2015 **Guide to Manufacturing Software**

infor

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2015 Manufacturing Outlook
Optimism, expansion, and hurdles

For all manufacturing industries, growth remains top of mind. Post-recession cautiousness has given way to confidence and more ambitious business goals. From automotive to fashion, more manufacturing leaders are ready to take bigger risks in the hopes of bigger payoffs, and optimism is the highest it's been in years.

Recent studies show that **44% of automotive CEOs** believe the global economy is improving (nearly three times the previous year's figure), while **the same percentage of UK manufacturers** expect increased growth in the coming months.[1,2]

What is fueling this confidence among manufacturers? Thankfully, more than wishful thinking. Nearly 40% of businesses have reported an increase in total orders. Domestic order volume is at its highest since 1995 and export orders have grown by 17%.[3]

This is great news for the job market. More than half of manufacturers plan to hire new employees over the next year, in addition to increasing their operational

spending, according to a report from PwC.[4] In that report, manufacturers stated that their top three priorities for increased spending are: new product or service introductions, research and development, and information technology.[5]

For manufacturers, spending on information technology is definitely paying off. According to a recent Manufacturing.net article, software is helping to increase efficiency and production in manufacturing.[6] By deploying the right solutions in your organization, you can not only overcome common operational challenges—you can secure growth.

Top concerns for manufacturers in 2015 and beyond

Finding and managing growth

Companies of all sizes are exploring niche and emerging markets, while looking into "re-shoring" to domestic factories as a viable option.

Recruiting and retaining talent

Finding talent continues to be challenging in manufacturing. In fact, the Society of Manufacturing Engineers predicts the shortage of skilled factory workers to reach 3 million this year due to retirement.[7]

Accelerating speed to market

Customers continue to expect more, which is forcing manufacturers to implement faster turnaround times, 24/7 facilities, and customer-focused analytics that help them operate more efficiently.

Improving quality and program controls

Customers demand precision from order to delivery and expect vendors to proactively solve regulation and compliance challenges.

Creating a competitive advantage

To fight brand commoditization, manufacturers need to accelerate product releases and jumpstart innovation, while balancing speed and affordability.
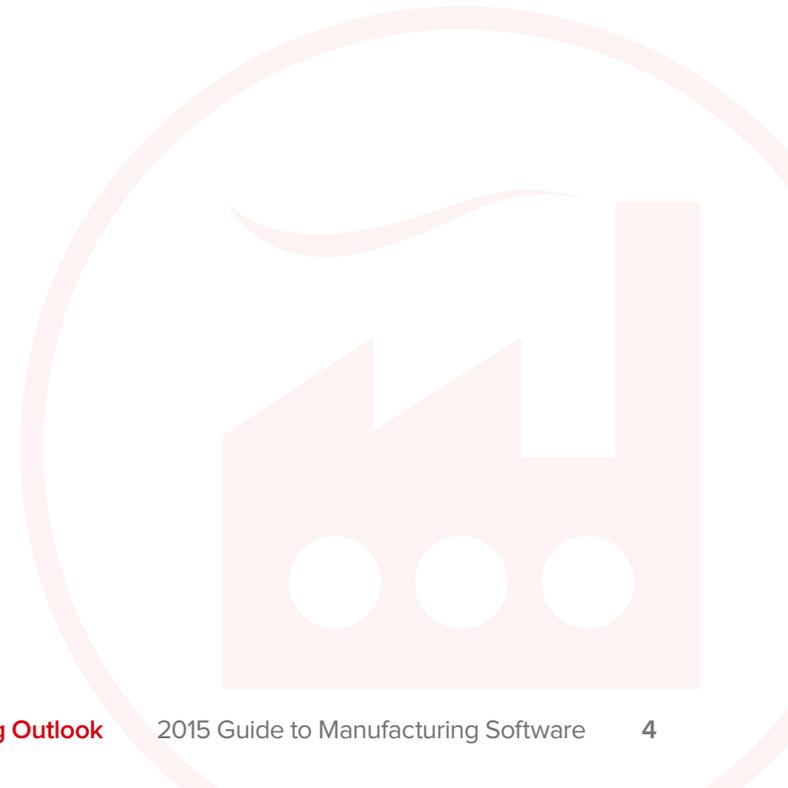
To help manufacturers choose the right software in a rapidly changing industry landscape, this guide will explore four key technologies that are essential to any successful manufacturing operation:

ERP
Enterprise Resource Planning
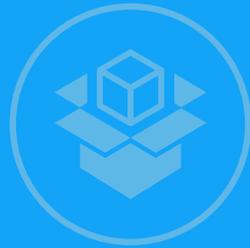
EAM
Enterprise Asset Management

CPQ
Configure Price Quote
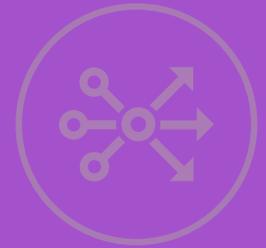
SCM
Supply Chain Management

We'll discuss the market trends increasing the need for adoption of each technology, provide a "shopper's checklist" of essential features and functions, and share success stories from real-life industry leaders. This guide will also outline how Infor's industry-specific software and cloud-based technology are helping global companies thrive.

Enterprise Resource Planning

The manufacturing sector is seeing an increase in sales, profits, and productivity, due in large part to factors like product specialization, reshoring, and increasing consumer demand. Yet these opportunities are not without challenges that can be difficult for even the most established companies to address, particularly if key business systems like ERP and supply chain management haven't been continually modernized to keep up with the pace of change.

