Infor Distribution

Quick guide

With Infor Distribution, you get a purpose-built, comprehensive suite of solutions with a micro-vertical focus.

Specialized tools

- Modernize, streamline, and automate operations.
- Gain greater visibility to more proactively manage your business.
- Respond faster to changing market conditions.
- Expand into new markets and acquisitions.
- Expand the value-added services you offer, in order to compete more effectively against online retailers.
- Empower your employees to work as they live—with social and mobile tools that will help you employ, buy from, and sell to the next generation.

For your industry

Industry-specific capabilities, including value-added services, customer management and marketing, distributor-managed inventory, warehouse management, and multi-channel sales.

- Infor Distribution is a modern solution with a beautiful new user experience, enterprise collaboration framework, and pervasive analytics embedded through process flows.
- Over 30 years of experience supporting the business challenges of distributors in a variety of markets.
- Special focus on the industrial and professional trade segments, including industrial, electrical, building materials, fluid power, and plumbing and HVAC.
- Over 6,000 distributors globally—including 31 of the top 50 industrial distributors—rely on Infor for the technology and tools they need to increase productivity, improve profitability, and foster growth.
- Core competencies in other micro-verticals include industrial and fine paper, JanSan, medical, pet supplies, restaurant supplies, and automotive.

Infor Distribution solution map

Infor SoHo User Experience

Infor Ming.le™ Social Business	**Infor Motion**™ Micro-vertical Mobile Apps
Analytics Pervasive, Embedded Business Intelligence	

Inventory management and replenishment	Sales channels	Relationship management	Warehouse management	Financials
Product information	Sourcing and procurement	Sales management	Transportation management	Expense management
E-commerce	Value-added services	Inbound and outbound marketing	Service management	Job management

Technology

Local.ly Cloud-based Localizations (Tax Reporting, Accounting, Bank Messages)	**Infor ION**® Integration, Workflow, Alerts, Business Vault, Business Intelligence
Infor Mongoose Rapid Application Development	**Infor Business Cloud**™ Hybrid, SaaS, Infor Sky Vault™

Distribution capabilities

Industrial	Electrical	Building Materials	Plumbing/HVAC
Integrated supply (VMI/DMI)	Special price agreements (SPAs)	Dimensioned products	Showroom concept
Kitting and assembly	Non-stock products and special buys	Bid and job management	Kitting and assembly
EDI scheduling	Vendor rebates	Non-stock products and special buys	Special pricing and rebates
Meaningful part numbering	Integrated supply	Vendor rebates	Non-stock products and special buys
Configuration	Over-the-counter sales	Over-the-counter sales	Integrated supply
Value-add or aftermarket services	Cash and account	Cash and account	Over-the-counter sales
Complex bid quotation	Velocity and commodity pricing capabilities	Lot and serialization	Cash and account
Contract and scheduling	Lot and serialization	Tallys	Velocity and commodity pricing
Technical specification	Cutting and cabling	Local delivery expertise	Lot and serialization
Telesales	Bid and job management	Short-term rental	Bid and job management
Quality management		Heavy goods/multiple units of measure	Dimensioned products

Resources

Brochures

Find out how Infor addresses the needs of BMAT distributors. Read the brochure.

Discover how Infor can help PHVAC distributors strengthen supply chain collaboration, automate business process, maximize employee productivity, and improve customer service. Learn more.

Blog

Interact with Infor's distribution experts on The Informed Distributor blog. Join the conversation.

Videos and papers

Learn how distribution starts and ends with Infor ION. Watch this and other videos on our Video Journal.

Learn the success factors that helped Tenaquip Ltd. meet and stay ahead of its market's needs. Read the industry viewpoint paper.

More information ›

Contact Infor ›

Customer stories

C.H. Briggs built a better relationship with its customers, thanks to Infor Distribution. Read the story. Watch the video.

Endries International streamlined its business processes and met its aggressive revenue goals with Infor Distribution SX.e. Read the story. Watch the video.

Find out how State Electric improved its operations with Infor Motion. Watch the webinar.

Learn how Wausau Supply increased productivity and reduced costs—both by 30%—while offering its customers exactly what they wanted with Infor Distribution SX.e. Read the story. Watch the video.

Western Wire significantly reduced inventory, freeing up capital for other value-add activities with Infor Distribution SX.e. Read the story.

Infor 10x suite for Infor Distribution

Infor 10x Starter Guide

eBrief: Infor 10x Specialized by industry

About Infor

Infor is fundamentally changing the way information is published and consumed in the enterprise, helping 70,000 customers in 194 countries improve operations, drive growth, and quickly adapt to changes in business demands. To learn more about Infor, please visit www.infor.com.

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