



Infor CloudSuite Distribution

Get your business moving

As a wholesale distributor, the challenges you face today are forcing you to rethink the way you do business. Old processes and approaches just don't cut it anymore. Neither do legacy ERP systems. You need a solution that drives the rest of your business to be even more agile than the people and processes it supports.

Modernize your business

Take your business to the next level with Infor CloudSuite™ Distribution. This ready-to-run solution, built specifically to meet the needs of distributors like you, gives you deep, proven capabilities in key areas such as inventory management, order processing, pricing and rebates, supply chain and procurement, value-add, financials, and more.

Even better, the solution is delivered in the cloud—which means you get cost savings, built-in support, efficient expansion capabilities, and security that follows industry-leading best practice protocols.

Take advantage of innovative technology designed to address modern challenges.

Maximize profitability in an increasingly complex market

The global distribution industry's growth and pace of change is in overdrive.



Consider the numbers:

- Distributor **revenue has grown nearly 55%** over the last 10 years in the US, creating a **\$5.4-trillion industry**. With positive economic trends, such as rising employment and strong retail sales, distributors like you should continue to pursue expansion opportunities.
- More than 56% of distributors plan to grow their **analytics capabilities** by investing more in technology, time, and people. Greater access to key, relevant data can vastly improve decision making.
- As globalization continues to escalate, more than 50% of distributors are looking to—

or already are—expanding their **on-shore capabilities**. On-shoring allows you to respond more quickly to demand, make more accurate forecasts, maintain more accurate stock levels, and decrease transit times—all of which can help increase customer satisfaction.

Wholesale distributors like you must address these challenges with enterprise solutions that allow you to embrace omni-channel commerce, operate leaner, and meet increasingly demanding customer requirements. These modern solutions also allow you to empower the next generation of employees, support an evolving business model that's dependent on additional levels of service, and manage growth without adding resources.

Meet your unique needs

Infor CloudSuite Distribution provides you with an unparalleled depth and breadth of distribution capabilities in one solution.



Take your solution to the next level

With Infor CloudSuite Distribution, you get deep industry-specific functionality, including:

- **Order entry**—Retain and reach new markets through a streamlined ordering process that includes a fast order-entry process with item recommendations, non-stock and special order options, and optimized counter sales.
 - **Inventory control**—Improve inventory management performance through better visibility into your largest asset by monitoring inventory turns, demand, optimized levels, and resulting profitability.
 - **Value-added services**—Meet increasing customer demands for more comprehensive services from distributors, such as kitting, light manufacturing, assembly, private labeling, and more.
 - **Purchasing**—Make intelligent purchasing decisions with access to a centralized interface that has all the information you need right at your fingertips, including color-coded notifications for problems and exceptions.
- You'll also be able to manage the purchase of both stock and non-stock products with advanced order control, inventory management, and other flexible features.
 - **Complex pricing requirements**—Get a handle on complex pricing requirements, including matrix pricing, pricing discounts, quantity breaks, packaging breaks, contract pricing, and special pricing agreements (SPAs).
 - **Financial management**—Increase your financial insight and meet the challenges of operating multiple locations and companies, with multiple currencies. Infor CloudSuite Distribution can support your company's growth whether it's organic, geographic, or created through mergers and acquisitions.
 - **Rebate claim management**—You no longer have to manage complex rebate processes manually or with clunky tools. With a rebate management tool that encompasses the entire rebate claim process, you can quickly recover the rebates you are entitled to and achieve the best possible product margins.

Gain reliability and security

Infor CloudSuite Distribution is deployed in the Infor CloudSuite, an agile and highly flexible hosting platform that is currently serving more than 2,800 customers and over 45 million subscribers globally. You get a functionally rich, comprehensive, cloud-based suite that is made available through Infor's partnership with Amazon® Web Services (AWS) to give you access anywhere, anytime on your preferred device. With the Infor CloudSuite, you get reliability and security you can count on and the ability to focus on your business, not your technology.



Get the benefits of the cloud

With deployment in Infor CloudSuite, you can:

- **Support expansion**—The solution provides real-time data that is accessible anytime, anywhere. You can allow controlled access to emerging partners, suppliers, joint ventures, and other entities—all of which helps make it easier to launch and expand to new locations.
- **Reduce total cost of ownership**—Because data is no longer stored onsite, you can say goodbye to expensive servers and hardware, and redirect personnel to more strategic activities.
- **Realize a speedier time to value**—With preconfigured yet flexible, industry-leading business processes, templates, training materials, tools, and simulations, you can deploy or upgrade, with minimal upfront investment, in weeks or months—not years.
- **Ensure security and reliability**—With data managed by AWS, you benefit from best-practice protocols in application, network, physical, and operations security, as well as comprehensive monitoring on a highly secure infrastructure. Infor CloudSuite has a 99.9% average historical uptime, and has seen about 1.9 million attempted—and failed—attacks quarterly. With Infor CloudSuite Distribution Enterprise, you get greater reliability, uptime, and security than most companies can achieve on their own.

Address today and tomorrow's challenges

To succeed in today's competitive environment, you need modern tools that help you address today and tomorrow's distribution industry challenges. Infor CloudSuite Distribution offers the functionality you need in one complete solution, with the broadest capabilities from a single vendor—all deployed in the cloud.



Benefits:

- Streamline key processes across your business.
- Optimize every facet of your operation—from inventory and warehouse management, financials, multichannel sales orders, purchasing, and more.
- Keep all of your distribution systems and data current, secure, and reliable.
- Lower costs, increase profits, and reduce risks.
- Gain 24x7x365 access to your core business system and data in an environment that provides greater flexibility, hassle-free ownership, reliability, and security than you could provide on your own.

Get deep functionality, greater flexibility, and lower TCO.

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