A high-angle, blue-tinted photograph of a complex industrial manufacturing facility. The scene is filled with various pieces of machinery, including robotic arms, conveyor systems, and structural frames. The lighting is bright, creating a high-contrast environment. The blue overlay is uniform across the entire image, giving it a professional and technological feel.

# Guide to Industrial Manufacturing and Industrial Machinery and Equipment Software



[infor.com/industries/manufacturing](https://infor.com/industries/manufacturing)  
[infor.com/industries/industrial-machinery-and-equipment/](https://infor.com/industries/industrial-machinery-and-equipment/)

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## Manufacturing Outlook

# Preparing for the Factory of the Future

Some manufacturers may still be recovering from past economic challenges, but the future is looking brighter, with new opportunities on the horizon. For industrial manufacturers and companies that make industrial machinery and equipment, the potential for growth is vast. Technological innovation, in both operations and IT, will be the key to making this growth a reality.

PwC reports that companies that focus on innovation are growing 38% faster than their competition.<sup>1</sup> Within the next 10 years, today's new technologies, like equipment with built-in **Internet of Things (IoT)** sensors, 3D printing, driverless vehicles, drones, and cloud deployments will be commonplace.<sup>2</sup>

In emerging countries, there is a growing consumer class—and that triggers a need for investment in the public infrastructure. New roads need to be paved. Buildings need to be built. With low energy costs, transporting the necessary equipment and materials to new global centers makes it more attractive for contractors worldwide to bid on these types of jobs. This drives the need for large cranes and paving equipment, material handling equipment like forklifts, and industrial machinery such as generators, pumps, and turbines.

As more emerging countries join the global economy, they fuel increasing demand for industrial machinery and equipment, new facilities and plants, and the logistics to move equipment and raw materials throughout a global supply chain, fed by omni-channel purchasing decisions. Subsequently, these new hubs of manufacturing activity will also require aftermarket services and maintenance.

Your technology choices today need to offer you the speed and flexibility to be prepared. The data-driven, **Factory of the Future** is coming soon.

Read on to learn how the right software can help you build it.



# Top concerns for industrial manufacturing and industrial machinery and equipment companies

## Finding and managing growth

Companies of all sizes are still pursuing growth, but they're finding that they need to look to new areas—like niche markets and emerging regions. And they have to figure out ways to create more profit from their current markets and customer base.

## Delivering high-quality aftermarket service

Offering warranty management and aftermarket services helps companies enhance value after the point of sale, while also finding new ways to expand their offerings and increase revenue.

## Accelerating speed to market and customization

Customers continue to expect more, which is forcing manufacturers to implement faster turnaround times. By connecting big machinery to Internet of Things sensors and telemetry tools, companies can derive meaningful, real-time information—so they can act on supply chain and customer needs more quickly, even offering new services such “power by the hour” which lets equipment dealers charge customers for the time they actually use the machinery.

## Improving quality and program controls

Customers demand precision, speed, and value from order to delivery. They expect vendors to proactively solve regulatory compliance challenges and manage a complex supply chain, as well as high-tech components.

## Creating a competitive advantage

To fight brand commoditization and shrinking profit margins due to ultra-aggressive competition, manufacturers need to accelerate product releases and jumpstart innovation, while balancing speed with affordability.



To help industrial manufacturing and industrial machinery and equipment companies choose the right software in a rapidly changing industry landscape, this guide will explore six key solution areas that are essential to any successful manufacturing operation:



**ERP**

Enterprise Resource  
Planning



**SCM**

Supply Chain  
Management



**PLM**

Product Lifecycle  
Management



**EAM**

Enterprise Asset  
Management



**HCM**

Human Capital  
Management



**EPM**

Enterprise  
Performance  
Management

We'll discuss the market trends increasing the need for adoption of each technology, provide a "shopper's checklist" of essential features and functions, and share success stories from real-life industry leaders. This guide will also outline how industry-specific software and cloud-based platforms from Infor® are helping global companies thrive.



# Enterprise Resource Planning (ERP)

Industrial manufacturers have relied on ERP systems as their technology backbone for at least 25 years now. That's a lot of history, a lot of ingrained commitment to on-premise ERP, and a lot of "we've always done it this way" habits. Times change, of course, and the classic ERP focus and deployment models simply can't keep pace with today's market landscape, where manufacturers must be lean, in sync with customer demands, and streamlined throughout the order-to-cash cycle.

One strategy that's been proven to build a more agile business is moving to the cloud. A cloud-based ERP system not only shifts a company's payment structure from a capital expense to an operating expense (which frees up precious funds), it also allows a manufacturer to rapidly expand to new locations or easily integrate with modules or apps that may be needed for future success.

IDC's principal research manager S. Ramachandran recently **said it best**:

*"Manufacturing companies need to keep looking for opportunities to migrate to a cloud-based ERP in stages, if not in entirety, to fully leverage the advantages offered by the next generation of applications and their deployment methods available in the market today."*

*The advantages range from better cost models to improved functionalities leveraging best practices, global performance standards and competitive SLAs that cannot be ignored."*<sup>3</sup>

In the cloud, your ERP system is more flexible than ever before—which comes in handy when considering manufacturing's inevitable volatility. And, you're spared a lot of IT staffing headaches because your cloud partner handles upgrades, hardware, databases, integrations, migrations, security, disaster recovery, and hosting for you.

Read on to learn more and have a conversation of your own.



# Resources for ERP

Learn more about the trends driving ERP adoption and specific strategies for addressing common challenges for industrial manufacturers and industrial machinery and equipment companies.

## Analyst report



### Mint Jutras—The hidden cost of ERP customization

What happens when your CIO is ready for retirement? Are you prepared? Enterprise software expert Cindy Jutras explores the perils of IT staff retirement and costly ERP customizations, as well as upgrade options.

[Read the report >](#)

## White paper



### Meet the Factory of the Future

The Factory of the Future is the product of fast-changing disruptive technologies hitting manufacturing with great speed and force. Information technology and operational technology are converging—creating a complete paradigm shift. What are you doing to prepare?

