

The Infor logo consists of the word "infor" in a white, lowercase, sans-serif font, centered within a solid red square. The background of the slide is a dark, blurred image of a warehouse interior with a yellow forklift and several large, light-colored geometric shapes (cubes or boxes) arranged in a pattern on the right side.

infor

Infor Supply Chain Planning

2024

Demand Planning

Product Overview

Summary
 The demand planning process forecasts market demand for a product so it can be produced and delivered more efficiently. Supply Chain Management often begins with a demand plan, based on a statistical forecast, considering factors such as existing inventory and sales and marketing efforts, and specifies product distribution points.

Infor Demand Planning is a next-generation statistical forecasting solution with a best practice library of algorithmic techniques. Users do not require statistical knowledge nor IT support to leverage the advanced forecasting techniques. Automated learning capabilities allow forecasts to be configured using a business approach. The solution also offers inventory optimization to set dynamic safety stock levels at each distribution node, targeting product and channel-specific costs and service level objectives.

Approach to Market

- Target Verticals**
- Food & Beverage, CPG Chemicals, Life Science, Distribution, Industrial Manufacturing, High-Tech & Electronics
- Key Customers**
- Georgia Pacific, Treasury Wine, Kroger, Intersnack, APB Food Group, Ruiz Foods
- Regional Coverage**
- NA: All countries (English, Spanish)
 - LATAM: All countries (Spanish, Portuguese, English)
 - EMEA: All countries (English, French, Spanish, German, Portuguese)
 - APAC: All countries (Chinese, Japanese, English)

Product/Pricing

- Cloud Pricing**
- Priced by item-location combinations and named users with a fee for the base (which is shared with SP and IBP)
- On Prem**
- Available on prem
- Key Capabilities**
- Demand Forecasting
 - Inventory Optimization
 - Scenario Management
- Additional Options**
- Integration with Infor M3 and LN

Positioning

Issues to Look For	Value
Growing complexity of business model, whether product or market driven. Need to manage growing complexity and/or lead time in the production and/or sourcing processes	Profitable growth; Process standardization
Lost sales (stock availability) because of insufficient understanding of where, when and what product will be needed at a more granular level of specification. Metrics may involve stockouts, rising lead times, ATP, excess or expired stock	Greater forecast accuracy; Inventory reduction
High inventory levels, especially if in multiple locations. Even more critical if also experiencing obsolescence. Suggests wrong inventory at the wrong place	Rightsizing of inventory; Higher service level; Waste reduction
Use of spreadsheets or ERP to support forecasting needs	Productivity increase; Accuracy increase

FAQs

Q: Is Demand Planning a part of a suite?
 A: Yes, DP is a module of Supply Chain Planning

Q: Can Demand Planning be implemented as standalone product or should the full suite be implemented?
 A: DP can be implemented as standalone module and can be implemented in conjunction with Supply Planning or Integrated Business Planning / S&OP

Q:Is Demand Planning an integrated solution?
 A: Yes it has a certified integration with M3 and can be integrated with most ERP solutions.

Q:How does it compare with M3 core or additional planning capabilities?
 A: See M3+SCP document, also on Sales IQ, for comparative analysis and messaging

Demand Planning

Typical Benefits



- Improve forecast accuracy of 20 to 40%
- Reduce finished goods inventory investment 10 to 30%
- Decrease inventory obsolescence by 15%.
- Lower product costs up to 20%
- Increase service level availability by 5-10%
- Improved new product launch process
- Solid foundation for S&OP to build greater confidence in operational plan, supporting reduced reliance on incremental buffers

Where We Win



Manufacturers and distributors that operate in make-to-stock, sell-from-stock or assemble-to-order environment.

A key indicator of need involves companies experiencing both poor order service levels and unacceptable inventory levels, whether associated with holding costs or obsolescence. Together, these issues suggest a significant opportunity to benefit from greater granularity in forecasting. It is not uncommon for firms to look at demand from too high a level of aggregation, which can mask issues that arise in supply chain or manufacturing execution.

Testimonials



AB World Foods: Gary Brooks, Head of Supply Chain: *"We have seen some profound benefits throughout the phased implementation. In the case of inventory planning, we have already increased our service levels from 91% to 96%."*

iNovaPharmaceuticals: MarnoDekker, Head of Supply Chain: *"Infor Demand Planning helps us cut through the clutter, enabling us to make better decisions in our S&OP meetings."*

Differentiators



- Self-tuning Forecasting
- ABC XYZ Classification
- Integrated Inventory Optimization
- Demand Sensing
- Comprehensive Scenario Management
- Collaboration
- Exception Management
- Standard integrations with Infor LN and M3

Supply Planning

Product Overview

Summary

Supply planning manages inventory supply to meet the demand/sales forecast targets, through production or procurement, under financial and service goals. It factors in logistics, lead times, minimum order levels, production leveling and safety stocks, among others.

