



PRODUCT DIRECTION

Infor Distribution Enterprise (SX.e)

TABLE OF CONTENTS

Introduction to Infor Distribution.....	3
Supporting the Expanding Role of Distributors	4
What Distributors are Seeking	5
Market Landscape	6
Emerging Trends	6
Ongoing Initiatives	6
Strategic Direction	8
Enterprise - Five Year Product Roadmap	10
Enterprise - Next Release	11

INTRODUCTION TO INFOR DISTRIBUTION

Supporting the Expanding Role of Distributors

Infor is now the third largest business software company in the world and the leading provider of business solutions for mid market and tier-1 companies. With over 5,500 customers globally, the Infor Distribution business unit is uniquely positioned to deliver the most comprehensive solutions and services to the wholesale distribution industry.

Our heritage includes some of the most robust and easy-to-use solutions created specifically for wholesale distributors. These solutions have been made greater through optional extended solutions that Infor offers directly, like Demand Planning and Asset Management. In addition, we also work with strategic partners to bring our customers the best possible solutions to complete our offering, including best-in-class CRM, mobile solutions and strategic pricing. More importantly, we work closely with our active, extensive user community to deliver enhancements that put our solutions ahead of the curve. We deliver technology that makes sense to our customers, at a pace they can accept.

In addition, Infor Distribution employees have been serving this market, in many cases, for over 20 years, continuing our tradition of innovation in delivering the technology and tools you need to increase productivity, improve profitability and support growth – today as well as tomorrow.

We are committed to delivering value, addressing necessary changes, and continually providing solutions that help distributors solve their toughest business challenges such as:

- ▶ Expanding internationally
- ▶ Managing their customers' inventory
- ▶ Being available 24x7 through an easy-to-use online storefront
- ▶ Being closer to their suppliers
- ▶ Supporting a mobile workforce
- ▶ Selling to the next generation of buyers
- ▶ Integrating with manufacturing requirements

Infor is best positioned to predict, react, enact, and offer distributors what they need to thrive.

At Infor, we deliver the solutions that drive your success.

What Distributors are Seeking

We spend a lot of time listening to companies and this is what we frequently hear:

- ▶ You want software implementations to be faster, easier, more cost-effective, and less risky. Cost and time overruns are rampant in the software market and are simply not acceptable.
- ▶ You want customization to be minimal or better yet, to go away. You want the software to be designed so that it can meet your current and future business needs without having to write code or hire expensive consultants, and then do it again every time there is an upgrade.
- ▶ You want more value for maintenance, especially as it relates to making upgrades easier and more cost effective, so you can take advantage of new capabilities.
- ▶ You want integration to be easy and flexible so your application doesn't break when another application is changed or upgraded.
- ▶ You want a software provider that is committed to understanding your business and the unique challenges faced in your particular industry. And you want to software to support those specific requirements.
- ▶ You want a solution partner that is ready to support your distribution business even if you are exploring processes that more likely resemble a manufacturer, retailer, 3PL, or some combination.
- ▶ You want an end-user experience that is easy, consistent and requires little training or support, so users can focus on getting their jobs done versus learning a new application.

We understand the many challenges that companies like yours are trying to solve, and the common disconnect between what you need and what other software providers are delivering.

Our vision is for Infor Distribution to be established as the undisputed global software leader for the wholesale distribution market.

MARKET LANDSCAPE

To thrive in this post-recession economy, distributors often need to deliver more than what has been traditionally expected from them. Some distributors are delving into light manufacturing, some the retail arena, while others are exploring the value of resembling 3PLs and taking a more active role in managing their customers' inventory.

In addition to expanding the typical business model, distributors are always exploring new markets to drive organic growth, whether it be geographically or through new lines of business. Regardless of which tactic today's distributor takes to become more competitive in this changing landscape, the pressure to deliver exceptional service continues to rise.

