



Statement of direction
Infor XA



Introduction

For over 30 years, continuous functional and technical development has allowed Infor® XA to deliver industry-leading functionality for discrete manufacturing customers. The solution is fully globalized, and can scale from small mid-market customers to global enterprises.

As the ERP software industry has matured, the need for advanced tools and technologies that complement deep functionality has become even more important. Only ERP products that provide the functionality and innovation that can maintain and aggressively grow their customer bases can be considered viable go-forward solutions. Infor is committed to ongoing investment in Infor XA to provide the capabilities that both new and existing customers need to remain competitive now and long into the future.

Infor XA is based on the IBM® i operating system. Infor is the dominant supplier of manufacturing ERP solutions on this platform, with an estimated 39% market share. The IBM i market is characterized by intense customer loyalty and a large number of weak ERP competitors. Of the few vendors that remain active on the platform, none have the combination of commitment and capability that Infor offers.

“Infor XA is an important product for Infor and we continue to invest in it via a dedicated development group. In addition to technology innovation and cloud enablement initiatives, we have redesigned the user interface to provide a consumer-grade user experience—while retaining the core features by industry you’ve come to rely on to run your business.”

—Charles Phillips, CEO, Infor

Only Infor has demonstrated the commitment to continue to develop and sell on the platform, the financial and technical resources to deliver products on the platform, and the global scale and footprint to serve IBM i customers around the world. Infor XA is the ERP of choice for discrete manufacturing customers using IBM i.

Serving these markets effectively requires speed and agility. This document outlines Infor’s plans for continually investing in and developing Infor XA to ensure that it continues to offer unparalleled functionality, innovation, and value.

Product investments

Our plan is to rapidly deliver valuable product enhancements to Infor XA, combined with strong field programs, to educate and motivate customers to engage. In this section, both sides of that effort are documented.

High-level results

Over the last four years, Infor and Infor XA have made great progress on this journey, as demonstrated by the following statistics:

- Hundreds of developers have been added across Infor who deliver products for Infor XA customers. Four years ago, Infor XA was largely developed using only Infor XA-specific resources. Now, both core enhancements and shared developments are being incorporated into the product, which means that the size of the development team has effectively multiplied.
- New technologies have been adopted to deliver a game-changing Infor XA experience, including Infor ION®, Infor Ming.le™, Infor Business Analytics, and the Infor Development Framework (IDF).
- Numerous new and completely redeveloped enhancements have been delivered in recent years, such as in the Enterprise General Ledger, customer relationship management, and materials planning.

These are very encouraging results, and we have every expectation that such trends will continue. With the recent launch of Infor 10x, Infor System i Workspace, Infor Ming.le, Infor BI, and other technologies for Infor XA, we expect 2016 to 2017 to be a pivotal time for Infor XA.

Development

All of these initiatives depend on rapid and effective development. To an extent, this is a function of sheer numbers—how many developers can be utilized for an Infor XA customer? In this area, Infor has rapidly delivered progress on two fronts. First, with sheer weight of numbers: Infor has added more than 700 developers in the last 2 years to deliver products to our customers, including our Infor XA customers. Second, Infor has the ability to share new components across many platforms, effectively multiplying the impact of our development investments across multiple products.

At the same time, some developments are specific to a single product. In this area, Infor has maintained headcount in the Infor XA development team, while also sharing development resources across related System i ERP products, such as Infor LX and Infor System21.

