

Integrated Resource Management for True Competitive Advantage



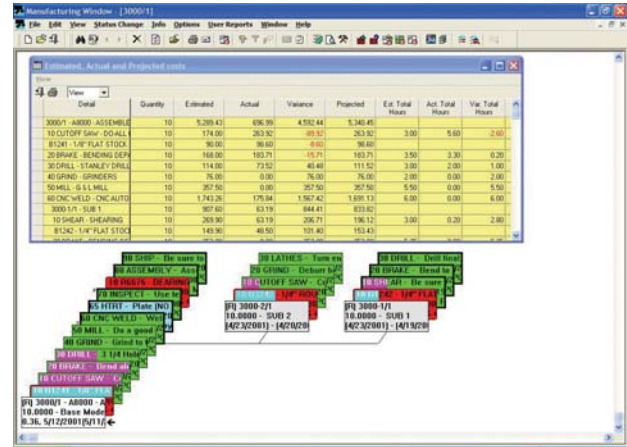
Between the customer order and customer satisfaction there exists a complex web of processes and procedures, the execution of which can make or break a company. Infor VISUAL™'s Resource Management capabilities provide the electronic backbone that has helped manufacturers and distributors around the world successfully streamline their internal processes to eliminate bottlenecks, improve on-time delivery and achieve a significant advantage over their competition.

Our best-in-class solution provides the enabling systems to effectively manage your resources, spanning all your business's major functional areas. It's also fast implementing and easy to use, delivering a rapid return on investment.

Material Requirements Planning (MRP) and Master Production Scheduling (MPS)

Managing the balance between supply and demand is what MRP is all about, and Infor VISUAL's MRP functionality helps you do just that. This powerful tool provides a comprehensive analysis of your material situation, including the suggested action to restore balance. It suggests when to release supply orders (for either purchased or fabricated parts) based on the most up-to-date supply and demand information available, and helps reduce inventory, increase manufacturing productivity and, ultimately, facilitate cash flow.

Working with MRP, the MPS tool translates your business plan, including your forecasted demand, into a production plan using firm planned orders in a true multi-level, optional component scheduling environment. With MPS driving the manufacturing process, you can avoid shortages, costly expediting, last minute scheduling and inefficient allocation of resources.



Infor VISUAL's Resource Management includes:

Materials Requirements Planning and Master Production Scheduling

Quoting & Estimating

Sales Forecasting

Order Management

Order Entry & Invoicing

Electronic Data Interchange

Price Book

Inventory & Purchasing

Production Planning & Control

Quoting and Estimating

Infor VISUAL also allows you to create professional and comprehensive quotations, determine realistic delivery dates based on material and resource availability, and turn quotes into sales orders through its advanced quoting and estimating capabilities.

You can create quotes quickly and easily by copying from another quote, an existing work order, or a bill of material, then modify the new quote to match the customer's specifications. Infor VISUAL computes a cost estimate that includes material, labor, burden and outside services. When awarded a contract, you can easily create both a sales order and a work order from the quote.



Sales Forecasting

The Sales Forecasting functionality automatically prepares accurate forecasts quickly and easily. Whether you require forecasts for hundreds or thousands of items, it selects the best model for each individual series, optimizes the parameters and creates the forecasts. You can easily graph results, view the forecast reports and make discretionary adjustments instantly. Novice and expert users alike will benefit from the power of this tool, as you can either specify the desired methodology or allow the system to choose automatically.

Order Management

Infor VISUAL's powerful order management capabilities allow companies to manage a large volume of customer orders and meet varied fulfillment objectives. The system helps you manage customer orders, allocations, and new product deployment planning throughout your supply chain. It helps you achieve optimized fulfillment, rapid order processing cycles, cost-effective sourcing of inventory to customer orders, and increased revenue with capabilities such as substitution, cross-selling items, and Value Added Services (VAS).

This integrated order processing tool's easy-to-use interface and "drag and drop" capabilities help you save time processing orders. You can use the system to easily manage orders and order status, track your inventory, confirm current and future inventory availability, define primary and alternate warehouses for each customer and reserve inventory for priority customers with future ship dates.

Electronic Data Interchange (EDI)

Any organization that exchanges information, including those involved in procurement/purchasing, finance, trade and transport, health, law, and revenue/tax collection, can benefit from a powerful Electronic Data Interchange (EDI) solution. Infor VISUAL's EDI features can help you reduce paperwork and administrative lead times, send timely business transactions, access information quickly and easily, and eliminate redundant data entry. These benefits allow you to adopt more efficient practices in your operation, including Just-In-Time, Quick Response, and Direct Store Delivery.

You can import firm demand to customer orders, track cumulative quantities, maintain fabricated and raw material authorizations, and manage releases and ship schedules from your customers. Additionally, the customer order import allows you to automatically access and update pricing information, units of measure, contact information, terms of sale, and ship-to addresses, if necessary.

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