"Outdated ERP can leave you dangerously out of touch," reads an article in *Business Computing World*.[8] "A lack of available business information can become a significant problem, no matter how many spreadsheets and workarounds have been developed."

It's important to note, however, that the manufacturing technology landscape now extends well beyond traditional core systems. Newer technologies, like social collaboration and cloud computing, are also fast becoming business imperatives. Within the new generation of manufacturing systems that these innovations make possible, customer conversations have become the currency of business activity. It's also easier than ever to connect applications,

people, equipment, and data to create product breakthroughs at a speed that would have been unimaginable even 10 years ago. But turning the potential of modernized solutions into tangible business benefits requires a company-wide commitment.
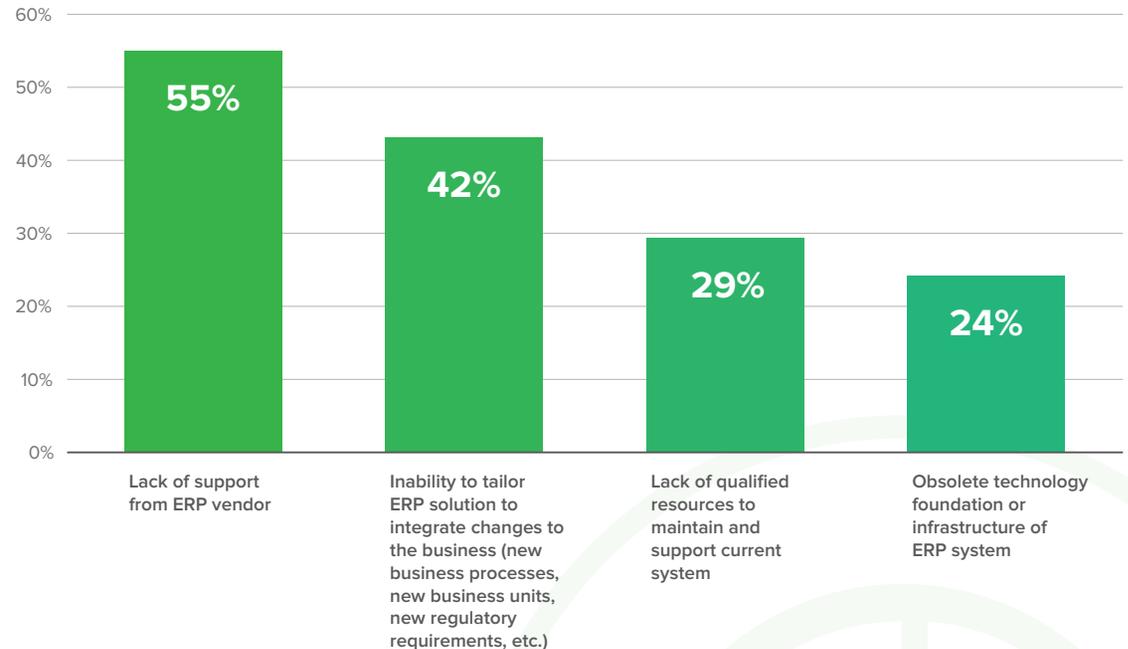
"To harness the opportunity given by the new manufacturing renaissance, manufacturers will need to transform today's challenges into opportunities," a recent white paper by IDC Manufacturing Insights read. "It won't be an easy task. It will require manufacturers to completely rethink their business model, organizational structures, and IT landscape."[9]

Companies that deploy modern ERP systems can realize significant business benefits, according to a recent Aberdeen Group report, *The Value of Upgrading ERP: Maintaining Modern Technology*. Midmarket organizations with the latest ERP software are seeing spikes in key performance indicators, including operational metrics such as schedule compliance, the cycle time of business processes, inventory turns, and complete and on-time shipments.[10]

The chart to the right shows the results of an Aberdeen survey on the top reasons companies decide to upgrade their ERP systems.[11] Can your company relate?

Reasons to upgrade—why ERPs get replaced

Percentage of respondents, n = 106

55%	Lack of support from ERP vendor
42%	Inability to tailor ERP solution to integrate changes to the business (new business processes, new business units, new regulatory requirements, etc.)
29%	Lack of qualified resources to maintain and support current system
24%	Obsolete technology foundation or infrastructure of ERP system

Source: Aberdeen Group, August 2013

Resources for ERP

Learn more about the trends driving ERP adoption and specific strategies for addressing common challenges in various industries, from chemicals to equipment manufacturing.

White paper

How modern ERP solutions can help manufacturers reshore production

The complex task of closing, moving, and establishing new locations causes logistics and supply chain challenges. Explore how modern ERP systems are helping companies respond to changing global conditions.

Read the white paper ›

White paper

Lean revisited: Taking a fresh look at lean manufacturing strategies

The monolithic ERP systems that once tried to impose a one-size-fits-all structure were not always compatible with lean principles. Find out where lean strategies stand in today's changing market.

Read the white paper ›

Infographic

Facing the generational skills gap in manufacturing

Examine the issues surrounding the skills gaps in manufacturing today and how modern ERP solutions bridge the generational gap to help companies recruit and retain Millennial-age workers.

View the infographic ›

Analyst Report

Aberdeen Group— the value of upgrading ERP: maintaining modern technology

This report explores the necessity of social, mobile, and analytics: "Organizations that do not upgrade their ERP solutions may miss out on new technology that could significantly improve their business."

Read the report ›

Analyst Report

Nucleus Research— technology value matrix, second half 2014 - ERP

Enterprise vendors have continued to make their applications more usable, as buyers expect support for broader user productivity and enablement. Learn why Infor ERP systems rank as leaders in this roundup.