Infor Supply Planning is a best-in-class planning solution, balancing tradeoffs in production, sourcing, inventory, distribution, labor, and warehousing for improved outcomes. The more complex the decisions, permutations and constraints involved, the greater its value.

With highly configurable modeling, the solution evaluates all options to satisfy demand, within rules, constraints, and requirements, to generate optimized feasible plans. Scenario analysis helps identify the most desirable option given user-defined rules and priorities.

Approach to Market

Target Verticals

- Food & Beverage, CPG, Chemicals, Life Science

Key Customers

- Kirin, Georgia Pacific, Central Valley Meat, AB InBev, Intersnack, Minsa, Asahi, Kroger, Treasury Wine Estates, DuvelMoortgat, Molson Coors

Regional Coverage

- NA: All countries (English, Spanish)
- LATAM: All countries (Spanish, Portuguese, English)
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- APAC: All countries (Chinese, Japanese, Thai, English)

Product/Pricing

Cloud Pricing

- Priced by item-location combinations and named users with a fee for the base (shared with DP and IBP)

On Prem

- Available on prem

Key Capabilities

- Master Scheduling (MPS)
- Push/Pull Production
- Network-optimized Balance of Supply and Demand
- New Product Introduction
- Least Cost Formulation, optionally integrated with PLM
- Distribution and Transportation Resource Optimization

Additional Options

- Integration with Infor M3
- Recipe/Blend/Formula Optimization
- Disassembly/Cut Optimization

Infor Positioning

Position	Value
Planning managed by spreadsheets or point solutions for DRP, MRP, MPS and/or ATP	Productivity Increase; Process standardization
Dynamic capacity due to changing facilities and production lines, suppliers, networks, access to supply, product portfolio, etc. Unique problems that require very flexible modeling to optimize based on profitability, revenue, cost, utilization, availability, etc.	Higher asset utilization; Greater throughput
Complex manufacturing processes, e.g., multi-step or multi-phase, long lead time-production where incoming materials are processed into intermediaries, and then later into finished goods for packaging	Reduced WIP and FG inventory; Reduced production costs
Recognized need to be smarter and faster in reacting to demand shifts and/or supply variability (e.g., harvest yields)	Increased service levels
Short shelf-life issues that require efficient movement of product through supply chains to minimize obsolescence and enhance freshness	Reduced obsolescence and waste

FAQs

Q: Is Supply Planning a part of a suite?

A: Yes, SP is a module of Supply Chain Planning

Q: Can Supply Planning be implemented as standalone product or should the full suite be implemented?

A: SP can be implemented as standalone module and can be implemented in conjunction with e.g., demand planning or integrated business planning / S&OP

Q: Is Supply Planning an integrated solution?

A: Yes it has a certified integration with M3 and can be integrated with most ERP solutions.

Supply Planning

Typical Benefits



- Decreased inventory and production costs: 10-20%
- Increased customer service levels: 5-15%
- Improved manufacturing throughput: up to 30%
- Reduced raw materials costs: up to 30%
- Minimized finished goods inventory: up to 50%
- Decreased procurement costs: up to 15%
- Reduced obsolescence and waste: up to 15%

Where We Win



- Make-to-Stock or Sell-from-Stock process industries
- Multi-site Manufacturers with Complex Supply Chains:
 - Manufacturing sites: where to produce
 - Warehouse sites: cost-to-serve
 - Contract manufacturing: outsource vs. in-house
 - Sourcing options: multiple sources for materials
- Operational Complexity with Multiple Permutations/Options
 - Multi-step production: coordination of stages, e.g., maturation, fermentation, transitions, by-/co-products
 - Seasonal Stock Builds
 - Push-pull production

Testimonials



Kirin: Kenji Maeda, Senior Manager IT Planning Department
With Infor Supply Planning, the user interface for changing our model settings can be done easily by an end user, who doesn't have to be an IT specialist. This allows us to use Infor Supply Planning as an optimization engine for our weekly demand and supply plans and utilize Infor Production Scheduling for highly-effective periodic production plan scheduling in the factories.

Minsa: Álvaro Caballero, Planning and Systems Corporate Manager
"We are able to create 'what if scenarios' now. What if we opened or closed a plant or a distribution center? In a current market of constant change, this has proven extremely useful."

Differentiators



Traditional solutions examine Materials Resource Planning (MRP), Distribution Resource Planning (DRP), and Capacity Resource Planning (CRP) in a stepwise fashion --yielding plans that are not optimized across all possible options.

