# Infor **CloudSuite** Industrial
## Industry Suite Handbook

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# What if...

You could quickly and easily take steps to embrace speed and agility, while reducing IT upgrade and maintenance costs within your industrial manufacturing operations?

You could implement a highly flexible enterprise solution that was designed to securely manage the end-to-end manufacturing, financial, and service operations?

You could deploy the leading industrial ERP solution with the lowest total cost of ownership, freeing up capital for other ventures?

# Target greater growth and higher profit gains with Infor CloudSuite Industrial Industry Suite

Global competition and volatility are causing every company to rethink their approach to managing enterprise business solutions. This is especially true in industrial manufacturing, where customers have a greater awareness of alternatives and product loyalty is a thing of the past. Legacy ERP solutions simply cannot provide the flexibility that allows an industrial manufacturer to move beyond organic, single dimension growth strategies.

Now you can modernize your business with the advanced functionality you need, plus make the change more quickly and with a lower initial investment than you ever thought possible. You can quickly and easily enable global expansions or acquisitions using a consistent data infrastructure in weeks, not months.

Meet Infor CloudSuite™ Industrial Industry Suite, a ready-to-run solution, built specifically to meet the needs of manufacturers and service providers. It provides deep, proven capabilities in key areas such as global finance, product design and configuration, project management, quality control, supply chain visibility, production operations, and material management. Even better, the solution is delivered in the cloud, ensuring efficiency, cost savings, built-in support for global operations, and security that follows industry-leading best practice protocols.

# Maximize profitability in an increasingly complex market

The manufacturing industry continues to weather significant challenges that vary by region. As an industry leader, you face concerns related to labor, health and safety, natural resources, raw materials, regulation, tax policy, intellectual property, political unrest, and trade. Then, you have to think about actually making, selling, and delivering world-class products. Do you have time to worry about your technology environment?

## Consider these industry perspectives:

Moving to SaaS increases business agility, allows for quicker implementations, and for more frequent and less disruptive upgrades.[1]

Manufacturing prowess is a game changer that demonstrates the "better before cheaper" rule. Superior overall manufacturing processes and capabilities are a critical competitive asset that's unique to high-performing manufacturing organizations.[2]

As spending on cloud, mobile, analytics, and social technology soars, CIOs have the opportunity to become more instrumental in driving growth, influencing strategy, innovation, and revenue.[3]

Growth tops the list of CEOs' top strategic business priorities. The next step will be for CEOs and CIOs to work together to match the use of modern technologies to the specific kind of growth that the business is trying to win.[4]

Investments in IT enhance agility and not only impact supply chain effectiveness, but also contribute positively to overall firm performance.[5]

Industrial manufacturers need to address increasing market challenges with leading enterprise solutions that allow them to quickly respond to changing customer needs, operate leaner, manage complex product requirements, and manage growth without adding resources.

1  Hamerman, Paul D. "Application Adoption Trends: The Rise of SaaS", Forrester Research, May 2014.
2  Giffi, Craig A., et al., "High Performance Manufacturers — What separates the best from the rest", Deloitte University Press, December 2013
3  Vikram Mahidhar & David Schatsky, "The dual roles of the CIO in the digital age", Deloitte University Press, April 2014
4  CEO and Senior Executive Survey, Gartner, April 2014.
5  DeGroot, Sharon E., "The impact of IT on supply chain agility and firm performance: An empirical investigation." International Journal of Information Management, December 2013.

# Take a closer look

Infor CloudSuite Industrial Industry Suite can help you maintain global visibility around the factors you can influence like suppliers, customer accounts, and product innovation, all within a secure technology infrastructure.

Move beyond extended cloud based applications like CRM, marketing automation, and e-commerce software and realize the benefits of Infor CloudSuite Industrial Industry Suite—a solution that was built for growing  manufacturers, contractors, and service companies seeking a holistic approach to managing their operations.

## Now you can:

**Build** global manufacturing capabilities with common processes that allow you to manage product quality, cost, and differentiation.

**Maintain visibility** into tiered supplier networks, so you can embrace and collaborate with strong performers to fuel innovation.

