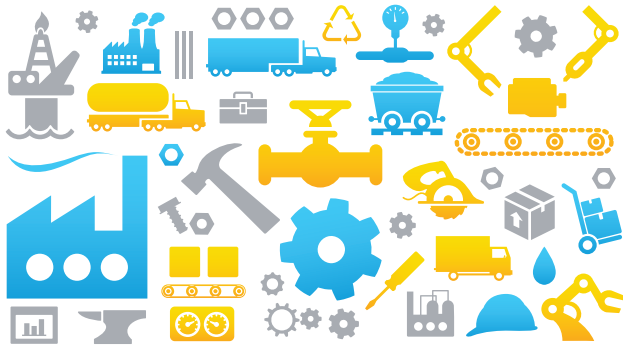




Infor Industrial Manufacturing for fabricated plastics manufacturers



"Five minutes after an event on the shop floor, we're able to make decisions based on the data."

—Kenneth Kemp, Director of Manufacturing, Brentwood Industries

Maximize profit margins

Plastics fabricators like you are constantly trying to find ways to lower production costs in order to maximize profit margins. But this goal becomes more difficult in today's environment of fluctuating raw material costs, variable market prices, rising energy and transportation costs, and reduced consumer discretionary spending. Growing competition from emerging countries, condensed product lifecycles, an increase in the number of product configurations, and complicated supply chains all add to the complexity. Mastering these challenges means making improvements to your production and productivity.

To do this, you need a proven, end-to-end ERP solution, one that's specifically designed to manage and streamline the critical processes required in the fabricated plastics industry. In other words, you need an ERP solution that will allow you to do more with less.

Infor can help

You can streamline operations, optimize processes, and better predict customer demand with Infor® Industrial Manufacturing, which is specialized for plastics fabrication and has more than 25 years of experience in the industry.

Because all the functionality you need to manage manufacturing processes is built in to Industrial Manufacturing, you can deploy the solution faster, with

fewer modifications. You'll get up and running more quickly, with fewer disruptions to your business. Upgrades are faster, too. And that means you can quickly adapt your business processes to the rapid changes of the plastics fabrication industry.

Achieve operational excellence

With Infor Industrial Manufacturing, you'll be able to achieve a level of operational excellence that lets you drive a customer-centric business—one that's focused on attaining sustainable growth. You can increase operational efficiency; improve planning, scheduling, and forecasting; respond quickly to changes in the market; and increase visibility throughout the supply chain. You'll be able to focus on customer-driven innovation, where you can meet your customers' increasingly complex and changing needs quicker, so you can get products to market faster and improve your competitive position.

In addition, you can:

- Improve workflows, ensuring that information is sent to the right people at the right time. Not only will you be equipped to approve documents quickly, you'll be able to automatically and immediately alert key staff members when certain defined conditions occur—even when those staff members are out of the office.

- Enhance your decision-making capabilities and increase your productivity with access to contextual information from across the organization, presented in a personalized and intuitive workspace.
- Get the flexibility you need to rapidly react to customers' requirements and quickly change processes as your business evolves.
- Control costs and improve the accuracy of your inventory, shipping, and shop floor scheduling.

With the Industrial Manufacturing solution suite, you get tools for:

Customer management

Obtain a complete view of your customers to manage the entire sales process—from customer lead origination and sales opportunity tracking through prospect-to-customer conversion and order placing. You'll become more productive by streamlining processes, decreasing the cost of sales and cost to serve, and, ultimately, by increasing revenue.

Sales and order management

Your customers are more sophisticated, have access to more information, and have more options than ever before. You can provide quick, accurate quotes with product configuration and delivery options to win new customers and keep existing ones. You can increase customer satisfaction with accurate order fulfillment and optimal order-to-cash cycle times.

Mixed-mode manufacturing

Manage all of your manufacturing environments—including job shops, repetitive, configure-to-order, and engineer-to-order—with one solution. Accelerate production and meet customer demand in true mixed-mode environments.

Planning and scheduling

Synchronize the flow of material and available capacity to provide your customers with accurate cost estimates and available-to-promise or capable-to-promise delivery dates. Increase on-time performance and throughput while reducing inventory and operating costs.

Supply chain management

React to changing requirements, move operations to new locations, and take on new business quicker. Improve your systems' flexibility and agility, run your operations

With Infor Industrial Manufacturing, you can:

- Benefit from an ERP solution that's specialized for plastics fabrication, regardless of the size of your company.
- Get support for mixed-mode manufacturing processes.
- Take advantage of more than 25 years of manufacturing experience.
- Increase the speed at which you do business.

with less cost and waste, and get a better view of capacity and demand.

Quality management

Your customers require products that are made to precise specifications. You require the same of your suppliers. Manage quality operations related to receiving, manufacturing, shipping, and returns. Lower the cost of goods sold by reducing labor, scrap, burden, and other non-value-added activities, while improving quality.

Asset management

Understand your total cost of operation, energy, and maintenance. Keep your company's equipment, facilities, and other assets in top shape to increase operational efficiency and profits.

