

Infor Metal Fabrication Essentials



“ From inventory planning to manufacturing, and from suppliers through our customer service centers, Infor solutions improve our business processes. We are now more tightly synchronized to meet customer demand and reach our lean manufacturing goals. ”

JEANNE MORENO, CIO, SNAP-ON TOOLS

Do business better.

For companies that manufacture fabricated metal parts for other industrial companies, responsiveness to changing markets must be your most important priority. Profitability depends not only on technical expertise, but also on the efficiency of your manufacturing operations and your flexibility to move where your customers go, even if that means setting up new operations and processes overseas. You must meet the challenges of variable demand cycles and growing competition, as well as new materials, new production methods, and more sophisticated final products.

Large inventories of raw materials and semi-finished product, as well as fluctuating raw material costs, intensify the challenges in a lean-driven world. Handling toxic materials and workplace safety issues are growing concerns. The key is an extended, collaborative ERP system that helps you keep margins low and customer satisfaction high.

INFOR[™]
channel partner

Leverage experience.

With more than 25 years of experience in the metal fabrication industry, Infor professionals are helping companies like yours solve their toughest business challenges. This experience is built in to Infor Metal Fabrication Essentials, a comprehensive set of solutions to improve business efficiency, customer service, regulatory compliance, and overall manufacturing productivity.

Our solution supports three vital areas:

- **Manufacturing management.** Gain flexible options for ensuring you meet customer demand, with embedded support for a wide variety of manufacturing processes and powerful project management functionality.
- **Supplier relationship management.** Collaborate efficiently with suppliers and customers, and increase productivity through vendor managed inventory (VMI) and collaborative production, forecasting, and replenishment (CPFR).
- **Compliance management.** Gain competitive advantage while reducing your injury rate and improving your compliance with regulatory requirements for toxic material handling and workplace safety.

Get business specific.

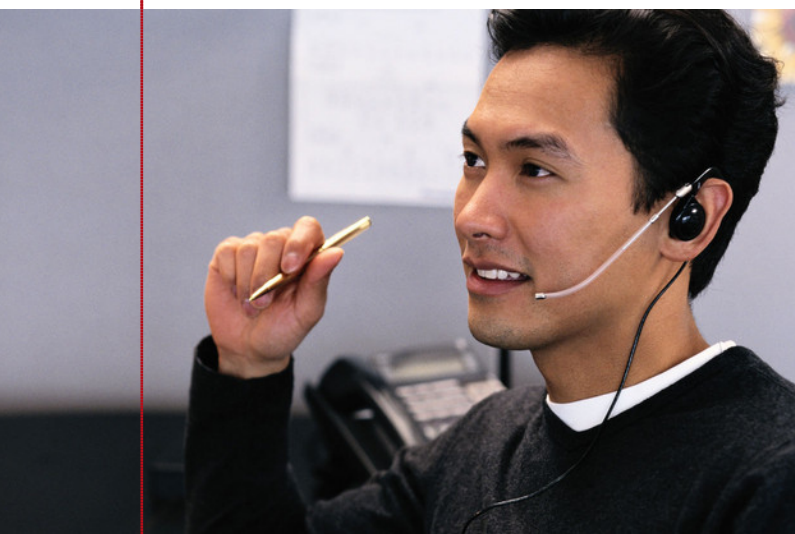
Infor Metal Fabrication Essentials is designed for manufacturing excellence from one end of the supply chain to the other. Through all your processes of stamping, punching, cutting, bending, welding, machining, and finishing—you get the transparency to improve their efficiency. You also gain tools for closer collaboration with your suppliers, so you manage your inventory better and synchronize receivables more tightly with your production schedule.

Infor makes business software better so you can focus on what you do best: running your business. Our solutions let you manufacture, sell, and service with speed, accuracy, and innovation. They support continual change as you strive to maintain your competitive edge and adapt your business processes so that you always meet customer demands and business-specific requirements. They support your lean and green goals, too, helping meet customer and cost requirements with the most efficient and safe use of resources.

Our solutions support your users, too. Infor's innovative presentation architecture generates individually tailored screens in real time. This means that you can personalize the solution for each location, department, or individual user. The result is a reduction in training costs and an increase in employee productivity that leads to improved customer responsiveness and greater efficiency.

