

» experience a whole new level of agility.

How can you win at manufacturing?

Whether you're looking for a new ERP system or migrating from a previous one, you'll perform the best with an agile, up-to-date solution that can deliver lasting value to your business and support ongoing change in today's demand-driven world. Your system should also have the backing of a proven software company with deep experience in manufacturing.

Infor ERP_{LN} 6.1 is that solution, and Infor is that company. With a long history of working with the world's top manufacturers in a broad range of industries, we know what it takes to win at manufacturing. Our solutions are used by more companies to manufacture products than any other ERP system. And we have thousands of satisfied customers to prove it.

Based on that record of excellence, Infor designed and developed Infor ERP_{LN} 6.1 to be a solid, scalable foundation for efficient cross-enterprise, cross-supply chain business processes, capable of meeting the specific operating and regulatory requirements and of the many industries we serve. Our goal was and is to help you excel now and evolve as market conditions change, so you get a fast and sustainable return on your investment.

No other ERP solution can deliver better support for your customers, your users, your operations, and your supply chain.

The Challenge

Infor ERP_{LN} 6.1 provides a variety of features that increase agility by simplifying the management of complex operations and empowering users:

- *Systems mapping* — an embedded, workflow-enabled graphical dynamic enterprise modeler lets you map your operations and processes to the system and maintain them over the long term for complete global, multi-plant organization and supply chain process management. Support for ISO 9000 and similar standards is provided.
- *Planning engine* — offering capabilities normally not found in an ERP system, Infor ERP_{LN} 6.1 delivers a holistic view across all demand and capacity that puts you in control of the entire customer lifecycle, from order-taking through manufacture and distribution and after-market service.
- *Employee productivity tools* — an integrated, customizable web UI, intuitive navigation, visibility of role-based information, and clear steps for completing most business processes combine to improve employee effectiveness, accuracy, and responsiveness.
- *Resource productivity tools* — for discrete, hybrid, and project-based operations, Infor ERP_{LN} 6.1 helps control work in process and reduce costs by optimizing resource utilization. A choice of flexible manufacturing options prevents “lock-in” to a single production mode.

Perform now and evolve as market conditions change.



►► move forward faster with the right ERP system.

- *Supply chain integration* — Infor Open Architecture, the service-oriented architecture on which Infor ERP_{LN} 6.1 is built, helps you create strong bridges with your supply chain through standards-based, loosely coupled integration (J2EE®, SOAP, and WDSL) and complete support for web services.
- *Low total cost of ownership* — the infrastructure that makes Infor ERP_{LN} 6.1 easy to deploy, integrate, maintain, upgrade, and use also allows it to support multiple platforms and multiple languages (including multi-byte and Unicode®). This means fewer customizations and reduced costs over time.

The Solution

By helping you map ERP to the way you work, aligning manufacturing capacity with customer demand, increasing employee and resource productivity, and integrating cross-enterprise and cross-supply chain business processes — while keeping costs low — Infor helps you accomplish critical, industry-specific goals and meet customer demand faster.

Infor ERP_{LN} 6.1

- ERP_{LN} Planning
- ERP_{LN} Manufacturing
- ERP_{LN} Leanware
- ERP_{LN} Finance
- ERP_{LN} Warehousing
- ERP_{LN} Freight Management
- ERP_{LN} Procurement
- ERP_{LN} Sales
- ERP_{LN} Enterprise Service Management
- ERP_{LN} Project
- ERP_{LN} Quality Management
- ERP_{LN} People

Infor Strategic Solutions

- Infor PM
- Infor CRM
- Infor FMS
- Infor PLM
- Infor SCM

Take a closer look at how these Infor solutions can make a critical difference in your organization. Then pick the components that are right for you.

Infor ERP_{LN} 6.1 AT A GLANCE

Greater Productivity	<ul style="list-style-type: none"> • Dynamic enterprise modeling for business process mapping and change management • Fewer screens, fewer clicks, greater usability, reduced errors — more information to your users' desktop • Streamlined processes • Lean manufacturing for shop floor efficiencies • Improved material supply, warehousing, and freight management
Enhanced Product Lifecycle Management	<ul style="list-style-type: none"> • Configuration registration across product lifecycle from order, through manufacture, shipping to service • Manufacture of simple product variants or fully customized products
Total Enterprise Service Management	<ul style="list-style-type: none"> • Complete, fully integrated solution for all your aftermarket needs • Increased profitability and customer satisfaction
Flexible Financial Management	<ul style="list-style-type: none"> • Fully supports global financial structure for business unit accounting • Reconciliation of financial and logistical transactions
Advanced Integration Architecture	<ul style="list-style-type: none"> • Service-Oriented Architecture enabled • Web UI, browser-based application access
Optimized Industry Solutions: Industrial Machinery and Equipment High Tech and Electronics General Manufacturers Contract Manufacturers Aerospace and Defense Automotive	<ul style="list-style-type: none"> • Aftermarket profitability, global alignment, and the ability to win new contracts • Lean operations, spare parts, and online ordering • Ability to choose the best manufacturing typology • Expert estimating and bidding, contracts, scheduling, and project management • Superior aftersales service and spare parts management, shorter lead times • Support for EDI and release accounting, self-service supply chain