Infor Supply Planning considers all relevant variables simultaneously – including structures, relationships, and constraints. Flexible business logic enables scenario simulation for impact analysis.

Production Scheduling

Product Overview

Summary
 Production scheduling includes planning various activities like procuring manufacturing input goods, investment, labor, logistics, etc. for a specific time period, in a sequential manner, to prevent any resource shortfalls that might halt production.

Infor Production Scheduling is the leading production scheduling software in process industries, with proven ability to reduce production costs and improve on-time delivery performance. The solution builds on 25 years of experience helping food, beverage, chemicals, pharmaceuticals, biotechnology, and consumer goods manufacturers to improve profitability.

Approach to Market

- Target Verticals**
- Food & Beverage, CPG Chemicals, Life Science
- Key Customers**
- Heineken, Kirin, Asahi, AB InBev, DuvelMoortgat, Molson Coors, DöhlerRoggel, Mars Wrigley, Spendrups, Treasury Wine Estates
- Regional Coverage**
- NA: All countries (English, Spanish)
 - LATAM: All countries (Spanish, Portuguese, English)
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Product/Pricing

- Cloud Pricing**
- Priced by production plant and named users
- On Prem**
- Available on prem
- Key Capabilities**
- Multi level scheduling and sequencing of process, storage, loading and unloading operations
 - Synchronized batch and tank planning
 - Management of enabling resources and utilities
 - Scheduling of raw materials (decoupled products) and byproducts
 - Sequencing on complex change over rules and matrices
- Additional Options**
- Integration with Infor M3

Positioning

Issues to Look For

Value

Complex sequences and cleaning requirements, where advantage is to be gained by changing the sequence and minimizing preventative maintenance, cleaning and changeovers
Lost sales (stock availability) because of inability to plan and re-plan with volatile and scarce supply. Metrics may involve stockouts, rising lead times, ATP, excess or expired stock
High inventory levels, especially if in multiple locations. Even more critical if also experiencing obsolescence. Suggests wrong inventory at the wrong place
Growing product portfolio and sales. Need to manage growing complexity and/or lead time in the production and/or sourcing processes

Process standardization Productivity increase
Rightsizing of inventory Higher service level
Inventory reduction Waste reduction
Profitable growth

FAQs

- Q: Is Production Scheduling part of a suite?
 A: Yes, PS is a module of Supply Chain Planning
- Q: Can PS be implemented as standalone product or should the full suite be implemented?
 A: PS can be implemented as standalone module and can be implemented in conjunction with supply or demand planning
- Q: Is PS an integrated solution?
 A: Yes it has a certified integration with M3 and can be integrated with most ERP solutions.
- Q: Can PS be integrated with MES?
 A: Yes, it's possible, but mostly done via ERP for alignment
- Q: How does it compare with M3 core or additional planning capabilities?
 A: See M3+SCP document, also on Sales IQ, for comparative analysis and messaging Infor Competitive Intelligence

Production Scheduling

Typical Benefits



- Increased on-time delivery performance by up to 5%
- Decreased lost time due to changeovers by as much as 30%
- Reduced cycle times by over 20%
- Reduced production costs by up to 10%
- Increased capacity utilization and throughput between 10% to 40%

Where We Win



- Multi-site manufacturers with complex process production:
- Operational complexity with multiple permutations/options
 - Multi-step production: coordination of stages, e.g., maturation, fermentation, transitions, by-/co-products
- Breweries and bottling plants with tank and enabling resources

Testimonials



Döhler, Jan Ten Have, Head of Supply Chain Cluster:
"Without Infor Production Scheduling, we wouldn't have been able to meet our current demand (volumes), which was dramatically higher than the same time last year. Also, our visibility on capacity utilization has significantly improved as well."

Molson Coors: Director Supply Chain Planning: *"Infor Production Scheduling allows us to incorporate more detail into the planning process, increasing from 7 million to 38 million the number of variables that we factor in. The accuracy from the additional detail enables us to reduce inventories while maintaining our high customer service levels."*

Differentiators



Manufacturers who mix, blend, brew, cook, react, or distill have scheduling challenges that are different from those in other industries. They must be able to perform constraint-based scheduling to optimize product flow and resource capacity of vessels, tanks, and lines.

When this can be accomplished in a collaborative environment that allows everyone to work from the exact same schedules at the same time, it's easier to optimize resources, maximize capacity, and minimize downtime. And with the ability to quickly and easily see key performance metrics, manufacturers can gain immediate access to the right information to improve schedule efficiency and make better decisions, faster.



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