



INFOR™

We make business software better.



You want solutions you can trust  
to run a department, a division,  
your entire business.

We can deliver those solutions today,  
tomorrow...  
whenever you're ready.

**We're Infor.**

**We make business  
software better.**



## How do we do it?

Over the past six years, Infor has grown to become one of leading business software companies in the world by building and acquiring some of the best solutions in the world.

We're determined to provide our customers with the best software experience possible, with a lower total cost of ownership.

To do that, we've developed and acquired some of the best business software in the market—field-proven solutions that have functionality built-in for specific industries and business processes, and that are backed by experts who understand how you do business. Then, we work hard to make those solutions better.

We devote time, money, and resources to improving those solutions so you can trust them to meet your needs today and as your business grows and your challenges evolve. We work hard to simplify and shorten implementation

times. We make sure our software, services, and support are available anywhere you do business. And we provide more flexible buying options so you can make smart choices for your business.

“ SHAKE UP IN THE INDUSTRY.

Infor is shaking up the enterprise applications industry with an interesting new business model... ”

— JIM SHEPHERD, AMR RESEARCH, *INFOR: THE \$2B ENTERPRISE APPLICATION COMPANY YOU'VE NEVER HEARD OF*,  
DECEMBER 14, 2006

# What does this mean for you?

## Continuous Innovation.

We listen to what our customers tell us and add the new features they need to do business better. We give our customers more software choices and help them add solutions at their own pace—at the pace their business is growing. And we do it by using next generation technology, like service-oriented architecture (SOA) so our customers can respond faster to changing business requirements without having to stop doing business just to roll out new capabilities.

## Faster implementation.

You're in business to make money; your software solutions should help. We offer Fast Start programs that let you get up and running quickly in specific areas of your business, and then add more software functions whenever you're ready. We've developed template-based Business Editions for many of our solutions and a proven methodology, called OnePoint™. We use best implementation practices so you get to value quicker with Infor solutions.

## Better global service and support.

At Infor, we build in the features, systems, and support you need to do business around the corner or around the world, today, tomorrow, and next year. We create localized versions of our solutions and back those up with global service and support. We have 3,500 product specialists and 1,400 experienced sales and professional service partners located around the world. We can deliver support

and training in 20 languages. And, we have a 24x7 collaborative community, called Infor365, that connects our customers worldwide. So, you get the answers you need, when you need them, in the language in which you're doing business.

## Flexible buying options.

In business, one size definitely doesn't fit all. We're determined to help you find the right fit. Toward that end, we offer a variety of buying options so you can make your software purchase meet your operating requirements—not the other way around. You can choose from traditional software licenses, hosted applications or software as a service [SaaS]. We want to work with you to find the right approach to help you do business better.

## “ DEL MONTE FOODS BOOSTS PRODUCTIVITY.

Once employees start using Infor Event Management, they see the value and suggest ways we can leverage the solution in other parts of the business. To me, when users come to us and ask to have a solution deployed in a new area, that's proof of its value to the business.”

— ANDY WOJEWODKA, DIRECTOR OF BUSINESS SYSTEMS AND DECISION SUPPORT, DEL MONTE FOODS

## Best-in-class solutions to help you do business better.

Whether your challenges lie with your customers, your finances, your employees or your supply chain, Infor has the best-in-class solutions you need to turn those challenges into opportunities. Pick one solution or a full range. They're all designed to work well together and fit in with your existing systems. And they all come with business expertise built in, so you get up and running quickly and can add functionality as you need it—without having to shut down your operations or throw out your existing software.

We make business software better so you can focus on what you do best: *running your business*.

### **Infor CRM** [Customer Relationship Management]

Integrate marketing, sales, and service, and make the most of every customer interaction. Infor CRM helps you establish a multi-channel, closed loop dialogue with your customers to nurture loyalty.

### **Infor EAM** [Enterprise Asset Management]

Go beyond maintenance metrics. Infor EAM creates a comprehensive vision by capturing and consolidating not only standard transaction maintenance metrics, but also metrics from a variety of operational and financial systems.

### **Infor ERP** [Enterprise Resource Planning]

Gain flexibility and control. Infor ERP helps you automate, plan, collaborate, and execute according to your unique business requirements—with broad functionality that never locks you in to one mode of operating.

### **Infor FMS** [Financial Management System]

Support extended responsibilities. Infor FMS combines all the capabilities CFOs need to meet growing demands—from managing financials, to employee interfacing, to performance management and strategic initiatives

### **Infor HCM** [Human Capital Management]

Optimize the recruit-to-retire process. With Infor HCM, you improve competitiveness by hiring, retaining, and empowering the best people. You can share vital workforce information and provide self-service to employees and managers.

### **Infor PLM** [Product Lifecycle Management]

Innovate faster. Infor PLM helps your business maximize profit and reduce time to market by optimizing every stage of your product lifecycle—from portfolio management, to product development, to maintenance.

### **Infor PM** [Performance Management]

Gain actionable insight. Infor PM links corporate strategy to operational plans, generating actionable business insight for increasing user productivity, controlling costs, and improving overall business performance.

### **Infor SCM** [Supply Chain Management]

Manage the most complex scenarios from concept to customer. Infor SCM gives you the visibility you need to operate a chaos-tolerant supply chain that supports profitability, competitiveness, and growth.



## Industry experience built in..

We understand your business ... because we've been there. We have experts who've spent time in the field in every industry we serve.

So, when we say we can offer you business-specific solutions, we're not kidding. Our experts know the unique challenges and opportunities in your industry, and they know how to address those challenges quickly, efficiently, and thoroughly. They'll partner with you to implement the right combination of solutions with industry best practices built in so you get to value quicker and realize a lower total cost of ownership over the long haul.

### Manufacturing

- Aerospace
- Apparel & Footwear
- Automotive
- Chemicals
- Consumer Packaged Goods
- Food & Beverage
- High-tech & Electronics
- Industrial Equipment & Machinery
- Life Sciences
- Metal Fabrication
- Plastics
- Shipbuilding

### Services

- Financial Services
- Healthcare
- Hospitality
- Insurance
- Oil & Gas
- Public Sector
- Retail
- Telecommunications

### Distribution

- Building Materials
- Electrical
- Industrial
- Janitorial & Sanitary
- Paper
- Plumbing, Heating, Ventilation & Air Conditioning
- Third Party Logistics
- Transportation & Logistics



# Why trust Infor?

We give you better solutions, more flexible buying options, better global service and support, and quicker time to value.

You want to do business better.  
Infor can help.

**Let's work together.**  
[www.infor.com](http://www.infor.com)



## ACCUSPEC GROWS THE BOTTOM LINE

Our annual ROI in Infor ERP SyteLine is over 400 percent.



— TY EGGEMEYER, CHAIRMAN, ACCUSPEC ELECTRONIC SERVICES, INC.



**Infor Corporate Headquarters**  
13560 Morris Road  
Suite 4100  
Alpharetta, Georgia 30004  
USA  
Direct: +1 (800) 260 2640

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

**INFOR™**