[Read the white paper >](#)

## Infographic



### Facing the generational skills gap in manufacturing

As manufacturing jobs evolve, modern ERP solutions reinforce the traditional best practices, plus meet expectations of Millennial generation users.

[View the infographic >](#)

## Analyst report



### Agility and communication in the cloud: Top manufacturers stay on top of ERP updates

All manufacturers reach a point where their ERP system must be upgraded or replaced. Deploying your ERP system in the cloud can be a remedy to those headaches.

[Read the report >](#)

# ERP shopper's checklist

Upgrading an aging ERP system or deploying a new solution is not a decision to be made lightly. While all ERP systems span operations, finance, customer relations, and human resources, you should choose software that aligns to your business drivers—and that can help you differentiate your business from the pack.

Infor Services and Infor Value Engineering can help you develop a strategy for your end-to-end ERP industry suite.

Let us know when you are ready to talk, contact us at [solutions@infor.com](mailto:solutions@infor.com) >

## If you're in the market for a new ERP system, look for a solution that offers:

- ✓ **Ease of use**—Your ERP system has to match the way you do business and put information from all the systems that run your business at the fingertips of your users. This information must be presented in a way that makes sense to users and doesn't force them to toggle between disparate screens, log in and out of multiple systems, and waste time digging through data.
- ✓ **Integration**—From the shop floor to your logistics provider, running a geographically dispersed business means sharing real-time information with all parties in your supply chain. To keep data flowing smoothly and ensure adherence to tight schedules, your ERP system must seamlessly integrate with any specialized applications and be able to do so across business units and geographic locations.
- ✓ **Industry-ready functionality**—An electrical appliances manufacturer has little in common with a furniture and fixtures manufacturer. And their sales, production, supply, and accounting requirements couldn't be more different. Your ERP provider should understand your industry priorities, regulations, and standards. You need a solution that provides industry-specific software bundles that eliminate the need for cumbersome modifications, which can cause headaches when it is time to upgrade. Your ERP provider should offer a solution that speaks the language of your industry, from day one, without forcing you to make extensive modifications.
- ✓ **Flexibility**—The right cloud computing solution is available 24x7x365, no matter where your employees are located or what devices they're using. Because of their scale and expertise, cloud computing providers such as [Amazon® Web Services](#) can achieve system up-time levels and security and disaster recovery measures that cannot be matched.



# ERP customer stories

Infor ERP solutions are designed to address the specific challenges of your industry. Here are some of our many success stories, spanning industrial manufacturers to manufacturers of industrial machinery and equipment.



Large metal fabricator MetCam cuts inventory in half and gets deeper visibility with Infor SyteLine. **03:04**



For more customer success stories,  
[visit our ERP customers page >](#)



## Harsco Rail expands global reach with Infor

Harsco Rail moved from a heavily modified ERP system for a Chinese joint venture to Infor's solution in 60 days. Harsco's expansion went on to include a division in Germany and Italy, all within months.

[View the webinar recording >](#)



## Herman Miller accelerates business growth with Infor SyteLine

The global manufacturer of office and domestic working environment furniture relies on Infor SyteLine to be the backbone of the company's operations and provide a single platform for all transactions.

[Watch the video >](#)

# Get to know Infor ERP

## Infor CloudSuite Industrial— proven power with total flexibility

Infor CloudSuite™ Industrial helps manufacturers and distributors of all types improve productivity and respond faster to change. From selling and sourcing to production and fulfillment, this robust enterprise resource planning solution provides organization-wide visibility.

Even organizations with highly complex supply chains are able to cut costs and ensure on-time production and delivery by using Infor CloudSuite Industrial to automate and manage key business processes, implement highly efficient process flows, and better match supply with demand.



Watch the demo: Infor CloudSuite Industrial expedites ordering and production  
**06:32**

### Extensible framework

Whether you're an engineer-to-order or mixed-mode manufacturer, Infor CloudSuite Industrial adapts to your needs, rather than forcing you to follow a rigid set of procedures. Without the cost and delays involved in modifying or writing new code for unique business requirements, you get a powerful, easy-to-use solution that has industry-specific features built-in from day-one.

### Flexibility to grow

As your business grows and your needs change, the solution's unmatched scalability is there to provide support. Add a new company to your organizational structure with minimal downtime. Easily separate data if you sell off a subsidiary. Plus, cloud deployment allows you to expand the solution to any location you want—without extensive IT involvement.

### Built-in experience

Infor CloudSuite Industrial is packed with nearly 30 years of industry expertise. Advanced manufacturing and supply chain planning capabilities—including role-based dashboards and KPIs, in-context data visualization, and more—are built into the core solution, so you can concentrate on your business, not your systems.



[Visit the Infor CloudSuite Industrial page to learn more >](#)

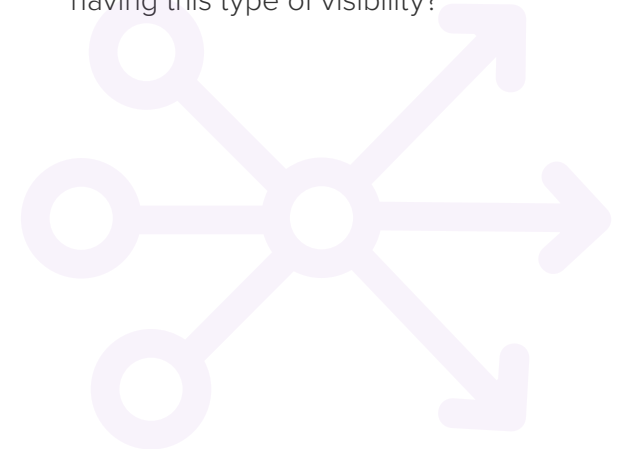
# Supply Chain Management (SCM)

As supply chains grow ever more connected via digital communication tools, manufacturing networks are growing more complex. The digitalization of the supply chain is also leading to reduced lead times, less complexity, and greater speed—all necessary to stay ahead of today's evolving needs. No wonder some experts say the strength of today's manufacturing businesses lies in their supply chains.

