



Upgrading Infor LN: A defined pathway to greater business value

At Infor®, we're constantly improving our solutions to keep pace with our users' evolving business requirements. Infor LN is no exception. The latest version has dramatic improvements in core functional capabilities, usability, and implementation flexibility. With Infor LN, complex manufacturers like you get a solution with new industry-specific and ready-to-use capabilities that can help streamline your business processes and simplify your information technology infrastructure.

The latest version of Infor LN functions as a suite of solutions. You get enhanced ERP functionality and the ability to take advantage of integrations to extension applications, including customer relationship management, product configuration management, enterprise asset management, and human capital management. The solution has a new user interface designed using Infor Ming.le™, Infor's comprehensive platform for collaboration. Infor LN is also cloud ready and available on mobile devices.

As an Infor LN user, you know the business case for upgrading your core enterprise software solution doesn't rest solely on the availability of advanced functionality. There are other important considerations.

Can the upgrade be completed quickly, efficiently, and without disrupting your ongoing business operations? Can you make the case for the upgrade in terms of value to the business, so you get the executive commitment and budget you need to move forward? These are critical questions. Infor has two dedicated teams with the expertise, proven experience, and defined processes to help you answer, "Yes," to both.

The Infor LN experts in Infor Consulting Services have helped companies worldwide streamline their upgrade process to realize value more quickly and cost effectively. They have a unique understanding of industry best practices and knowledge about Infor LN to help you get the most value from your upgrade.

To help you make a business case for upgrading, you can work with Infor Value Engineering, a dedicated team of experts who collaborate closely with you to help quantify the benefits of an upgrade. The Infor Value Engineering team uses a systematic approach to help you understand how well your current solution version meets your business needs and, if an upgrade is warranted, the value it will deliver.

The business case for upgrading

To help you quantify the potential return on investment from an Infor LN upgrade, the Infor Value Engineering team works with you using a well-defined methodology that includes these key steps:

Point of View: Infor Value Engineering compares your performance against industry averages across a wide range of key performance indicators (KPIs) and then quantifies the benefits you can expect by improving those KPIs.

Benchmarking Assessment: The Value Engineering team then conducts an in-depth benchmark of your key business processes against industry standards and best practices, including 18,000 data points from 45 diverse industries. This analysis compares 10 to 15 KPIs per process for your specific industry. You'll get a detailed report documenting the potential business benefits of upgrading your Infor LN solution.

Cloud TCO Assessment: Infor Value Engineers collect and analyze all IT cost information for your company to determine your current total cost of ownership (TCO). The team next compares your current on-premise IT costs to the annual software-as-a-service (SaaS) costs for a comparable infrastructure. When the analysis indicates that a cloud implementation will be beneficial, Infor Value Engineering will help you build the business case.

Value Discovery: Infor Value Engineering works with your key business process owners to understand the specific challenges they have with your current Infor LN version and identify areas of opportunity enabled by the latest release. The team also will help you build a detailed new solution architecture and upgrade roadmap.

Infor Value Engineering then delivers a “board-ready” business case that includes the proposed solution architecture and roadmap, projected business process improvements, and the return on investment you can expect. The business case document also compares the TCO for on-premise and cloud implementations so you can decide which is best for your company.

Support for your upgrade process

Once you successfully make the business case for the upgrade, Infor LN consultants can work with you to streamline the upgrade process.

Business process analysis: Infor Consulting Services experts analyze the business processes supported by your Infor LN solution and the customizations you've made to the solution. By analyzing the rationale for specific customizations and comparing the requirements with the advanced capabilities in the current version of Infor LN, Infor consultants identify

ways to eliminate most custom components. This has proven to be especially beneficial to Infor Baan customers who have customized their solution to meet specific industry needs.

Customizations often can be eliminated with a business process change or by simply using the new functionality in Infor LN. For business requirements that still require a custom approach, the consultants recommend an extension to the solution that doesn't require any change to the source code.

Implementation Accelerators: Infor has Implementation Accelerators—preconfigured tools, templates, and approaches based on the requirements of specific industries—that help lower your upgrade project costs and tailor your implementation to meet your unique requirements. With Implementation Accelerators, you can provision a new environment in minutes, instead of days, to address the requirements of the industrial manufacturing, aerospace and defense, automotive and high tech industries. In addition to Infor LN, other products preconfigured as part of Implementation Accelerators include Warehouse Mobility, Time Track, Business Intelligence, product configuration management, Infor ION®, Infor Ming.le™, and Infor Reporting.

Upgrade options

Infor Value Engineering experts and your account executive can help you understand which of the following three upgrade options would best meet your near-term and long-term business requirements:

Upgrade on-premise. We work with you to upgrade to the latest Infor LN version in your own environment, so your business is supported by the most up-to-date functionality. With an on-premise upgrade, you can extend your core capabilities to include other specific solutions, such as customer relationship management,

product configuration management, enterprise asset management, human capital management, and more.

Upgrade to the cloud. With the Infor UpgradeX option, you can upgrade to Infor LN in the cloud to take advantage of software-as-a-service (SaaS) pricing. For many companies, this option delivers the lowest total cost of ownership. Infor LN in the cloud includes ION and Ming.le™ and offers additional advantages, including automatic upgrades to new versions as they are introduced, education packages, and the ability to maintain customizations when business needs dictate.

Upgrade to an Infor CloudSuite™. Infor CloudSuite Automotive, Infor CloudSuite Aerospace and Defense and Infor CloudSuite Industrial Machinery offer industry-specific capabilities out of the box. These include pre-defined, pre-configured, and industry-specific enterprise resource planning, analytics, Implementation Accelerators, and extensions. Infor CloudSuites combine the benefit of functionality tailored to your business and SaaS pricing.

Migration paths to the cloud

Infor has created purpose-built migration tools to make it easier to move from Infor Baan IV or V, earlier versions of Infor LN, third-party solutions, or internally developed solutions to Infor CloudSuite Industrial Enterprise. These migration tools allow you to migrate only your master data, all your data, or a combination of core master data and transaction data.

Make the move—quickly and efficiently

As an Infor LN customer, you face constant pressure to adapt your business to changing customer demands and competitive pressures. Taking advantage of the best available capabilities in your core ERP system is a smart way to keep pace with changing requirements, providing you can manage the upgrade process effectively. Infor Value Engineering and Infor Consulting Services use systematic and prescriptive processes to help you move to the latest version of Infor LN quickly and efficiently. These two organizations have years of proven experience helping hundreds of Infor LN and Infor Baan customers manage their software upgrades, from the simplest to the most complex.

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