Accomplish critical, industry-specific goals and meet customer demand.

ERP_{LN} Planning

ERP_{LN} Planning helps you meet changing customer expectations — as well as profit, production, lead-time, and regulatory compliance objectives — with a sophisticated planning engine that consolidates multiple planning methods into one application and provides a holistic view of capacity and demand. It controls planning flow and facilitates demand planning for increased forecasting accuracy. It also provides full available-to-promise (ATP) and capable-to-promise (CTP) functionality for configurable and customized items, alerting operations when customer requests cannot be met and pinpointing bottlenecks. Cumulative order lead-time calculations and planning horizon updates, resource order planning, automatic rescheduling, fixed delivery times, and both scenario-dependent and batch-generated aggregation relations are enabled. You also get seamless integration with freight management and line assembly control, as well as with the planning modules of Infor SCM to facilitate planning, production, distribution, and regulatory control across your supply chain.

ERP_{LN} Manufacturing

ERP_{LN} Manufacturing, the core of ERP_{LN}, is a supremely flexible and highly functional solution that supports a wide range of manufacturing typologies including not only common modes, but also lean manufacturing through utilization of just-in-time (JIT) material control, assembly control, and Infor Leanware. It also offers complete configurable product capabilities from standard product variations selected at time of order to highly complex configurations. All products can be tracked throughout the system with lot control and/or serial numbers. With object data management, additional information such as CAD drawings, specification sheets, and the like can be attached as part of the change/document management process. You also get total control for bill of materials and routing (including micro-routing), as well as integrated tooling and maintenance, so you can always meet customer demand without interrupting the production process. Access to extensive costing information helps you identify cost drivers and reduce product costs, and the availability of multiple inventory valuation methods lets you choose the costing method that best reflects your

“Infor ERP_{LN} 6.1 delivers the incremental functionality we need to manage our much larger and more complex global operations.”

PER SKOV-MADSEN
HEAD OF IT
THRANE & THRANE

business. You can rely on Infor ERP_{LN} Manufacturing to provide total shop floor, assembly, manufacturing, and quality control along with lower labor, materials, and overhead costs.

ERP_{LN} Leanware

Leanware serves as a stand-alone lean execution layer, providing a true order-less Kanban system for production, procurement, ordering, replenishment, and web-based supplier collaboration. Interactive visual graphical boards and advanced alerts for exception messaging are included, and integrated lean and traditional environments, as well as hybrid execution, are enabled for increased flexibility.

ERP_{LN} Finance

This multi-site, multi-currency, multi-dimensional, fully integrated financial solution meets global GAAP standards and allows for reconciliation of balance sheets, profit and loss statements, and cash flow figures at all times over different entities. It provides a solid financial foundation with flexible, user-defined general ledger, accounts receivable, and accounts payable components that automate and streamline your key business transactions, including reconciliation of financial transactions to corresponding logistical transactions. Business unit accounting by division across financial companies is also enabled, as are full cash management, financial

Pick the components that are right for you.

►► move forward faster with full value chain capabilities.

budgeting, cost accounting, fixed assets management, and collection of general ledger and budgeting data for financial reporting purposes. A central invoicing feature compiles billable data from all Infor ERP_{LN} modules into an invoice, then creates an open entry in accounts receivable, and posts revenue and costs of goods sold to general ledger. With ERP_{LN} Finance supporting your operations, your financial experts can focus on strategic planning and financial analysis and let the system take care of day-to-day business.