Companies with strong supply chains are succeeding because they have learned how to analyze and act on the overwhelming amount of data that their businesses and partners generate. In fact, 79% of organizations with superior supply chain capabilities achieve above average growth, while only 8% of those with lower performing supply chains have above-average revenue growth, reports Deloitte.<sup>4</sup>

Along with Big Data and analytics, in today's supply chain, one of the key words to success is “visibility.” Supply chain platforms that make use of real-time news feeds, weather feeds, and other sensor-generated data can put multiple conditions points into context—allowing the manufacturer to make decisions quickly based on facts and projected impact. So, instead of finding out that there's a typhoon in the Pacific that will affect cargo ships, a company can be alerted about which containers, orders, and customers will be affected. And the sooner a company knows this, the faster it can mitigate any pending disasters.

Couldn't your business benefit from having this type of visibility?



# Resources for SCM

Learn more about the trends driving SCM adoption and specific strategies for addressing common challenges for industrial manufacturers and industrial machinery and equipment companies.

## Research report



### GT Nexus—State of the global supply chain

Created with research from YouGov, this research report explores the top issues facing manufacturing executives today. Learn which technologies are having the biggest impact on the supply chain and the most common goals for improvement.

[Read the report >](#)

## White paper



### The key to success: Enterprise social collaboration fuels innovative sales & operations planning

If you're like most S&OP professionals, your biggest challenge is keeping all of your stakeholders in alignment. Learn how social technology can support your goals, streamlining your extended team's access to the right data, in the right place, at the right time.

[Read the white paper >](#)

## Infographic



### The MPI Group—Seven steps to supply chain optimization

Success requires transformation of supply chain management from a tactical exercise into a strategic weapon using new technologies. Learn about the benefits and strategies for realizing this goal.

[View the infographic >](#)

## Analyst report



### Profitable supply chain execution with customer- and event-driven optimization

The growth and complexity of today's end-to-end supply chain is driving renewed focus on optimizing supply chain cost and profit to become more event and customer-driven.

[Read the report >](#)

# SCM shopper's checklist

When considering a new SCM solution, think beyond just managing your supply chain and consider how to fully optimize it with Big Data and advanced analytics. **An article in Refrigerated Transporter says,** “Predictive analytics and business intelligence are becoming a decisive essential in developing supply chain strategies to improve effectiveness and efficiency of processes, and support innovation to enhanced logistics planning.”

**When you put off supply chain decisions, you risk missing out on important digital advances. Are you ready to review your supply chain processes?**

**Let us know when you are ready to talk, contact us at [solutions@infor.com](mailto:solutions@infor.com) >**

**To optimize the balance of supply and demand, your company should deploy a supply chain management solution that provides:**

- ✓ **Capabilities for strategic network design/tactical planning**—Look for a solution that lets you build a time-phased plan of material movement through your enterprise, trading off capacities and evaluating different transportation and inventory options.
- ✓ **Multi-site and multi-product capabilities**—Optimize planning across multiple sites, balance product mix capability with profitability, and consider shelf-life constraints in build-ahead strategies.
- ✓ **A collaborative view of demand planning**—Make sure you can get an accurate picture of demand to drive production, inventory, distribution, and buying plans across your operations. Social collaboration tools can help accelerate decision-making.
- ✓ **Warehouse management tools for mastering fulfillment**—Make sure the solution you choose offers tools for organizing and managing inbound and outbound deliveries, putaway, and picking, as well as optimizing your labor resources.
- ✓ **Advanced production scheduling and optimal sequencing**—Pick a solution that lets you synchronize products across all lines, checking interdependencies and optimally sequencing to shorten make- time and increase productivity.
- ✓ **Performance management for analyzing key metrics**—Look for a solution that allows you to create your own key performance indicators and monitor the effectiveness of all operations, bringing sharper focus to critical decisions.

# Get to know Infor SCM and GT Nexus

With Infor SCM together with GT Nexus, the world's largest cloud-based global commerce platform, you get the tools you need to optimize your end-to-end supply chain and harness the power of social networking to collaborate more effectively internally, as well as with customers, partners, and suppliers. Infor SCM and GT Nexus connect you to a global commerce cloud with unprecedented supply chain visibility control and optimize production goods in transit and at rest. You'll be able to gain greater visibility into your supply chain to optimize utilization of resources and labor, improve inventory and shipping accuracy, deliver the perfect order every time, and respond faster to customer opportunities and market fluctuations.



Visit Infor SCM to see our  
complete list of solutions >

**Infor Sales & Operations Planning** ties together your operational plan and your strategic business plan, giving you a holistic view of demand, supply, and finance with real-time data from all departments. Use social S&OP to speed decision-making with input from your social networks. See the impact of your decisions immediately, to help you plan for profit.

[Learn more >](#)

**Infor Supply Chain Planning** allows manufacturing and distribution companies to achieve the right balance between demand and supply—from forecast through to production planning and scheduling. Collaborate more easily with customers, partners, and suppliers and manage the complexity of your supply chain with end-to-end optimization that helps you drive profit margins and meet customer expectations.

[Learn more >](#)

**Infor Integrated Business Planning** combines sales and operations planning (S&OP), demand planning, and supply planning processes into a single, holistic planning suite to give you access to all the information and tools you need to optimize your supply chain. You'll have access to all the information and tools you need to make fast, accurate decisions in real time.

[Learn more >](#)

**Infor Supply Chain Execution** reduces the complexity of warehousing and logistics management. Its unified warehouse management, transportation, and labor management can help you make faster and better decisions to achieve more perfect orders and higher customer service levels.

[Learn more >](#)

**GT Nexus'** network integrates directly with the order management system of companies and transmits order information to their suppliers, freight carriers, and logistics providers. Deployed as a single, multi-tenant technology stack, the GT Nexus platform is built for scale and broad adoption, which makes it possible for you and your partners to quickly connect as collaborating networks, on a many-to-many model.

