solid financial foundation with flexible, user-defined general ledger, accounts receivable, and accounts payable components. You'll be able to meet the latest localizations for global standards and allow for reconciliation of balance sheets, profit and loss statements, and cash-flow figures over different entities with fully integrated financial capabilities that include multi-site and multi-currency support.

Enterprise asset management (EAM)— Maintain tight production schedules by helping to ensure that your assets are all running at maximum efficiency. Operate with only the assets you need to avoid spending critical capital on standby assets. You'll better maintain your assets, keep them running longer, reduce your maintenance labor efforts, and even lower their energy usage.

All automotive manufacturers get:

Dynamic enterprise modeler—Map your operations and business processes to Infor LN and consistently execute them using a unique, embedded, workflow-enabled, graphical dynamic enterprise modeler (DEM). You'll have complete control of your global, multi-plant architecture and supply chain with support for ISO/TS16949 and similar standards.

Grow your business

Reduce the need for customization, speed implementation time, and see immediate benefits and a fast return on investment with Infor LN. You'll reduce the costs for new product introductions, shorten product-development cycle times, and get products to market quicker with Infor LN's built-in automotive-industry-specific functionality, easy-to-use interface, and social collaboration capabilities.

You'll also increase productivity and make better decisions faster with real-time analytics, role-based dashboards, and robust mobile tools. You'll see improvements in all your main business functions—including inventory and customer service—helping you meet your cost control and profitability goals, and grow your business.

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About Infor

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