



# Infor LN

## Manage complexity, build speed

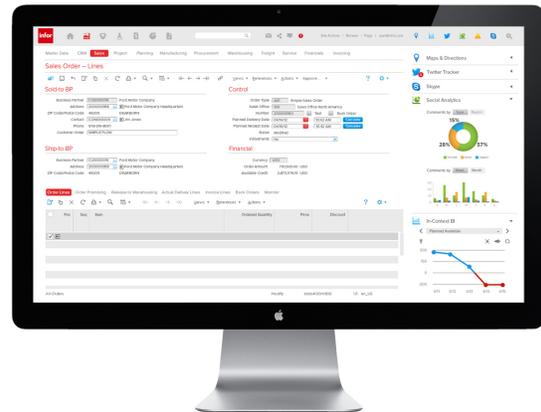
Around the world, companies expect to see a significant increase in complexity in their business. Globalization leads to market complexity and new supply chain challenges, which also introduces new levels of operational complexity. At the same time, the accelerating speed of change is becoming a key challenge for many businesses. Product lifecycles become shorter and the relentless pressure to introduce innovative products and services without compromising quality challenges businesses around the world. In this new world of speed and complexity, many companies have become constrained by their business systems.

A disparate IT landscape with heterogeneous systems across business functions and sites puts you at a disadvantage. Information silos and disconnected processes become a strategic liability and introduce operational and compliance risk. Maintaining customizations and interfaces becomes a burden that hinders your ability to achieve business and IT alignment. When your IT department is spending 60-80% of its budget simply to maintain the status quo, notions of innovation and business agility are wishful thinking.

## Consolidate and simplify

In order to achieve business and IT alignment and deliver innovation quickly, companies need to consolidate and simplify systems across their global operations with standard, packaged software.

Infor™ LN addresses these challenges with a best-in-class, operational enterprise resource planning (ERP) system that is specialized by industry and optimized for complex, global operations. With Infor LN, you'll gain faster time to value and increase agility so you can outcompete the market based on speed.



More than 4,500 organizations—from mid-sized companies to Fortune 500 businesses—rely on Infor LN as a global platform for growth and innovation.

## Standardize processes using proven industry best practices

The only way you can effectively manage complexity and improve the speed of operations is by simplifying and consolidating your IT environment. Standardize systems, information, and processes with Infor LN's industry best practices—delivered through standard, packaged software. Where other ERP systems take a one-size-fits-all approach, Infor LN is a purpose-built solution that delivers industry best practices in industrial manufacturing, equipment, automotive, high tech, aerospace and defense, distribution, and service management. Infor LN fits the unique requirements of your business out of the box.

By utilizing Infor LN's rich, industry best practices, you can retire customizations and take advantage of continuous innovation to rapidly adapt to changing business needs.

## Deliver operational excellence

Many ERP systems have their roots in financials and human resource management. These so-called “administrative ERP” systems focus on automating back-office functions such as accounting and payroll, but fail to adequately support the core operational processes in manufacturing, supply chain management, project, and service lifecycle management. As a result, system consolidation and process standardization efforts fail and business and IT alignment is compromised.

Infor LN supports all your critical business processes. You get access to strong global financials and compliance support, combined with Infor LN’s best-in-class, operational ERP capabilities.

### **Gain confidence with global financial visibility**

In today’s business climate, a monthly snapshot of your financial status isn’t enough. With Infor LN, you get a real-time, integrated view of financials across your global business, so you can predict financial results with confidence. Closing books becomes streamlined based on consistent, accurate information derived from a single, integrated system. Infor LN delivers a daily view of your cash position, lets you manage credit risk, and obtain an accurate view of costs.

You’ll have the tools you need to easily comply with evolving international accounting standards such as US GAAP, IFRS, and IAS. And you’ll be able to create financial reports that comply with standards, such as XBRL, and create management reports that help you make business decisions with confidence.

