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TOP REASONS TO UPGRADE YOUR KBM SYSTEM I SOLUTION TO INFOR ERP LX

MANUFACTURERS MUST STREAMLINE PROCESSES.

Manufacturers of all sizes have no choice but to streamline production and distribution operations. Globalization is increasing competition and forcing manufacturers to simultaneously lower prices and enhance quality. Companies in many industries like chemicals, consumer packaged goods (CPG), food and beverage, life sciences, and pharmaceuticals are also being impacted by stringent regulatory requirements. Whether you're a process, discrete or mixed-mode manufacturer, you have to find a way to systematically do more with less.

But if your business depends on the innovative software capabilities of Infor™ ERP KBM and the simplicity, reliability, and security of IBM System i®, you're well versed in outpacing the competition in the face of extreme business challenges. After all it was probably a set of daunting business challenges that drove you to combine Infor Enterprise Resource Planning (ERP) software and IBM hardware in the first place. As your challenges evolve, the safest bet for staying ahead of the competition is still Infor and IBM.

YOU CAN DO IT WITH INFOR ERP LX.

To help its Infor ERP KBM customers effectively address their business challenges today and in the future, Infor offers Infor ERP LX, a robust, new generation ERP solution for its IBM System i users. Leveraging 20 years experience delivering System i-based solutions, Infor has built new capabilities into Infor ERP LX that improve planning and customer service, help control costs, enhance overall productivity, and streamline complex manufacturing processes. Featuring easy navigation and embedded workflow exit points, the solution ensures the consistency, accuracy, and timely availability of information.

A configurable business process-based solution, Infor ERP LX represents a major step forward in capabilities for Infor ERP KBM users.

Access the latest technology. As Infor's strategic upgrade for the Infor ERP KBM solution, Infor ERP LX features a browser-based, user interface for easy access from anywhere, anytime. Infor ERP LX Electronic Commerce Manager and the LX Connector enable communication in and out of ERP LX while ensuring appropriate business process and data-validity checking. Designed to take full advantage of Infor Open SOA, Infor's approach to service oriented architecture, Infor ERP LX will deliver SOA components that make it possible to add new functionality without requiring a major upgrade. Infor Open SOA also makes it easy to integrate complementary applications such as warehouse management and enterprise asset management with Infor ERP LX.

Streamline manufacturing and planning. Infor ERP LX Manufacturing Data Management includes full engineering change control capabilities. Users can apply engineering change control by individual item and/or facility if global engineering change control is not desired. Engineering change implementation can be controlled based on traditional date effectivity, by the parent or component on-hand balance, or the comparison of the on-hand balance and a minimum balance. This capability makes possible the reservation of service and repair parts for field upgrades and/or warranty coverage. Finally, engineering change orders may be facility and/or method-code specific to satisfy the most robust engineering change order requirements.

Infor ERP LX supports lean manufacturing initiatives so your company can reduce inventory, improve order promising, shorten order cycle times, and eliminate other non value-added activities. There are comprehensive capabilities for scheduling; manufacturing campaign management; repetitive, project and just-in-time (JIT) manufacturing in addition to traditional shop order processing for true mixed-mode manufacturing capabilities within the same environment.

Leverage robust supply chain capabilities. To provide world-class customer service, Infor ERP LX translates customer requirements into orders and integrates them into the planning, operations, and execution systems within the enterprise. Infor ERP LX determines prices based on list prices, special prices, promotions and deals, and user-override prices. With Infor ERP LX, only one special price applies to an order line or order. The promotions and deals capability keeps track of the amount and quantity of sales, as well as the amount and quantity of invoice activity tied to a promotion. In addition, promotions can be cumulatively applied or stacked. All pricing is date sensitive and supports multiple currencies.

Infor ERP LX features a Trade Funds Management module to plan, control, and track spending related to marketing of products and business operations. The process includes development of a plan for spending funds, commitments of funds, tracking of those funds, and payment settlements. As certain expenses are accrued, they are registered as liabilities within the ledger. Trade funds are tracked through two areas of the business—sales spend and trade spend.

With the introduction of Inbound Logistics Management and Outbound Logistics Management, organizations using Infor ERP LX will have visibility of their entire supply chain. Delivery processing in inbound logistics management allows transportation planning and landed cost calculation for all inbound materials, domestic and import. Outbound logistics management supports the planning, costing, and optional customer billing of freight on all outbound goods.