Infor Development Framework (IDF)

Infor XA is developed using Infor's standard System i ERP development architecture, IDF. This architecture is used by Infor XA, Infor System21, and Infor LX—which allows for joint development projects and therefore delivers enhancements to three times as many customers. The IDF is a fully modernized, Java®-based development architecture that offers the following key features:

- Open standards compliance
- A full object-oriented, service-oriented architecture (SOA) that utilizes XML messaging internally to provide rapid development, and supports easy extensions and integrations; customers typically report 5- to 10-times improvement in development and integration development productivity
- A metadata-driven user interface that allows almost infinite personalization by non-skilled users, while providing seamless integration of extended objects
- A user-friendly system and data navigation that puts information into the users' hands; single right-clicks provide access to all related objects and records, which can easily be put together into custom views and reports
- Master data management under the control of the security model—with support for multi-environment and multi-server deployments; full security control means that data is consistent and controlled
- Support for multiple deployments from a single business object (each object can deploy as a full client, thin client, web part, or via XML at the click of a button); one executable object with four deployments means that everything is consistent, regardless of deployment, and extended objects behave in the exact same manner with no extra work; the extremely powerful IDF security model is deployed consistently across all objects and all deployments

IDF also provides release transparency; extensions and integrations are untouched by upgrades to the core ERP object, which makes upgrades much simpler and less risky.

Infor Ming.le

Infor XA uses Infor Ming.le to tap into the social enterprise—with enterprise-wide collaboration, analytics, and business process management in a single platform. This solution delivers a unified user experience across enterprise applications and allows in-context information to be pushed to personalized user dashboards.

Infor XA recent and planned releases

Infor XA continues to provide user-driven enhancements that are designed to increase functionality of the core solution. The following is a high-level summary of recent core releases and the next planned core release. Infor values our relationship with our customers. We've continued to invest in Infor XA to provide value for our customers' maintenance investments with features such as:

- **Infor XA 9.0**—This release delivered foundational enhancements, increased core functionality, and extended products, such as:
 - Customer relationship management
 - Support for Infor ION integrations: Infor EAM, Infor Supplier Exchange, Infor Product Configurator, Infor F9, Infor d/EPM™ (Dynamic Enterprise Performance Management)
 - Master data management in the core application
- **Infor XA 9.1**—This release featured extensive additions to the Infor XA application suite, including:
 - Enterprise general ledger
 - Full support for Infor ION document publishing, which enabled Infor Business Analytics and Infor Reporting
 - Integrations to Salesforce.com®, Infor Product Configurator, Infor Warehouse Management, and Infor PLM Discrete
 - Infor Road Warrior® and Infor ActivityDeck™
 - New materials management functionality, delivered in IDF

- **Infor XA 9.2**—This next release of Infor XA will deliver the Enterprise Accounts Payable, Enterprise Accounts Receivable, and Enterprise Cash features. Designed in consultation with key Infor XA customers, these features are being developed in IDF to deliver high transaction efficiency and enterprise-level functionality. At the same time, these features will also include simpler functionality for smaller companies.
- **Infor XA 9.3**—This future release of Infor XA will deliver a wide range of IDF-developed features and functions. The schedule and the scope of delivery will be announced in December 2014.

Infor 10x enhancements

Infor ION—Infor XA now supports Infor ION functionality. Perhaps most importantly, Infor XA also integrates with the Infor ION Business Vault to support Infor Business Analytics, and Infor d/EPM.

Infor Ming.le—Infor Ming.le provides a centralized space for collaboration, information sharing, and tracking. You can organize conversations into enterprise-wide streams and share key screens, data, and attachments—which help you save time and allow you to focus on what matters most.

Infor Business Analytics—Based on the Infor ION Business Vault, Infor Business Analytics brings pervasive analytics and operational reporting to Infor XA.

Infor d/EPM—Infor d/EPM brings world-class, in-context business intelligence, financial consolidations, and business performance management capabilities into Infor XA.

Infor SoHo experience—Inspired by modern and intuitive, consumer-based user interfaces, the Info SoHo experience consolidates the information you need into a single source, and offers personalized tools that help eliminate wasted time, reduce frustration, and allow you to work in the most efficient way possible.

Additional Infor 10x enhancements for Infor XA will be delivered according to the Infor 10x adoption schedule as shown in the Infor XA section of the Infor 10x Discovery Guide.