ERP_{LN} Warehousing

ERP_{LN} Warehousing facilitates inventory planning and inventory tracking with serial tracking of high-volume serialized items, using bar-coding and the latest radio frequency identification (RFID) technology. It also enables JIT material supply from warehouses, suppliers, and production, including the use of Kanban numbers to trigger and start transfer orders, time-phased order point transfer orders, order-controlled single and batch supply transfer orders, and multi-company warehouse transfer orders. It provides visibility of available stock across multiple warehouses by allowing you to define warehouse operations by type, zone, and location, including packing items and storage conditions. In addition, ERP_{LN} Warehousing provides support for handling units (packaging and content) for shipping and receiving, as well as cross-docking capabilities. You also get lot control for receipt and issues transactions, easy load and shipment configuration, adjustment prices on cycle counting and adjustment order line, and cycle counting adjustment orders for project

warehouses. Complete reporting and analysis capabilities are offered, too. Overall benefits include reduced work in progress and reduced inventory and handling.

ERP_{LN} Freight Management

This component allows you to manage your own transportation needs with transport-planning and freight-rating for the inbound and outbound flow of goods. You can select carrier and service levels at the time of order entry based on anticipated freight cost levels and transportation lead times. You can also operate your warehouse based on your transportation plan (for example, wave-picking based on destination and/or truckload type). And when delivery is complete, ERP_{LN} Freight Management handles the matching and payment of carrier invoices and all other related financial bookings. As a result, your transportation costs are decreased.

ERP_{LN} Procurement

Every manufacturer requires robust direct materials purchasing. ERP_{LN} Procurement is ideal for this purpose and is designed for both single-site and multi-site operations. It provides centralized and decentralized order/contract management capabilities, smoothly handling requisitions, requests for quotations, vendor rating, purchase contracts, purchase schedules, purchasing order control, returns management and consignments, and procurement statistics and history. Also included are the ability to combine different purchase requirements into one purchase order; the ability to define multiple manufacturers by item using an approved manufacturers list; rules-based automatic approval for buyers, partners, and planners; and usability enhancements such as order status on purchase order header and back order handling. Vendor rating functionality lets you measure supplier performance based on objective and subjective criteria.

ERP_{LN} Sales

This fully integrated sales solution provides the tools you need to manage sales strategy and execution, both on a daily and long-term basis. ERP_{LN} Sales deftly handles quotes, order taking, order tracking and acknowledgements, contracts, pricing, discounts, promotions, scheduling, and

Get cross-enterprise, cross-supply chain control.



product configuration. It streamlines the order management process by allowing you to customize order entry procedures for different items or customers, and provides support for handling and releasing of schedules (including push and pull), cumulatives, FAB/RAW authorizations, release types, material releases, shipping schedules, and sequence shipping schedules. It helps you assess exact customer need for guaranteed manufacturability of custom solutions and increased cross-selling and up-selling, and provides accurate insight into market dynamics, customer behavior, and sales orders for more targeted sales opportunities. You can also utilize “what-if” planning to introduce intelligent pricing and discount strategies, as well as evaluate sales performance based on current and historical information. Complete commission/ rebate control and business partner management are also a part of the package.

ERP_{LN} Enterprise Service Management

For discrete and project-based manufacturers with complex service delivery requirements, ERP_{LN} Enterprise Service Management offers the comprehensive functionality needed to manage the “as-built” to “as-serviced” transition with back-to-base and field-based repair, maintenance, and installation services. Included are service order control, configuration management, contract and sub-contract management, call management, problem resolution tools, preventive maintenance, inspections management, RMA and depot repair, and a planning engine for optimizing the allocation of technicians and parts, reducing time-to-cash administration, and generating proper billing against entitlement verification. The sales of service contracts and tracking of warranties are also handled by the system. You get efficient, cost-effective management of service resources and customer lifecycle management support that allow your customers to grow while protecting your revenue streams, thus turning the after-market into a profit center.

ERP_{LN} Project

Project management and manufacturing resource management are brought together in a single environment with ERP_{LN} Project. The solution provides real-time control for all aspects of project

“With the new generation ERP system, we have optimized the basis for our business processes. Infor ERP_{LN} 6.1 provides us with even more reliable data, particularly when it comes to collaboration with our customers and business partners.”

BERND JÖNK
CONTROLLING MANAGER
BECKER-ANTRIEBE

manufacturing, from estimates and bids through site installation and maintenance. In the area of estimating and bidding, it enables the use of one top-down or bottom-up estimate for multiple bids, accommodates multiple customers and alternatives, and provides the ability to launch an estimate of an approved bid as a project. Integration with MS Project™ and MS Office™ facilitates scheduling and contracts, while integration with ERP_{LN} Enterprise Service Management aids in the management of large service jobs. Commercial and internal project management activities are supported, including scoping, budgeting, planning, engineering and monitoring, along with project invoicing for a variety of contractual agreements. Planners gain the ability to define activity networks, allocate resources, and evaluate different scenarios, making ERP_{LN} Project an invaluable tool for contract manufacturers.

