

# Time for an *(Infor A+)* Upgrade!

Why upgrade your Infor A+ software? A whitepaper by MCS.

The leading technology experts at Maximum Computer Systems, Inc. (MCS) are here to help you navigate the challenges of rapidly changing world. Master wholesale distribution as you connect to simple yet powerful technology solutions that can protect your customers and sensitive data, save time, cut costs and grow with your business.



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# Infor A+ Upgrade

## Table of Content

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- 1 Table of Content
- 2 Executive Summary
- 3 Benefits of Upgrading
- 4 Failing to Upgrade
- 5 Types of Upgrades Available
- 6 Infor A+ Roadmap
- 7 Maximum Computer Systems, Inc.





# Infor A+ Upgrade

As an Infor A+ user, you have already made a significant investment in your technology. Upgrading provides tremendous value. This document outlines key reasons why companies are upgrading. For over 30 years MCS has been helping customers stay current and get the most value from their Infor A+ investment.

## Preparing distributors for the future

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Our partnership with Infor, a software that builds industry specific business applications, allows us to provide complete, end-to-end solutions and productivity tools to wholesale distributors. Whether you want to drive productivity, efficiency, innovation or prepare your business for the future of technology, we have Infor support solutions for all your unique organizational and operational needs.

As an Infor Gold Channel Partner in North America, we serve the needs of a broad range of customers within the wholesale distribution industry. Our seasoned experts sell, implement, support and help you manage your entire maturation cycle so you can keep growing your business into a highly successful enterprise.





# Infor A+ Upgrade

## Benefits of Upgrading

- The “Best-in-Class” mindset want the latest technology
- Upgrading is the best alternative to replacing a solution
- Upgrades have the functionality that is in alignment with modern business needs
- Advanced technology could lead to new revenue or cost savings because doing business more efficient
- Solutions are more functional
- 70% of companies that are implemented on the latest release are more likely to share data and integrate data
- Upgraded solutions also facilitate collaboration
- Upgrades lead to more functional, usable, and scalable solutions
- Position yourself to utilize current technology
- Scalability is important for midmarket organizations as they grow
- A more modern solution which is achieved through upgrades can support flexibility
- Older ERP versions cannot take advantage to utilize the software on mobile devices
- ERP organizations that are on current versions have access to key performance indicators which is beneficial, operational metrics such as
  - Improvement in internal schedule compliance
  - Cycle time of business processes
  - Inventory turns
  - Complete and on-time shipments
  - Reduction in operational costs



# Infor A+ Upgrade

## Failing to Upgrade

- Businesses miss out on innovative technology which could improve their organization
- Lose business to competitors – others are easier to do business with advance features
- Software does not support current business needs
- Manual processes are still relied upon
- Decision makers don't have access to information due to lack of functionality
- Not enough features to build a solid business case
- Fear of disruption to the business/short term decision
- Lack of support from current ERP vendor
- Lack of development/updates of innovative technology
- Software has become obsolete



# Infor A+ Upgrade

## Types of Upgrades Available

Type	Benefits	Challenges
Functional “Hybrid” Upgrade	<ul style="list-style-type: none"><li>• No additional training for employees</li><li>• Any accrued system customization from the first implementation are migrated forward</li><li>• There are no production efficiencies as new processes becoming available</li><li>• Keeps cost and project scope under tight control</li><li>• Timeline</li></ul>	<ul style="list-style-type: none"><li>• Keeps cost and project scope under tight control</li><li>• Cannot start from scratch</li><li>• Past inefficiencies may remain</li></ul>
Transformational Upgrade	<ul style="list-style-type: none"><li>• Business process review, re-engineering of business process utilizing new versions features, functions, and modules</li><li>• Abandoning legacy modifications</li><li>• Correcting past mistakes</li><li>• Business transformation</li><li>• Business reorganization</li></ul>	<ul style="list-style-type: none"><li>• Greater effort and resource time is required</li><li>• Considerable change can be introduced</li></ul>



# Infor A+ Upgrade

## Infor A+ Roadmap

		2017-2018	Beyond 2018
Features	June	November	
	<b>A+ 10.01.00</b> <ul style="list-style-type: none"> <li>Maintenance release</li> </ul>	<b>A+ 10.02.00</b> <ul style="list-style-type: none"> <li>Pricing structure extended to Ship-To level</li> <li>Add warning of duplicate item number in order entry (OE)</li> <li>Separate Pick List and Pack List default settings OE options</li> <li>Ability to see PO comments during Receipt Validation in Accounts Payable</li> <li>Add U/M to Customer Order History in OE</li> <li>Rebates-Allow 100% discount in OE</li> <li>Added Option and Authority of copying an existing PO</li> <li>MSDS changes for SDS Requirements</li> <li>Suggested Order Process Expansion from ICC AIM Exception Center Inquiry to just allow viewing and removing of AIM exceptions by Item</li> <li>RF Improvements</li> <li>Other ERS Selections</li> </ul>	<b>A+ 10.XX.XX</b> <ul style="list-style-type: none"> <li>Pricing structure extended to Ship-To level</li> <li>Allow Back out of Demand</li> <li>Customer Demand adjustments</li> <li>POs need to allow for all purchases</li> <li>Track 12-month demand and stock-outs to replace YTD bucket</li> <li>Rebate Inquiry Improvements by customer/vendor/item</li> <li>Suspend option for vendors</li> <li>Mass Add, Change and Delete of VENDR/VNITM related records</li> <li>Add Backorder flag at warehouse level</li> <li>Standard pack at the item master/balance level</li> <li>More Flexibility for Cost Load Factors</li> <li>Other ERS Selections</li> </ul>
Tech		<b>Integrations:</b> <ul style="list-style-type: none"> <li>Legasuite Web upgrades</li> <li>Infor CRM, continued verification</li> <li>ION Alerts</li> <li>ION Workflows</li> </ul>	<b>Integrations:</b> <ul style="list-style-type: none"> <li>TBD</li> </ul>





# Infor A+ Upgrade

Maximum Computer Systems, Inc. (MCS), an Infor Gold A+ Partner, has been helping Infor A+ customers upgrade their software for over 30 years. MCS has over 25 Infor A+ specialists and is the largest group of subject matter experts on all areas of Infor A+ in the world. Installing and implementing over 300 A+ upgrades and supporting over 200 customers.

## MCS Solution Areas

- A+ Consulting & Upgrade Services
- Application IBM Power Systems
- High Availability / Disaster Recovery
- Warehouse Management Software (WMS), Radio Frequency (RF), Voice Recognition, and Barcoding
- Internet Security
- Business Continuity
- Electronic Forms
- Cloud Based Taxing Solution (Avalara)
- CloudSuite Solutions
- Infor F9 – Financial Reporting and Analysis Solutions
- Intelligent Open Network (ION)
- e-Commerce (B2B & B2C)
- Enterprise Performance Accelerator Kit (EPAK)
- Customer Relationship Management (CRM)
- Enterprise Asset Management (EAM)
- Electronic Data Interchange (EDI)
- Business Intelligence (BI) and MITS Analytics
- Inventory Planning & Management (IM&P/ AIM)
- Xi Tech Stack
- Graphic User Interface (GUI)/WEB
- Document Management (MaxRecall)
- Connectivity (LAN/WAN)
- Backup and Rapid Recovery
- Server Room Clean Up
- IT Security Solutions

*...And more!*

## Thriving consulting practice with experts in:

- Assessment & Evaluations
- Business Process Review
- Project Management
- Installation Services
- Implementation & Configuration
- Development & Customization
- Integration
- Data Migration
- Training
- Support

**infor**

Gold Channel Partner

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