

Infor Industrial Equipment and Machinery Essentials



➔ More than 4,500 machinery systems and components manufacturers rely on Infor Industrial Equipment and Machinery Essentials to operate their businesses.

Do business better.

For forward thinking industrial equipment and machinery (IE&M) manufacturers today, innovation is the most important driver—innovation not only in engineering and product development, but also in production and aftermarket services to bring new value to the total product lifecycle. To meet the challenge, companies are forming partnerships with other firms to design, manufacture, and service equipment. Companies also are aggressively accessing foreign markets and finding new ways to stay close to customers, no matter where they are located. This global networking model can work, provided it supports the ongoing drive to streamline production and reduce costs. The key is having the right information technology partner to bring it all together—in order to support world-class business processes and enable innovation in every aspect of the business.

INFOR[™]
channel partner

Leverage experience.

At Infor™, our IE&M professionals—many with more than 25 years of experience—are helping companies like yours solve their toughest business challenges. Their experience is built into Infor Industrial Equipment and Machinery Essentials, a flexible set of solutions tailored specifically to address the complexities that are unique to the IE&M industry. Whether you are an equipment manufacturer or a project manufacturer, we can help you:

- *Strengthen your core competency*—Infor Industrial Equipment and Machinery Essentials supports lean manufacturing and supply chain efficiency to improve operational performance, materials flow, and manufacturing flexibility.
- *Provide total lifecycle value*—Our solutions help you bring faster technological evolution to the product development side and comprehensive service offerings to the aftermarket side, with full and flexible support for every step in between.
- *Benefit from globalization*—Our multi-currency, multi-language solutions help you optimize opportunities for production in best-cost countries and support your global multi-site, multi-partner network.
- *Streamline manufacturing and reduce costs*—Our solutions help you improve production, logistics, sales, and service performance across the extended enterprise.

Get business specific.

Infor Industrial Equipment and Machinery Essentials is the only set of manufacturing solutions that span the total product lifecycle with integrated project management, financials, supply chain management, product lifecycle management, performance management, and quality management, including QS9000 and ISO/TS16949 standards. Service management also is included to help you make the most of aftermarket opportunities for increasing sales and improving customer satisfaction.

This powerful combination offers specific functionality that enables you to meet the changing dynamics of your market. You get greater visibility into every aspect of your operations—from mixed-mode manufacturing to complex collaboration between you, your suppliers, and your customers. Greater visibility means better cost control, faster response, and added revenue opportunities. Our solutions also provide for effective and accurate quoting, estimates, contracts, and service level agreements that improve your profitability. Included are:

Industry-specific ERP functionality

Our solutions are tailored to help you meet growing competition and price pressure head-on. How? By providing the visibility you need to manage outsourced value chains and monitor the extended enterprise for optimum performance and efficiency. The complexities of inventory, bills of material, and standardization issues, as well as managing on-site installations, all pose challenges that you can solve confidently with Infor. We offer:

- Project and hybrid manufacturing support
- MRP/operations scheduling and sequencing
- Product genealogy and serialization
- Non-standard parts management
- Product configurators for accurate offers and professional sales presentations
- Manufacturing execution systems, including shop floor
- Support for flexible make-or-buy decisions
- Outsource production management
- Rework, repair, quality management
- Industry-specific process models built in as best practices

Project Management

What happens today if a customer comes to you with an order change request? Do you struggle with monitoring the progress of your projects? Are you able to handle



engineering and production in parallel? Our project planning and monitoring capabilities help you solve those challenges. You are able to meet individual customer requests and exceed expectations regarding time, cost, and quality targets, as well as:

- Estimate project demands even in long bidding and estimating cycles
- Create and present project proposals
- Manage long lead times
- Source projects efficiently and set up needed consortiums
- Document projects
- Provide available/capable-to-promise
- Manage costing, budgeting, work in process, payment schedules, and penalties
- Release and monitor work, assemble, and purchase orders
- Support progress billings and revision recognition

Product Lifecycle Management

Products are released to market in ever shorter cycles today. At the same time, products are more complex, and customers are demanding a greater variety of them. So product data must be managed and maintained not just within company borders, but beyond to include your collaborative community—one of the key functions provided by our PLM solutions. They support your need for faster time-to-market, increased differentiation, and utmost product quality by enabling you to:

- Integrate the world of engineering with ERP
- Strike the right balance between individualized offerings (differentiation) and standardization (effective item usage)
- Collaborate on product definitions
- Store and provide all relevant product data through sophisticated data management capabilities
- Archive historical information with an easy-to-use document management solution
- Manage production engineering
- Gain comprehensive engineering change management functionality

Performance Management

When it comes to key processes, visibility and velocity are essential. Especially in project manufacturing, monitoring costs and due dates can ensure profitability. To be effective, your performance management approach must not only provide key KPIs for every position in the business—from purchasing agent to production planner to sales agent—it must do more. To that end, Infor delivers:

- Supply chain visibility
- Dashboards for specific roles
- Roll up of job and project costs
- Project controlling
- Industry-specific KPIs for sales, service, quality, and operations
- Supplier metrics and scorecards
- Cash flow management

Aftermarket Service Management

Do your customers expect you to take care of delivered equipment? Are you missing aftermarket opportunities that you are not able to cover today? Could you provide your customers with better field service support and faster response times? Our service management capabilities help you expand your role as a service provider, with support for:

- Call centers with customer-centric views on installed base
- Contract management, preventive maintenance
- Equipment exchange and “as serviced” configuration
- Service orders and replenishment of decentralized service stores
- Mobile service support and engineer scheduling
- In-house repair, warranty management, refurbishment
- Spare parts demand planning
- Call-to-cash process
- Reverse logistics
- Depot repair
- Serial genealogy from “as designed,” to “as planned,” to “as built,” to “as maintained”

Financial Management

Infor’s functionally rich, multi-site, multi-currency financial accounting solutions enable you to cost-effectively manage fixed assets, accurately analyze and control the flow of capital and goods, and implement streamlined accounting transactions. Features include:

- Compliance with global GAAP standards
- Reconciliation of balance sheets, profit and loss statements, and cash flow figures over different entities
- Flexible, user-defined general ledger, accounts receivable, and accounts payable components

Supply Chain Management

We enable better management of the manufacturing supply chain through enhanced visibility between you and your suppliers, greater collaboration and better analytic tools, and support of multiple procurement and replenishment methodologies. Our solutions help you:

- Improve operational performance
- Streamline flow of materials
- Increase manufacturing flexibility

See results now.

Packaged with smart functionality to address the key challenges IE&M manufacturers face today, Infor Industrial Equipment and Machinery Essentials requires less customization, shorter implementation times, and fewer IT resources to maintain. That means an immediate return on your investment and lower total cost of ownership over the long term. From the very first day, you'll see improvements in visibility and transparency of data. Most of all, you will:

- Extend value to your customers throughout the total product lifecycle
- Include suppliers and customers in the development process to suit exactly the need in question in terms of quality, price, parameters, and availability
- Make the aftermarket a profit center with extended services such as maintenance, adding optional products, and 24-hour spare part support

Let Infor help your company become more innovative without losing focus on the core competencies on which your business was founded.

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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