



Solutions for the Industrial Equipment and Machinery Industry



Infor Solutions Include:

Comprehensive real-time communications across your value chain

Robust capacity planning, scheduling, management and resource management tools

Multiple advanced statistical forecasting tools

Comprehensive order-to-cash processes

Multifunction analytical tools

The performance challenge

For industrial equipment and machinery manufacturers, performance requires delivering products that exactly meet customer specifications along with complementary services. Manufacturers have made impressive improvements in productivity, cycle times and quality on the plant floor. But costs can remain unnecessarily high because of delays, changes or estimating errors. The challenge now is to extend and synchronize plant-level efficiencies across the rest of the organization (sales, engineering, sourcing, transit, services) and out to all trading partners. The trend toward outsourcing exaggerates and complicates this effort. Weak links in any global operational process can undermine improvements elsewhere in the business. It requires a solution that can manage many different types of manufacturing modes and processes.

Integrated control for lean manufacturing

Infor Manufacturing Essentials for Industrial Equipment and Machinery help you respond to global competition and extended multinational supply chains with software solutions that support mass customization and local market preferences. Our solutions give you the flexibility to move aggressively into lean manufacturing, with complete coverage for both core and outsourced operations. Infor helps you expand your markets and operate more efficiently.

Plan better. React faster. Deliver on time

Infor's industrial equipment and machinery solutions deliver more than just manufacturing expertise. We provide a comprehensive value chain for all your operations. It begins with our graphical project planner, which helps you initiate and supervise complex project lifecycles for each customer, including quotations, contracts, costing, scheduling and on-site installation and commissioning. As a result, you can offer accurate, appropriate design and engineering services, then produce and deliver the equipment that your customers need, exactly when they need it.

Our advanced online forecasting tools apply statistical analysis to raw materials and component purchasing, including the ability to organize and redistribute in-house materials inventory as customer demand and requirements change. Order-driven available-to-promise (ATP) and capable-to-promise (CTP) visibility, based on order-driven production plans and distributed multi-site order management, ensures prompt, accurate delivery schedules. As a result, you are able to carry lower levels of buffer inventory and establish a reliable JIT/Kanban replenishment capability.

Our solutions fully support hybrid manufacturing processes, with make-to-stock methods for high-volume common components, make-to-order for standard sub-assemblies and engineer-to-order for highly customized final products. Complex configuration capabilities manage the manufacture of even the most highly engineered products. It's all part of the industry-specific functionality built into our products. We help direct the full asset lifecycle for your products, whether they are sold directly or through distributors and dealers. Our solutions address in-house and third-party sales, distribution, installation and recycling/disposal.

I discrete manufacturing

Infor takes pride in the 20 years of experience we have in the industrial equipment industry. Using our deep base of industry knowledge and proven communications and planning applications, we help suppliers and manufacturers achieve their business goals.

We are passionately focused on providing comprehensive solutions that meet the unique challenges of the automotive industry on a global scale. Our solutions are comprehensive, open and modular, giving you the optimal choices to meet today's challenges and leverage tomorrow's opportunities.

Boost Profits with Completely Integrated Sales and Service Planning and Execution. With Infor's industrial equipment and machinery solution you can realize significant opportunities to increase revenues and boost profit margins at the service aftermarket. Service is strategic - following this rule, companies can convert aftermarket sales and service from a cost center to a profit center. This requires open, scalable technology that can integrate service planning and operations within the complete business environment. As a result you are able to sell service parts within shortest delivery times and you are prepared to establish install base management and overhaul and repair processes as well as inhouse or in the field.

Features and benefits for industrial equipment and machinery manufacturers

Features

- Comprehensive real-time communications across your value chain, including customers, suppliers, subcontractors, logistics providers, plants and other facilities--with EDI, XML and traditional communications such as FAX
- Robust capacity planning, scheduling, management and resource management tools for multiple methods of managing customers, labor, tooling, supply sources, shipping and plant equipment
- Multiple advanced statistical forecasting tools to measure demand and supply chain performance without relying on after-the-fact reports
- Comprehensive order-to-cash processes for accurate, real-time drill-down into information from Payables and Receivables across other business operations
- Multifunction analytical tools to enhance user productivity and provide exception-based insight into operations and simplified reporting for departmental and managerial needs
- Complete Service Management environment to track install base management including serial number traceability, warranty and claim management and depot repair and field service.

Benefits

- Have a single point of contact for all the technology necessary to operate locally or globally in highly competitive marketplaces
- Implement lean operations to eliminate waste and streamline operations with real-time visibility across the entire supply chain, including the current location of all components, shipments in transit and warehoused products
- Increase productivity, improve quality and operate more efficiently via integrated systems that deliver unprecedented control over production, finance, customers, supply chain management and warehousing
- Benefit from an integrated service management solution and offer additional products and services to increase revenue. Reduce costs with better warranty and contract management controls and streamline your service management processes
- Automatically share solutions among multiple sites, multiple languages and multiple currencies while maintaining detailed knowledge of local markets in over 70 countries
- Through flexible, integrated solutions, provide additional levels of deep manufacturing domain expertise as your business grows



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