[Learn more >](#)



# Product Lifecycle Management (PLM)

Innovation has always played an important role in the success of manufacturers. But in recent years, the role of innovation has changed in fundamental ways.

First, innovation is now a top business imperative. More importantly, the approaches to innovation that worked in the past won't suffice in the present, where the manufacturing industry is more competitive and fast-paced than ever. In today's factories, we're seeing a rise in customer demand that is coinciding with the emergence of breakthrough innovations in materials and processes like nanomaterials, 3D printing, and advanced robotics. But how can consumer needs and technological innovations be synchronized?

The answer is a product lifecycle management (PLM) system. According to IDC Manufacturing Insights: "Next-generation PLM is not only an extended internal approach, it is a product innovation platform approach to designing, developing, manufacturing, and delivering products that encompasses the entire value chain so partners, suppliers, and even customers can collaborate iteratively." <sup>5</sup>

Through the deployment of a next-generation PLM software platform, manufacturers can improve collaboration and data sharing between engineers, suppliers, and production teams. With PLM software, manufacturers can speed the product development cycle and take advantage of new innovations in raw materials and technologies.

By using PLM software to overcome traditional silos and collaborate with customers, colleagues, and contractors, manufacturers can efficiently and cost effectively stay on the cutting edge of innovation. Ideas can be shared quickly, while still protecting proprietary rights and documenting decisions.

# Resources for PLM

Learn more about the trends driving PLM adoption and specific strategies for industrial manufacturers and industrial machinery and equipment companies.

## Analyst report



### **CIMdata— Flexible, scalable PLM for discrete manufacturing enterprises**

Read CIMdata's assessment of Infor PLM Accelerate and find out why it recommends that manufacturing companies consider this product when evaluating their product lifecycle management needs.

[Read the report >](#)

## How-to guide



### **Five ways to use your cloud-based PLM system as a competitive advantage**

For enterprises challenged by the complexities of traditional on-premise solutions, cloud-based product lifecycle management has the potential to reduce costs, while improving data and process uniformity. Learn five ways to do just that in this guide.

[Read the guide >](#)

## Video



### **Fast-track product realization with Infor PLM Accelerate**

Infor PLM Accelerate, powered by aras, is a highly scalable and secure product lifecycle management solution for discrete manufacturers that supports high levels of complexity while flexibly adapting to your company's changing business practices.

[Watch the video >](#)

## Infographic



### **Aberdeen Smartbite— The product development process in best-in-class companies**

Consumers want more functionality at a fraction of the cost. View this infographic to learn how best-in-class companies can use advanced PLM to handle the complexity required by today's market.

[View the infographic >](#)

# PLM shopper's checklist

By taking a holistic approach to their operations, many companies are already leading the way to modern manufacturing and setting new production standards. Still, multiple IT capabilities must be harnessed in order to fully benefit from next generation product innovation technologies, including collaboration on product design, price-quote-configure tools, assemble-to-order capabilities, automated functionality for quality control and compliance, and 3D printing for rapid prototyping.

**Innovation and product launches set you apart from the competition and help you supply customers with the “new and improved” offerings they expect.**

**To learn more about what PLM can do for you, contact us at [solutions@infor.com](mailto:solutions@infor.com) >**

## If you're in the market for a new PLM system, look for a solution that can:

- ✓ **Optimize input materials**—Using a raw materials rationalization engine, you can intelligently select input materials to generate significant, measurable savings that directly impact inventory. Not only can you save space in your warehouses, but you can also reduce waste.
- ✓ **Simplify integration**—A PLM solution with pre-built integrations to your ERP system will be your best bet for realizing a rapid return on investment. It will also let your technical resources focus on value-added activities. And a cloud PLM solution will let you offload the responsibilities of maintenance.
- ✓ **Integrate with engineering systems**—You need to integrate with more than just your ERP system with your PLM software. By connecting your CAD or other systems, all your teams—R&D, engineering, and manufacturing—can work toward common goals.
- ✓ **Move closer to 100% compliance**—No matter the industry, complying with regulatory requirements is not optional. Fail to meet compliance requirements and you incur enormous risk. Accordingly, your PLM system should provide the capabilities you need to design, produce, and update products that consistently meet government regulations.
- ✓ **Provide “staged” capabilities**—With a stage-gating approach to product development, you can meet or exceed product rollout schedules, despite the various departments—and locations—contributing to a new product line. The PLM software you choose should automate this process for maximum efficiency.
- ✓ **Provide intelligent workflows**—Decision-based workflow capabilities can help you improve overall efficiency and prevent potentially costly errors. Plus, managers can gain greater visibility—in real time.

# Get to know Infor PLM

Infor PLM lets you access data from across your entire enterprise to help you make better decisions about product development, management, design, and production. With Infor PLM, you can optimize every step of the product lifecycle to create higher quality products, launch new products in less time at a lower cost, and maximize profits.

**Infor PLM Accelerate** With Infor PLM Accelerate, **powered by Aras**, discrete manufacturers like you get a functionally rich, highly scalable, and secure product lifecycle management solution that can handle the level of complexity you have today and quickly adapt to the accelerating rate of change. Infor PLM Accelerate goes beyond the capabilities of standalone PLM products to unite your entire product lifecycle for a single view of the truth. You get actionable information from design and manufacturing to purchasing, quality control, the supply chain, and beyond.

[Learn more >](#)

**Infor PLM Discrete** Infor PLM Discrete seamlessly integrates with your ERP and CAD systems to help you get your products to market quicker, improve design efficiency, and lower the cost of new product introductions. Your employees, suppliers, and partners will all share one version of the truth, no matter where product information is gathered and stored. You'll be able to make better decisions faster, collaborate more effectively, shorten cycle times for changes and approvals, minimize scrap and rework, and take your productivity to new heights.