This shifting landscape offers an opportunity for distributors to take a more proactive role in the value delivered from suppliers to customers—actively monitoring inventory demand, detecting trends, and implementing new strategies to help keep suppliers lean and customers satisfied. Advanced technology for synchronizing the data, processes and communications can help you do the job right.

Emerging Trends

These trends are increasingly impacting the traditional distributor models:

Additional Revenue from Value Adds

Increasingly, distributors are assuming responsibility for active manufacturing and assembly operations on behalf of their customers and suppliers for additional growth opportunities. These operations can include traditional value added operations such as kitting, labeling and assembly, or more complex value adds, such as customer-based milling or advanced manufacturing.

Customer Management and Marketing

For distributors, maintaining service levels and meeting the expectations of customers through increasingly customized order activity is where growth strategies succeed or fail. Understanding the value that customers expect and having visibility into the requirements, status and satisfaction of those demands, as well as leveraging that dynamic to target additional streams of revenue, has become critical in ensuring business success.

Distributor Managed Inventory

Distributors are being asked to actively manage and maintain correct inventory levels at a customer's location. Whether the customer, distributor or some combination of both actually owns that on-site inventory, this scenario takes service to a new level. For distributors looking to secure key customer relationships, it's important that they can demonstrate the value of that commitment and service, and charge appropriately for it.

Selling to and Employing the Next Generation

It's no longer enough to have an end-to-end ERP connecting your departments. Your business needs to be connected to your suppliers, customers, and employees. Business contacts are expecting to interact and order from a distributor (B2B) the same way they shop as a consumer on their favorite retail site (B2C). Also, advanced mobile applications are becoming a requirement, not a 'nice-to-have'. In order to bring in and retain the best employees to ensure your continued growth, you have to be available online, mobile-to-mobile and in the cloud.

Logistics and Transportation Management

As companies increasingly serve a decentralized base of operations – whether from having multiple locations, relying on distant suppliers, or fulfilling orders for every customer – visibility and control over an exponentially larger group of variables becomes a critical barrier to growth on a global scope. Complete visibility into transportation methods, geographic scope of operation, and routing between destinations is critical to increasing customer satisfaction and lowering operational costs, especially as fuel charges continue to rise.

Ongoing Initiatives

In addition to being open to new business models, distributors must stay true to their core competencies and make investments to continually raise the standard of service they deliver, and subsequently, each of the following should be taken into consideration:

Advanced Ordering

Because today's distributor is faced with a dynamic network of supply and demand, order generation and management is at the core of delivering customer value. The ordering process needs easy access to information to process the order or request, including detailed customer sales history, product specifications, pictures of the various product offerings, an understanding of what is available to sell, and what replacement products can be ordered.

Balancing Demand and Supply

Managing the inventory lifecycle has never been more difficult, especially as distributors expand to multiple suppliers and seek to serve increasingly diverse groups of customers. Factors such as adequate forecast visibility to dynamic replenishment that directs inventory from the most efficient locations are critical factors in improving inventory management. This requires not only a comprehensive view of what inventory is where, but also the advanced intelligence to drive decisions on what best to do with that inventory.

Warehouse Management

Warehouse management has expanded from the ability to process orders within the four-wall environment, to a critical piece in directing the flow of goods from the original source to eventual destination. From shipment visibility through receiving, putaways, picking, packing, and shipping, the flow of goods from supplier to customer is a major area of value where the capabilities can be a significant competitive advantage. Warehouse management inventory flow, fulfillment times, inventory aging, and labor required for the management of that inventory can contribute up to 27 percent of the cost of goods sold.

Financial Management

Visibility across increasingly extended and complex financial operations is the key to sound financial management. Whether reducing operating costs or keeping an eye on profitability, managing the company budgets, customer account activities, credit extensions, or tracking asset value, strong financial control is critical to the organization's existence.

After Sales Services

Post-sales service has emerged as a common area of operations expected by many distributors today. As distributors seek to expand the role they play within the commercial sales area and seek additional revenue for that expanded role, the ability to manage service, repairs and warranty procedures for both the customer and supplier can contribute significant revenue and create additional selling opportunities for distributors today. Having complete visibility into managing these activities is the difference between this value-add success or failure.