Read the report ›

ERP shopper's checklist

Your company's ERP system is the heart of your business, and decisions to upgrade or replace this key business technology should not be undertaken lightly. Recent research shows, however, that more and more companies are deciding that the time has finally come. According to Allied Market Research, the global market for ERP software is expected to exceed $14 billion by 2020, with cloud-based models showing the highest growth.[12] Their recent report on the ERP software market states: "Customers today prefer cloud ERP software over on-premise ERP deployment, as it enables their workforce to access information for critical business decisions anytime and anywhere."[13]

Is your company ready for today's manufacturing industry challenges?

Take our readiness test to find out ›

If you're in the market for a new ERP system, look for a solution that:

☑ **Has a flexible architecture**—The ability to easily integrate legacy or third-party solutions has become essential, along with being able to accommodate new, disruptive technologies like 3D printing, the Internet of Things, and telemetry. An ERP system needs to easily accommodate new functionality and technologies.

☑ **Easily and rigorously accommodates regulatory mandates, reporting requirements, and recall practices specific to your industry**—By choosing the right system for your industry, you can avoid the cost and hassle of customizing to get KPIs, reports, and data that meet your needs.

☑ **Supports specific manufacturing processes and unique modes of operation**—The days of mass production are gone, and companies today need to offer more customized products quickly to rise to market pressure. Look for a system that can support the manufacturing processes you need to meet the demand for customized products.

☑ **Presents information and functionality in a clear, concise format**—It's important to appeal to today's younger workers, who expect consumer-grade ease of use and the same highly intuitive user interfaces they enjoy on their personal devices.

☑ **Communicates seamlessly with various data sources, within your enterprise and across your extended supply chain**—To integrate mission-critical data across multiple legacy systems throughout the supply chain, you need powerful middleware that joins disparate systems seamlessly.

☑ **Is available in a cloud deployment**—Cloud-based solutions help reduce total cost of ownership and shift spending from capital expenditures to operating expenses. This can be an attractive option as your organization recovers from the economic downturn.

ERP customer stories

Infor ERP solutions are designed to address the specific challenges of your industry. Here is a sample of our many success stories, spanning industries from fashion to industrial manufacturing.

Restu Ibu boosts efficiency and gains better cost control with Infor LN.
03:30

Preferred Sands relies on Infor to support skyrocketing growth

At Preferred Sands, 35% of its employees are SyteLine® users and work smarter because of the connectivity delivered by Infor ION.

Read the customer innovation study ›

Tecfil optimizes financial processes with Infor LN

Tecfil integrated its existing systems using Infor ION® and connected with suppliers' ERP systems as well to improve end-to-end supply chain performance.

Read the customer snapshot ›

For more customer success stories, visit our ERP customers page. ›

Get to know Infor ERP

**Infor CloudSuite Industrial—
proven power with total flexibility**

Infor CloudSuite™ Industrial (SyteLine) helps manufacturers and distributors of all types improve productivity and respond faster to change. From selling and sourcing to production and fulfillment, this robust enterprise resource planning solution provides organization-wide visibility.

Even organizations with highly complex supply chains are able to cut costs and ensure on-time production and delivery by using Infor CloudSuite Industrial to automate and manage key business processes, implement highly efficient process flows, and better match supply with demand.

Watch demo: Infor CloudSuite Industrial expedites ordering and production
04:56

Extensible framework

Whether you're an engineer-to-order or mixed-mode manufacturer, Infor CloudSuite Industrial adapts to your needs, rather than forcing you to follow a rigid set of procedures. Without the cost and delays involved in modifying or writing new code for unique business requirements, you get a powerful, easy-to-use solution that works the way you do.

Flexibility to grow

As your business grows and your needs change, the solution's unmatched scalability is there to provide support. Add a new company to your organizational structure with no downtime. Easily separate data if you sell off a subsidiary. Plus, cloud deployment allows you to expand the solution to any location you want—without IT involvement.

Built-in experience

Infor CloudSuite Industrial is packed with more than 25 years of industry expertise. Advanced manufacturing and supply chain planning capabilities—including role-based dashboards and KPIs, in-context data visualization, and more are built into the core solution, so you can concentrate on your business, not your systems.

Visit the Infor CloudSuite Industrial page to learn more ›

Enterprise Asset Management

Equipment and machinery manufacturers arguably hold the most crucial place in business because their products support countless sectors. This makes downtime, which is detrimental to any business, especially damaging and costly. According to *Mining Global*, each hydraulic power and belt drive failure can result in up to $180,000 in lost production.[14]

Yet many organizations lack the insight and visibility they need to proactively refine their operations in a cost-effective way. Asset managers need to keep their equipment performing effectively in today's demanding economy, despite constrained budgets and aging infrastructure. Advanced enterprise asset management (EAM) solutions give companies deep visibility into their assets and allow them to plan and prioritize maintenance activities more effectively. This, in turn, curbs the tendency to overspend or underspend on maintenance practices.

By recognizing priorities, increasing asset visibility, analyzing patterns, and responding with greater agility, companies equipped with EAM solutions can reduce costs even as they reduce their risks. They can also perform at higher levels of reliability, quality, and safety without needing more resources.