Sales and customer engagement

Although we are significantly increasing the speed and scope of product deliveries for Infor XA, it means little if customers are not engaged. Infor has continuously added new and better ways to engage Infor XA customers. From offering attractive upgrade programs and delivering high-value extended ERP products, to building a new user group and identifying sources of new customers, Infor is constantly working to expand the Infor XA community.

Upgrade and reengage program

Infor 10x Upgrade—Infor XA customers can adopt the expanded technology of Infor XA with Infor 10x. The Infor 10x Upgrade program bundles all of the core software and technologies into an attractively priced bundle. With the Infor 10x Upgrade, customers can be ready for the next evolution of Infor XA.

Infor CloudSuite—Some customers may find that an industry-specific Infor CloudSuite™ offering best meets the needs of their businesses from a functional, economic, or operational standpoint. In those cases, the option to explore Infor CloudSuite is always available. Infor CloudSuite provides all the advantages of the Infor 10x Upgrade, with additional benefits of lower total cost of ownership, continuous updates, protection of capital, predictable monthly costs, increased business agility, and the ability to focus limited IT resources on higher value-add activities.

Expand the customer relationship program

Infor XA has integrated a number of Infor and partner products and features to provide extended ERP functionality with Infor XA as the hub system. Infor ION provides the integration, delivering enterprise functionality (Infor ION Business Vault, Infor Ming.le, single sign-on, etc.) and release independence for the integration.

A few of the key applications and features are as follows:

- Infor Supply Chain Execution provides highly advanced warehouse and logistics functionality.
- Infor EAM provides industry-leading maintenance functionality and full asset lifecycle management.
- Infor Product Configurator provides simple, yet extremely robust product configuration for customer orders and manufacturing orders. Both internal- and channel-partner-configured ordering is supported.
- Infor PLM Discrete allows control of complex engineering processes to smooth product design and the product introduction process.
- Infor Local.ly provides localized statutory reporting, accounting, and tax content by country.
- Infor Supplier Exchange provides bi-directional collaboration and communications with your suppliers.
- Salesforce.com® and Inforce provide extensive, industry-leading functionality when the core CRM feature set for Infor XA is not enough.
- Infor F9 is a simple, fast, and effective financial reporting solution that delivers rapid implementation and short closing cycles in a highly cost-effective package.
- Infor mobility applications include Infor Road Warrior for sales representatives in the field, and Infor ActivityDeck for mobile workflow and event management.
- Infor Operational Reporting and Business Analytics Manufacturing Foundation provides an extensive collection of pre-built reports and dashboards, as well as report building capabilities that make it easy for any business user to create ad hoc, custom reports without any help from IT.
- Many other extended features also enhance Infor XA's functionality, including a customer portal, manufacturing execution system, document management, electronic forms management, EDI integration, advanced planning and scheduling, global fulfillment, and electronic banking.

New account program

Infor is the largest application vendor in the world on the IBM i platform, and there is no other manufacturing ERP vendor running on IBM i that invests consistently and significantly in their IBM i solution. Most vendors are too small to deliver the necessary enhancements to be viable in the market, while others have simply decided to ignore or abandon the platform. As a result, many customers are running highly customized applications that are nearing end of life. Infor is committed to the IBM i platform and continues to work closely with IBM on programs that support IBM i.

Summary

Infor is investing heavily in all of its key ERP products. As a key component of Infor's strategy, Infor XA is benefitting from those investments and continues to deliver the innovation and functionality required to meet market needs.

All these investments are focused on the overall goal of growing Infor XA. This year will see tangible steps to grow the Infor XA user base and to target the IBM i community. Far from viewing it as a "dead" platform, Infor recognizes that IBM i is still the largest platform IBM has. Because only Infor is focusing investment on this platform, we believe that Infor XA and our other IBM i ERP products have a strong future ahead of them.

Roadmap disclaimer

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