Emerging Technology

We would be remiss if we didn't point out that new technology is one of the most influential drivers affecting the changing market landscape. For every initiative outlined above, there is a technology that can help make that process more effective. We don't suggest investing in technology for technology's sake, but for the real success that can be achieved when a solution is successfully implemented and adopted throughout the enterprise.

Business Intelligence

And perhaps the solution that has the greatest potential to positively impact the bottom-line across all departments is Business Intelligence (BI). For those companies that have been 'getting by' without a comprehensive BI strategy in place, the day of reckoning is approaching, if not already here. Everything is moving faster, and if you don't have the tools in place to get immediate answers to your business drivers, your competition will outmaneuver you. You need dashboards and alerts to point the way, intelligent reporting to provide clarity, scorecards to help set priorities, and analytics to more easily see the big picture.

Technology needs to be viewed as a competitive weapon that is integrated into your business to streamline operations and improve margins. Your challenge is to prioritize those initiatives that will provide you the greatest profit potential and continue to differentiate your offering. This reality serves as the fundamental driver to the future direction of Infor Distribution Enterprise (SX.e).

STRATEGIC DIRECTION

Our vision is for Infor Distribution to be established as the undisputed global software leader for the wholesale distribution market.

Infor is committed to meeting the changing demands of wholesale distributors. In determining future product direction, we evaluate strategic requirements for durable and non-durable distribution markets in general and selected target markets in particular. We look at key solutions areas that will improve market competitiveness, support trends that push distributors to expand their business model, and provide innovative technology that supports the changing market landscape as well as requirements requested by our extensive base of installed customers.

Some key investments we believe will offer the most value to wholesale distributors include:

Hybrid Business Models

For those distributors seeking to incorporate manufacturing initiatives into their business model, it's important to recognize that Infor is uniquely positioned to meet your requirements. Whether through a value added services module or integrating your distribution solution to one of Infor's premier manufacturing ERPs, we have options for you to consider, and we'll continue to explore standardizing this integration.

Another hybrid model we're investigating addresses the growing need for distributors to deliver the same level of product information and service as a B2C retailer. Whether you need to support a full-blown online storefront or just counter sales and a showroom, Infor is interested in supporting these requirements.

Specific Industry Functionality

There are certain industries where Infor has a critical mass of customers, and it makes sense to develop standard enhancements to support the unique requirements of that industry. We work with customers and consultants in these industries (electrical, BMAT, industrial distribution, etc.) to build agreement on what the standard industry packs contain now and in the future.

An Improved User Interface (UI)

The new UI will add a leading edge, web-based user interface and will retain the speed and ease-of-use critical to distributors. The use of advanced controls to provide data visualization, an extendable platform for easy customization, and the adoption of Infor style guidelines will leapfrog what is currently available in the market. Docked in Workspace and leveraging context sensitive BI on the fly, Infor Distribution solutions will redefine the market.

Transformed User Platform Technology

Critical distribution functionality must be available when and where the distributors, and as importantly their partners, customers, suppliers, and employees, need it. That means it must be available on smart phones, iPads, Windows tablets, and touch screens.

Speed to X

Speed to X is both a platform and a philosophy. The current API layer has been augmented with code generation to expose all the data sets as web services that can be leveraged by either java or .NET clients. The same has been done for the application server business logic. This allows for quicker development time to market and easier modification management if customization is required.

Global Market Functionality

The core product will be enhanced to support various requirements for participation in global markets, including payment processing, taxation, translation, etc. Localization and translation to smaller markets will take place opportunistically and with the assistance of local partners.

