

Infor PM for Distribution



“ We actually track from beginning to end what we’re going to sell, how that affects our inventory, and how that affects our warehouses. ”

—ROB MCCLOSKEY, DIRECTOR, FINANCIAL SYSTEM AND REPORTING, BAKER & TAYLOR, INC.

Do business better.

In today's global market, distributors face difficulties such as smaller margins, increased competition, and constant demand shifts from customers. These challenges make it harder for distributors to improve revenue and profitability.

Many distributors struggle as they use outdated, spreadsheet-based approaches to report and analyze operational and financial data—which is a fundamental part of measuring and improving overall performance. Without a dedicated system for performance management (PM), distributors find themselves reacting to, rather than proactively managing, their operational and financial performance.

INFOR™

Leverage experience.

Infor™ PM helps distributors like you improve operational and financial performance by:

- Gaining insight into performance at the warehouse and corporate levels
- Forecasting future performance more accurately
- Streamlining business processes that link sales to inventory to operations

Infor PM provides solutions for planning, budgeting, forecasting, financial consolidation, strategy management, and reporting and analysis. With Infor PM, you get a clear line of sight from strategy to execution. Plus, the Infor PM design allows you to start with any aspect of performance management and then expand into other areas as your business needs change or business grows.

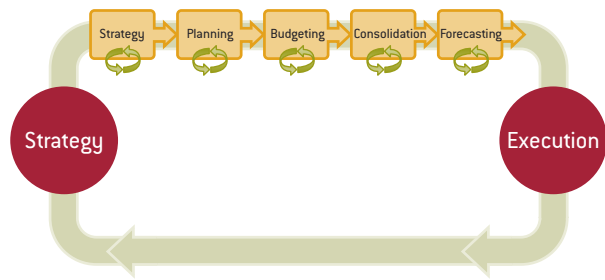
Get business specific.

In order to know where project execution stands at any point in time, organizations must provide line of sight—by activity—through the alignment of:

- Strategic direction and objectives
- Business processes
- People and responsibilities
- Technology

This concept is known as closed-loop performance management. In the same way your company works toward continuous improvement, closed-loop performance management follows a cycle from strategy to execution and incorporates the results of the strategy into the next cycle. Closed-loop performance management includes:

- Strategy—direct the focus and actions of your organization
- Planning—prepare realistic financial and operational plans
- Budgeting—allocate resources
- Consolidation—close the books
- Forecasting—predict future performance



Closed-loop performance management

That doesn't mean you must have all your business processes in place on day one. In fact, most performance management solutions are implemented starting with the most significant pain point, such as budgeting or financial consolidation. While a performance management initiative typically begins with a specific pain point, the ability to work toward and quickly expand beyond your starting point exponentially adds value to your business. When you use all these business processes together, you achieve true closed-loop performance management.

Infor PM helps you integrate actual, budget, and forecast data in a single application, and then perform side-by-side comparisons of data from multiple locations around the world. You can adjust forecasts mid-cycle, which is critical for providing better guidance to investors based on changes in the business environment. Infor PM also provides you with more visibility

Infor PM: Delivering Proven Value Worldwide

- > Implemented in more than 100 countries
- > Available in multiple languages
- > Developed with 30+ years' industry domain expertise
- > Supported by a dedicated global support staff
- > Based on open standards
- > Supporting lower total cost of ownership
- > Scalable to grow as your business grows

into—and control over—your financial consolidation process, while ensuring compliance with generally accepted accounting principles (GAAP), international financial reporting standards (IFRS), Sarbanes-Oxley, the Financial Accounting Standards Board (FASB), Basel II, and eXtensible Business Reporting Language (XBRL).

