



Infor Distribution SX.e

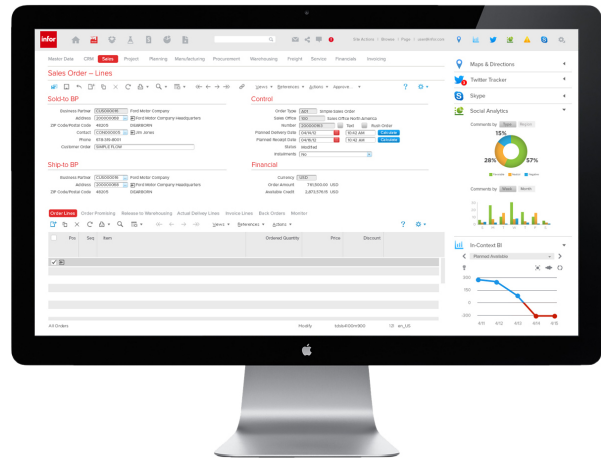
Deliver more

In today's constantly shifting business landscape, distributors often need to deliver more than what has been traditionally expected from them. Some distributors are delving into light manufacturing, some into retail, while others are exploring the value of resembling third-party logistics providers (3PLs) and taking a more active role in managing their customers' inventory. Regardless of which strategy you take to become more competitive, the pressure to deliver exceptional service at the right value continues to rise.

In this fast-paced, high-tech business environment, you need an enterprise resource planning (ERP) solution that offers a full range of enterprise functionality and the latest features to tackle today's challenges. You also need a solution that's specifically designed to address the unique challenges of your industry. In order to take a more proactive role in the value delivered from suppliers to customers, you need an affordable and comprehensive solution that's fast to implement, easy to use, and doesn't require customizations.

Get experience built in

With over 5,500 distribution customers globally and more than 30 years of experience, Infor® is uniquely positioned to deliver the most robust and easy-to-use solutions created specifically for wholesale distributors. Our contextually aware software actively monitors inventory demand, detects trends, and helps you implement new strategies to keep your supply chain lean and your customers satisfied. We deliver advanced technology to help you synchronize your data, processes, and communications, so you can do the job right. Infor adds even more power to these proven solutions by making every Infor application (Infor CRM, Infor EAM, Infor Enterprise Asset Management Enterprise, and more) instantly ready to connect seamlessly with the systems you use most frequently, so that you can work faster and smarter to get better results every day.



Improve what matters most

With the most powerful system available for managing the complex demands of the distribution industry, Infor Distribution SX.e gives you unparalleled control in managing thousands of transactions, suppliers, and customers-while tracking tens of thousands, if not millions, of items. With Distribution SX.e, you can improve what matters most:

- Manage your warehouse workflow.
- Automate purchasing.
- Streamline your order process.
- Improve your inventory management.
- Trim costs.
- Boost your operational efficiency.
- Integrate with critical business applications, such as customer relationship management (CRM) and supply chain management.

Core features

Warehouse management: To help you manage warehouse workflow in real time, Distribution SX.e offers a choice of two warehouse management systems: Total Warehouse Logistics (TWL) and Infor Warehouse Management Business Edition. TWL, which is tightly integrated into the Distribution SX.e solution, helps you optimize warehouse processes, such as improving picking and delivery accuracy, increasing shipping efficiency, and decreasing dock-to-stocking time.

The majority of our customers find this solution is “just right” for their needs. For those companies with more specialized requirements, such as voice enablement, radio frequency identification device (RFID) enablement, labor management, task interleaving, or dock-door scheduling, Infor Supply Chain Execution may be the right choice.

Order entry: Automate multi-channel ordering activities to streamline processes for customers. Offer order-processing options that fit individual customer preferences, such as high-volume order entry, configure-to-order with features and options, electronic data interchange (EDI) orders, online orders, non-stock orders, and individual quote-to-order applications.

Inventory control: Improve your inventory management for better performance. Easily establish reorder points, print physical count sheets, and perform a variety of other inventory control processes. Manage off-site inventory controlled by vendors with vendor-managed inventory tools. Automate and streamline the process for recording and tracking Distribution SX.e transactions, such as the vendor on-sale rebate process with electronic distribution of information between manufacturers and distributors. You can even store non-stock products in inventory without having to creating a catalog or product record.

Value-added services: Meet increasing customer demands for more comprehensive services from distributors, such as stamping, coating, and assembling products. In addition, a kit production module features innovative, automated tools for packaging and marketing products.

Purchasing: Manage the purchase of both stock and non-stock products with advanced order control, inventory management, and other flexible features. Advanced order control lets you take advantage of complex ordering formulas while considering important factors, such as average sale quantity. Modify pricing based on a distributor’s unique circumstances. For example, distributors moving into a new competitive area can use the solution to reduce the margin on products in one region and not affect the price of those products in other regions.

Service management: Manage your entire customer lifecycle and streamline service and repair functions.