SaaS / Appliance / Database

As we migrate to the web user interface, accelerating projects to support MS SQL and Oracle databases also increase the appeal of Enterprise. The simplification of settings and default values to be leveraged by the SaaS deployment also facilitate the appliance model. The vision here is simple. Whether you are a 5-user distributor with no physical inventory or a 10,000 user global organization, the Infor Distribution solution can deliver, on-premise or off.

Expand Strategic Partnerships

Infor will invest and expand key strategic relationships when it means offering additional value to enhance the core functionality we already deliver to wholesale distributors. You'll see this in areas like Infor CRM Business with Microsoft, Infor Advanced Mobile with BlueDot Solutions, Gross Margin Optimization and Data Cleansing with epaCUBE as part of the Infor Distribution BI offering, and Infor Solutions built on IBM Power Systems.

Best-in-World Functionality

While all the above initiatives are critical, we must not lose focus on what led to the market share we enjoy in North America and why others cannot offer the same solution breadth and depth, coupled with the corporate strength Infor brings to the table. As the supply chain evolves and functionality is redefined, distributors are compelled to advance or give up. Our customers depend on us to keep ahead of the feature commoditization curve and provide them with the solutions they need today and the innovation they'll depend on tomorrow.

Our commitment is clear. We are investing in our products, our people and most importantly, our customers. Our Infor developed solutions, customer or partner co-developed offerings, and the strategic providers with which we partner, all contribute to Infor offering the most comprehensive solution for wholesale distributors, backed by exceptional services and support.

We are bringing our message to the world with plans to grow domestically and internationally. We're investing heavily in our future and by extension, our customers' future. We challenge ourselves to remain true to our heritage companies and be the best partner we can be, while honoring the commitment and investment Infor has made and looking to the future to deliver on the promise of our full potential.

Recent and planned release schedule / functionality for Infor Distribution Enterprise (SX.e)

CATEGORY	CURRENT OFFERING	STRATEGIC DIRECTION
Customer Service/Mgt	Advanced Ordering Price Optimization Storefront Customer Relationship Mgt. Configuration	Self Service Customer Portal Online Chat Phone System Integration Showroom Sales Portal Customer Optimization Customer Scorecard
Inventory Management	Buyers Control Center Vendor Score Card Vendor Special Price Agreements	Online Vendor Collaboration
Logistics	Warehouse Management Shipping Transportation Management 3PL	Warehouse Voice Activation License Plating
Services	Value Add After Sales Services Rental Storeroom/Toolcrib 3PL/Bill & Hold	3PL Portals Customer Dashboards
Financial Management	Accounts Receivable Accounts Payable General Ledger Financial Dashboards	Global Financials
Business Intelligence	Dashboards Vendor Scorecard Price Optimization	Analytics Executive Intelligence Context Sensitive BI
Data Management	EDI Electronic Transaction Control Center Catalog Content Management	PIM PLM
Hybrid Distributors	Value Added Services Counter Sales	Integration to Mfg solutions Advanced POS functionality
Automated Business Process	Event Management	Cross Application Event Management and Workflow
International	US, Canada, UK localization French Language	Europe, Latin America Middle East, Asia Pacific Localization and Languages
Database	Progress Database	Oracle Database SQL Database
User Interface	Windows Client UI	Consumer Grade Interface Context sensitive functionality Tablet Support Single Sign On
Integration and Interoperability	Infor SOA	Infor ION Connect
Deployment	On Premise	SaaS Cloud Appliance

ENTERPRISE (SX.E) 6.1

Infor Distribution Enterprise (SX.e) version 6.1 is a major release focused on improved usability, enhanced core functionality and improved integration to strategic solutions. Below are some highlights of the release.

Freight allowed flag on PO

Provide a new flag on the Purchase Order header to note (for subsequent AP processing) whether freight should be allowed against the purchase order.

Buyer, Vendor and Product range added to WT RRAR

In order to provide more flexibility when determining what to buy, the Buyer, Vendor and Product Line ranges have been added to the WT RRAR.

Show line/order weight on OE screens

Line and order level weight and cube values are now available for display in Sales Order Entry Line, Extended and Totals screens. The same information has been added to the OE Inquiry.

