

Infor High-tech and Electronics Essentials



➔ Infor serves 7% of the global HT&E marketplace, a leading position based on 46,000 companies in the global market. Six of the top 10 electronic manufacturing service contractors and 9 of the top 10 global electronics manufacturers are our customers.

Do business better.

In the high-tech and electronics (HT&E) industry today, it's not enough to be fast. You have to be first. That means not only designing innovative products on a continuous basis, but also getting them out quickly enough to reap maximum profit from first-to-market advantage. To add to the challenge, the industry's rapid technology advancement creates shorter product lifecycles, resulting in quickly dropping prices that mandate a closer attention to cost-cutting than ever before. Lean manufacturing is essential. So is having the flexibility to take advantage of opportunities presented by global outsourcing, especially in light of the huge capital investments required for manufacturing. The right information technology partner can help you get there first—and be the forward thinking company you want to be.

INFOR[™]
channel partner

Leverage experience.

At Infor™, our HT&E manufacturing professionals—many with more than 25 years of experience—are helping companies like yours solve their toughest business challenges. This experience is built into Infor High-tech and Electronics Essentials, a set of solutions designed specifically to help you increase shareholder value and improve your bottom line, whether you make or buy. Rely on our solutions to:

- *Reduce costs*—Build a lean supply chain that operates smoothly and efficiently no matter how complex or geographically dispersed. With the focus on creating a collaborative environment, you will reduce operating costs and improve customer service through integrated sales and operations planning.
- *Pursue outsourcing opportunities*—Get what you need to establish operations in best-cost countries, so you can perform sourcing and subcontracting in ways that are the most advantageous to your business.
- *Go to market quickly*—Automate and streamline business processes on a cross-site and cross-country basis at every phase of the product development lifecycle.

Get business specific.

Infor High-tech and Electronics Essentials enables you to maximize profit by accelerating time to market and cutting costs. HT&E manufacturers in over 70 countries use it to solve mission-critical business challenges directly and affordably, because it provides the integration required for global operations and offers specific functionality for components manufacturers, electronic manufacturing service companies, as well as OEMs in the industrial, consumer, telecommunications, and office equipment markets. Across the board, Infor High-tech and Electronics Essentials integrates three essential elements: your customers, your operations, and your suppliers.

Satisfy your customers.

Use our solutions to meet changing customer expectations, along with profit, production, lead-time, and regulatory compliance objectives.

- *Product configuration and visualization*—Our product lifecycle management tools offer complete configurable product capabilities, from standard product variations to highly complex configurations, so you can meet shifts in demand with ease.
- *Compliance management*—We help you comply with stringent RoHS and WEEE directive standards.
- *Aftermarket service and warranty management*—Turn your aftermarket into a profit center with functionality to manage the “as-built” to “as-serviced” transition, as well as back-to-base and field-based repair, maintenance, and installation.
- *Customer relationship management*—Defly handle quotes, order taking, order tracking and acknowledgements, contracts, pricing, discounts, promotions, scheduling, and even specialized product configuration for individual customers.
- *Demand forecasting*—Infor consolidates multiple planning methods into one, providing a holistic view of capacity and demand for better forecasting accuracy.

Streamline your operations.

Reduce your costs by gaining visibility—and efficiency—across all operational areas. Deploy lean manufacturing best practices across the product lifecycle.



- *Product genealogy and serialization*—Trace components and materials by lot number, serial number, and country of origin all the way to the finished goods product/job where the material is consumed.
- *Manufacturing part number functionality*—Specific functionality allows inventory tracking by manufacturer part number, so you can meet the important requirement of including this information on purchase orders that are placed with distributors.
- *Collaborative design and engineering*—Our product lifecycle management solutions create the ideal collaborative environment, closing the gap between engineering and other departments for a more efficient concept-to-cash process
- *Subcontract and outside operations*—Infor Open SOA, the service-oriented architecture on which all our solutions are built, helps you create strong bridges with your outsourced operations for a more efficient supply chain.
- *Manufacturing execution systems*—Our workflow-enabled graphical Dynamic Enterprise Modeler (DEM) lets you map the Infor system to your operations and processes, with the flexibility to change them quickly according to your business environment.
- *Project planning and scheduling*—Gain a holistic view across all demand and capacity that puts you in control of the entire customer lifecycle, from order-taking to manufacture and distribution to aftermarket service.
- *Quality management*—Our solution facilitates the automatic or manual creation of inspection orders. It also oversees sampling and test requirements related to user-defined inspection needs.
- *Effectivity unit functionality*—Simple variants of standard products can be defined and then sold, planned, produced, and delivered. As a result, you will see significantly reduced overhead in engineering and increased efficiency on the shop floor, as well as give customers greater choice.
- *Promotional packaging and pricing*—Improve your competitive positioning through effective management and tracking of promotional programs.

