

The Infor logo is a red square with the word "infor" in white lowercase letters.

# Infor Distribution

## Grow your business

With continued market consolidation and mounting pressure from online retailers and manufacturers, distributors like you are likely finding it difficult to operate profitably when your margins are already so thin. To survive in this increasingly competitive landscape, you need to find ways to differentiate your business and seamlessly reach all channels, while continually attracting and retaining customers.

You can do this, and more, with Infor® Distribution—a complete suite of solutions designed by wholesale distribution industry experts. Infor Distribution is built on knowledge acquired from more than 30 years of working closely with thousands of customers, along with some of the world's largest distribution organizations, special interest groups, and industry councils. Together, we've developed an industry-specific suite of solutions that can help distribution companies tap into new revenue streams, adapt to new business models, support business growth, and more.

Infor Distribution is built to serve the wholesale distribution industry with a microvertical focus to deliver best practices for building materials (BMAT); electrical; industrial; janitorial and sanitary supplies (JanSan); plumbing, heating, ventilation, and air conditioning (PHVAC); and food and beverage distribution companies.

### Infor Distribution:

- Is in use in over 30 countries, supporting 18 languages
- Is used by 6,000+ wholesale distribution companies
- Is used by 17 of the top 20 industrial distribution companies globally
- Is used by 7 of the top 10 HVAC distributors
- Is used by 6 of the top 10 building material distributors
- Is used by 8 of the top 10 electrical distributors
- Is specially focused on BMAT, electrical, industrial, plumbing, HVAC, JanSan, and food and beverage distribution companies
- Is built on 30+ years of wholesale distribution industry experience

## Build strategic relationships with value-add operations

With Infor Distribution, you can provide services to your customers that go beyond the typical distributor-customer relationship. You get the tools you need to manage value-add operations that range from traditional value-adds such as kitting, labeling, and assembly, to more complex value-adds, such as customer-based milling and advanced manufacturing. You can also manage your customers' indirect material and machine supplies by monitoring the warehouse space they have set up for toolcribs, industrial vending machines, maintenance repairs, and operations inventory. In an industry with razor-thin margins, extending the types of services you offer can give you a competitive edge that doesn't rely on beating the competition's price. As a result, you'll be able to grow your business and increase profitability.

## Transform customer engagement

With Infor Distribution, you can better maintain service levels and continue to meet customer expectations with complete visibility into requirements and full support for customized order activity. With access to mission-critical customer information—such as order status, receivables, returns, shipments, and purchase histories—you'll be able to actively manage correct inventory levels (at your location or your customers'), as well as help your customers target additional revenue streams and execute growth strategies. Infor Distribution has the flexibility to grow with you, so that you can keep pace with the evolving distribution landscape. You'll be able to manage thousands of transactions, suppliers, and customers while tracking potentially millions of inventory items.



“

I value our relationship with Infor and can see that Infor cares about its distribution customers. Infor invests heavily in listening to users about what can make the solutions even more effective, and is great at improving the solutions to better meet users' needs.”

David White  
President  
Kyana Packaging Solutions

## Serve your customers with omni-channel engagement

Infor Distribution helps you optimize order generation and management with easy access to key information, including detailed customer sales history, product specifications, pictures of product offerings, non-stock and special order options, and what replacement products can be ordered. You can easily process orders however your customers prefer, such as via e-commerce, electronic data interchange (EDI), telephone, email, counter sales, recurring orders, showrooms, and more.

## Maximize profits with rebate management

With Infor Distribution, you get specialized tools for managing rebates and special pricing agreements (SPAs)—such as EDI support for setup and reconciliation—so you'll no longer need to track them manually. Rebates are a key component of your profit, so timely tracking and recovery is essential. By integrating rebate management into your regular processing, you can reduce administrative effort, while increasing cash flow and visibility. You'll be able to quickly recover the rebates you are entitled to and achieve the best possible product margins.

## Reliably forecast demand

Managing inventory flow, fulfillment times, and inventory aging, as well as the required labor to manage inventory, can make up a significant portion of the cost of goods sold. 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 Infor Distribution can help put you at a significant competitive advantage.

With Infor Distribution, you can review sales forecasts and capture market intelligence with a collaborative workflow that supports automatic forecast methods, competitive forecasting, dynamic grouping, and data aggregation. You'll be able to find the best fit among multiple forecast methods and easily choose the data that best meets your particular demand and forecast needs. In addition, planners can track all promotional activity to monitor progress and adjust forecasted demand, as required. As a result, you'll be able to effectively determine what to buy and when to buy it, so that you always have the right amount of inventory in your warehouses to service your customers.

## Choose the deployment option that works for you

With Infor Distribution, you can take advantage of deployment options that include cloud, on-premise, and hybrid deployments—so you can choose the option that makes the most sense for your business today and maintain the flexibility to meet your company's future needs. When you deploy in the cloud, you can free up capital expenses, such as development resources and hardware that would otherwise be devoted to implementing and maintaining an on-premise solution. This freed-up capital can give you greater flexibility to meet your evolving operational needs, such as investing in value-add services.

