



focus on essentials

Competitive Advantage through Superior Supplier Management



Not only is competition severe in manufacturing today, ever increasing customer demands about product quality, pricing and on-time delivery have manufacturers searching for the best way to streamline their processes, reduce inventory and deliver products quickly. To do that effectively and consistently, you've got to have tighter integration with your suppliers.

Regardless of your tier, to achieve competitive advantage you need to have greater visibility into their operations—and they into yours. Infor VISUAL™ provides Supplier Management functionality that does just that.

The truth is, a large percentage of the value in your manufactured products lies in your procured or raw materials. Better management of this supply chain through enhanced visibility, greater collaboration and better analytic tools can result in sustainable gains such as lower inventory, decreased premium freight charges and lower labor costs resulting from unnecessary overtime and part shortages.

Effective supplier management is essential to acquiring materials for manufacturing on time and on budget. Infor VISUAL optimizes your entire supply chain, providing the key to superior supplier rationalization potential.

Process Automation

Process automation equals more efficient, effective business practices, and enhanced productivity. The workflow functionality in Infor VISUAL allows you to automate your business processes and integrate policies and procedures with information flow according to pre-defined conditions or rules. You create the rules that dictate courses of action and the system ensures the smooth, automated flow of information and facilitates the automation of your purchasing department's everyday business activities.

Infor's powerful solution lets you define the important manufacturing process events that trigger the creation and transmission of messages to selected parties. You can easily automate your business processes and integrate policies and procedures with information flow according to pre-defined conditions or rules. Once you define a workflow, you can release this design into Infor VISUAL, where it operates behind the scenes. Various mechanisms notify you of tasks and activities that require action.

With Infor VISUAL's integrated electronic data exchange (EDI) capabilities, you can adopt more efficient practices into your operation by reducing paperwork and administrative lead times, sending timely business transactions, accessing information quickly and easily, and eliminating redundant data entry. The system lets you define the important manufacturing process events that trigger it to create and transmit messages to selected parties. You can easily import firm demand to customer orders, track cumulative quantities, maintain fabricated and raw material authorizations, and gain automatic access to updated pricing information, units of measure, contact information, terms of sale, ship-to addresses and more.

Infor **VISUAL's Supplier Management** includes the following:

Process Automation

Purchase Order Management

Quality Management

Material Release



Purchase Order Management

Infor VISUAL provides you with powerful purchase order management functionality that lets you streamline processes and automate tasks. It helps you to easily segregate your purchasing responsibility from the requisitioning and receiving functions, and to establish controls for authorizing purchase requisitions and ensuring that goods and services are acquired at fair, competitive prices.

The system facilitates purchases that include subcontracted items requiring components to be sent to a supplier, and allows for direct drop shipments to warehouses or supplier locations. Infor VISUAL lets you easily create and use supplier RFQs (Request for Quote), which help you request, obtain and record quotations on the parts you need to fulfill customer orders. This integrated functionality of Infor VISUAL lets you enter purchase orders, order receipts and purchase returns in real time, then the system automatically calculates the necessary adjustments.

Quality Management

When it comes to supplier management, stellar quality assurance functionality is essential. Infor VISUAL provides it with real-time access to engineering specifications, audit results, purchasing surveys, incoming inspections analyzes and more. The system's integrated functionality will help you decrease inspections down to part characteristic level, which means that the goal of dock-to-stock can be achieved via data analysis on a real-time basis. Infor VISUAL also lets you communicate key receiving or in-process issues directly to your suppliers for rapid resolution—and enhanced supplier relationships.

Material Release

Infor VISUAL's in-depth functionality helps manufacturers control the flow of materials and provides the ability to track materials from purchase to customer delivery. The system lets you assign lot numbers for purchased materials at the time of receipt from your suppliers, and helps you track raw material by numbers. Additionally, you can trace customer shipments back to the raw material lot used to produce the finished part.

www.infor.com

500 Lafayette Road
Hampton, NH 03842

Tel: 603.926.9696
Fax: 603.929.3975
Corp. Fax: 603.926.9698

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