

Business Process Applications

“ The overall leader for 2007 was Infor. ”

2007 PERFORMANCE MANAGEMENT VENDOR AND PRODUCT SCORECARD, VENTANA RESEARCH



Be enterprising.

To aggressively grow revenue and expand margins in the face of rapidly changing market conditions, organizations need real-time visibility into business performance—what happened and why—and the ability to adapt plans and actions based on those insights. This is known as performance management (PM).

To achieve this agility, organizations must be capable of quickly and accurately consolidating financial and non-financial data across multiple processes, systems, and technologies. Executives and operational managers must be able to access, analyze, and model relevant information easily and at will. From there, each person must understand what actions to take to measurably advance the organization's performance goals. Enterprising companies leverage proven technology to enable these capabilities, so they can transform strategic plans into positive results.

Leverage experience.

Companies around the world use Infor™ PM Business Process Applications (BPAs) to make enterprise-wide strategic management, planning and budgeting, forecasting, financial consolidation, and financial reporting and analysis easier, faster, more accurate, and more useful.

Using this integrated performance management solution, you are able to collect data quickly over the Internet, eliminating errors traditionally caused by re-keying data



and working with spreadsheets. The data is consolidated and stored in a central, secure database, ensuring that everyone works from a single version of the data and that information can be shared across processes. From there, your organization can leverage the solution's guided workflow capabilities, built-in financial functions, automated processes, pre-built reports, information portals, and a familiar Microsoft® Excel® user interface to monitor, measure, and manage the business effectively.

As your business grows and changes, so can BPAs. This solution's flexible, scalable structure can be modified easily to accommodate mergers, acquisitions, reorganizations, and other requirements. You make the change only once, and the software replicates it throughout the system.

Get business specific.

While Infor PM BPAs offer the functionality and integration you need to optimize your financial management processes across the entire organization, you can choose to deploy the following capabilities all at once or implement them a little at a time. Further, you can tailor these applications to address your specific business, and you can define data access and viewing privileges by user type.



Strategic Management—aligned resources

This BPA provides a simple cause-and-effect framework for linking strategic plans to operational plans, performance measures, and people. In the process of linking these elements, you gain an intuitive, visual method of reporting on how the actions of operating units and individuals are contributing to the success of strategic goals. In turn, this process helps you ensure enterprise-wide communication, participation, understanding, and accountability for strategic success.

Infor's strategic planning capabilities help you understand not only the business events and the source of revenue in a given period, but also whether your strategic plan was implemented, to what degree, and how well. It helps you monitor key performance indicators (KPIs) and gain insights into why some actions were successful while others were not. You also can pinpoint initiatives that can be eliminated without negatively impacting strategic goals, allowing you to better focus your resources.

Planning and Budgeting—informed decision-making and resource allocation

Infor PM helps you model your business to gain a true understanding of your business drivers, then enables you to effectively and flexibly budget for the activities necessary to ensure success.

To understand how your high-level corporate goals are affected by changes in your business, use this BPA to create and compare multiple "what if" scenarios, test assumptions, assess the impact of events, and model your business to meet targets and high-level objectives. With Infor PM's financial and operational planning capabilities, you can model your business using key drivers and view it from multiple perspectives (e.g., organization, product, market, distribution channel, time) to support effective decision-making. Built-in financial functions, cross-dimensional calculations, allocations, and conditional rules help you perform advanced modeling quickly, allowing more time to focus on results and pursue opportunities.

With Infor PM's budgeting functionality, you can design any number of zero-based, historical-based, and rolling budgets and plans. Submit the approved budget passes to the solution's database to create one version of the truth. Because Infor PM's Excel interface sits on top of a single database, you retain the familiar look and feel of a

spreadsheet, but eliminate the spreadsheet drawbacks—version control, and the need to re-key numbers, verify calculations, and fix spreadsheet links. This BPA allows you to shorten and improve the accuracy of tasks such as calculations, allocations, phasing, and currency translations. Using guided workflow capabilities and alerts helps ensure that the enterprise remains on schedule and within guidelines. When a business change occurs, you can adjust the budget and save it to the database, relying on the system to automatically update numbers and reports affected by the change.