Product lifecycle management

Introduce new products to increase market penetration and better understand how product changes impact cost, inventory, production schedules, cycle time, quality across disciplines, partners, and the product lifecycle. Implement timely changes while maintaining high customer service levels in the areas of quality and delivery. Plus, better manage part obsolescence.

Financial management

Meet the financial needs of any size company, from a small job shop operation requiring a single general ledger, to larger multi-national and global operations. You'll get complete visibility into the financial state of operations and the accounting capabilities you require to meet the regulations of today and tomorrow, such as

Sarbanes–Oxley (SOX), International Financial Reporting Standards (IFRS), and others.

Business intelligence

Proactively and automatically deliver real-time, contextual data to your users, anytime, anywhere (on a smartphone, tablet, laptop, or desktop computer). You can make actionable decisions quicker with current and accurate information without having to track down data. Discover, aggregate, and analyze data from multiple sources to gain a better picture of your business and make smarter decisions faster.

Performance management

Improve overall business performance by developing effective strategies, aligning resources and actions to plans and strategies, and proactively monitoring business processes and results.

Human capital management

Automate and optimize the entire recruit-to-retain process, and improve competitiveness by ensuring that your staff is always aligned with demand.

Product configuration management

Streamline the production and sales of your configured products. By creating compelling web experiences, quotations, and accurate orders with dynamic bills of materials and routings, you can increase revenue, reduce costs, and differentiate your brands in the marketplace.

Increase flexibility and efficiency

With Industrial Manufacturing, you can:

Shorten product development lifecycles

Get products to market faster by being more flexible. Adjust rapidly to changing customer requirements by including your customers in the product development process. Grow profits by meeting customer demands for an increasing variety of product configurations and higher levels of customizations. Consistently meet customer demands by quickly developing and introducing new products with an end-to-end product lifecycle process. Reduce time to market by ensuring product compliance and improving quality throughout production.

“We’ve reached all our goals at this point. Accounting, purchasing, human resources, customer service, sales, and quality and manufacturing use the new system, and reap the benefits of greater efficiency and lowered costs.”

—Tracy Hunter, vice president/finance, Bryant Rubber Corporation

Streamline processes

Simplify your operational complexity, improve efficiency, and free up your workers to focus on critical tasks. Combat volatility in raw material costs and fluctuating plastics prices by implementing operational improvements in production and productivity, including close collaboration with customers and suppliers on engineer-to-order specifications and the inevitable changes that can occur.

Improve planning, scheduling, and forecasting

Fabricated plastics manufacturers like you are often far removed from the end user, making it difficult to anticipate trends. By using analytics, you can improve your ability to forecast demand. Visibility into the downstream supply chain will help you predict market needs and fulfill customers’ changing needs in a timely manner. You’ll also be able to schedule your materials, resources, and tooling more efficiently.

Speed up decision-making

Access information sources across your business to gain complete visibility into your organization’s processes and workflows. Automatically get the information you need, so you can quickly discover, aggregate, and analyze data from multiple systems. That way, you can run your organization more efficiently.

Work smarter

Get better usability, connectivity, and insight with Infor Industrial Manufacturing, which is built on ground-breaking consumer and enterprise technologies that change everything you thought you knew about business software.

With Industrial Manufacturing, you can become more:

Organized. Arrange graphs, key metrics, priority alerts, and favorite inquiries on a single screen, so you have one place to go for all the information you need to make better decisions, faster.

Mobile. Put the power of your Infor solutions on your tablet or smartphone, so you can be productive anytime, anywhere. Sales managers can view up-to-date information on customer orders and scheduling. Warehouse managers can track inventory movement, no matter where the managers happen to be. Sales representatives can access detailed customer information, including all recent customer interactions, when they are on the road. With Infor mobile applications, out of the office doesn't mean out of touch.

Confident. Get critical, role-based information—such as alerts and pre-defined workflows—automatically delivered to your desktop or smartphone. Act faster with early notification of late deliveries, missed shipments, and quality failures, so you can be more proactive with your suppliers, customers, and production.

Connected. With inventory management in one system, scheduling in another, and account management in yet a third, it can be almost impossible to get a complete picture of your business. You can simplify connections between your existing applications—both Infor and non-Infor—with Infor ION® technology. You'll get seamless integration and a unified user experience across all your systems.

Reliable. Get a single, reliable source for all your reports, even when that information is drawn from multiple systems across your business. Out of the box, you'll derive the benefits of powerful role-based reports and industry-specific business measures.

Social. Transform the way your company works with our social collaboration technology, Infor Ming.le™. Imagine being able to work together on the same project or document in real time. Everyone in your organization will be able to work in communities of shared interests, collaborate more effectively, improve processes, act faster, be more productive, and get better results.

Do business faster

With Infor Industrial Manufacturing, you'll be able to lower production costs and increase revenue by being able to respond quicker to changes, make decisions faster, and get products to market sooner. And, you'll be in position to do business faster, when you take advantage of Infor's integrated, end-to-end solution suite, designed specifically for the plastics fabrication industry.

You'll be better able to:

- Predict customer demand.
- Reduce inventory levels.
- Streamline and standardize business processes.
- Improve on-time and complete shipments.
- Increase access to data for faster decision-making.



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