Infor PM includes the following solutions:

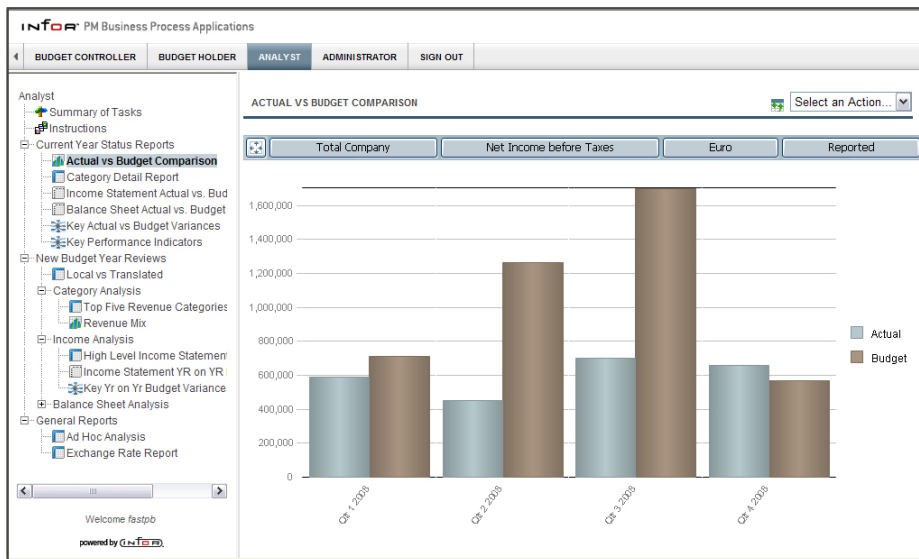
Strategic management. A cause-and-effect framework links strategic plans to operational plans, performance measures, and people, so you gain an intuitive, visual method of reporting on how the actions of operating units and individuals are contributing to the success of strategic goals. Not only will you understand the business events and source of revenue in a given period, but also how well—and to what degree—your strategic plan was implemented, as well as why some actions were successful while others were not.

Planning and budgeting. Easily create and compare multiple “what if” scenarios, test assumptions, assess the impact of events, and model your business to meet targets and high-level objectives. You can model your business using key drivers and view it from multiple perspectives—for example, organization, product, market, distribution channel, and time—to support effective decision making. At the same time, you can design any number of zero-based, historical-based, and rolling budgets and plans. Use this application to improve the speed and accuracy of calculations, allocations, phasing, and currency translations.

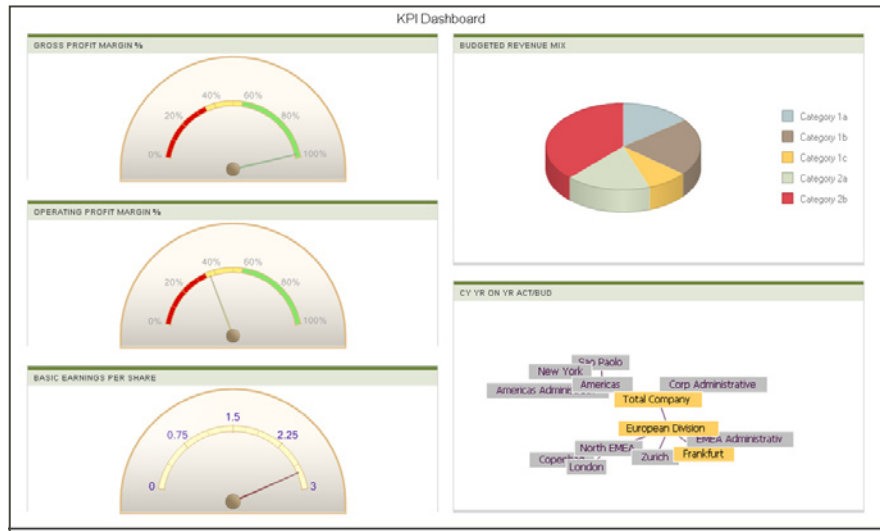
Because Infor PM's Microsoft® Excel® interface sits on top of a single database, you retain the familiar look and feel of spreadsheets, but eliminate problems with accuracy and version control. When a business change occurs, Infor PM automatically updates the affected numbers and reports throughout the system.