More than 6,000 distribution customers run Infor software in over 30 counties.

Some of our customers include:

- Fetim Group
- Huttig
- McNaughton-McKay Electric Company
- Mingledorff's
- OldCastle
- PHS Group
- Rexel
- Sonepar
- Tenaquip
- Western Water Works

When it comes time to deploy, an Infor Implementation Accelerator (IA) can help get your ERP solution up and running quickly, while still benefiting from its flexibility to support future growth. IA for Distribution has industry standard business processes with predefined workflows and training materials built in, to deliver faster implementations, predictable outcomes, and lower total cost of ownership.



**For more information contact:**

Maximum Computer Systems, Inc.

[www.maximumcomputer.com](http://www.maximumcomputer.com)

[sales@maximumcomputer.com](mailto:sales@maximumcomputer.com)

Toll Free: 855-MCS-SUPT | 855-627-7878

Phone: 631-738-0500 | Fax: 631-738-3784

3285 Veterans Memorial Highway | Suite A13 | Ronkonkoma, NY | 11779

## Be productive anywhere

Because Infor Distribution is a modern ERP system built specifically for wholesale distributors, it requires fewer modifications and customizations. This makes it much easier for you to deploy and manage. Not only will new and existing employees find it easier to use, but innovative capabilities—such as enterprise search, configurable user interfaces, and personalized dashboards—will better meet the expectations and needs of today's workforce.

In addition, you get a single, reliable source for all of your information—drawing data from multiple Infor- and non-Infor-based systems across your business. You can monitor your business processes and make better business decisions with integrated tools, such as:

- Business intelligence and KPIs
- Predictive analytics
- Role-based reports and dashboards
- Workflows, alerts, and notifications
- Social collaboration

And, with Infor mobile applications, you can put the power of your Infor solutions on your tablet or smartphone, so you can be productive anytime, from anywhere.

These technologies will change everything you thought you knew about business software.

## Differentiate your business

It's difficult to keep up with the rapid evolution of the distribution market. While pressures are increasing to adapt to new business models, streamline core processes, and boost efficiencies, market changes also bring opportunities in the form of new revenue streams, services, and innovations that can help you differentiate your business.

With Infor Distribution, you'll be able to:

- Offer value-add services that set you apart from the competition.
- Maintain high service levels through customer engagement.
- Reach an expanded customer base through omni-channel sales.
- Ensure you maintain the highest margins with rebate management and SPAs.
- Maximize your ability to quickly meet demand.

**For more information contact:**



Maximum Computer Systems, Inc.

[www.maximumcomputer.com](http://www.maximumcomputer.com)

[sales@maximumcomputer.com](mailto:sales@maximumcomputer.com)

Toll Free: 855-MCS-SUPT | 855-627-7878

Phone: 631-738-0500 | Fax: 631-738-3784

3285 Veterans Memorial Highway | Suite A13 | Ronkonkoma, NY | 11779

# Infor in action.

Our solution can help you solve your most pressing challenges. Take a look at some of our Infor Distribution success stories.

## Fostering collaboration.

For more than 15 years, a US-based, industry-leading HVAC equipment distributor has continued to rely on Infor Distribution to meet its growing needs. When the company added Infor's social collaboration tool, Infor Ming.le™, the company believed that the software was so intuitive that no employee training was necessary.

Within two days, users were creating groups and sharing files. Every employee has become a user and the company relies on Infor Ming.le as an important communications tool.

## Creating differentiation.

To differentiate itself from the competition, a US-based wholesale distributor for the global communications market continues to offer new value-add services to its customers. With Infor Distribution, the company is able to easily scale its ERP capabilities—without having to modify any code—to meet the growing demands these new services put on its supply chain. The company uses

Infor Distribution for nearly every one of its transactions, which average about one billion database-level transactions per week. With Infor Distribution, the company has increased efficiency and productivity, while reducing costs and not losing a single byte of data.

## Integrating business functions.

When a leading French organization that distributes professional products and hygiene equipment was initially acquired, it consisted of 12 companies that were using 7 different proprietary business systems. To establish a shared identity and common processes throughout all of its companies, the organization turned to Infor Distribution to consolidate nearly all of its

management functions, including financial, purchasing, sales, inventory, and distribution. Having grown to 31 companies, the organization now relies on Infor Distribution to integrate and manage all of its business data for analysis, perform deployment forecasts, and optimize schedules.

[Learn more about Infor Distribution](#)



Gold  
Channel Partner

Copyright © 2017 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners. [www.infor.com](http://www.infor.com).

641 Avenue of the Americas, New York, NY 10011 INFDTPI487908-en-US-0317-2



Maximum Computer Systems, Inc.

[www.maximumcomputer.com](http://www.maximumcomputer.com)

[sales@maximumcomputer.com](mailto:sales@maximumcomputer.com)

Toll Free: 855-MCS-SUPT | 855-627-7878

Phone: 631-738-0500 | Fax: 631-738-3784

3285 Veterans Memorial Highway | Suite A13 | Ronkonkoma, NY | 11779