[Learn more >](#)



Visit Infor PLM to see our  
complete list of solutions >

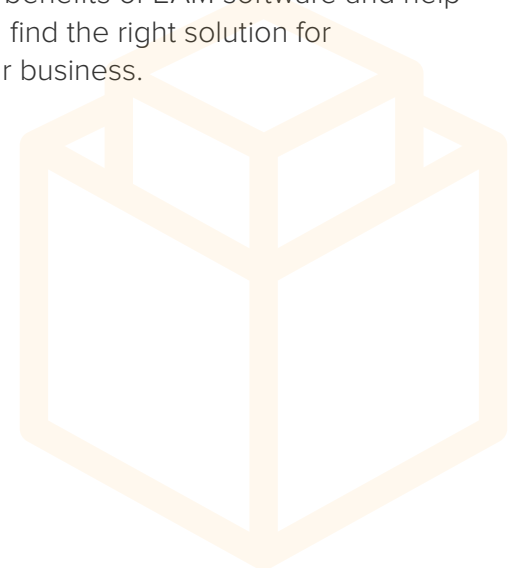
# Enterprise Asset Management (EAM)

For industrial manufacturers and makers of industrial machinery and equipment, maintaining shop floor assets is critical. The in-house equipment and machinery must operate at optimal performance, without unexpected downtime. An equipment failure can be costly, causing delays in the entire production cycle that cascade to delayed orders and late deliveries to valuable customers. Each hydraulic power and belt drive failure, for example, can result in up to \$180,000 in lost production, reports [Mining Global](#).

A large part of what makes the manufacturing shop floor so complex is the sheer quantity and variation of assets, equipment components, and materials handling equipment that must be maintained. In order to fully take advantage of service and maintenance capabilities, manufacturers must step up their processes. According to IDC Manufacturing Insights, “Manufacturers need to put in place new organizational structures, processes, and tools that support services-based business models that significantly differ from traditional industrial equipment business practices.”<sup>6</sup>

This is where enterprise asset management (EAM) systems come into play. By recognizing priorities, increasing asset visibility, analyzing patterns, and responding with greater agility, EAM solutions can help industrial manufacturers perform at higher levels of asset reliability, performance quality, and shop floor safety without needing more technicians. Advanced software solutions that can specifically manage maintenance of internal assets make all of this possible.

EAM software provides a wealth of opportunities. The following section can help your company get up-to-speed on the benefits of EAM software and help you find the right solution for your business.



# Resources for EAM

Learn more about the trends driving EAM adoption and specific strategies for addressing common challenges for industrial manufacturers and industrial machinery and equipment companies.

## White paper



### How to fix your maintenance program

Collecting and analyzing asset data allows you to predict why an asset will fail or when—and enables you to plan a maintenance program that will align with your company's strategic goals.

[Read the white paper >](#)

## Checklist



### Five ways to improve plant floor productivity

High tech & electronics manufacturing has seen steady growth as the global economy continues to recover from the recession. Learn strategies to improve productivity and drive operational improvements.

[Read the checklist >](#)

## Webinar recording



### Infor OpenCAD—Space planning for Infor EAM

A space planning coordinator discusses how she uses Infor EAM and OpenCAD for space planning and asset visualization.

[View the webinar >](#)

## How-to guide



### Five steps to managing the unexpected with case management

Asset managers must use planning and predictive maintenance to manage potential failure at the least cost. This how-to guide examines five steps you can take to minimize the unexpected with case management.

[Read the guide >](#)



# EAM shopper's checklist

EAM software is essential for managing asset performance and maximizing resources, but this crucial component of a company's IT infrastructure requires long-term considerations. "Selection is becoming increasingly based on the relationship with the vendor rather than simply the software tool it sells," says expert David Berger, executive partner and president of StraNexus, Inc. "This is because partnering with the right vendor can facilitate the implementation of more long-lasting improvements." <sup>7</sup>

If you're relying on an outdated EAM system, you're missing out on sensor-enabled technologies, IoT strategies, and modern functionality.

To learn more about what EAM can do for you, talk to your account manager or contact us at [solutions@infor.com](mailto:solutions@infor.com) >

## To maximize the life and performance of your equipment and machinery, your company should deploy an EAM solution that provides:

- ✔ **Advanced scheduling capabilities**—Look for sophisticated tools that help you distinguish between long-term planning of a maintenance program and short-term scheduling (multiple priorities, what-if analysis). With a system-wide view, your company can meet changing demands without impacting production schedules.
- ✔ **Notification and workflow features**—When you can automate processes, like alerting a supervisor that maintenance is required or that a key warranty is expiring soon, you can increase asset productivity.
- ✔ **Maintenance optimization**—Look for a system that includes capabilities for determining the right mix of failure-based maintenance (run to fail), use-based maintenance, preventive maintenance, and condition-based maintenance.
- ✔ **Mobility**—Deploy a system that lets you view up-to-date information when and where you need it the most. Your field service team, for example, can be more responsive and efficient when all systems are accessible via mobile device.
- ✔ **Analytical tools**—The system you choose should offer not just simple analytics, like Pareto analysis, on high-frequency or high-cost problem and cause codes, but more sophisticated tools for performing root cause and trend analysis, as well. Look for role-based dashboards that allow you to easily make better business decisions.
- ✔ **Proactive attention to assets**—Look for a solution that helps you identify the performance characters that point to an upcoming failure—before it happens. You want to monitor equipment by tracking features such as temperature, moisture, vibration, or speed. This way you can spot symptoms of a problem early, so intervention can be scheduled at a logical time.

# EAM customer stories

Infor EAM solutions are designed to address the specific challenges of your industry. Here are a few of our many success stories.



With Infor EAM integrated with Infor LX, Cremer S.A. has reduced maintenance costs by 10%. **03:30**



## **CEFAS eliminates unplanned equipment downtime with Infor EAM**

CEFAS eliminated unplanned equipment downtime, improved its maintenance processes, and gained company-wide visibility of equipment maintenance tasks.