Forecasting. Create statistically accurate forecasts that help you manage performance expectations, make tactical adjustments, and achieve performance goals. Generate rolling forecasts, check the accuracy of submitted plans, and receive automatic alerts that allow you to easily spot issues as they arise—and quickly take action. By combining the software's statistical benchmark engine and analytic capabilities with your own experience, you gain a more accurate picture of future performance.

Financial consolidation. Improve corporate accountability, increase financial transparency, and meet government-mandated reporting deadlines confidently. Even global companies with multiple general ledgers, charts of accounts, and enterprise resource planning (ERP) systems use this solution to automate data loading, consolidation, and validation. With financial consolidation, you can collect, process, report, and analyze data in multiple currencies, as well as report on the effects of currency fluctuations. You can also consolidate data according to local and international standards, and view it from many business perspectives—for example, geographic region and product line. Plus, you can view it from different structure versions—for instance, this year's results and last year's results.



Actual versus budget comparison in Infor PM



Dashboard view in Infor PM

Reporting and analysis. Automate the generation, formatting, and distribution of book-quality financial statements and management reports. Present your data in the most useful format—dashboards, scorecards, spreadsheets, color-coded tables, bubble charts, pie charts, bar charts, and line graphs—and even receive early-warning alerts when results deviate from expected performance. Use this solution to compare actual numbers against budgets and forecasts, drill down into details, evaluate trends, and see the results of currency fluctuations.

Plus, take advantage of online analytical processing that provides you with fast access to large volumes of summarized data you can use to facilitate analysis and extend Infor's application for planning. You can browse your data from any angle and level of detail in the familiar Microsoft Excel environment without experiencing the typical drawbacks of spreadsheets.

➔ Infor PM is designed for distributors that seek to better monitor, measure, and manage their business performance in real time to improve competitive advantage.

Customer testimonials

Dental supplies and equipment distributor

A distributor of dental supplies and equipment faced increased competition, tightening margins, and limited manpower. In addition, it experienced delays in getting information, as data was trapped in spreadsheets, transactions, and ERP systems. The distributor found it next to impossible to get down to a financial level of detail that would allow it to find an answer or solve a problem, let alone develop strategic plans that could be backed up by data.

Using Infor PM, this distributor streamlined its processes, with the following results:

- *The monthly close cycle decreased from 15 to 9 days.*
- *The monthly reporting cycle now occurs immediately instead of taking 5 days.*
- *Regional profit and loss (P&L) reporting is more frequent, occurring monthly rather than quarterly.*
- *Sales and gross profit reporting by sales representative—which was previously unthinkable—now occurs daily.*
- *Budgeting cycle man-hours have been slashed from 1,500 to 800.*
- *Forecasting—which was not attempted previously—now occurs quarterly.*

In short, this distributor has become proactive instead of reactive, and is able to spot trends sooner and plan ahead strategically.

Information and entertainment distributor

A US-based global information and entertainment services company distributes books, videos, music, games, and services to libraries, educational institutions, and retailers. The company ships more than one million unique stock-keeping units annually. With Infor PM, this distributor moved from a problematic spreadsheet-based budgeting system to an integrated system that was developed and refined over the years.

Now, this distributor generates a sales budget that flows into an inventory budget. In turn, the inventory budget flows into a warehouse budget or operations budget. From beginning to end, the company is able to track what it is going to sell, how sales affect inventory, and how inventory affects warehouses. The company can even accommodate two different market segments for institutional and retail distribution, which require different budgeting approaches.

Having gone through several mergers and acquisitions, this distributor has become more fast-paced and aggressive, with sales expectations increasing every year. When the distributor receives general ledger data from acquired companies, the data flows seamlessly into Infor PM, becoming part of the entire P&L and balance sheet package. The distributor can integrate actual, budget, and forecast data into one application, allowing it to perform side-by-side comparisons of data.

Infor PM 10 Highlights

Leverage the following functions across Infor PM 10 solutions.

