Infor CloudSuite Distribution Enterprise

A cloud service to help wholesale distributors drive innovation and productivity

Industry-specific functionality powered on the cloud

Designed to provide an unmatched user experience, Infor CloudSuite™ Distribution Enterprise delivers industry-specific capabilities to support core business processes by combining the Infor® cloud platform built on infrastructure services from Amazon Web Services® (AWS®) and Infor OS. With CloudSuite Distribution Enterprise, you always have access to the latest innovation without the need for major upgrades.

Infor CloudSuite Distribution Enterprise enables global business, networked analytics, and a user experience that can be augmented by artificial intelligence, so organizations can:

- Stay current on the latest versions of their software.

- Provide users with access on any device anywhere.

- Scale cloud services to handle usage peaks and valleys.

- Reduce total cost of ownership and capital investment.

- Integrate cloud and on-premises applications with pre-built APIs.

- Connect data across cloud and legacy applications for enterprise insights.

- Democratize analytics for better decisions.

Keep current and connected, leverage powerful functionality, and optimize critical business processes— with Infor CloudSuite Distribution Enterprise.

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Drive innovation and productivity with Infor CloudSuite Distribution Enterprise

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Today, wholesale distributors are under immense pressure to adapt their operations in order to keep pace with disruptions in the industry. Customers and employees expect to work the way they live – with collaborative technology that is accessible anywhere, anytime, on any device. Online-only distributors, retailers, and virtual marketplace giants such as Amazon are forcing distributors to figure out how they can compete with these modern, innovative competitors. And some suppliers and customers are bypassing the distributor completely to cut costs.

Distributors are no longer defined by the inventory they carry. In the digital age, they will be defined by their ability to be innovative partners. New technologies such as artificial intelligence (AI), machine learning (ML), and the internet of things (IoT) are disrupting the industry—allowing early adopters to better understand their customers, improve operations, and develop new services. Distributors must embrace these new technologies to stay relevant in this fast-changing environment.

Built specifically for the needs of large global wholesale distributors with complex and evolving business models, CloudSuite Distribution Enterprise is a comprehensive enterprise service that weaves innovation into core competencies with unmatched flexibility to better serve customers, outpace the competition and expand profitability. With CloudSuite Distribution Enterprise, companies can optimize every facet of their operations—from sales, inventory and warehouse management, financials, omni-channel engagement, value-add services and more. Distributors can accelerate the pace of business with CloudSuite Distribution Enterprise by managing transactions with unparalleled visibility across the enterprise, allowing for better and faster decision making.
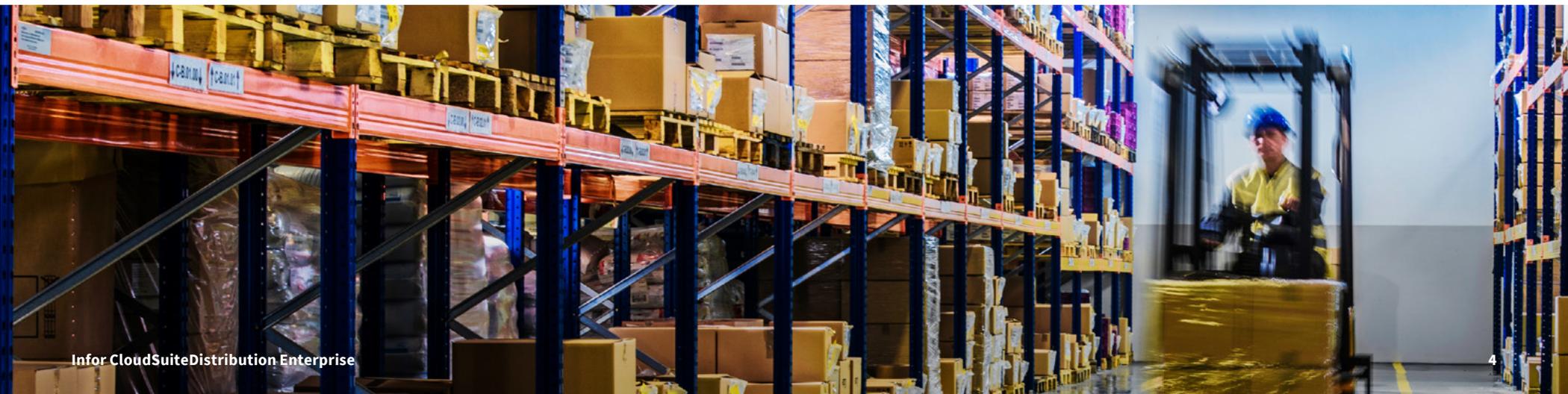
> **We knew that we wanted to move to the industry's best-practice cloud ERP and we selected Infor CloudSuite Distribution Enterprise on that basis. The Infor technology stack including Infor OS delivered in a true cloud platform now allows us to focus on the future and the functionality required to remain nimble, flexible, and responsive to changing market conditions and competitive pressures."**