[Read the customer case study >](#)



## **Tecnichapa increases profitability and efficiency with Infor EAM**

With Infor EAM, Tecnichapa reduced the cost of external subcontracting by 25%, overall maintenance costs by 15%, plant energy cost by 30%, and improved global maintenance key indicators by 400%.

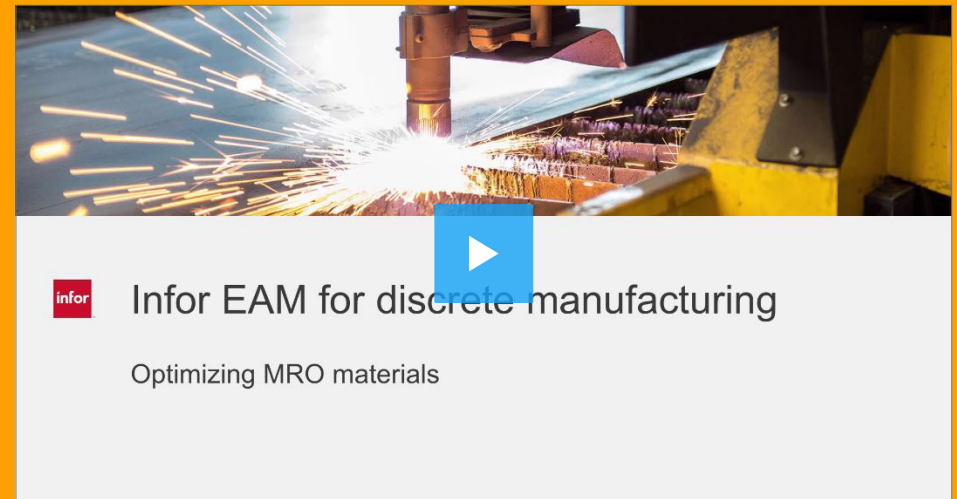
[Read the customer case study >](#)



For more customer success stories,  
[visit our EAM customers page >](#)

# EAM for Discrete Manufacturing

Learn how Infor EAM helps save time and increase the efficiency of the maintenance, repair, and operations (MRO) procurement process.



Infor EAM helps streamline the MRO procurement process.  
15:01

## **Infor EAM Enterprise**

helps companies improve asset performance, increase service life, and cut costs by providing complete configurability to address the most specialized and important asset management challenges.

[Learn more >](#)

## **Infor EAM**

### **Energy Performance Management**

helps you gain end-to-end control of emissions, energy usage, and carbon tracking, so you can consistently maintain and improve sustainability.

[Learn more >](#)

## **Infor EAM Analytics**

helps you to draw meaningful insights out of your assets, so that the data you collect about your warranties, aftermarket services, and inventory management can be used to establish the trends that will allow you to make more efficient decisions.

[Learn more >](#)



[Visit Infor EAM to see our complete list of solutions >](#)

# Human Capital Management (HCM)

Having skilled talent is a constant challenge. Three years running, leading supply chain executives have cited, “hiring and retaining a skilled supply chain workforce” as their biggest challenge, while 58% of respondents to a study conducted by MHI and Deloitte, go so far as to call it an industry-wide challenge.<sup>8</sup> Hiring and retaining skilled manufacturing talent is a problem that requires creative thinking to solve.

With a global supply chain to manage, your needs can change from region to region; different regions require different certifications and training. Whether you’re a company with revenue in the billions, or a specialty company that produces ETO or MTO parts, you have to be very particular about who you hire.

That’s why human capital management solutions are so important to industrial manufacturing companies and makers of equipment and machinery. HCM solutions can integrate with human resources and talent management systems to help companies identify the best-fit talent, reduce time to productivity, and increase satisfaction and retention. At the same time, HCM software can be used to coach HR teams to identify the best talent potential for leadership development, while also aligning individual and organizational goals for increased engagement and productivity.

There are many moving parts to identify to have the best-skilled talent in today’s workforce. HCM solutions that are designed to address modern challenges can help drive better business results by organizing, developing, and empowering the workforce.



# Resources for HCM

Learn more about the trends driving HCM adoption and specific strategies for addressing common challenges for industrial manufacturers and industrial machinery and equipment companies.

## White paper



### Linking employee experience to better business outcomes

One of the biggest advantages an organization can have is a dialed-in workforce that is fully immersed in both its short-term and long-term goals. Find out why employee engagement matters now more than ever.

[Read the white paper >](#)

## How-to guide



### Three ways your organization can build modern HCM

The importance of the workforce has climbed to the top of organizational leadership's agenda. Learn how you can build a modern HCM strategy and the characteristics you'll find in the right tools.

[Read the guide >](#)

## Infographic



### Cloud as an engine of growth

Most businesses have strong ambitions to grow with new product development and increase channels to market. When asked what it will take to make this growth happen, many organizations and IT leaders point to the vast attributes and benefits of cloud. But what are those benefits?

[View the infographic >](#)

## White paper

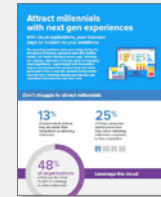


### Predicting future employee success: Destroying the myths

Learn how businesses are trying to improve their understanding of performance through talent, learning, and development.

[Read the white paper >](#)

## Infographic



### Attract Millennials with next gen experiences

The upcoming workforce, who came of age during the emergence of Internet, expects to work with intuitive, flexible, and mobile-friendly business apps. Find out how to attract this generation.

[View the infographic >](#)

# HCM shopper's checklist

With global competition and market pressure escalating, it's more important than ever to have modern human capital solutions that are up to the challenge. When looking for an HCM solution, you need talent management and HR systems that are strong enough to meet your workforce needs today, but innovative and flexible enough to adapt as your business evolves. Your choice in an HCM solution should deliver science-based talent data to empower your organization with the critical tools and information that will prepare your workforce for anything.