More manufacturers are adopting enterprise asset management (EAM) software to help them make the most of their limited resources, while managing risk. According to a report by research and consulting firm MarketsandMarkets, the EAM market will exceed $4 billion by 2019.[15]

The following section can help your company get up-to-speed on the benefits of EAM software and help you find the right solution for your business.
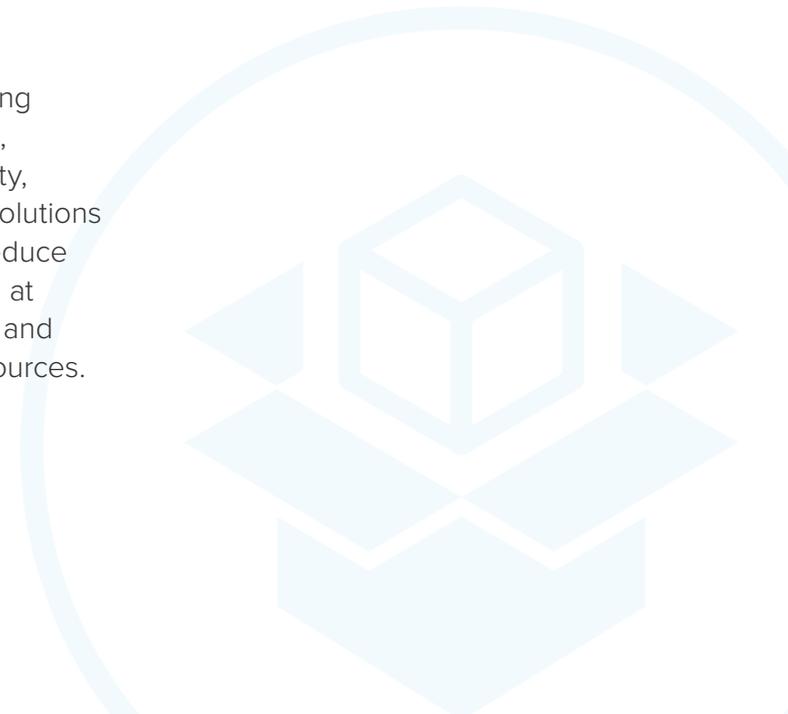
Resources for EAM

Learn more about the trends driving EAM adoption and specific strategies for addressing common challenges in the energy, food & beverage, chemicals, high tech, and equipment industries.

Industry Checklist

Five ways to improve plant floor productivity

High tech & electronics manufacturing has seen steady growth, as the global economy continues to recover from the recession. Learn strategies to improve productivity and drive operational improvements.

Read the checklist ›

Infographic

Heavy traceability requirements

Process manufacturing industries, like food & beverage and chemicals & life sciences, share the challenge of heavy traceability requirements. See how an asset management system can help mitigate the risks.

View the infographic ›

Analyst Report

MPI Group: improving ROA in asset-intensive process manufacturing— balancing safety, compliance, growth, and profitability

Global chemical output is on the rise, and revenue growth is good—but it needs to be managed profitably. Learn strategies for maintaining profit margins and improving return on assets (ROA).

Read the report ›

White paper

ISO 50001: Are you ready for the new energy management standard?

The International Standards Organization recently issued a new standard—ISO 50001. Create a systematic approach to investigating the role of energy usage in asset management.

Read the white paper ›

EAM shopper's checklist

EAM software is essential for managing asset performance and maximizing resources, but this crucial component of a company's IT infrastructure requires long-term considerations. "Selection is becoming increasingly based on the relationship with the vendor rather than simply the software tool it sells," says expert David Berger. "This is because partnering with the right vendor can facilitate the implementation of more long-lasting improvements."[16]

Is your company ready for today's manufacturing industry challenges?

Take our readiness test to find out ›

To maximize the life and performance of your equipment and machinery, your company should deploy an EAM solution that possesses:

☑ **Advanced scheduling capabilities**—Look for sophisticated tools that help you distinguish between long-term planning of a maintenance program and short-term scheduling (multiple priorities, what-if analysis). With a system-wide view, your company can meet changing demands without impacting production schedules.

☑ **Health, safety, and environmental safeguards**—Look for a solution that can help ensure a safe environment, with features such as lockout/tagout, safety checklists, safety priority field, and material safety data sheets.

☑ **Maintenance optimization**—Look for a system that includes capabilities for determining the right mix of failure-based maintenance (run to fail), use-based maintenance, preventive maintenance, and condition-based maintenance.

☑ **Analytical tools**—The system you choose should offer not just simple analytics, like Pareto analysis, on high frequency or high-cost problem and cause codes, but more sophisticated tools for performing root cause and trend analysis, as well. Look for role-based dashboards that enable you to easily make better business decisions.

☑ **Notification and workflow features**—When you can automate processes, like alerting a supervisor that maintenance is required or a key warranty is expiring soon, you can increase asset productivity.

☑ **Mobility**—Deploy a system that lets you view up-to-date information when and where you need it the most. Your field service team can be more responsive and efficient when all systems are accessible via mobile device.

EAM customer stories

Infor EAM solutions are designed to address the specific challenges of your industry. Below is a sample of our many success stories, spanning industries from food & beverage to industrial manufacturing.

chico's
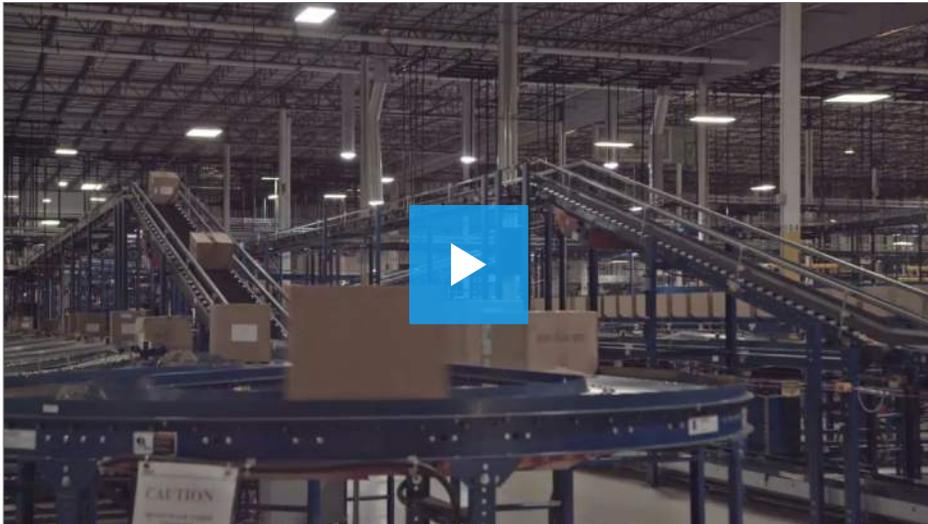
Chico's enabled rapid distribution growth with Infor EAM.
02:30

