

Navigating manufacturing challenges with speed and agility

We asked top manufacturing executives to tell us how ERP software empowers them to follow the road to success.



Manage supply chain complexity with ease

Mission: Get the right parts, components, and finished goods to the right place at the right time. No doubts. No costly delays.

49% see a need for improvement in demand forecasting systems*

- Product specialization**
More components and more inventory
- Fast track**
The agile manufacturer keeps tight control of supply chain complexity by tracking details with extreme precision, speed, and reliability.
- Global supply chain**
Delivery disruptions, price volatility, & shipping delays
- The Infor route**
Infor ERP solutions feature easy-to-read, contextual dashboards and gauges, providing critical information and alerting users of delays and issues that threaten on-time delivery. Planning and scheduling tools deliver accurate forecasting and plans to help users manage demand and inventory requirements.
- 44% say their inventory management system shows the most potential for improvement**

Control costs with a firm grip

Mission: Get a tight grasp on the costs of goods created, from materials to labor, so you can increase efficiency and steer toward higher margins.

73% say that containing/cutting costs is their top priority for growth

- High costs of labor and shortage of skilled workers in key areas**
- Fast track**
The agile manufacturer knows how to react quickly, respond to changing market pressures, and adopt new best practices for operational excellence, from cloud solutions to collaborative engineering.
- High costs of equipment, energy and raw goods**
- The Infor route**
Products within the Infor 10x suite have a highly flexible architecture for easy deployment of time-saving, next-generation solutions—from energy management to analytics, collaboration to mobile connectivity—that attract today's millennial workers. Increase speed-to-knowledge with SaaS-based integrated learning management software (LMS) and learning content management software (LCMS).
- 83% of industry leaders said their top priority over the next 18 months is revenue growth**

Surpass all customer expectations

Mission: Develop long-term relationships and loyalty by meeting and surpassing customers' increasingly high expectations.

71% say the top tactic for growing revenue is investing in product innovation

- Design specialization**
Customers today expect products to be configurable
- Fast track**
The agile manufacturer is highly responsive, collaborative, and able to anticipate a customer's needs and fulfill orders—no matter how complex or customized—with speed, accuracy, and value.
- Customers demand products that increase the speed of business**
- The Infor route**
Infor ERP & PLM accelerate new product introductions. Integrated social tools promote collaboration between colleagues, suppliers and customers. Mobile solutions help personnel stay connected to vital customer issues—from any location. Configuration management solutions make it easy to track, quote and sell complex products.
- 42% say new product introductions are a top priority for growth**

Beat global competitors to opportunities

Mission: Out-manuever and out-perform your competition, and establish a leadership position as you seize emerging growth opportunities.

50% say they plan to increase value-add services as a way to expand growth

- Increased global competition**
Competitors are willing to cut prices to buy business.
- Fast track**
The agile manufacturer uses business intelligence and CRM tools to analyze and identify emerging opportunities, while offering customers and prospects high-quality products and value-add services to ensure a competitive edge.
- Slow-down in consumer spending**
- The Infor route**
Infor's fully integrated ERP solutions—purpose-built for manufacturing—include robust functionality to speed decisions and pursue new customers, new markets, and new opportunities with confidence.
- 57% say they plan to grow by expanding into emerging markets**



For your copy of the complete whitepaper and additional survey results, visit go.infor.com/complex-manufacturing/

*Survey results from "Five Key Factors in Optimizing Complex Manufacturing Businesses" (June, 2013).