<p>Infor PM 10</p>	<ul style="list-style-type: none"> ■ Process and data audit trails ■ Gauges and dashboard builder ■ Status monitors ■ Drag-and-drop navigation ■ Automatic data scaling and formatting ■ Alerts when performance gaps are detected ■ Side-by-side comparisons ■ Changes replicated throughout system ■ More than 50 report templates ■ Web and Excel-based interfaces ■ Centralized, web-based deployment and maintenance ■ Open, standards-based architecture ■ Open automated extract, transform, and load (ETL) management for metadata and data ■ Single database ■ Role-based security ■ Direct table access ■ Access to multiple source systems ■ Pre-built integration to Infor systems
<p>Strategic Management</p>	<ul style="list-style-type: none"> ■ Strategy status monitor ■ Graphic representation of strategy and actions ■ Collaborative cause and effect framework ■ Balanced Scorecard certified ■ Management methodologies: Economic Value Added (EVA), Hoshin, Six Sigma, and others ■ Financial and non-financial measures
<p>Planning and Budgeting</p>	<ul style="list-style-type: none"> ■ “What if” scenario planning ■ Models using calculations, allocations, phasing, market factors, seasonality ■ Top-down and driver-based planning models ■ Model synchronization ■ Work backward from a financial goal ■ Zero-based, historical-based, and rolling budgets and plans ■ Budgeting status monitor ■ Budget collection, tracking, and process workflow ■ Budget submission and approval tracking ■ Budget version tracking ■ Currency translations ■ Detailed employee, salary, and asset budgets and plans ■ User-driven ad hoc account item detail worksheet lines ■ Actual to budget comparisons

Financial Consolidation	<ul style="list-style-type: none"> ■ Consolidation status monitor ■ Complex group accounting ■ Inter-group ownership ■ Inter-company eliminations ■ Post-closing journal entries across multiple locations and legal entities ■ Built-in currency conversions ■ Third currency reporting and comparisons ■ Exchange gains and losses ■ Centralized audit, controls, and information access points ■ Comprehensive audit reports ■ Incremental and full consolidation ■ Multiple reporting hierarchies ■ Automated financial data collection and validation
Forecasting	<ul style="list-style-type: none"> ■ Forecasting status monitor ■ Forecasting submission and approval tracking ■ Forecasting collection, tracking, and process workflow ■ Summary and detailed level forecasting ■ Rolling forecasts ■ Trend analysis ■ Support for “what if” scenario planning ■ Statistical benchmark engine: Holt-Winters, exponential smoothing, Box-Jenkins, and others
Reporting and Analysis	<ul style="list-style-type: none"> ■ Management and statutory reporting ■ Multiple data presentation formats: dashboards, scorecards, spreadsheets, color-coded tables, bubble charts, pie charts, bar charts, and line graphs ■ Memory-resident OLAP ■ Links to semi-structured files ■ Information delivery to PDF and Excel ■ Email-delivered alerts
Compliance	<ul style="list-style-type: none"> ■ Basel II ■ FASB ■ GAAP ■ IFRS ■ Sarbanes-Oxley ■ XBRL

See results now.

Infor PM is designed for distributors that seek to better monitor, measure, and manage their business performance in real time to improve competitive advantage. With Infor, you can harness your data—wherever it resides—to better understand your business environment, streamline and improve the effectiveness of your financial processes, and prepare options for competing successfully.

With Infor's proven, best-practice methodology guiding the process, your implementation will be smooth, fast, and accurate, reducing the time necessary to see a return on investment. Infor delivers business-specific solutions with built-in experience, and provides the most out-of-the-box functions of any enterprise software vendor—reducing the need for time-consuming customizations. Our solutions are implemented by domain experts whose skills and knowledge are unmatched in the industries we serve, further reducing implementation time.

With Infor PM, you gain fast ROI through:

- Aligned goals and resources
- Improved data integrity and quality
- Shortened process cycle times
- Increased time for analysis
- Enhanced operational insight
- Increased financial transparency
- Improved business agility and responsiveness
- Strengthened process and compliance controls

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.

Infor Corporate Headquarters
13560 Morris Road
Suite 4100
Alpharetta, Georgia 30004
USA
866.244.5479
800.260.2640
www.infor.com

Contact your local Infor office regarding availability of products in your region.

INFOR™