Our ERP solutions provide the following core capabilities:

- **Mixed Mode Manufacturing.** Our solutions accommodate true mixed mode manufacturing. From repetitive to engineer-to-order, Infor Metal Fabrication Essentials enables the processes needed to accelerate production and meet customer demand more quickly.
- **Advanced Planning and Scheduling (APS).** Our solutions include a fully integrated, lean advanced planning engine that synchronizes material and capacity to customer orders. You provide accurate and real-time capable-to-promise estimates to your customers, so when you make a promise, you keep it.
- **Materials and Inventory Management.** Keep inventory low while avoiding shortages with our solutions. We automate the process of calculating and monitoring inventory drivers—forecasts, safety stocks, and order size.



- **Business Intelligence.** Our solutions include sophisticated tools to gather, analyze, and act on data—turning it into useful information for planning and decision-making purposes.
- **Customer Management.** As the market changes, you have the flexibility to adapt business processes to continually satisfy customers and work more closely with suppliers through integrated EDI functionality.
- **Sales and Service.** Our solutions facilitate profitable customer relationships through the four phases of the customer lifecycle: market, sell, fulfill, and serve. We provide tools to develop and execute multi-tiered marketing campaigns, decrease sales cycles, and improve close rates.
- **Field Service Management.** We help you deliver quality products and services, building customer loyalty and giving them a competitive edge in attracting new customers.
- **Financials.** We support the need for complex international finance environments, including consolidation, budgeting, and business planning.
- **Quality Control System.** Our solutions provide support for the quality-related activities that often need to happen concurrently with the basic material handling activities in ERP. You reduce the cost of goods sold by reducing labor, scrap, burden, and other non-value added activities, while improving quality.

Extended solutions.

We also offer innovative solutions that extend the capabilities of the core ERP functions in Infor Metal Fabrication Essentials, and we will continue to enrich, extend, and evolve our portfolio to meet your most challenging business requirements.

- **Infor CRM** (Customer Relationship Management) helps you make the most of every customer interaction by integrating marketing, sales, and service, and by creating a multi-channel, closed-loop dialogue with your customers that nurtures the customer experience.
- **Infor EAM** (Enterprise Asset Management) helps organizations better manage, maintain, and track their assets, as well as drive better decision-making in maintenance, inventory/warranty, uptime, risk management, and strategic planning.
- **Infor FMS** (Financial Management System) takes today's CFO beyond the procedures, controls, and data necessary to carry out core financial management functions and extends financial systems into new areas—automating more processes, boosting productivity, and providing opportunities for greater strategic leadership.
- **Infor HCM** (Human Capital Management) helps you automate and optimize the entire “recruit-to-retain” process, as well as improve competitiveness by ensuring that your staff is always aligned with demand.
- **Infor PLM** (Product Lifecycle Management) helps you maximize profit, ensure product compliance, improve quality, and reduce time to market by optimizing every stage of the product lifecycle, from portfolio management to product development to obsolescence, so you can innovate faster.
- **Infor PM** (Performance Management) enables you to improve overall business performance by developing effective strategies, aligning resources and actions to plans and strategies, and proactively monitoring business processes and results.
- **Infor SCM** (Supply Chain Management) helps you manage the most complex supply chains with a full suite of planning, warehouse management, and transportation and logistics solutions that deliver the visibility and event management you need to operate a chaos-tolerant supply chain and support profitability, competitiveness, and growth from concept to customer.
- **Infor SRM** (Supplier Relationship Management) is an electronic data interchange (EDI) and web-enabled supplier collaboration solution that facilitates lean supplier replenishment by creating a real-time interactive environment between you and your suppliers for rapid demand fulfillment.

See results now.

With industry-specific functionality built in that reduces the need for customization, Infor Metal Fabrication Essentials delivers ROI that you don't have to wait for. Our goal is to make it easy for you to get the results you want.

- **Faster implementation**—We offer a variety of options, including Fast Start to implement a solution component in a particular part of your business, then add functionality later. We also provide Business Editions, template-based versions of our Enterprise Editions that simplify implementation. And our One Point Implementation™ is a proven methodology that standardizes the implementation process.

Industry

- **Global enablement**—With 3,500 product specialists and 1,400 sales and service partners around the world, we can support you wherever you do business. And our localized solutions fit local customs and requirements.
- **Flexible buying options**—Choose how you want to buy: traditional, licensed software; software-as-a-service (SaaS); hosted applications; outsourced provisioning. You can choose how you want to pay, too. We offer multiple financing options for software and services.

It all adds up to quicker time to value with Infor Metal Fabrication Essentials. If you want to do business better tomorrow, contact us today. We'll get you started.

About Infor.

Infor acquires and develops functionally rich software backed by thousands of domain experts and then makes it better through continuous innovation, faster implementation options, global enablement, and flexible buying options. In a few short years, Infor has become the third largest provider of business software. For additional information, visit www.infor.com.



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