Forecasting—accurate prediction

Use this BPA to create statistically accurate forecasts that help you manage performance expectations, make tactical adjustments, and achieve performance goals. With this solution, you can collect forecast information as frequently as needed over the web, through Excel, or from other business systems. Combining the software's workflow and approval processes, statistical benchmark engine, analytic capabilities, and management's judgment and experience, you gain a more accurate picture of future performance.

Forecasting with Infor PM requires no statistical expertise on your part because the software's embedded forecasting engine selects the optimum statistical technique to analyze the data you specify. You can generate rolling forecasts, check the accuracy of submitted plans, and receive automatic alerts that allow you to easily spot issues as they arise and quickly take action.

Financial Consolidation—transparency

Improve corporate accountability, increase transparency, and meet reporting deadlines confidently with this BPA. Use the solution's financial consolidation capabilities to quickly and easily collect data from operating units around the globe, including those with disparate general ledger systems, charts of accounts, and ERP systems. You can access the system via the web or Excel, and consolidate data according to local and international standards, such as IFRS, IAS, and GAAP. Storing the data and all changes to it in a central and secure database, you gain control and ensure one version of the truth.

“ We can better identify true tactics and actions that support our goals. ”

DANA GILMAN, VP, PLANNING & CONTROL, MILES KIMBALL COMPANY

Infor PM's financial consolidation capabilities help you automate key processes such as data loading, consolidation, and validation. You can collect, process, report, and analyze data in multiple currencies, and report on the effects of currency fluctuations. You also can consolidate data from many business perspectives (e.g., geographic region, product line) and multiple structure versions (e.g., this year's results, last year's results).

Financial Reporting—insight on demand

Enterprising companies use this software to automate the generation, formatting, and distribution of book-quality financial statements and management reports that meet regulatory requirements and stakeholder needs. Less time spent preparing and formatting financial reports leaves more time to analyze and run the business.

With this BPA, you can present data in the most useful format—dashboards, scorecards, spreadsheets, color-coded tables, bubble charts, pie charts, bar charts, and line graphs. When performance deviates from established targets, you can direct the software to send early warning alerts via email to enable quick response to problems or opportunities. This solution also enables you to perform ad hoc analysis without the help of IT. You can easily compare actual business performance against budget and forecast targets, drill down from summary numbers into transactional details, evaluate trends, and review the results of currency fluctuations.

Integrated Solutions—extended value

Infor PM BPAs are enhanced with components that provide access to more types of data, more options for delivering information to key decision-makers, and the ability to view data in familiar Microsoft Office environments. With these technologies, companies like yours improve their business results by providing an optimal platform for planning, reporting, and analysis, and by gathering information and sharing knowledge throughout the organization. Consider how your enterprising company can benefit from incorporating Infor PM OLAP, Application Studio, and Office Plus into your BPAs.

See results now.

By implementing Infor's performance management solution, enterprising companies like yours benefit not only from improved process efficiencies, but also from improved performance management effectiveness. With Infor PM BPAs, you gain fast ROI through:

- Aligned goals and resources
- Improved data integrity and quality
- Shortened process cycle times
- Increased time for analysis
- Enhanced operational insight
- Increased financial transparency
- Improved business agility and responsiveness
- Strengthened process and compliance controls

But your return on investment doesn't end there. Infor PM BPAs are based on an open, service-oriented architecture, enabling you to integrate this solution easily with data from your company's existing general ledger, ERP, CRM, and other transactional systems. There is no need to perform costly and risky legacy-system replacements. You maximize not only your existing IT investments, but also your existing knowledge base.

About Infor

Infor delivers business-specific software to enterprising organizations. With experience built in, Infor's solutions enable businesses of all sizes to be more enterprising and adapt to the rapid changes of a global marketplace. With more than 70,000 customers, Infor is changing what businesses expect from an enterprise software provider. For additional information, visit www.infor.com.

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