### **Create low-cost, agile supply chains**

Create lean, demand-driven supply networks that are resilient to disruptions using advanced supply chain practices. Implement a strategic sourcing program to reduce the number of suppliers and eliminate complexity through parts and component standardization.

Operationalize your sourcing strategy and realize negotiated savings with advanced contract management capabilities, sourcing rules in enterprise planning, and advanced purchase-order processing.

Synchronize supply processes across sites to lower inventory, optimize resource utilization, and improve customer service with Infor LN’s global, multi-site enterprise planning. Integrate your supplier network with advanced supply chain collaboration capabilities that

### **Infor LN:**

- Is a best-in-class, global ERP solution that delivers agility and fast time to value.
- Is built with over 25 years of manufacturing experience.
- Offers best-in-class global financials, supply chain, manufacturing, project, and service lifecycle management capabilities.
- Is used by more than 4,500 businesses worldwide, from midsize businesses to Fortune 500 companies.
- Empowers your entire organization through next-generation user experiences.

include vendor managed inventory (VMI), supplier managed inventory, consignment, kanban, just in time (JIT), and supply in line sequence (SILS).

Improve delivery performance and lower fulfillment costs with supply chain execution capabilities that include advanced warehouse and freight management, yard management, value added services, cross docking, and direct material supply.

### **Thrive in a world of mass customization**

Leverage Infor LN’s market leading manufacturing capabilities to increase responsiveness and lower costs. Implement lean initiatives and stay in control of subcontracted operations and outsourced manufacturing.

Rely on Infor LN to make the transition from a make-to-stock (MTS) to a make-to-order (MTO) strategy and produce non-standard products against actual customer demand. Deliver on mass customization profitably by taking advantage of Infor’s unique expertise in configure-to-order (CTO), assemble-to-order (ATO), and engineer-to-order (ETO).

Configure products to meet individual customer demands, manage complex assembly processes, and enable engineer-to-order strategies with project-based manufacturing and integrated product design and engineering. Manage increasing product variety using unit effectivity and meet both increasingly stringent quality standards and cost targets.

### Master complex projects

Manage the complexities associated with multi-year projects with complex contract and billing terms, long lead-time items, quality requirements, and fees and penalties based on delivery performance. With Infor LN's advanced project lifecycle management capabilities, you can integrate project management across customer management; design and engineering; sourcing and procurement; manufacturing and logistics; maintenance, repair, and overhaul (MRO); and financials. Manage your entire product lifecycle and achieve complete cost transparency across all project activities in a single, integrated system.

Take advantage of our strategic development project with aerospace and defense industry leaders BAE Systems and Elbit Systems, which resulted in significant innovation in contracts and program management, project planning and costing, as well as a new program cost ledger and earned value management.

### Make the transition to a service-centric business model

With ongoing margin pressures and increased customer expectations, many companies are making the transition from product-centric to service-centric business models. You can provide quality service using Infor LN's advanced service management capabilities, including service contracts, call center operations, field service, and depot-based repair functionality. Project-based service capabilities and advanced configuration management can help streamline even the most complex MRO operations across the equipment lifecycle.

Benefit from enhancements to Infor LN's service resource planning and scheduling, mobile field service, and depot-based repair functionality. Deliver capabilities, and not just products, with remote equipment monitoring and usage-based, preventative maintenance functionality.

### Manage complex, global operations

Many ERP systems claim to support multi-site operations, but few can actually deliver. Infor LN was built from the ground up to support complex, global multi-site, multi-company operations in a single instance. Take advantage of Infor LN's market leading architecture and comprehensive support for multi-site, multi-company transaction management, planning and shared services support. Streamline compliance and enter new markets quickly with localizations for 42 countries and support for 14 languages.

**“After implementing Infor LN, our customizations have dropped from 60% to less than 1%—everything we need is straight out-of-the-box.”**

**—Abraham Kurian, VP of Information Technology, WAlglobal**

Unlike traditional ERP solutions, you can consolidate systems and model your business processes across global operations with Infor LN. Gain a real-time, integrated view of your entire business, fostering rapid business process change and innovation.