**Recruiting and retaining right-skilled workers is a changing field, but one that is increasingly important as the Baby Boomer workforce retires.**

To learn more about what HCM can do for you, contact us at [solutions@infor.com](mailto:solutions@infor.com) >

## To optimize your workforce, your company should deploy an HCM solution that provides:

- ✓ **Agility**—Respond to shifts in demand with greater workforce agility and maintain control over your company's HCM technology strategy.
- ✓ **Alignment**—Align talent and strategy to avoid disconnects between individual goals and overall business objectives. When your teams understand their individual goals, they can work together to achieve your organizational goals.
- ✓ **Engagement**—Offer experiences that make each employee the right fit for their role. You can also use technology like mobile and social capabilities and convenient self-service tools to keep talent engaged. This also helps you to retain top talent. When your employees are more engaged and satisfied by their work, the entire company benefits.
- ✓ **Compliance**—Certifications and training can vary by region, build consistency across industry-specific regulations, requirements, and policies to help mitigate risk and drive compliance.
- ✓ **Science**—Use powerful science-driven tools to drive more informed, data-based decisions and unlock talent potential. You can use this data to coach your HR teams on finding new leaders among your workforce.
- ✓ **Personalization**—Everyone's job is different, and your technology tools should be able to reflect that. You should have personalization tools that provide, targeted relevant information across workforce activities to meet the unique needs of each employee. That way they'll be more comfortable and productive.



# Get to know Infor HCM

## Infor CloudSuite HCM—empower your workforce

Infor CloudSuite HCM is a powerful set of cloud-based human capital management solutions built to adapt to an organization's evolving business strategy. This solution replaces complex processes, workflows, and systems with sophisticated, yet intuitive technology. And that gives your HR professionals the ability to deliver streamlined processes and remarkable experiences to your workforce, creating significant value across the organization.

Infor CloudSuite HCM provides broad talent and HR optimization capabilities, unique and insightful science-driven tools, and flexible technology so you can target your key business objectives now and have the ability to easily adapt later. Infor CloudSuite HCM makes it easy for you to buy, deploy, use, and maintain agile HCM technology in one solution from a single vendor.



Learn how Infor CloudSuite HCM can help you address modern challenges for today and tomorrow. **3:37**

### Optimize and align talent

Apply insightful tools that give you a complete picture of employees so you can optimally develop and deploy your talent, boost workforce effectiveness and business performance, and ultimately turn your workforce into a strategic advantage.

### Simplify and improve HR

Empower HR with modern, easy-to-use solutions that help streamline processes and improve support, despite constant change and expanding responsibilities. You'll be able to encourage more strategic focus and increase HR's value.

### Flexible technology

When you stay up-to-date with your technology tools, you can empower your organization to move beyond outdated processes or expectations, so you're more flexible and prepared for evolving business needs.



**Visit the Infor CloudSuite HCM**  
**[page to learn more >](#)**

# Enterprise Performance Management (EPM)

Manufacturers must continually strive to make well-informed decisions based on data and relevant facts. These complex decisions require accurate and reliable information, solid analysis, strong financial discipline, and the application of sound manufacturing best practices. By applying enterprise performance management (EPM) tools to process data and real-time shop-floor data, manufacturers can identify the patterns and relationships that are affecting everything from the costs of product assembly to the profitability of customer contracts and aftermarket service agreements. With actionable data, manufacturers can then optimize their business processes to improve production.

For manufacturers, advanced analytics also play an important role in deploying disruptive technologies and receiving the full benefit of new technology like the Internet of Things (IoT). EPM solutions can help manufacturers distill the vast amount of data collected from sensors, sort and congregate the data into meaningful insights with context and relevance associated. Now, appropriate responses can be automated. This provides the manufacturers with valuable time and cost savings and allows the manufacturer to hone in on improving the issues most important to customers, such as as-ordered delivery, consistent quality control, and exceptional value.

In short, analytics and enterprise performance management tools should show a business where it makes money and where it loses money—so that business can make more strategic decisions.



# Resources for EPM

Learn more about some of the trends that are helping to drive enterprise performance management adoption among industrial manufacturers and industrial machinery and equipment companies.

## Infographic

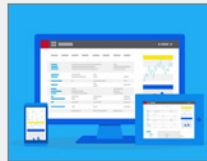


### How specialized planning products outperform Excel

The Planning Survey provides a detailed quantitative analysis of why customers buy planning tools, what they use them for and how successful they are.

[Read the infographic >](#)

## Video



### Improve your decision-making with better insights

This video provides a concise overview of Infor d/EPM capabilities and explains how the combination of analytics, forecasting, risk assessment, and financial performance capabilities help you address your business challenges with intelligence, speed, and reliable insights.

[Watch the video >](#)

## eBook



### Deploying innovative performance management

Infor d/EPM is based on an in-memory analytics platform that provides instant consolidation of data and immediate user feedback. That means you get visibility on the impact of business and financial plans and forecasts. With in-context business intelligence capabilities built in, the benefits go far beyond just easy access to data. You can better manage performance, risk, and the impact of decisions across your organization.

[Download the eBook >](#)

## Brochure



### Infor BI turns fact-based insights into performance

To stay competitive, your data-insight strategy has to keep pace with business change. With multiple sources of data, it can be difficult for your users to get access to the information they need, when they need it. Learn how Infor BI helps you achieve your goals.

[Read the brochure >](#)

# EPM shopper's checklist

From procurement and inventory management, to aftermarket service and risk assessment, your enterprise performance management solution should be helping you manage your entire operation. Your software should include built-in reports, key performance indicators (KPI), and role-based dashboards that use industry-leading best practices. With the right analytical tools, you can track the use of your resources, improve product quoting, and predict how buying trends will impact your inventory and production cycles. You can understand the past while preparing for the future.