ERP_{LN} Quality Management

Providing a parameter-controlled interface with sales, purchase, and production orders, as well as with inventory, location, and lot control, ERP_{LN} Quality Management facilitates the automatic or manual creation of inspection orders, and blocks inventory and order procedures until inspection results are received. It also oversees sampling and test requirements related to user-defined inspection needs, records calibration data of test instruments, and offers extensive user text capabilities.

Build a demand-driven supply network.

» move forward faster with one provider and one infrastructure.



ERP_{LN} People

Helping you better manage your workforce, ERP_{LN} People enables centralized hours and expense accounting (budgeting and registration) for ERP_{LN} Project, ERP_{LN} Manufacturing, and ERP_{LN} Enterprise Service Management. It supports hours accounting based on assignments, which allows for automatic creation of hours.

Strategic Solutions

In addition to the strong functionality for managing your core operations that you get with Infor ERP_{LN} 6.1, Infor Strategic Solutions allow you to span the entire value chain from supplier to manufacturer to customer. Included are Infor PM, Infor CRM, Infor FMS, Infor HCM, Infor PLM, Infor SRM, and Infor SCM. Together with the advanced integration capabilities provided by Infor Open Architecture, these solutions help you improve customer, supplier, and channel partner relationships; gain greater supply chain visibility and forecast accuracy; shorten lead times; streamline distribution and transportation processes; align execution with corporate strategy; improve product data management from concept to retirement; and drive faster, more efficient order and returns processing.

In short, they enable you to build your own demand-driven supply network.

Implement it fast

With Infor ERP_{LN} 6.1, robust functionality that provides high value for manufacturers is a given. But that power is of little use if it cannot be harnessed quickly — or if the costs of implementation are too high. That's why Infor focuses on faster starts and shorter implementations that deliver an immediate impact while keeping your expenses low.

We do this with solutions, like Infor ERP_{LN} 6.1, that can be deployed, configured, and integrated quickly — typically in months, not years — thanks to its loosely coupled, service-oriented architecture foundation, support for multiple operating systems and databases, and flexible localizations.

Benefit from shorter starts and faster implementations.

We do it by employing a highly skilled Professional Services team that knows your unique operational, geographical, regulatory, and competitive requirements, no matter where in the world you're located or in what sector of manufacturing you do business. These experts have years of on-the-job business experience in manufacturing companies just like yours, and follow a proven implementation methodology based on decades of keeping projects on target, on track, and within budget.

To keep Infor ERP_{LN} 6.1 running at peak performance following implementation, we put you in the good hands of Infor Services — a single, powerful resource built on guaranteed responsiveness that integrates the answers to all your service, support, and training needs.

Plus, we deliver timely upgrades to Infor ERP_{LN} 6.1 — following customer-driven road maps — that allow you to take advantage of new functionality and new technologies, stay current with new regulatory requirements, and evolve with one software provider, on one infrastructure, and with minimal impact to your ongoing operations. It's the best way we know to protect your investment with Infor and keep our commitment to deliver lasting customer value.

The Benefits

Infor ERP_{LN} 6.1 is ideal for companies in aerospace and defense, automotive, high tech and electronics, industrial equipment and machinery, general manufacturing, and other sectors that seek a highly robust ERP solution from one of the world's leading providers of enterprise business software. Let SSA ERP_{LN} 6.1 help you generate a fast and sustainable return through:

- Greater operational efficiency and flexibility
- Lower operational costs
- Faster time to market
- Greater capacity to meet customers' product and price requirements
- Improved ability to develop new revenue opportunities
- Increased agility in the face of business growth and change

“The new ERP solution from Infor provides us with a full range of new functionality, which will help us to continue to bring innovative products to market quickly and, at the same time, to pursue our expansion and growth strategies.”

RÜDIGER JÄHNKE
CONTROLLING AND IT MANAGER
BRILL GARTENGERÄTE

When your enterprise won't wait for a superior ERP system to meet operational, regulatory, customer, and supply chain demands, move forward faster™ with Infor ERP_{LN} 6.1.

About Infor

Infor delivers fully integrated enterprise solutions, as well as best-in-class standalone products that address the essential challenges its customers face in areas such as enterprise resource planning, supply chain planning and execution, customer and supplier relationship management, asset management, product lifecycle management, financial management, performance management and business intelligence. With more than 8,100 employees and offices in 100 countries, Infor provides enterprise solutions to more than 70,000 customers. For additional information, visit www.infor.com.

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