“ With Infor, we are better positioned to deliver the electronics products and engineering services that meet the demanding requirements of our defense and aerospace customers. ”

JOAN FUHREMANN, SENIOR BUSINESS ANALYST, SYPRIS ELECTRONICS

- *Enterprise asset management*—Rely on Infor to improve asset performance and regulatory compliance. We extend the life of your assets so that you avoid new capital purchases and reduce operating costs.
 - *Warehouse management*—Through barcoding, RFID technology, and integrated freight management tools, our solutions enable efficient, cost-effective JIT material supply and transfer.
- Collaborate with your suppliers.**
- Build a truly collaborative environment with the flexibility to enter into outsourcing and subcontracting agreements as the need arises.
- *Supply chain visibility*—By quickly integrating supply chain partners, you never face any “blind spots” in your organization, no matter how dispersed. It’s visibility that lets you improve operational performance, materials flow, and manufacturing efficiency.
 - *Make-or-buy decision support*—The complexities of inventory, bills of material, standardization, and managing onsite installations all pose challenges that Infor helps you solve confidently. Support for make-or-buy decisions allows you to make the right choices and make them quickly.

- *Subcontract and outside operation management*—Infor provides the platform for flexible supply chain management and collaboration with your suppliers.
- *Supplier metrics and scorecards*—Centralized and decentralized order/contract management capabilities help you handle direct materials purchasing, with performance management tools to rate your vendors and measure how they contribute to the bottom line.

Industry

- *Quality tracking for defective materials and delivery issues*—Infor customers have achieved a 98% on-time delivery rate after using our solutions for only eight months, wringing excess costs from reverse logistics processes.
- *Compliance management*—Infor helps you automate the collection and aggregation of compliance-related data for complex compliance analysis and reporting.
- *Vendor-managed inventory*—Our solutions let OEMs set up a vendor-managed inventory model, so that your suppliers are responsible for maintaining your inventory levels to optimize overall supply chain performance.
- *Integration*—Integrate with Infor HCM, Infor CRM, and Infor SCM for better management of human capital, customer relationships, and supply chains.

See results now.

Infor High-tech and Electronics Essentials drives substantial ROI for HT&E manufacturers, particularly in the areas of cost reduction, customer service, and manufacturing efficiency. Our customers have realized such gains as:

- Parts inventory costs reduced from \$1.3M to \$680,000
- Parts inventory reduced by 48% through identification of low-use or no-use parts
- PO processing costs reduced from over \$100 to \$45
- PO processing time reduced from six hours per day to one hour per day
- Average requisition approval time cut from 3.5 days to one day
- Rework time on quotes reduced by 20%
- Reduction in time required to create customer proposals and product schedules

Because our solutions have specific functionality built in, little customization is required, so implementations are rapid. And since fewer IT resources are required to maintain them, your cost of ownership is low. It's just another reason forward thinking companies are turning to Infor—and taking the lead in their markets as a result.

There is a better way.

At Infor, we work with a core belief. We believe in the customer. We believe that the customer is seeking a better, more collaborative relationship with its business software provider. And a new breed of business software: created for evolution, not revolution. Software that's simple to buy, easy to deploy and convenient to manage. Our 70,000 customers in more than 100 countries and 8,000+ employees stand with us. We look forward to your sharing in the results of our belief. There is a better way. For additional information, visit www.infor.com.



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