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INFOR SCM FOR DISTRIBUTION

DO BUSINESS BETTER.

Today's distribution companies are challenged with sourcing and selling globally, while simultaneously maintaining a local presence and high customer service levels. They have increasingly complex supply chains with expanding inventories, new geographies, and even more value-added services. To ensure success they must find new ways of adding value to their customers and, at the same time, manage their margins.

At Infor™, we realize that no two distributor supply chains are alike. So we focus on providing business-specific solutions with industry experience built in to solve the most pressing supply chain complexities of distribution companies—from searching for better ways to strengthen value-added services and grow their business, to keeping inventory costs in line and sustaining profitability in this expanded environment.

LEVERAGE EXPERIENCE.

More than 8,700 pure distributors—from small and medium-sized firms to some of the largest distribution companies in the world—rely on Infor's distribution solutions to expand their businesses and solve their tough supply chain challenges. Our SCM solutions for distribution are backed by development, sales, service, and support personnel with deep industry expertise. That means you benefit from a lower total cost of ownership due to reduced customization and integration costs, as well as the assurance that your investment will support future growth. Join leading distributors who are already enjoying measurable improvements across their supply

chain like optimized inventory, increased visibility of demand, reduced obsolescence, better supplier performance, improved responsiveness—and ultimately greater profitability.

GET BUSINESS SPECIFIC.

Infor SCM for Distribution is a comprehensive offering designed for distributors who need to optimize their operations from start to finish—including network design, demand and inventory planning, procurement, light manufacturing, warehousing, and transportation. Every supply chain process is covered from plan, source, and buy to make/assemble, ship, sell, and service.

Our supply chain planning solutions allow you to forecast demand and optimize sourcing and supplier decisions as well as your inventory. Then our advanced warehouse and transportation solutions increase efficiencies and provide visibility of your products. And, we're always ready to support your growth into new markets with solutions for strategic network design and real-time global inventory visibility.

Network Design and Tactical Planner

To strategically analyze supply chain efficiencies, Infor SCM Network Design and Tactical Planner provide extensive modeling and optimization capabilities to help you locate facilities and meet inventory, capacity, and transportation requirements as your company grows.

Through the interactive map-based graphics you can explore different options and assess the impact of each scenario on profitability and service.

Demand Planning

Distributors need an accurate picture of demand to drive inventory, distribution, and purchasing plans across their operations. With Infor SCM Demand Planning, you can predict customer demand more accurately by including factors like seasonality, promotional events, and new product introductions. Web-based collaboration allows you to boost forecast accuracy to new levels, and the ability to make these plans visible via the Internet to suppliers and other trading partners will significantly improve supplier and delivery performance.

Inventory and Replenishment Planning

Infor SCM Inventory Planner helps analyze, model, and strike the right balance between target service levels and inventory. Then Infor SCM Replenishment Planner can help you profit from better customer service and a leaner, more efficient distribution network by automatically calculating replenishment plans for all points in the network. You benefit from synchronizing supply with demand, so you can quickly realign inventory, transport, and buying plans as demand patterns change.

Light Manufacturing and Kitting

You can confidently extend your current systems to accommodate value-added business offerings like light manufacturing, assembly, packaging, and other services. Infor SCM for Distribution is suited for both simple and complex manufacturing processes.

Warehouse Management

Your warehouse is at the hub of your logistics operations and its efficient operation is vital to dispatching products to your customers 24x7. Infor SCM Warehouse Management is an advanced solution that allows you to organize every aspect of your warehousing operations in multiple facilities, managing inbound and outbound deliveries, putaway, and picking and optimizing your labor resources to ensure that customer service levels are reached flawlessly. The latest technologies for improving efficiency within the warehouse are employed, including radio frequency (RF), voice-activated picking, and RFID. Wave planning drives further efficiencies by grouping



orders into waves to be picked and released together, optimizing your labor resources. The solution also supports cross-docking so that you benefit in speed and lower costs by moving product directly from the inbound dock to the outbound dock without having to store the product first. Full labor management capabilities are built in, allowing you to schedule and monitor the workload of your operators in real time and keep your logistics operations flowing smoothly and productively.

Transportation and Logistics

To secure delivery of your product, Infor SCM Transportation and Logistics offers comprehensive capabilities to manage the full lifecycle of your transport needs from procurement of the best carrier to planning, loading, and optimizing routes for carriers or private fleets. Transportation Planning helps you analyze shipments for daily or multi-period transportation plans based on origin and destination locations, consolidate them into loads, and determine the best way to move those loads based on constraints such as delivery dates and cost. Transportation Management enables you to streamline your shipping processes—including transportation sourcing, shipment planning, electronic contracts, rate and freight management, and carrier selection. And International Trade Logistics allows you to stay up to date with current trading restrictions, preventing customs delays and reducing your exposure to non-compliance fines and seizures.

Event Management

Late supplier orders. An unexpected drop in safety stock. An unusually large order. Things happen every minute of every day that can threaten supply chain efficiencies. Infor SCM Event Management provides proactive, real-time detection of user-defined events. You can immediately sense and respond to events anywhere in your supply chain and communicate instantly with those—both inside and outside your organization—who need to take action.

Performance Management

Infor SCM works with Infor PM to give you the necessary KPIs and analytics to measure and analyze your business. You can easily create your own performance indicators and monitor the effectiveness of operations across your entire supply chain, bringing focus to the critical decisions needed to gain a competitive edge.



"With Infor's solution, we went from a paperbased system that was, in effect, a dinosaur to a state-of-the-art system that contributes significantly to controlling costs and improving service levels."

—BILL WISSING, SVP OF DISTRIBUTION & LOGISTICS, US,
BLOCKBUSTER, INC.

SEE RESULTS NOW.

Regardless of the types of products you distribute, you need to see results now. And at Infor we're known for making rapid improvements in supply chain performance. We're proud to deliver solutions that help thousands of distributors extend their inventory and grow their business every day. Our secret is comprehensive SCM solutions, with specialized functionality—built for specific business needs. Infor SCM for Distribution helps companies like yours:

- ▶ Manage increasingly complex products and product offerings
- ▶ Increase the productivity of your inventory
- ▶ Reduce operating costs
- ▶ Increase the efficiency of warehouse and logistics operations
- ▶ Enhance customer satisfaction
- ▶ Improve agility and supply chain performance
- ▶ Enable greater flexibility to address changing market conditions

ABOUT INFOR.

Infor is a leading provider of business software and services, helping 70,000 customers in 125 countries improve operations and drive growth. To learn more about Infor, please visit www.infor.com.

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The Infor logo consists of the word "INFOR" in a bold, sans-serif font. The letters "I", "N", "F", and "O" are black, while the letter "R" is red. A small trademark symbol (TM) is located to the upper right of the "R".