BRETT PERKINS
COO, Cellnet

cellnet

Transform your business with an agile cloud service

Whether its expanding omni-channel sales, increasing margins, differentiating through value-added services, or optimizing the workforce, these demands all rely on utilizing modern technology—requiring distributors to take a fresh look at their business and core competencies in order to determine the best path for the future.

Infor CloudSuite Distribution Enterprise is a complete, yet flexible service that offers deep, proven, industry-specific, end-to-end capabilities for every critical process. Here's a closer look at the capabilities you get when you choose this innovative platform to power your business transformation.

Core CloudSuite Distribution Enterprise service

- Take advantage of a single, global service that empowers wholesale distributors—across every department, every site, and every country. The core enterprise resource planning (ERP) capabilities within CloudSuite Distribution Enterprise delivers everything wholesale distributors need including purchasing, complex pricing, warehouse and inventory management, manufacturing, sales and financial management, supply chain management, rebate management, value-added services and more.

Technology platform

- Leverage Infor CloudSuite Distribution Enterprise's innovative, core technology service to enable seamless integration between systems, a unified user experience across all applications, organization-wide visibility into real-time data, and user collaboration.

Business intelligence and analytics

- Harness the power of distribution-specific business intelligence (BI) and business analytics service that can understand and optimize complex processes in less time than traditional BI solutions. Using patented automation and machine learning technologies, Infor's "networked BI" service connects teams and applications across the enterprise via a trusted network of analytics and insights to inform smarter decisions.

Infor Implementation Accelerator for Distribution

- Get up and running quickly with pre-configured distribution business processes and data models, user-defined menus, and distribution-specific training guides so users can be productive faster, operate smarter, and learn how to take advantage of efficient process flows across the supply chain.

Optional capabilities

Optional services that enhance and extend Infor CloudSuite Distribution Enterprise are available for additional subscription fees. Contact your sales representative for more information. Users can extend the core service with pre-built integrations using Infor technology, including:

Warehouse mobility

- Automate common processes in the warehouse and on the production floor, ranging from goods receiving, pick & pack, dispatch, inventory transfers, physical inventory counts, and manufacturing order reporting. Enable users with real-time data to immediately respond to important tasks while enhancing inventory accuracy and end-to-end traceability.

Over-the-counter sales

- Streamline over-the-counter sales in branch offices and showrooms with an efficient and intuitive order entry process that facilitate everything from finding the right product to processing shipping details and payments, helping sales representatives expediently serve more customers.

Demand planning

- Improve delivery performance, reduce excess finished goods inventory, and avoid product obsolescence. With automated forecasting that uses mathematical forecasting models, you can create and compare different forecasting methods using standard formulas. Dynamic grouping and data aggregation allow you to create and distribute improved demand and forecast versions. And with favorite views and exception management, your forecasters can filter and group data.

Rebate management

- Easily and quickly recover the rebates you are entitled to and achieve the best possible product margins with a rebate management tool that handles the rebate claim process from beginning to end.

Additionally, CloudSuite Distribution Enterprise includes these optional horizontal add-ons:

Enterprise analytics

- Provide more personalized metrics for roles or individual users who need to create their own KPIs, or create or edit metrics. It also provides more enterprise data for users that need to blend data across Infor applications or third-party applications.

Document capture

- Process documents digitally, intelligently classifying them and extracting data. The documents and data can then be processed in Infor CloudSuite Distribution Enterprise using appropriate business logic.

Supporting modern users—today and tomorrow

Infor CloudSuite service leverages modern technology to help companies achieve future growth, and can be extended with AI and the world's largest commerce network.

