

## Infor ERP FACTS

➔ Infor ERP FACTS is making life easier and business better for more than 2,000 distribution companies worldwide.



### Do business better.

For distribution companies, the game-winning strategy has always been finding ways to achieve new levels of efficiency, accuracy, and convenience that maximize resources and service to customers. And as the financial and competitive pressures on distributors have increased in recent years so has the importance of leveraging an enterprise resource planning (ERP) solution designed to meet the business-specific challenges of the day. Today's enterprising distribution companies need an ERP solution that is easy to implement, easy to learn, and easy to use. And the solution must also be easy to configure so their business will have an ERP system that's able to address future requirements.

### Leverage experience.

Infor™ ERP FACTS is making life easier and business better for more than 2,000 distribution companies worldwide. Designed by Infor experts—with many years of domain experience and hundreds of collective years solving distribution IT challenges—Infor ERP FACTS is a highly configurable ERP solution with industry-specific buying, stocking, selling, and servicing capabilities. Robust functionality and innovative features provide new levels of efficiency, accuracy, and convenience so distributors can maximize their use of resources and information throughout the enterprise. Infor ERP FACTS is easy to implement and support, so companies can keep their IT staff levels to a minimum. And Infor ERP FACTS is easy to use, reducing training costs. Infor FACTS provides the automation growing distribution companies need to optimize their performance.

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## Get business specific.

Designed to maximize speed and accuracy, Infor ERP FACTS can access and integrate data across an entire operation, thereby eliminating redundant, manual processes and streamlining business functions. Infor ERP FACTS features an intuitive, easy-to-use graphical interface that supports automation of the key processes that provide business value for distributors.

**Supply Chain Management:** As a distribution company, you sit at a critical intersection in the supply chain. This necessitates the efficient movement and management of goods and materials, in addition to flexible ways to foresee customer requirements and get ahead of the curve on demand and supply. Infor ERP FACTS provides the modules that can enhance the way you sell, source, and deliver goods to customers:

- *Sales Orders*—gives users a fast and accurate tool to manage and monitor the entire sales process from contracts to quotes to invoices.
- *Inventory Control*—allows purchasing agents and warehouse managers to manage by exception in support of numerous distributor functions, including dynamic pricing matrices, customer contracts, price levels, quantity breaks, cycle counting, and warehouse transfers.
- *Purchase Orders*—manages the purchase of stock and non-stock orders, ensuring that purchase order prices are correct, and vendor-item costs and vendor costs contracts are maintained.

- *Warehouse Management*—improves the efficiency of receiving, put-away, moving, replenishment, counting, picking and shipping so warehouse productivity and accuracy is improved.

**Enterprise Performance Management:** Making informed business decisions is an essential part of making your company successful. The enterprise performance management capabilities in Infor ERP FACTS help you analyze key aspects of your operations and share this information throughout the enterprise.

- *Sales Analysis*—enables improved alignment between sales strategies and overall business strategy by providing visibility into all aspects of sales performance.
- *Report Writer*—a high-performance tool for creating and customizing reports from any Infor ERP FACTS data file, without programming.
- *Pro Business Intelligence*—a tool to facilitate easy integration with Cognos® business intelligence and performance management solutions.

**Financial Management:** Efficient, flexible and accurate financial management is essential if distributors are to succeed in an environment of intense cost pressures and tightening compliance requirements. Infor ERP FACTS provides the modules that will enhance your financial management:

- *Accounts Receivable*—allows users to manage the entire receivables process, including credit cards, payment terms, credit limits, payment history, dunning letters, service charges, disputed invoice designation, and invoice history. AR electronic banking allows processing incoming payments such as lock box advice, ACH advice, and remote deposit.
- *Accounts Payable*—allows users to manage the entire payments process, including invoice entry, check generation, and the management of payment terms and discounts. AP electronic banking allows the creation of electronic payment advice in a NACHA standard file for use by the bank, as well as notifying vendors electronically of pending payments.
- *General Ledger*—provides flexible account definition, profit definition, in addition to direct journal entries, recurring entries, reversing entries, drill down/drill back capabilities, allocations, budgeting, financial statements, interface transactions and unlimited period storage of GL accounts and budget history.




**Business Management:** For distributors, core processes like selling, building and buying from suppliers deserve special attention. The business management capabilities of Infor ERP FACTS give distribution companies several tools to keep their day-to-day operations running smoothly and their relationships with prospects, customers, and suppliers on a sure footing.

- *System Management*—allows users to customize menus and administrate security settings including field-level security.
- *Relationship Management*—a fully integrated tool for managing relationships with prospects, customers, and vendors.
- *Manufacturing Control*—provides distributors with a highly efficient system for supporting make-to-order, configure-to-order, make-to-stock, and kitted production.
- *Service and Repair*—a powerful tool for managing all facets of a service and repair organization, including field and depot requirements; maintenance and warranty work; and the tracking of usage, costing, pricing, and replenishment.
- *Faxlink*—a tool to fax reports and documents from an Infor ERP FACTS program for faster collections.
- *Archive*—a secure storage and retrieval system that lets users automatically archive reports online, saving time, paper, and space while also protecting against lost documents.
- *Forms Management*—enables the Infor ERP FACTS system to print professional-looking documents on laser printers with plain paper.
- *Job Cost*—a tool providing dynamic job tracking along with extensive reporting features to maximize sales and profits for project-oriented distributors.
- *API Toolkit* (Application Programming Interface)—allows external computer systems to request information from your system and enables your system to push data to other systems.

**eCommerce:** With today's Internet-based business environment, customers and suppliers are demanding that distributors do business with them 24X7. Infor eCommerce capabilities support around-the-clock, seamless transactions and access to key information, such as order status and product information. Key modules include:

- *eCommerce Storefront*—provides a state-of-the-art web interface and attached product catalog to provide a superior shopping experience for both business-to-business and

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business-to-consumer web sites. The catalog features an easy-to-maintain web portal that efficiently aggregates, manages, and delivers a user's entire product offering.

- *Electronic Data Interchange*—enables the electronic processing of inbound and outbound documents such as purchase orders and invoices.

## See results now.

Infor ERP FACTS is an ideal enterprise solution for distribution companies that want and need to keep their focus on core business processes. These companies don't have the financial resources and staffing to spend time managing and supporting their ERP solution. And with Infor ERP FACTS they don't have to. More than 2,000 enterprising companies worldwide are using Infor ERP FACTS to:

- Eliminate redundant, manual processes for streamlined operations
- Improve quality, productivity, and profitability
- Enable more informed decision-making to improve performance, improve cash flow, enhance customer service, and maximize resources companywide
- Maintain secure operations

## 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 one of the largest providers of business software in the world. For additional information, visit [www.infor.com](http://www.infor.com).

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