



Infor CloudSuite Distribution Enterprise

Get your business moving

As a wholesale distributor seeking global reach, differentiation, and improved profitability, you may well need to rethink the way you do business. Old processes and approaches just don't cut it anymore. Neither do legacy ERP systems. You need a solution that drives the rest of your business to be even more agile than the people and processes it supports.

Modernize your business

Take your business to the next level with Infor CloudSuite™ Distribution Enterprise. This ready-to-run solution is built specifically to meet the needs of distributors like you, who are focused on growth, customer engagement, and have demands for extended services. Supporting 39 localizations and 18 languages, the solution gives you the flexibility and scalability to easily take on new markets and quickly adapt to change. It gives you deep, proven capabilities in key areas such as order processing, pricing and rebates, procurement, supply chain management, financials, manufacturing, services, and more.

Even better, the solution is delivered in the cloud—which means you get cost savings, built-in support, efficient expansion capabilities, and security that follows industry-leading best practice protocols.

Infor CloudSuite Distribution Enterprise includes built-in, proven wholesale distribution functionality that is already helping 17 of the top 20 industrial distributors gain and maintain industry leadership.

Take advantage of innovative technology designed to address modern challenges.

Embrace technology

Change in the global distribution industry is in overdrive.



Consider the numbers:

- According to IDC Manufacturing Insights: “**In 2014, global spending on external IT in the wholesale distribution chain exceeded \$50 billion**, an increase of 3.7% from the \$48.6 billion spent in 2013. IDC Manufacturing Insights and IDC Retail Insights forecast this growth to continue, at least through 2018, with a CAGR of 3.3% to reach nearly \$59 billion in external IT spend in the wholesale distribution chain by 2018. According to IDC research, the increase in spending in external IT appears to be largely driven by three main factors: updating and replacing outdated technology, new IT projects, and organizational growth.”¹
- **More than 56% of distributors plan to grow their analytics capabilities** by investing more in technology, time, and people. Greater

access to key, relevant data can vastly improve decision making.

- Frost & Sullivan projects **the global B2B e-commerce market to grow to \$6.7 trillion in revenue by 2020**. With positive economic trends, such as the growing e-commerce market, rising employment, and strong retail sales, distributors like you should continue to pursue expansion opportunities.

In the last few years, a lot has changed in the traditionally conservative wholesale distribution industry. To stay competitive, you need to modernize your business with enterprise solutions that allow you to embrace omni-channel commerce, operate leaner, and meet increasingly demanding customer requirements.

¹ IDC Manufacturing Insights, “Best Practices: Wholesale Distribution 2014-2016 Investment Guide and Industry Insights,” Doc #MI254834. March 2015. Simon Ellis, Program VP; John Santagate, Research Manager.

Meet your unique needs

Infor CloudSuite Distribution Enterprise provides you with an unparalleled depth and breadth of distribution capabilities in one solution.

Take your solution to the next level

With Infor CloudSuite Distribution Enterprise, you get deep industry-specific functionality, including:

- **Sales management**—Maximize your global sales through a sophisticated sales order management system that serves as the hub for your customer and pricing information. You'll be able to enter orders more quickly and accurately, easily manage EDI orders, and even accommodate intense order volumes in telesales environments with customer order processing that is highly scalable. You'll also be able to gain more complete control over discounts, promotions, and rebates.
- **Supply chain management**—You'll be able to manage the complex planning, scheduling, fulfillment, and execution of your global supply chain for both simple and complex distribution networks with full support for your warehouse and transport management, lot-allocation and traceability processes, internal distribution orders, statistics, and more.
- **Value-added services**—Meet increasing customer demands for more comprehensive services, such as kitting, manufacturing, assembly, rental, service, and more.
- **Purchasing**—Make intelligent purchasing decisions with access to a centralized interface that puts information at your fingertips. You'll also be able to manage the purchase of stock and non-stock products with advanced order control, inventory management, and other flexible features.
- **Complex pricing**—Whether your pricing structures are simple or complex, you'll be able to manage the flow from planning and calculating prices and agreements through following up on results in sales statistics. You'll be able to increase sales and minimize manual input and costs of order entry, billing, and credit note handling using highly automated processes.
- **Financial management**—Access and use the crucial information that drives your business decisions by being able to capture, analyze, and simulate critical trends based on your unique business goals and requirements. You'll be able to cut costs, eliminate redundancies, streamline activities, and allow redeployment of assets to more profitable activities with a highly configurable structure that can be tailored to meet local, regional, national, and global business models.
- **Localizations**—Take on new markets easily and let your business evolve and expand into new geographies with flexible and scalable support for 39 countries and 18 languages—with more to come.
- **Rebate management**—With a rebate management tool that handles the rebate claim process from beginning to end, you can easily and quickly recover the rebates you are entitled to and achieve the best possible product margins.
- **Demand planning**—Review sales forecasts and capture market intelligence with a collaborative workflow that supports automatic forecast methods, competitive forecasting, dynamic grouping, and data aggregation. You'll be able to find the best fit among multiple forecast methods and easily choose the data that best meets your particular demand and forecast needs. In addition, planners can track all promotional activity to monitor progress and adjust forecasted demand, as required.

Gain reliability and security

Infor CloudSuite Distribution Enterprise is deployed in the Infor CloudSuite, an agile and flexible platform currently serving 2,800+ unique customers and 45+ million subscribers globally. You get a functionally rich, comprehensive, cloud-based suite that is made available through Infor's partnership with Amazon® Web Services (AWS) to give you access anywhere, anytime on your preferred device. With the Infor CloudSuite, you get reliability and security you can count on and the ability to focus on your business, not your technology.



Get the benefits of the cloud

With deployment in the Infor CloudSuite, you can:

- **Ensure security and reliability**—With data managed by AWS, you benefit from best-practice protocols in application, network, physical, and operations security, as well as comprehensive monitoring on a highly secure infrastructure. Infor CloudSuite has a 99.9% average historical uptime, and has seen about 1.9 million attempted—and failed—attacks quarterly. With Infor CloudSuite Distribution Enterprise, you get greater reliability, uptime, and security than most companies can achieve on their own.
- **Support expansion**—You can quickly and easily add users to accommodate changes in your business—all of which helps make it easier to launch and expand to new locations.
- **Reduce total cost of ownership**—Because data is no longer stored onsite, you can say goodbye to expensive servers and hardware, and redirect personnel to more strategic activities.
- **Realize a speedier time to value**—With preconfigured yet flexible, industry-leading business processes, templates, training materials, tools, and simulations, you can deploy or upgrade, with minimal upfront investment, in weeks or months—not years.

Address today's and tomorrow's challenges

To succeed in today's competitive environment, you need modern tools that help you address today and tomorrow's distribution industry challenges. Infor CloudSuite Distribution Enterprise offers the functionality you need in one complete solution, with the broadest capabilities from a single vendor—all deployed in the cloud.



Benefits:

- Streamline key processes across your business.
- Effortlessly deploy the solution in new locations, using the same data and configuration, to give you the flexibility and scalability to easily take on new markets and adapt quickly to change.
- Facilitate global expansion with support for 39 localizations and 18 languages.
- Keep all of your distribution systems and data current, secure, and reliable.
- Optimize every facet of your operation—from omni-channel sales, supply chain management, and procurement, to financials, value add, and more.
- Lower costs, increase profits, and reduce risks.
- Gain 24x7x365 access to your core business system and data in an environment that provides greater flexibility, hassle-free ownership, reliability, and security than you could provide on your own.

Get deep functionality, greater flexibility, and lower TCO.

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