## Extend your core ERP

You'll be able to take your ERP system to the next level with Infor LN's use of Infor ION technology to deliver cross-application integration, workflow, business process management, and business intelligence across Infor's extensive portfolio of best-of-breed applications. Take your ERP system to the next level with Infor ION to deliver cross-application integration, workflow, business process management and business intelligence across Infor's extensive application portfolio. Standardize on Infor applications and take advantage of our best-of-breed solutions that include customer relationship management (CRM), corporate performance management (CPM), supply chain management (SCM), enterprise asset management (EAM), and product lifecycle management (PLM).

Innovate rapidly on top of Infor LN and deliver complementary applications quickly by using our built-in integration capabilities and a unified user experience that is familiar and minimizes end user training effort

### Empower your entire organization

Most ERP systems focus primarily on automating transaction processing. Infor LN transforms your ERP from a system of record to a system of engagement that empowers your entire organization.

With Infor LN, you can connect people across your organization to processes in ways that best fit specific roles and tasks. Because Infor LN is information- and event-driven, it brings relevant insights and prioritized tasks to the end user. Your core ERP users will be highly

**“We chose Infor LN because of its market-leading support for single instance, global ERP and its ability to support complex business processes using standard, packaged software.”**

**—Christine Benkenstein, Head of IT,  
Physik Instrumente**

productive because they'll have access to contextual information relevant to the business process task at hand, and be better able to prioritize workloads.

But unlike traditional ERP systems, Infor LN also engages managers and information workers. You'll be able to deliver role-based dashboards to managers that provide actionable insights based on real-time information. Take advantage of bi-directional integration with Microsoft® Office. Create auditable, compliant workflow processes that provide approvers with relevant contextual information in a consumer grade user experience across devices. Deliver mobile applications for smartphones and tablet devices through app stores and enable “BYOD” (bring your own device) strategies in a secure manner.

Use Infor LN's ability to post business events to our social collaboration platform to foster new ways of working. Empower non-ERP users across functions through targeted activity feeds that keep them informed and connected to information and processes relevant to them. Give cross-functional teams the ability to resolve complex, multi-disciplinary issues by tapping into the expertise of individuals using social networking. Help the members of your increasingly complex organization discover people with shared interests and relevant expertise, capture corporate knowledge, and share information and best practices in today's knowledge-driven world.

You'll experience rapid adoption across your organization as a result of Infor LN's role- and task-specific user experiences. With Infor LN, you can engage your entire organization and foster collaboration and information sharing in ways that will truly transform your business.

## Join industry leaders

Global enterprise companies, such as Flextronics, Boeing, Snap-on, Liebherr, Kongsberg, and Greif, use Infor LN as their global ERP system to achieve operational excellence and agility. Organizations, such as Ferrari, Nilfisk-Advance, Cargotec, Siemens, Raytheon, and DWT Group, support the core project, manufacturing, supply chain, and service operations of individual divisions, business regions, or sites with Infor LN as part of a two-tier ERP strategy. Thousands of mid-sized companies across the world, such as Physik Instrumente, The Belden Brick Company, Thrane & Thrane, PRIDE Industries, Holmatro, Promethean, Neways, RTC, and Heinze Kunststofftechnik, achieve operational excellence and agility at a low total cost of ownership.

Join these industry leaders in using Infor LN as a global platform for growth and innovation. With Infor LN you'll:

- Improve visibility and control across global operations.
- Standardize information and processes based on industry best practices.
- Deliver strategic agility and improved business and IT alignment.
- Enter new markets quickly and facilitate rapid product and service innovation.
- Streamline compliance with global regulations and mitigate risk.









641 Avenue of the Americas  
New York, NY 10011  
800-260-2640  
infor.com

## About Infor.

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit [www.infor.com](http://www.infor.com).

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