For more customer success stories,
visit our EAM customers page. ›

CEFAS★

CEFAS eliminated unplanned equipment downtime with Infor EAM

This Argentinean-based lime manufacturer improved maintenance management productivity and created company-wide visibility with Infor EAM.

Read the customer snapshot ›

tecnichapa velatia

Tecnichapa increases profitability and efficiency with Infor EAM Enterprise

Spanish manufacturer Tecnichapa decreased its maintenance costs by 15% and increased its global maintenance key indicators by 400% with Infor EAM.

Read the customer snapshot ›

Coca-Cola

Coca-Cola doubles production efficiency and equipment effectiveness with Infor EAM

Find out how Coca-Cola Norway used Infor EAM to double its scores in production efficiency and overall equipment effectiveness.

Read the customer snapshot ›

Get to know Infor EAM

Products in the Infor EAM suite for manufacturing help improve plant and equipment performance by eliminating unplanned downtime, directly addressing energy waste, and improving compliance.
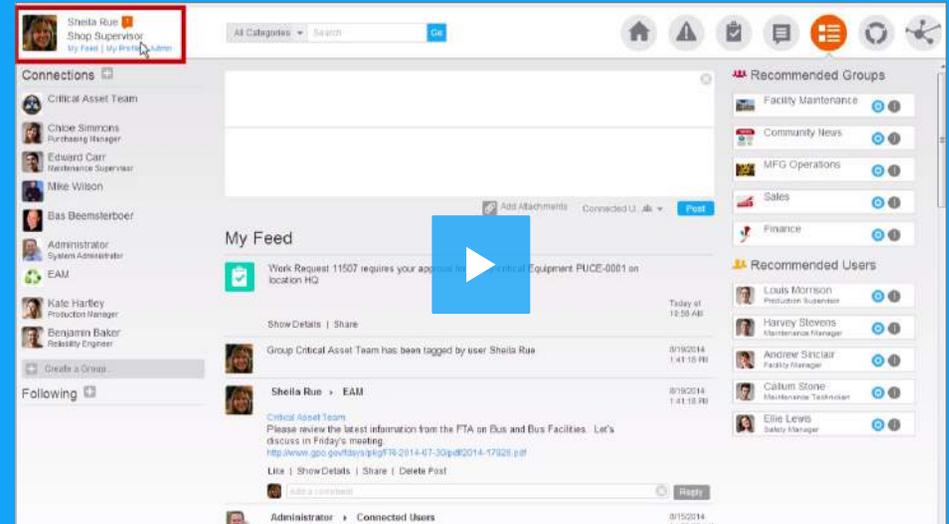
Infor EAM improves boosts efficiency for the mass transit industry
04:56

Infor EAM Enterprise
helps companies improve asset performance, increase service life, and cut costs by providing complete configurability to address the most specialized and important asset management challenges.

Learn more ›

**Infor EAM
Energy Performance Management**
lets you gain end-to-end control of emissions, energy usage, and carbon tracking for companies that need to improve sustainability.

Learn more ›

**Visit Infor EAM to see our complete list of solutions ›**

Configure Price Quote (CPQ)

Customers today expect to have it their way; and in many cases, they are willing to pay more for the privilege. This is particularly true for companies producing items such as doors, windows, and specialty vehicles, which are almost always configured. Personalization is becoming a key differentiator in a variety of consumer-oriented businesses as well.

To minimize the effects of product commoditization, more companies are deploying configure-price-quote (CPQ) software, which is the key to making mass personalization a reality. According to a recent Aberdeen report, CPQ users improve customer retention by nearly 4% annually, while non-users report a 0.6 % decrease.[17]

An advanced CPQ solution can serve as a framework for consistency throughout the manufacturing process. When integrated with ERP and financial systems, this powerful software can help manufacturers reduce errors and scrap, improve flexibility, and add the ability to re-use existing designs—all of which lead to more profitable orders.