Margin % and \$ display for line items

The total invoice Margin Percent and Margin Amount will appear on the Totals tab in OEIO. The line items browser in Sales Order entry will also display both margins.

Best price—multi-level customer and rebate price types

Enterprise (SX.e) will now allow for the assignment of multiple customer price types and multiple customer rebate types within a specific Customer (ARSC) or Ship-to (ARSS) account. This will allow the Ship-to or Customer to participate in more than one pricing or rebate program. This functionality allows the customer to receive the lowest price and for the distributor to receive the highest rebate.

Product status based on first receipt date

New Product determination is now based off the first acquisition date or date the product is first available for sale rather than the ICSW record created/entered date. Long Term Surplus calculations will use this date. ICRIS takes full advantage of this new functionality.

Optional Usage Rate Calculation

Provide ability to use either ICSW Usage Rate or Actual Monthly Usage (AMU) to calculate Long Term Surplus in ICRIS. Default settings have been added to ICSW and ICSL.

3PL/Bill & Hold

Within Enterprise the distributor will be able to manage customer-owned inventory, providing timely shipment, replenishment and subsequent billing of totally owned customer product.

Electronic Transaction Control Center

ETCC was developed to manage electronically transmitted documents with greater efficiency and speed. The first release of ETCC will include the EDI855 PO Acknowledgment transaction. However, ETCC was designed for extensibility to allow monitoring, editing and updating of all Inbound and Outbound electronic transactions, including EDI, SOA BODS, SX API, and spreadsheets. Future electronic transactions will be added based upon customer demand.

Taxing Improvements

Provide Taxware integration for Canadian companies and provide the ability to specify the use of either Taxware or Enterprise taxing at a company-level across multiple companies in the same database.

Graphical GL Financial Statement Inquiry (GLIF)

The GL Financial Statement Inquiry (GLIF) is now available in GUI, allowing users to drill into source documents from the GL Financial Statement. This capability was available in the character version but was lost in the translation to GUI.

IC Notes

Allow the user to add notes to specific Inventory Control Transactions once they are created.

Shipping Interface

Provide a generic shipping interface to enable distributors to have more flexibility in selecting which shipping solution to use.

Job Management Improvements

Job Management improvements include the ability to allow jobs to be controlled through the creation of pricing and costing records versus the creation of OE orders and PO purchase orders during the release process. Jobs may now contain multiple prices and costs per line based on dates and will create vendor and customer contract pricing records, which will be used during OE and PO entry. Jobs may now be tied to a specific ship-to, released multiple times (selected lines) and to multiple customers if desired. Other enhancements include the ability to enter 'Price Type' lines on a job, maximum quantities for contract records, entry of prospects on jobs, and Job price/cost approval.

Value Add Improvements

Add Kit Group Functionality

The entry of lines on a Value Add Inventory Component (IN) and an Inventory In (II) section has been enhanced in VAET and VASP to allow the user to enter a kit group set up in KPSG. When the user enters a valid KPSG group, a VA section line will be created for each product in the group.

Add Late Charge Entry Functionality

VAEC (Value Add Enter Late Charges) has been added through which the user will enter charges incurred against a closed Value Add order. A total of this value will appear in the Value Add Inquiry function. A new VAIF tab shows detailed information for each late charge that was entered in VAEC.

Update WIP Totals

Allows a user to indicate the charges against a Value Add section that can be moved to Work In Process (WIP). The section will be manipulated such that the update logic can be run to correctly handle the General Ledger posting while still allowing for additional postings to the WIP account. Prior to this enhancement the section had to be completed in order to move the value to WIP.

Storefront Integration Improvements

Punch Out to Storefront Catalog from Order Entry

Enable the customer service representative to access the Storefront catalog from within Enterprise Order Entry. Users will have the option to order line items from within the catalog, and the system will automatically add them to the Enterprise Order.