**Quickly respond** to economic shifts with business intelligence and superior data analytics.

**Glean valuable insights** on your customers and products to support true lifecycle performance management.

**Improve balance sheet strength** by identifying opportunities for continuous improvement.

**Invest** in your limited human resource pool with cross-training supported by intuitive tool sets.

# Infor CloudSuite Industrial Industry Suite: Built for the needs of growth-focused manufacturers

There is no other cloud solution that offers a complete end-to-end solution with the robust functionality especially built for the needs of manufacturing and service operations—plus offers the benefits of cloud deployment. Only Infor CloudSuite Industrial Industry Suite offers:

## Industry-specific software

You can count on the same proven functionality that is already helping thousands of discrete manufacturers gain and maintain industry leadership worldwide.

## Flexible options

For mid-sized manufacturers and service companies, Infor CloudSuite Industrial offers the right-balanced mix of functionality and ease of use. For larger companies with more complex MTO and ETO operations, Infor CloudSuite Industrial Enterprise provides more advanced project management, regulation compliance and international capabilities. In addition, both industry suites  can  be deployed as an on premise solution, hosted on your servers, instead of ours if you require.

## Globally secure infrastructure

Take advantage of the cloud's leading service provider (Amazon Web Services), with five times the computing power and regional data centers supporting true disaster recovery.

# Modernize, simplify, and save

Infor CloudSuite Industrial Industry Suite includes the highly flexible, robust functionality we offer in our on-premises solutions:

- Flexible support for multi-mode manufacturing: project, discrete, JIT, and Kanban repetitive

- Integrated tools for collaborating with colleagues, contractors, and customers

- Embedded, advanced analytics with reports specific to project-based needs

- Workflows, alerts, role-based dashboards, and project management tools to boost productivity

- 10x technology, including an elegant user experience that's so easy to use, little training is required

- An optional Enterprise Edition for larger companies with more complex MTO/ETO operations and project management requirements

# Customers who have gained agility, cost control, and strategic insights from Infor Industrial solutions:

# Why Infor CloudSuite?

Infor CloudSuite is deployed using an agile and highly flexible hosting platform that is currently serving 2,500+ customers and 25 million+ users globally. You get reliability and security you can count on and the ability to focus on your business, not your technology. With deployment in Infor CloudSuite, you can:

### Support globalization

Real-time data is accessible anytime, anywhere. It's easy to launch and expand to new locations, and you can allow controlled access to emerging partners, suppliers, joint ventures, and other global entities.

### Reduce total cost of ownership

Because data is no longer stored onsite, you can say goodbye to expensive servers and hardware, and redirect support personnel to more strategic activities.

### Ensure security and reliability

With data managed by professional, experienced providers, you benefit from best-practice protocols in application, network, physical, and operations security, as well as comprehensive monitoring.

### Realize a faster time to value

Unlike legacy ERP launches, cloud launches can be completed in months, not years.

# Take a closer look at the components

Infor CloudSuite Industrial Industry Suite keeps your company running with maximum efficiency, allowing you to focus on strategies for growth and profitability.

## Production management
Drive efficiency across your operations with features such as shop-floor scheduling, inventory management, and lean production tools.

## Customer relationship management
Get a 360° view of customer activities and track transactions, so you can meet—and even exceed—customer expectations.

## Quality management
Streamline complex regulation compliance and program management, so you can meet government requirements and industry specifications with confidence.

## Deep analytics
With built-in reporting tools, front-line users, LOB managers, and C-level executives can easily access and consume relevant data in a meaningful context.

## Supply chain visibility
With advanced procurement tools, users can optimally source raw materials to lower costs and speed delivery across the supply chain.

## Product development
Speed innovation and product introductions with sophisticated tools for product development, design, and engineering.

## Planning, scheduling, and inventory controls
Get support for multiple manufacturing modes, from repetitive, high-volume production to more specialized Make-to-Order (MTO) needs.

With Infor CloudSuite Industrial Industry Suite, you get innovative technology built to deliver agility and speed— all with a lower cost. You'll be poised to seize new opportunities for growth, knowing that your technology infrastructure will support you as you add locations and users.

You'll have the tools you need to achieve your growth objectives, with the flexibility modern manufacturing demands. Manage your business, not your information technology, with Infor CloudSuite Industrial Industry Suite.

**Learn more  >**