CPQ software can also capture engineers' knowledge, so they can focus on innovation—a major boon, in light of the impending mass retirement of Baby Boomers and the struggles to recruit Millennials into the manufacturing sector.[18]
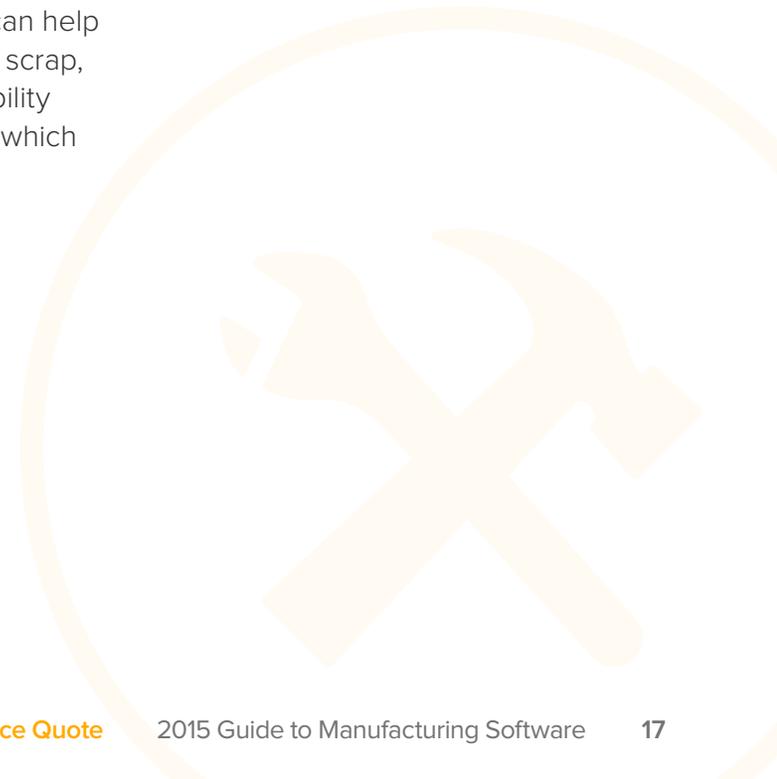
Resources for CPQ

Learn more about the trends driving CPQ adoption and specific strategies for addressing common challenges in the high tech and automotive industries.

Analyst Report

Putting the C in CPQ: Configuration management in high tech

The Aberdeen Group looks at how successful High Tech companies have managed to automate CPQ and its impact on operating results.

Read the report ›

Webinar

Quicker, customized, and priced right: the consumer impacts on manufacturing

This on-demand webinar, sponsored by Infor, features expert insights from MAPI Senior Economist Cliff Waldman, into the tools and implementation strategies needed to meet new market expectations.

Access the webinar ›

White paper

Enhance customer engagement through guided selling

Studies show that customers value a product more highly when they have a hand in constructing it. Learn how manufacturers can use advanced CPQ software to generate more long-term, repeat business.

Read the white paper ›

White paper

Shift your engineering from sales to innovation

Rising demands for product innovation and a labor crisis are leaving many engineers unsatisfied and overworked. Learn how CPQ software can ease their burden and help manufacturers be more innovative.

Read the white paper ›

White paper

Win more business with fewer sales resources—reconfigure discrete manufacturing sales processes to thrive

Find out how CPQ software can help discrete manufacturing sales reps better assess customer needs, configure the best solution to meet the customer's needs, and deliver a quote and proposal with a high win probability.

Read the white paper ›

White paper

Using configure-price-quote software to customize specialty and marine vehicles

The demand for made-to-order products, such as specialty vehicles and yachts, is increasing. The good news is that the process is being automated, streamlined, and simplified by CPQ software.

Read the white paper ›

CPQ shopper's checklist

CPQ software is a potent tool for enhancing sales, but your chosen solution must be robust enough to truly streamline processes.

Is your company ready for today's manufacturing industry challenges?

Take our readiness test to find out ›

Your company should deploy a CPQ solution that provides:

☑ **Easy access to accurate, up-to-date product info**—Customers may want easy access to product information via the Internet, locally in their office, at a job site, or wherever their own customers are. Be sure you can give them that level of access.

☑ **An easy way to specify product features, options, and dimensions**—The capabilities that can make life easier for your customers are order level features, such as "same as except." Make sure your solution provides an easy way to choose these options.

☑ **Visual confirmation of the product selected and defined**—Give customers the ability to view, rotate and manipulate the products they're building in 2D or 3D, and to try various colors, materials, finishes, and lettering.

☑ **A fast, accurate price quote on "standard" product configurations**—Make sure there's some way to let customers know exactly what costs will be, with all discounts, mark-ups, and value-added services clearly applied.

☑ **Functionality to easily order replacement parts and after-market accessories**—Dealers and end-consumers appreciate after-the-sale service that's painless. By giving them tools to easily order replacement parts and accessories, you can increase your repeat business.

☑ **A collaborative way to define, quote, and order engineer-to-order (ETO) items**—Be sure your CPQ solution can handle requests for "specials" efficiently to help you become the most attractive supplier in your market.

☑ **Tools for creating bid or proposal documents with configuration-specific information**—You want to give customers a quick, easy way to produce winning proposals. The more wins they have, the more business you'll have.

CPQ customer stories

Infor CPQ solutions are designed to address the specific challenges of your industry. Here is a sample of our many success stories, spanning industries from high tech to industrial manufacturing.

Huttig boosts customer loyalty and production with Infor CPQ.
03:58

Seneca improves B2B and B2C buying experience with Infor CPQ

Custom computer manufacturer Seneca has consolidated disparate systems into one solution that handles all configured product sales with Infor CPQ.

Read the customer snapshot ›

Quaker Windows & Doors grows its sales with Infor CPQ

Quaker Windows & Doors reduced the time to produce quotes and bid documents from one day or longer to just minutes with Infor CPQ.