Pre-built critical industry capabilities

▪ Prepackaged workflows, content, integrations, and analytics are designed with industry best practices, informed by thousands of implementations.

Cloud design drives business agility

▪ The ability to deliver a simplified user experience, data aggregation, workflow integration, hyperscaling, automatic upgrades, and a data lake.

Actionable insights with enterprise analytics

▪ An enterprise business intelligence (BI) and analytics platform that enables accurate, data-driven decisions.

Extending the enterprise with networked commerce

▪ Virtual, vertical integrated-based, self-orchestrating value chains leverage data that companies need to run supply chains for end-to-end visibility.

AI unlocks business potential

▪ AI that anticipates, recommends, and derives insights—while powering robotic process automation, machine learning, and IoT.

Prioritizing time to value

▪ Infor's service delivery methodology delivers accelerated productivity and ensures customers realize maximum value from their technology investment.

Take a closer look

Infor OS provides CloudSuite Distribution Enterprise users a comprehensive technology platform of services to choose from, which serve as a unifying foundation for your entire business ecosystem.

Enhanced enterprise experience

Utilize Infor CloudSuite Distribution Enterprise to centralize access to applications—with single sign-on and real-time, organization-wide visibility to streamline communication.

Seamless integration

Integrate Infor and third-party enterprise products in the cloud, on-premises, or in hybrid deployments with Infor's advanced, integrated platform as a service (PaaS) capabilities and API gateway.

Transformational data as a service

Provide data acquisition technologies and a unified repository for capturing enterprise data. Infor's Data Lake ensures data fidelity, governance, security, and access.

Artificial intelligence

Transform historically complex AI technologies (natural language processing, intelligent automation, and machine learning) into valuable and attainable enterprise goals.

Extensibility

Easily create the right experience with minimal coding with Infor's optional developer tools—whether it's an intuitive consumer-grade web interface, a high-productivity form, or a business process to replace customizations.

Data and system governance

Integrate governance, risk, and compliance (GRC) software to help monitor regulatory and statutory standards and proactively update critical applications.