Storefront Open Invoice and Account Summary Query

Now sending over Open Invoice information, including details such as Due Date for scheduled future or unpaid split payments. Also mapping scheduled payment amounts to the Transaction Amount field. Enterprise (SX.e) has also been enhanced to support the new Storefront Open Invoice Query.

Storefront Freight Selection

At the checkout screen in Storefront, allow the user to select from multiple carriers and see what price each carrier will charge. Storefront will access a table in Enterprise (SX.e) where freight charges are set up by weight and zip code.

Infor WM Integration Improvements

ASN Support

The integration has been enhanced to provide the necessary integration to support an ASN flowing through Enterprise (SX.e).

Unavailable Inventory

The system will now pass the necessary information to Infor WM as Unavailable Inventory adjustments are made in Enterprise (SX.e).

Real Time Shipment Updates

Real time information is now provided in Enterprise (SX.e) PO, WT and OE inquiries regarding Order Status.

Kitting Support

Access is now provided to Infor WM information from the Enterprise (SX.e) Kit module and Enterprise (SX.e) Build on Demand Kits out of Sales Order Entry.

Total Warehouse Logistics (TWL) 6.1 Improvements

Database Merge with Infor Distribution Enterprise

The TWL database has been merged with the Enterprise database. All TWL specific scripts, app servers, code base, compiles, libraries, conversions, and volume groups remain separate.

Expand Screen Size

Key functional screens have been increased in size to allow for improved UI experience in the TWL Online application.

Close Online Inquiry back to Inquiry List

In key functional areas, the UI has been improved to allow for a Browser based inquiry that retains previous settings between subsequent drill downs.

Update ICSW Last Counted Date from TWL Cycle Count Update

The ICSW Last Counted Date will update each time TWL Cycle Count updates its last count date.

Load Excel from Key Inquiry Centers

Key functional browsers now provide right mouse "Load Excel" functionality for export of selected rows/records in the browser.

Generate Counts by Entering a List

The TWL Online Cycle Count Maintenance screen now allows users to enter a list of bin locations or items/products to generate a manual cycle count wave.

Alternate WH Support

When all warehouses on a single Sales Order are WL controlled, TWL now offers Alternate Warehouse integration support during Order Allocation and Picking if Alternate Warehouse inventory is designated.

Add TWL Carton Info to Enterprise OEIO Inquiry

Provide ability to Inquire on carton and tote information for orders processed through TWL from within Enterprise Inquiry centers using the WL tab.

Have Enter key (<CR>) Activate the Default Button in TWL Online

The Cancel button will no longer be the default button in key functional areas. The default will be the Select or Search button.

New Solutions Enabled at Enterprise (SX.e) 6.1

Infor Distribution Enterprise - Storeroom

A new module developed for the on-site storeroom; the Storeroom manages an integrated supply network to include tool crib and consignment inventory management for their industrial customers MRO inventory and supplies. These managed warehouses will be flagged as managed type warehouses since there will be special processing requirements. A managed warehouse is assigned to a customer/ship to in Enterprise. All invoices, issues and receipts from a managed warehouse will be billed to the customer/ship to for the warehouse.

Infor Dashboards

Infor Dashboards will be released with the new technology stack. This solution will support both an ION and non-ION interface.

Enterprise (SX.e) 6.1 Service Packs Enhancements

Sell from vs. Ship from flexibility on Sales Order

This functionality will allow the distributor to designate the appropriate entity to be credited with the sale as a means to better support Regional Distribution capabilities.

Sell Supersedes First from all Warehouses

Currently, if the system is totally out of Superseded Inventory in the Sales Order warehouse, product is available in other warehouses, and the user allows the system to interrupt their workflow. Then a screen will display listing the warehouses where inventory is available and the quantity available for sale.

Buyer Supersedes Visibility

The Buyers Control Center and WTERA will be enhanced to provide current Supersede information.