Learn more ›

For more customer success stories, visit our CPQ customers page. ›

Get to know Infor CPQ

With Infor CPQ, you'll have one vision—from order to delivery—which can help you cut costs and boost profits. Whether you're configuring products or forming component kits, your sales force, partners, and distributors will have the tools they need provide the ideal buying experience to customers. You'll be able to become a preferred vendor in your industry—and shift more resources to innovating.
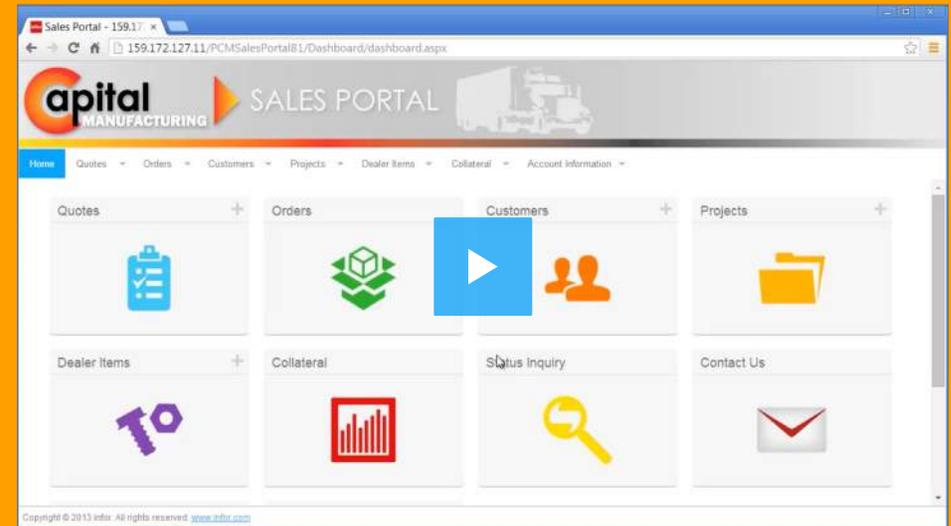
Infor CPQ streamlines customization, quoting, ordering, and documentation
18:01

Infor Product Configurator
lets you capture knowledge about your customizable products once, and then share with dealers and your sales force—on any device—to make selection and configuration intuitive and error-free.

Learn more ›

Infor Sales Portal
lets customers, dealers, and distributors see what they're customizing during quoting and ordering. Enjoy detailed visualizations and abandon sales manuals, spreadsheets, and disparate software. Quickly train new sales people.

Learn more ›

Infor 2D Design Automation
brings your highly detailed products to life for customers and enables immediate confirmation of the product, its features, and add-on options. You'll be able to reduce order errors and generate configuration-specific outputs for future use.

Learn more ›

Infor 3D Design Automation
lets you use 3D CAD technology to automatically generate configuration-specific 3D models, drawings, and manufacturing information. You can accelerate design and delivery, while reducing cost and engineering time.

Learn more ›

Infor Document Automation
allows you to deliver personalized proposals, submittals, and other sales documents with unprecedented ease. Generate personalized documents that include product information and images on demand from virtually any application—on-premise or in the cloud.

Learn more ›

Visit Infor CPQ to see our complete list of solutions ›

Supply Chain Management

Manufacturers have tried to optimize supply chains for years. But as internal cost-cutting and productivity improvements reached their limits, they've been forced to look outside their own organizations to profitably meet increasing customer demands.

With a Supply Chain Management solution in place, you can gain greater visibility into your supply chain to optimize utilization of resources and labor, improve inventory and shipping accuracy, and deliver the perfect order every time. You can also respond faster to customer opportunities and market fluctuations.

Leading companies have begun to look beyond supply chain management (SCM) to supply-chain optimization to gain greater visibility into their extended supply chain and improve forecasting, speed, and profitability.

To achieve a real-time approach to supply-chain optimization, most companies will need to remap and rewire processes across their vendors and customers—and change their IT infrastructure to accommodate new ways of doing business. This often means adopting new technologies, including cloud computing, mobility, social business, and big data paired with sophisticated analytics. It's a challenge—yet companies that get it right can generate greater efficiency, value, and profits for every participant in their extended supply chains.

Resources for SCM

Learn more about the trends driving SCM adoption and specific strategies for addressing common challenges in a range of industries, from fashion to high tech.

White paper

MPI Group: supply-chain optimization evolves— from competitive advantage to necessary capability

Learn how the creative use of SCM tools can deliver visibility into a supply chain that improves forecasting, speed, and profitability.

Read the white paper ›

Industry Checklist

Five ways to improve plant floor productivity

With accurate and comprehensive real-time information into your plant floor operations, you gain the power to make informed decisions that help drive operational productivity improvements.

View the checklist ›

White paper

Controlling cost in the food supply chain

Read about the importance of capturing and measuring business critical data, as well as having iindustry-specific functionality in order to control cost and drive profitability.

Read the white paper ›

Executive Brief

6 signs you're ready for a new supply chain execution solution

Is it time to expand your current system's capabilities or invest in a new supply chain execution solution to compete better in today's market? Learn how to tell if you're ready.

Read the brief ›

Executive Brief

7 practical steps to help you choose the right supply chain execution solution

Innovation in logistics services is critical to maintaining competitive advantages. Discover the 7 practical steps that can help you choose the right supply chain execution solution.

Read the brief ›

SCM shopper's checklist

When considering a new SCM solution, think beyond just managing your supply chain to optimizing it with big data and advanced analytics. As a recent article in *Refrigerated Transporter* says, "Predictive analytics and business intelligence are becoming a decisive essential in developing supply chain strategies to improve effectiveness and efficiency of processes, and support innovation to enhanced logistics planning."[19]

Is your company ready for today's manufacturing industry challenges?

Take our readiness test to find out ›

To optimize the balance of supply and demand, your company should deploy a supply chain management solution with:

☑ **Capabilities for strategic network design/tactical planning**—Look for a solution that lets you build a time-phased plan of material movement through your enterprise, trading off capacities and evaluating different transportation and inventory options.

☑ **A collaborative view of demand planning**—Make sure you can get an accurate picture of demand to drive production, inventory, distribution, and buying plans across your operations. Social collaboration tools will accelerate decision making.