World-class infrastructure

The Infor cloud is built on AWS, the market leader for cloud-based infrastructure as a service (IaaS) and PaaS for more than 10 years. By leveraging Amazon's multi-billion-dollar annual R&D investment in technology, Infor's industry CloudSuites can better deliver on Infor's core mission of building critical industry capabilities. Infor has partnered with AWS to deploy Infor CloudSuites in more than 20 AWS regions and 61 availability zones across the globe—and that footprint continues to grow to meet customer requirements. Infor CloudSuite services are designed to run seamlessly across multiple availability zones with active/active high-availability clustering. This means that customers will experience minimal impact from any unplanned outages or system loads.
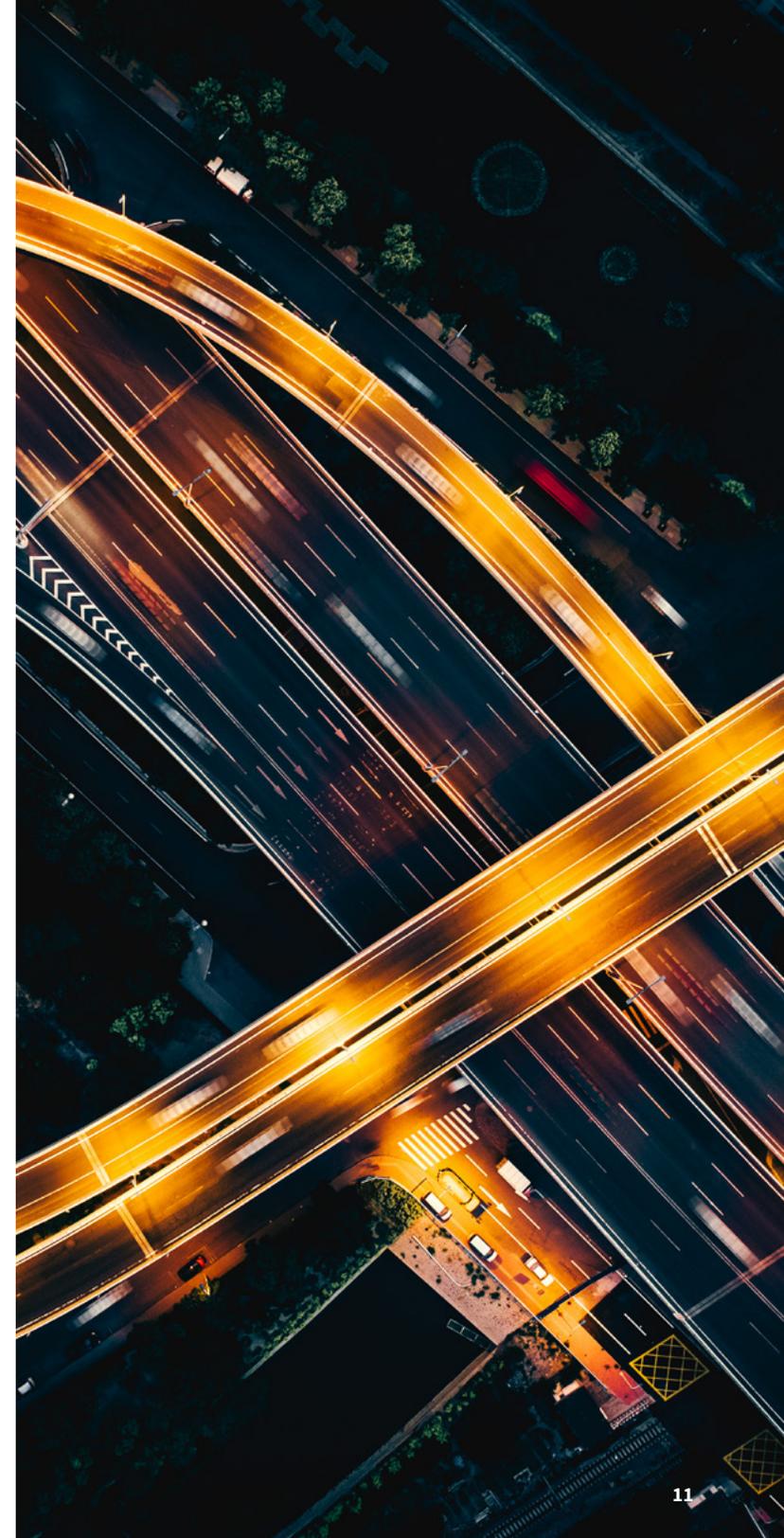
Delivering productivity with Infor Agility

Infor Agility is Infor's innovative service delivery model that impacts all aspects of Infor's customer life cycle. It's guided by decades of successful ERP implementations and has been continuously refined with the goal of delivering implementations on time and on budget, ultimately delivering faster value for our customers. Infor Agility combines aspects of agile methodology with advanced implementation accelerators, process intelligence tooling, a data migration factory approach, testing as a service, consumerized learning, and managed services options.

Implementation accelerators (IAs)

IAs are industry-focused, preconfigured, yet flexible processes designed specifically for Infor application suites. They are designed to deliver core industry-leading business processes, along with application configurations, implementation playbook, tools, and templates. These will deliver a prescriptive, repeatable process that will drive predictable results while helping to lower risk and increase time to value for Infor customers.

Business process assessment (60-30-10) approach

Infor believes that "not all business processes are created equal." Our strategic 60-30-10 approach allows us to clearly identify, by leveraging a detailed IA Business Process Assessment workshop, the processes that are most important in helping our customers differentiate themselves and deliver maximum value. This model allows us to deliver our industry CloudSuites with most of the necessary processes already built in and ready to adopt; about a third of the remaining processes are refined/configured to suit the needs of our customers; and the final layer receives the most focus, to truly make our solutions a competitive differentiator for the customer's business.

- **60%**—These are core industry-leading processes delivered in the form of our pre-configured implementation accelerators. Customers can easily adopt these with very little effort, spending time primarily on only the validation of these core standard IA processes. These core processes are adopted "as is."

- **30%**—These are the processes that enable differentiation for our customers. We work with our customers to configure these processes, providing specific guidance on how to optimize their solution. While this phase takes a little more time and effort, it allows us to provide options that our customers can tailor and configure to best fit their specific business needs.