Control Price Override

A new option will be available for the specific PDSP records setup for customer pricing (PDSC records) that will show the price cannot be overridden. If the system generated price record found is set to not allow an override of price, then the operator will be prompted with an error message during line entry in OEET if they try to change the price of that line.

ICAMU - Business Logic and Selection Criteria Improvements

- ▶ Ability to see pertinent data for an individually selected Exception Reason and allow removing the exception after reviewed.
- ▶ New fields to Manual Product List screen and main ICAMU banner to allow user to filter down more specifically to products they need to review. These same new fields will be added to the end of the browser to display. User will have option to remove from display on browser.
- ▶ ABC Rank will be added to Mass Update screen.
- ▶ Sort options will be added to allow user to sort data in the browser in a variety of ways.
- ▶ ICSW Seasonality/Trending screen will be added as a new TAB screen to ICAMU detail, to allow user visibility and update at individual product level from ICAMU.
- ▶ OAN Hit exception will optionally be generated at month-end merge only.
- ▶ ICSEU lookup will be added to ICAMU Mass Maintenance for buy/sell units.
- ▶ Operator initials will default in when selecting manual list.
- ▶ Allow for import of a spreadsheet to create a manual list.
- ▶ Add Rollup OAN Usage to ICAMU ordering screen, as is currently only in mass maintenance.
- ▶ ICAMU Product Exception Tabs will have two optional sorts: (1) by exception date or (2) by exception by exception date.
- ▶ Provide SASO Security to allow Manual List option and new Import spreadsheet option.

ICAMA to include monthly seasonal Trending

Enhance ICAMA to include seasonal Trending and store the monthly suggested method in a table. Once stored, allow the user to select the method most often used.

Freight Cost Recovery

Provide the ability to "pass through" freight costs from a specific PO Direct Order, from an AP costing process to a specific Sales Order Header. With this functionality available, the distributor will be able to more accurately invoice a Customer for freight costs incurred.

Integrations

Infor Configuration Integration

Ability to use the TDCI configurator within Enterprise (SX.e) from Order Entry using Build on Demand Kits. Integration will also support the ability to accept orders from Channel Sales.

Support Build on Demand Kits in Storefront

Provide the ability to view and select Build on Demand Kits in Storefront.

Support Corporate Groups in Storefront

Provide the ability to associate Accounts in Enterprise (SX.e) to Storefront logins, enabling this aspect of Corporate Group functionality.

Infor CRM Business 2011

Provide an ION interface to Infor CRM Business 2011. This interface will support a bi-directional interface between Infor CRM Business 2011 and Enterprise (SX.e)

Total Warehouse Logistics (TWL) 6.1 Service Pack Enhancements

Streamline ASN Put Away

Further streamline the put away process as it relates specifically to ASN functionality.

Reserved Inventory (Tag & Hold)

Provide an integrated TWL methodology to reserve inventory to meet customer's need in the scenario when the customer does not require immediate shipment of goods, but the distributor requires an early pick/reservation of the goods in TWL.

Counter Sale Management

Address small fine tuning features identified to support Counter Sale work flow, including stock replenishment.

New Solutions enabled at version 6.1.020

Infor Distribution Showroom

This new solution will enable the distributor to extend quoting capabilities to a browser for a showroom environment. The solution will allow entry of a budget and will track quote-to-budget values as items are selected for the quote.

This document reflects the direction Infor may take with regard to the specific product(s) described in this document, all of which is subject to change by Infor in its sole discretion, with or without notice to you. This document is not a commitment to you in any way and you should not rely on this document or any of its content in making any decision. Infor is not committing to develop or deliver anything described herein.

Infor Corporate Headquarters
13560 Morris Road
Suite 4100
Alpharetta, Georgia 30004
USA
Phone: +1 (800) 260 2640

www.infor.com

The Infor logo consists of the word "INFOR" in a bold, sans-serif font. The letters "I", "N", "F", and "O" are black, while the letters "R" and "A" are red. A small trademark symbol (TM) is located to the upper right of the "R".