☑ **Advanced production scheduling and optimal sequencing**—Pick a solution that lets you synchronize products on all lines, checking interdependencies and optimally sequencing to shorten make-time and increase productivity.

☑ **Multi-site and multi-product capabilities**—Optimize planning across multiple sites, balance product mix capability with profitability, and consider shelf-life constraints in build-ahead strategies.

☑ **Warehouse management tools for mastering fulfillment**—Make sure the solution you choose offers tools for organizing and managing inbound and outbound deliveries, putaway, and picking, as well as optimizing your labor resources.

☑ **Performance management for analyzing key metrics**—Look for a solution that allows you to create your own performance indicators and monitor the effectiveness of all operations, bringing sharper focus to critical decisions.

SCM customer stories

Infor SCM solutions are designed to address the specific challenges of your industry. Here is a sample of our many success stories, spanning industries from food & beverage to transportation.

Endries International improves processes and grows revenue with Infor Demand Planning.
03:17

Orio AB takes control of planning with Infor SCM

Automotive parts supplier Orio AB maximized the number of orders that are picked, packed, and shipped on the same day as the customer request, achieving on-time fulfillment of 97.5% with Infor SCM.

Read the customer snapshot ›

Lacks Enterprises gains deeper visibility with Infor Supplier Exchange

Lacks Enterprises is proud of the advances it has made toward strengthening supplier collaboration and improving supply chain visibility since implementing Infor Supplier Exchange. Find out why.

Read the customer profile ›

For more customer success stories, visit our SCM customers page. ›

Get to know Infor SCM

With Infor SCM, you get the tools you need to optimize your end-to-end supply chain and harness the power of social networking to collaborate more effectively internally, as well as with customers, partners, and suppliers. Gain greater visibility into your supply chain to optimize utilization of resources and labor, improve inventory and shipping accuracy, deliver the perfect order every time, and respond faster to customer opportunities and market fluctuations.

Visit Infor EAM to see our complete list of solutions. ›

Infor Advanced Planning is a configurable solution you can mold to meet your unique requirements and address a steady stream of changing variables. Advanced Planning can not only help you optimize your entire supply chain, it can also model the unique characteristics of your business.

Learn more ›

Infor Sales & Operations Planning ties together your operational plan and your strategic business plan, and gives you a holistic view of demand, supply, and finance with real-time data from all departments. Use social S&OP to speed decision-making with input from your social networks. See the impact of your decisions immediately, to help you plan for profit.

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Infor Supply Chain Planning allows manufacturing and distribution companies to achieve the right balance between demand and supply—from forecast through to production planning and scheduling. Collaborate more easily with customers, partners, and suppliers and manage the complexity of your supply chain with end-to-end optimization that helps you drive profit margins and meet customer expectations.

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Infor Demand Planning gives you the tools to improve forecast accuracy with advanced statistical forecasting capabilities. You'll get the sharpest, most accurate picture of customer demand as a solid foundation for your sales and operations plan, plus tools to help you extend beyond forecasting to create a fully synchronized demand-replenishment plan that's integrated with your ERP system.
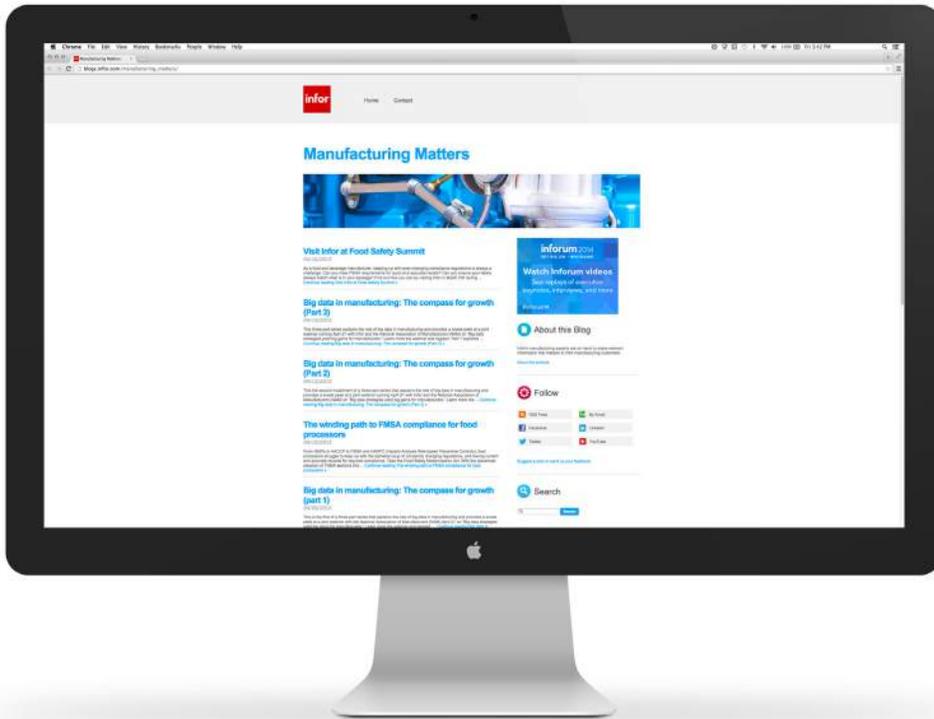
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Infor Supplier Exchange lets you streamline and simplify collaboration with your far-flung manufacturing supplier network. Take advantage of the Infor ION® business acceleration technologies that are now built into Infor Supplier Exchange.

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Infor Supply Chain Execution reduces the complexity of warehousing and logistics management. Its unified warehouse management, transportation, and labor management can help you make faster and better decisions to achieve more perfect orders and higher customer service levels.

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