Equipment Dealers/Rental Companies

Quick guide

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

Specialized tools

- Sales and marketing tools that give you a 360 degree view of your customers, their equipment, and their future needs.
- Equipment quotation management tools that let you manage complex quotes with accuracy, speed, and confidence.
- Equipment configuration tools that help to simply complex product configurations and create added value.
- Supply chain management tools that help you streamline parts inventory and warehouse processes.
- Service and maintenance tools that provide accurate. up-to-date information for your service and field specialists.
- Warranty management tools that integrate to financials.
- Mobility tools that provide personnel with instant access to all the information they need wherever they are.
- Core management tools that help you track where cores are and help you manage returns and re-manufacturing.
- Rental management tools that help ensure better availability, utilization, and reliability of your equipment.
- Leasing tools that can handle the financing of your equipment and services.
- Financial control tools that effectively manage multi country and multi-currency.

For your industry

Dealer-specific functions including service scheduling and maintenance, fleet management, cores, return logistics, remanufacturing/MRO, warranty management, service parts fulfillment, warranty and recall management, OEM interconnections .

- Intuitive and easy to master interface that speeds use by reducing errors, enterprise collaboration and workflow framework, and pervasive alerting and embedded in-context analytics.
- Equipment profitability tools that provide a historical account of all costs and revenues related to each piece of equipment over its entire lifecycle.
- Business intelligence tools that use key performance indicators and provide reports on your organizational performance in areas such as contract profitability, resource analysis, equipment reliability, and rental utilization.Also, equipment preparation and readiness for delivery, post sales upsell, add-ons, warranty management, fleet maintenance, field and depot service, as-built, as-maintained equipment profile, parts sales, trade-ins, MRO, complete financials... and more.

Equipment OEM manufacturers and assemblers LN or M3 solution map

Infor SoHo User Experience

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

Product life cycle management	Estimate, quote & proposal	Sequenced equipment manufacturing planning and scheduling	Quality management	Warranty, recall management
Budgeting, forecasting, planning	Supplier collaboration & execution	Shop floor control and manufacturing	Shipping and logistics	Asset management
Equipment configuration, ordering	Engineering change management	In-sequence assembly	Supplier sequenced EDI	Finance, compliance & reporting

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™

Equipment Dealers—M3 solution map

Infor SoHo User Experience

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

EDI/WebService	Estimate, quote & proposal	Equipment resale, trade	Shop service/MRO	Warranty, recall management
Budgeting, forecasting, planning	Equipment sales	Rental	Shipping and logistics Reverse logistics	Cores management/ accounting
Vehicle configuration/ ordering	Parts sales	Supplier collaboration & execution	Field service	Finance, compliance & reporting

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™

Infor Equipment capabilities

Equipment Sales	Parts	Service	Rental
Customer lifecycle management	Forecasting and demand planning	Product support	Fleet management
Market segmentation	Parts logistics and warehousing	Customer service agreements	Rent, Re-rent, Rent to buy
Forecasting	Cores/exchange parts	Service requirements planning	Bulk rental
Equipment configuration	Hydraulic hose	Standard jobs	In lieu – up/down rent
OEM vs. local options	Slow and fast moving	OEM coding structure	Equipment transaction register
Sales quotation and order management	Alternates and replacements	Component rebuild	Power project rental
Equipment lifecycle management	Multi echelon	Shop and field service	Heavy equipment rental
New product introduction (NPI)	Dealer Inventory vs. OEM inventory	Undercarriage	Equipment rental
Low volume/ high mix products	Parts counter	Warranty claims/settlement	Money and time utilization
Marketing programs	E-Commerce	Product improvement programs	Revenue accruals/deferrals
		Preventive and predictive maintenance	Consumption and usage meters

Resources

Brochures and videos

Find out how Infor addresses the needs of equipment manufacturers.
Read the Infor Equipment for Equipment Manufacturers brochure.

Learn more about Infor Equipment for dealers. Watch the video.

Infor Equipment for Rental has been specially designed to address the complex requirements of companies that earn their revenue from renting equipment. Read the brochure.

Find out how to get complete control over your oilfield equipment and services.
Read the Infor Equipment for Oilfield Services brochure.

You can simplify the processes involved in the complex MRO industry with Infor Equipment for MRO Aviation Providers.
Find our more.

White papers and analyst papers

Uncover the top benefits of a service-oriented strategy.
Read the IDC white paper: Service excellence as a way to combat market uncertainty.

At Infor, we've identified ways for equipment dealers to reduce operational costs to boost efficiency and the bottom line. Find out more in Equipped for Speed: Driving strong profitability throughout the equipment lifecycle.

Learn how to maximize profit and customer value over the equipment lifecycle. Read the white paper: Equipment service management.

Resources

Customer stories

Hear what our customers have to say about Infor Equipment. Watch the video.

Aggreko improved operational consistency and global visibility with a single integrated ERP—Infor M3. Watch the video.

Bangla CAT used Infor Equipment to enhance customer service and productivity. Read their story.

With Infor products, DAB Pumps delivers products to customers in local markets in five hours and uses standardized business processes worldwide, while meeting local business requirements. Find out more.

Fraikin, the European leader in truck and van rental, transformed unified processes at its 200 branches with Infor M3. Watch the video.

By combining Infor Sales Portal with Infor Product Configurator, Great Plains Manufacturing streamlined the dealer quoting and ordering process, and quintupled its sales volume with no additional resources. Read their story.

Infor 10x suite for Equipment

Infor 10x Starter Guide

eBrief: Infor 10x Specialized by industry

More information ›

Contact Infor ›

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.

Disclaimer

This document reflects the direction Infor may take with regard to the specific product(s) described in this document, all of which is subject to change by Infor in its sole discretion, with or without notice to you. This document is not a commitment to you in any way and you should not rely on this document or any of its content in making any decision. Infor is not committing to develop or deliver any specified enhancement, upgrade, product or functionality, even if such is described in this document.

Copyright © 2013 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners.

www.infor.com

INFDTP1372258-en-US-0813-1

641 Avenue of the Americas
New York, NY 10011
800-260-2640
infor.com