Enhance financial management. Infor ERP LX delivers a range of capabilities that enable organizations to focus on global opportunities without diminishing their ability to execute at the local level.



Infor has built new capabilities into Infor ERP LX that improve planning and customer service, help control costs, enhance overall productivity, and streamline complex manufacturing processes.

To help customers with international operations meet ever expanding financial, tax, and statutory requirements, Infor ERP LX makes information about cash flow, budgets, taxes, currency positions, creditors, and vendors readily available to the financial organization. Infor ERP LX Configurable Enterprise Accounting translates and consolidates critical financial information in all currencies, across all regions and time zones, and conforms to multiple accounting standards.

The Accounts Payable module provides tools for controlling invoices, processing payments, and optimizing cash flow. The module supports a two-way, three-way or four-way match process to confirm quantities, prices, receipts, inspection information, and invoices. It offers multi-company, currency, payment method, and tax processing support.

Providing complete on-line access to a customer's credit line, payment history, aged open receivables, and critical information such as days sales outstanding and average days to pay, organizations can improve credit, collection, and receivable operations through effective processing and controls.

Seamless integration to other Infor ERP LX modules ensures that a complete flow of detail transaction information is available to accounts receivable for the application of incoming funds. Order management tracks a customer's available credit and automatically highlights credit exposure, providing the ability to hold or approve orders based on user-defined limits. Additionally, credit memos, debit memos, and authorized deductions flow from billing and sales analysis, and promotions, deals and pricing through to Accounts Receivable.

Credit exposure is minimized with complete on-line credit exception reporting, user-defined account aging, payment, and sales history, and extensive note capabilities based on either note types or free-form notes, dispute codes, and action dates at the invoice and customer level. Credit and Deduction Management provides powerful capabilities to identify, track, and resolve deductions efficiently.

Advanced Remittance Processing allows for high-volume, batch processing of payments. Cash batches originate from a variety of standard electronic commerce transmissions.

Identifiers like the magnetic ink character recognition (MICR) number from the check, invoice number, and amount are used to target the application of payments to the appropriate account and individual items. As with online cash application, terms, discounts, taxation, and currencies are automatically handled. Activities related to cash transmission batches are summarized and available on-line for selection by staff for additional work and management review.

Strengthen regulatory compliance and security. Security capabilities have been enhanced for all major transactional sub systems at the appropriate level in the company, facility, and warehouse hierarchy. The configurable ledger allows for proper statutory reporting.

Support global operations. Infor ERP LX supports global business requirements across financials, manufacturing, and the supply chain to help companies optimize internal and external processes. The efficiency of global operations is facilitated by the multi-company and multi-facility capabilities, including multi-language and multi-currency functions, and the ability to convert transaction dates to the appropriate time zone based on the user, company, facility, warehouse, vendor, or customer.

Lower total cost of quality. Infor ERP LX features fully integrated quality management to manage, capture, and track quality information throughout the manufacturing and supply chain processes. The module assures that strict tolerances for variable attributes are managed, reported, and measured throughout the supply chain. This minimizes re-work, waste, and other costs.

HOW A KBM TO LX UPGRADE CAN BENEFIT YOUR BUSINESS.

Infor ERP LX delivers a wide range of tangible business benefits that can significantly enhance the operations of discrete, process, and mixed-mode manufacturers currently using the Infor ERP KBM solution. These include:

- ▶ Reduced cost of ERP ownership through system and infrastructure consolidation
- ▶ Reduced cost of compliance
- ▶ Improved product traceability and decreased risk of recall
- ▶ Elimination of manual processes for increased efficiency
- ▶ Greater than 99% inventory accuracy
- ▶ Reduced finished goods inventory
- ▶ Improved cash flow and capacity utilization while meeting customer service-level agreements

ABOUT INFOR.

Infor is a leading provider of business software and services, helping 70,000 customers in 125 countries improve operations and drive growth. To learn more about Infor, please visit www.infor.com.

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The Infor logo consists of the word "INFOR" in a bold, sans-serif font. The letters "I", "N", "F", and "O" are black, while the letters "R" and "A" are red. A small trademark symbol (TM) is located to the upper right of the "R".