**EPM tools range from Big Data and data science, to workbenches, self-service reporting, and role-based KPI tools.**

To learn more about what EPM can do for you, talk to your account manager or contact us at [solutions@infor.com](mailto:solutions@infor.com) >

## To have comprehensive, real-time insights into all of your operations, your company should deploy an EPM solution that provides:

- ✔ **Deep analytics and insight**—The system you choose should help you to transform your information into actionable insights. That way, your data can become a competitive advantage. With deep analytics and business intelligence, you'll experience a real-time view of how well you're performing across your business, so you can speed up your decision-making and unlock siloed data between your enterprise applications.
- ✔ **Access rights and user profiles**—Your choice in an EPM system should let you view only the information you need for your tasks using detailed access rights and user profiles. Prepare and filter raw data into specialized information using a list concept, and easily create ad hoc analyses and reports on the fly (much like using a pivot table). With your EPM system, you'll be able to publish reports quickly and make them easily digestible for their intended audience.
- ✔ **Sophisticated information analysis**—Sorting, ranking, color-coding, animated charts, tooltips, and other advanced analytic options help you assess information in seconds. You should also be able to browse data by dragging and dropping desired elements in a web browser or Excel®. Presenting data clearly and cleanly makes it so users of any skill level can benefit from your BI tools.
- ✔ **Proactive attention to assets**—Look for a solution that helps you identify the performance characters that point to a potential failure—before it happens. You want to monitor equipment by tracking features such as temperature, moisture, vibration, or speed. This way you can spot symptoms of a problem early, so intervention can be scheduled at a logical time.
- ✔ **Holistic risk and compliance**—Your users need to be able to streamline external audits, cut the cost of compliance, and provide holistic views of data and user access across multiple business environments—all with continuous and automated monitoring. Your EPM system should help you gain the visibility and access you need to minimize your organization's risk of noncompliance and security breaches, and save hundreds of hours by eliminating laborious preparation activities.
- ✔ **Intelligent financial performance management**—Your system should combine planning, budgeting, and forecasting in a single system. You'll get better predictive modeling tools and an agile platform for your operational planning, workforce budgeting, and sales estimates. Your system should help you to incorporate your strategic plans and monitor against your actual performance, as well as consolidate your holdings for complete financial reporting.

# Get to know Infor d/EPM

Infor Dynamic Enterprise Performance Management (Infor d/EPM) delivers business and financial performance management applications with support tools that allow you to centralize your data, build plans tailored to your business, forecast more accurately, analyze your business more effectively—and ultimately gain greater insight, so you can make more informed decisions.

## Infor d/EPM delivers innovative tools to help you with:

### **Workforce budgeting**

Map out headcount requirements, model salary adjustments, determine position requirements, and assess room for increasing or decreasing staff.

### **Capital planning**

Assess your capital investments more accurately and determine which projects to fund with new capital planning capabilities.

### **Financial consolidations**

Quickly and seamlessly consolidate multiple sets of books from each of your legal entities, process elimination entries, and generate a single set of financial statements.

### **Strategy management**

Map out your strategic goals, view them visually, tie them to your tactical plans, monitor progress toward your goals, and take action.

### **Budgeting and planning**

Create deep plan hierarchies, compare plans to forecasts, and adjust plans on the fly. Task management, publishing, workflow, and versioning capabilities bring a new level of discipline and flexibility to your budgeting processes.

### **Business intelligence**

You can easily extend the core functionality of Infor d/EPM through sub plans because the solution is built on the Infor BI platform. You can add new tabs to your workbooks for detailed revenue models with different time granularity than in the core model.

### **Cost allocation**

Bring more discipline to cost management and identify cost objects regardless of what they are—projects, products, departments, activities. Additionally, you can aggregate costs to cost objects and leverage cost drivers to allocate overhead.

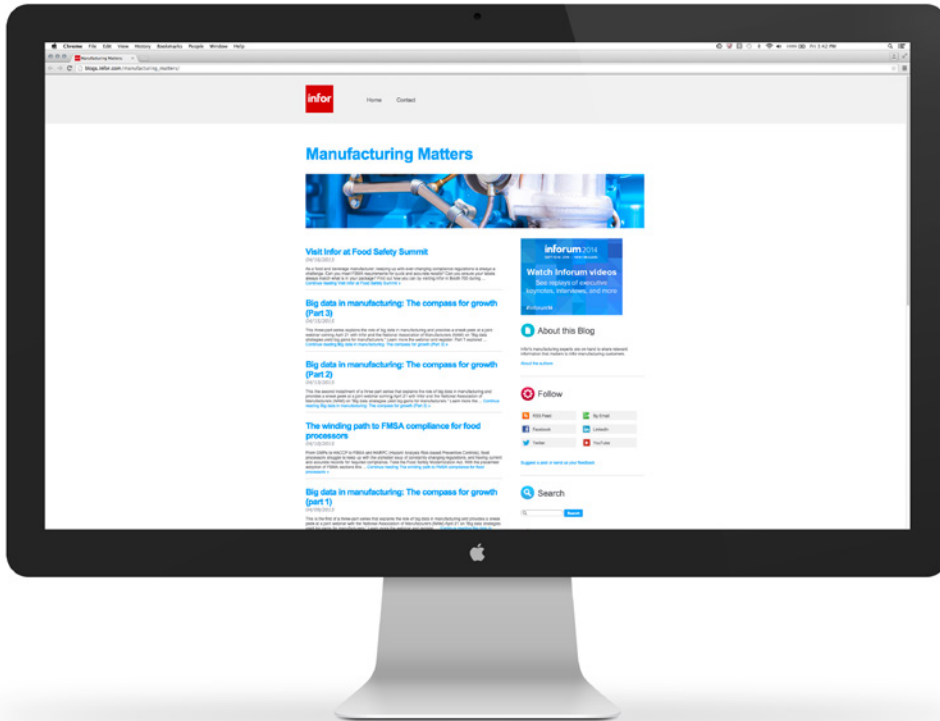
### **Compliance**

Combine Infor d/EPM and Infor Risk and Compliance to get sophisticated tools that work together to provide holistic views of data and user access across multiple business environments.



Visit Infor d/EPM to learn more  
about our full list of solutions ›

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## About Infor

Infor builds business software for specific industries in the cloud. With 15,000 employees and over 90,000 customers in more than 170 countries, Infor software is designed for progress. To learn more, please visit [www.infor.com](http://www.infor.com).

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