All aspects of your operation are supported by Distribution SX.e, including the following general business functions:

Financial management: Take advantage of greater financial visibility and insight, and meet the unique challenges of distributors operating multiple locations. Reduce processing fees by providing credit card companies with comprehensive information about the transaction. Perform mass maintenance on all customer pricing record types and all rebate sub-types, including vendor on sale, vendor on purchase, and customer.

Supplier relationship management: Increase operational efficiencies by streamlining and accelerating collaboration with your supplier network. Improve supplier performance by making your demand requirements visible, reduce inventory with a choice of supplier-driven replenishment methods, and lower supply chain costs using EDI.

E-commerce tools: Meet customer and supplier demand by having your product information available online 24x7. The more robust your online presence can be, the greater potential you’ll have to capture more of the market.

Customer relationship management (CRM): Get a comprehensive view of your customers to foster a consistent and continuous customer dialogue based on real-time information. Many distributors integrate SX.e to Infor CRM to improve customer intelligence across the organization, deliver customer relationship information to staff in the field with Infor CRM’s leading mobile platform, and embed critical customer information into popular desktop applications, like Microsoft® Outlook®.

Infor ION

Distribution SX.e, coupled with the Infor ION, connects and manages all applications—both Infor and non-Infor. You can integrate and manage data and information workflow, no matter where the data resides or what application created it. With ION, your systems and your people can simply work together better. A key component of ION is Infor ION Workflow & Events, which allows you to improve your responsiveness to changes across the enterprise in real-time and alert key stakeholders via the embedded Task Manager or send alerts to mobile devices. ION also includes the ION Business Vault, an unbreakable repository that provides you with one source of information for analytics and reporting.

Distribution SX.e uses the user-friendly graphical interface of Infor ION Workspace, which delivers a unified user experience that supports single sign-on, common navigation, and a common look and feel across numerous Infor products. The user interface combines deep industry processes, analytics, and collaboration to create a more satisfying, easier to use software experience that helps you make better and faster decisions.

ION Workspace embeds “in-context business intelligence” into the user experience that supports contextually aware event-driven operations. You automatically see the relevant information you need to make better decisions and complete tasks at the moment you need it. Instead of toggling from one application to another, you see the information from the different applications you need to get your job done on a single screen, in real-time. As an example, a distributor can view information related to the customer relationship from Infor CRM, including contact details, sales history, marketing campaign results, service reports, support tickets, and much more. This means you’re getting the most up-to-date, accurate information possible, so you can make sound decisions based on fact, not intuition.

With Infor Distribution SX.e, you have unrivaled control in managing thousands of transactions, suppliers, and customers, while tracking tens of thousands, if not millions, of items.

Tackle your toughest challenges

Infor Distribution SX.e is an industry-specific enterprise application suite that is designed to meet the core challenges of the distribution industry. While other companies’ solutions focus on generic back-office applications, Distribution SX.e focuses on improving the highly specialized, core processes of distribution companies right out of the box—without requiring expensive, time-consuming configuration that leads to costly and risky implementations. With Distribution SX.e you can tackle your toughest business challenges, such as:

- Manage your customers’ inventory in a variety of ways.
- Be available 24x7 through an easy-to-use online storefront.
- Streamline the supply chain and be closer to suppliers.
- Support a mobile workforce.
- Sell to, buy from, and employ the next generation.
- Sensibly integrate manufacturing requirements when profitable.
- Expand internationally.

Nearly 1,000 companies with revenue ranging from \$20 million to more than \$1 billion rely on Distribution SX.e to help them succeed. Isn't it time you joined them?

Infor CRM Integration

Infor SX.e integration with Infor CRM provides deep insight into customer relationships including sales history, marketing interactions, social media activity and much more. With the ability to automate sales processes, manage marketing campaigns, and track customer service records, Infor CRM delivers distribution companies the tools they need to turn customer interactions into revenue generating transactions.

Detailed customer profiles and sales automation tools in Infor CRM help users identify opportunities and streamline sales activities, while interactive dashboard analytics and proactive alerts drive accurate forecasting, informed decision making, and effective territory management. Best-practice process automation in Infor CRM accelerates your strategic advantage by recommending and performing winning actions that drive results. Integrated marketing and customer service ensures calibration across teams in the business of acquiring new customers and delivering an exceptional customer experience.

Infor CRM Mobile extends rich CRM functionality to smartphones and tablets, giving your mobile workforce a strong competitive advantage that helps drive productivity and increase revenue. Customizable, secure, and easy to use, Infor CRM Mobile features an attractive, task-oriented user interface designed to put the most relevant customer information at users' fingertips and enable them to perform key actions in the field.

Infor CRM offers unparalleled flexibility and control in how you deploy, use, and pay for a powerful CRM solution. Multiple deployment options—including cloud, on-premise, hybrid, and mobile—accommodate your IT profile and business objectives. Flexible license and the flexibility to mix and match license types—including named, concurrent, SaaS—to lower TCO and align requirements with differing user profiles.



641 Avenue of the Americas
New York, NY 10011
800-260-2640
infor.com

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