



# Infor Distribution FACTS

## Solve business challenges

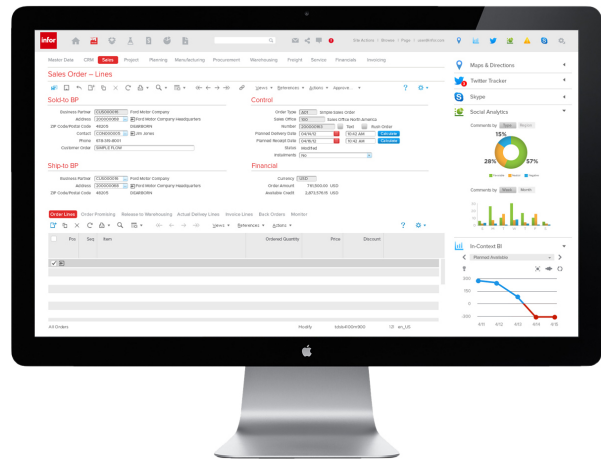
Doing more with less, maximizing productivity, and leveraging new technologies are just some of the challenges that distribution companies face in today's fast-paced business environment. With the ever-increasing financial and competitive pressures on distributors, it's more important than ever to leverage an enterprise resource planning (ERP) solution that's designed to meet today's business challenges and improve your bottom line.

## Deliver value

Infor™ Distribution FACTS makes doing business easier and more cost-effective for more than 2,000 distribution companies nationwide. Designed by Infor experts—with years of domain experience and hundreds of collective years solving distribution IT challenges—Distribution FACTS is a highly configurable ERP solution with industry-specific buying, stocking, selling, and servicing capabilities. Robust functionality and innovative features create high levels of efficiency, accuracy, and convenience, so you can maximize your resources and access to information across your entire operation. Distribution FACTS is easy to implement and support, so you can keep your IT staff levels to a minimum—while its ease-of-use reduces your training costs. The result is the integration, automation, and simplicity you need to optimize your company's performance.

## Drive success

Distribution FACTS maximizes speed and accuracy by accessing and integrating data across your entire operation—eliminating redundant, manual processes and streamlining business functions. Its intuitive, easy-to-use graphical interface allows users to become more productive, faster.



**Supply chain management:** As a distribution company, you sit at a critical intersection in the supply chain. You're responsible for efficiently moving and managing goods and materials, while finding flexible ways to foresee customer requirements and even get ahead of the curve on demand and supply. Distribution FACTS has the right features that will enhance the way you sell, source, and deliver goods to customers:

- **Sales orders**—Give users a fast and accurate tool to manage and monitor the entire sales process from contracts to quotes to invoices.
- **Inventory control**—Allow purchasing agents and warehouse managers to manage by exception numerous distributor functions, including automated replenishment, cycle counting, and warehouse transfers.
- **Purchase orders**—Manage the purchase of stock and non-stock orders, ensuring that purchase order prices are correct, and vendor-item costs and vendor costs contracts are maintained.
- **Warehouse management**—Improve the efficiency of receiving, put-away, moving, counting, picking, and shipping to increase warehouse productivity and accuracy.

**Performance management:** Making informed business decisions is a crucial element in ensuring your company's success. Distribution FACTS' performance management capabilities will help you analyze, manage, and share key information about your operations:

- **Sales analysis**—Improve alignment between sales strategies and your overall business strategy by providing visibility into all aspects of sales performance.
- **Report writer**—Quickly create and customize numerous reports from any Distribution FACTS data file, without needing to do any programming.
- **Pro business intelligence**—Facilitate easy integration with Cognos® business intelligence and performance management solutions with over a dozen pre-defined data cubes. Perform flexible data analysis into your sales, accounting, inventory, and purchasing files.

**Financial management:** In today's business environment, cost pressures and compliance requirements demand efficient, flexible, and accurate financial management. Distribution FACTS will enhance your financial management processes:

- **Accounts receivable**—Allow users to manage the entire receivables process, including credit cards, payment terms, credit limits, payment history, dunning letters, service charges, disputed invoice designation, and invoice history. AR electronic banking allows you to process incoming payments, such as lock box advice, ACH advice, and remote deposits.
- **Accounts payable**—Allow users to manage the entire payments process, including invoice entry, check generation, and the management of payment terms and discounts. AP electronic banking allows the creation of electronic payment advice in a NACHA standard file for use by the bank, as well as for notifying vendors electronically of pending payments.
- **General ledger**—Provide flexible account and profit-center definition, in addition to direct journal entries, recurring entries, reversing entries, drill down/drill back capabilities, allocations, budgeting, financial statements, interface transactions, and unlimited period storage of GL accounts and budget history.

**Business management:** Core processes such as selling, building, and buying from suppliers deserve special attention. Distribution FACTS' business management capabilities give you tools to keep your day-to-day operations running smoothly and your relationships with prospects, customers, and suppliers on sure footing:

- **System management**—Allow users to customize menus and administer security settings, including field-level security. Manage banking activities from a central location.
- **Relationship management**—Manage relationships with prospects, customers, and vendors. Use flexible work centers to manage work flow for those involved in sales, collections, and purchasing.
- **Manufacturing control**—Provide distributors with an efficient system for make-to-order, configure-to-order, make-to-stock, and kitted production.
- **Service and repair**—Manage all facets of a service and repair organization, including field and depot requirements; maintenance and warranty work; as well as tracking usage, costing, pricing, and replenishment.
- **Faxlink**—Fax reports and documents directly from a Distribution FACTS program for speedier collections.
- **UnForm® document management**—Create a paperless office using a tool that produces business-quality PDF forms and includes support for scanned images, such as proof of deliveries and vendor invoices (which can link back to the source documents). The tool uses a web-based interface for document retrieval for both internal and external users (such as customers and accountants) in a secure environment.
- **Job cost**—Maximize sales and profits for project-oriented distributors using a tool that provides dynamic job tracking with extensive reporting features.
- **Application programming interface (API) toolkit**—Allow external computer systems to request information from your system, and permit your system to push data to other systems.

**E-commerce:** With today's pervasive Internet-based business environment, customers and suppliers are requiring that distributors do business with them 24x7. Infor's e-commerce capabilities support around-the-clock, seamless transactions and access to key information, such as order status and product information:

- **Infor Storefront**—Implement a state-of-the-art web interface and attached product catalog that provide a superior shopping experience for both business-to-business (B2B) and business-to-consumer (B2C) websites. The catalog features an easy-to-maintain web portal that efficiently aggregates, manages, and delivers a customer's entire product offering.
- **Electronic data interchange**—Facilitate the electronic processing of inbound and outbound documents, such as purchase orders and invoices.

## See results now

Infor Distribution FACTS is a complete enterprise solution that helps you keep your focus on core business processes and maximize profitability. You don't have the financial resources and staffing to spend time managing and supporting your ERP solution—and with Distribution FACTS you don't have to. Distribution FACTS will reduce your costs, help increase revenue, and enhance service levels. More than 2,000 companies nationwide use Distribution FACTS to:

- Eliminate redundant, manual processes to streamline operations.
- Improve quality, productivity, and profitability.
- Facilitate more informed decision-making to improve performance, increase cash flow, enhance customer service, and maximize resources companywide.
- Maintain secure operations.

**Infor Distribution FACTS makes doing business easier and more cost-effective for more than 2,000 distribution companies nationwide.**



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## About Infor.

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit [www.infor.com](http://www.infor.com).

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