Infor Sales & Operations Planning

Gain confidence

You're confident you've established the right strategic goals for your company. You're also confident you and your team have the analytical abilities and business instincts to deliver on that strategy. But are you as confident about getting the information you need to make decisions that ensure your profitability in the next quarter, the next year, and over the long-term?

If you can get accurate operational and financial information delivered quickly and easily to your key decision makers, you can be confident that the decisions you make will have the best impact on your profits and business results. Your production plans will align better with customer demand. You'll more successfully anticipate the inventory you need. You'll be able to move products to customers in the most efficient way possible. Most importantly, your operational plans will align better with your company's financial plans.

For many organizations like yours, implementing advanced sales and operations planning capabilities is the best way to take their decision-making and their profitability to a new higher level.

Align operations and strategy

Now there's a way to implement a repeatable, real-time proactive process to align supply, demand, and financial objectives. You can use Infor™ Sales & Operations Planning (S&OP) to streamline information flow across all departments and all levels of your company to create a consensus plan based on vertical and horizontal collaboration. With Sales & Operations Planning, you create a framework for balancing demand and supply to make sure your operations produce the best possible business results.

To help you close the gap between operations and strategy, Sales & Operations Planning combines our strengths in supply chain planning, financial planning, performance management, analytics, and service-oriented architecture.

With Infor S&OP, you create a framework for balancing demand and supply to make sure your operations produce the best possible business results.

Make better decisions

You can quickly implement a real-time, collaborative, and sustainable S&OP process by using the pre-configured processes and key performance indicators built into Sales & Operations Planning.

To give customers new, more effective S&OP capabilities, Infor analyzed S&OP solutions on the market, identified what was missing, and then created an entirely new solution to fill the technology gaps. The solution uses modern technologies, such as service-oriented architecture, and Infor's functional capabilities in demand planning, supply planning, financial management, exception management, inventory management, performance management, and integrated analytics.

With Infor Sales & Operations Planning, you can:

Ensure key activities are completed correctly. The prescriptive workflow engine in Infor S&OP creates tasks and alerts that ensure key activities are completed on time and in full. In this way, your users adhere closely to the business processes you've created.

Create one set of data: You can collect critical business information from many sources into a central location. With complete and accurate business information available immediately to your sales, operations, and financial departments, you can be confident decisions throughout your company will be timely and based on the same set of data. Your

employees will see this data tailored to their job function and preferred language. People across your organization will interpret every set of data the same way.

Analyze your options. You can create and track multiple "what-if" simulations and versions of your plan and compare the up-side and down-side implications of each version before you commit any time and resources.

Pick the best "what-if" scenario. Based on the results of these "what-if" simulations, executives can make tactical and strategic decisions that produce the best business results. You can simulate the impact on your business of one or more specific decisions, such as when to implement a product promotion, how much inventory to keep on hand, when to perform equipment maintenance or any other operational activity. Quickly identifying and deciding on the most promising operational scenario means you can accelerate the deployment of the right resources to produce the results you anticipate, and thus make decision that make the best impact on your business results.

Create reports to see how you performed. It's not enough to think your decisions are right. You also need a way to analyze the true implications of each decision. To get the answer, Infor S&OP will help you analyze business performance information, creating tabular and graphical reports that feature drill down capabilities that let you see source details as needed. As a result, you learn from your decisions, both good and bad.

Track your decision-making history. You can keep and use an historical archive of all decisions you make, including the raw data and notes that describe the thought-process leading to a decision.

Plan to maximize profits

Whether you have a basic or sophisticated S&OP process or none at all, your strategic sales and operations planning can improve dramatically when you implement Infor Sales & Operations Planning.

You get a collaborative, repeatable, and sustainable process that closes the gap between your financial and operational plans so you:

- Increase revenue and profit.
- Tightly align production with customer requests and sales objectives.
- Respond faster to changing demand patterns.
- Improve forecast accuracy by 20 to 40%.
- Increase on-time delivery performance by 20% or more.
- Increase inventory turns and reduce inventory levels.
- Deliver better customer service.
- Launch your business and products in new markets more effectively.
- Increase customer share in new markets.

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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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