- **10%**—These processes are where we spend the most time and resource capacity. Focusing on those processes that are highly differentiating/unique to our customers, the objective is to enable them to help make dramatically better business decisions and provide a better experience to their customers.

By eliminating the need for any customized work within the 60% of the processes, we're able to free up time to collaborate with our customers and focus on the 30% (differentiating) and 10% (unique) processes and help our customers achieve a better business outcome.

Data migration

The risks and costs of do-it-yourself data migration may not be clear until it's too late. Too many in-house migrations lead to go-live delays, or worse, production problems resulting from poor data migration. Infor Data Migration services use established methodologies to successfully, accurately, and quickly complete critical, customer data migrations. This proven service helps to eliminate costly in-house errors, ensures implementation stay on track, and sets a solid foundation for future data management processes.

Testing as a service

Infor Testing as a Service (TaaS) delivers a single platform for testing the full range of functional and non-functional requirements for deploying multiple tools. Whether it's user experience, functional requirements, data services, integration services, or application performance, automotive suppliers can deploy releases with confidence and minimize post-deployment issues. Infor TaaS provides the same tools and content that Infor uses for QA and testing during application deployment, including test libraries and scripts developed across the TaaS community.

Consumerized learning

Infor's consumerized learning is an innovative approach that provides a personalized enterprise learning environment. Users can consume training in a variety of formats that are modern, easy to use, and delivered in an embedded, contextualized, consumer-grade user experience.

Managed services

When the implementation is complete, customers want to concentrate on running their businesses. Infor Managed Services allows them to do just that. With a service agreement tailored to their requirements, customers can build and maintain extensions to address their unique processes to increase productivity and customer service.
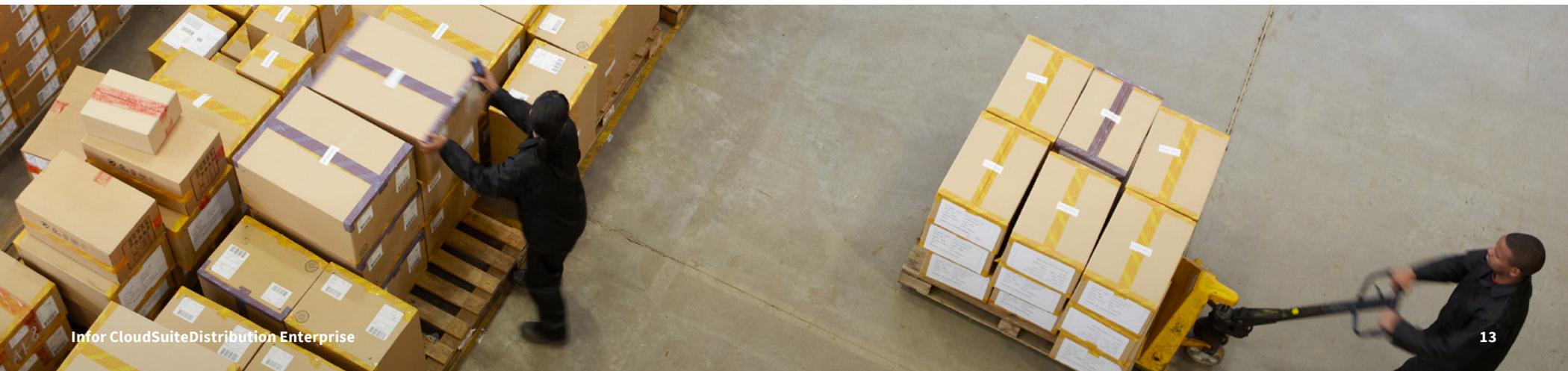
Adopt innovation at your own pace with Infor CloudSuite services

Major ERP upgrades are a thing of the past with Infor CloudSuite Distribution Enterprise. The service's cloud-based digital platform ensures that you'll always have access to the latest industry features and regulatory upgrades paired with the highest level of security protocols. It allows you to stay current with the functional and technical evolution and innovate at your own pace.

Infor CloudSuite Distribution Enterprise delivers a fast and significant return on investment, speeding time to value with a fast deployment. The platform can quickly scale to support business growth, so wholesale distributors can invest in more strategic growth initiatives with the capital freed from hardware infrastructure upgrades.

Improve customer service, gain competitive edge, and expand profitability with CloudSuite Distribution Enterprise.

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