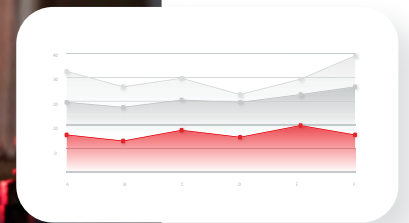
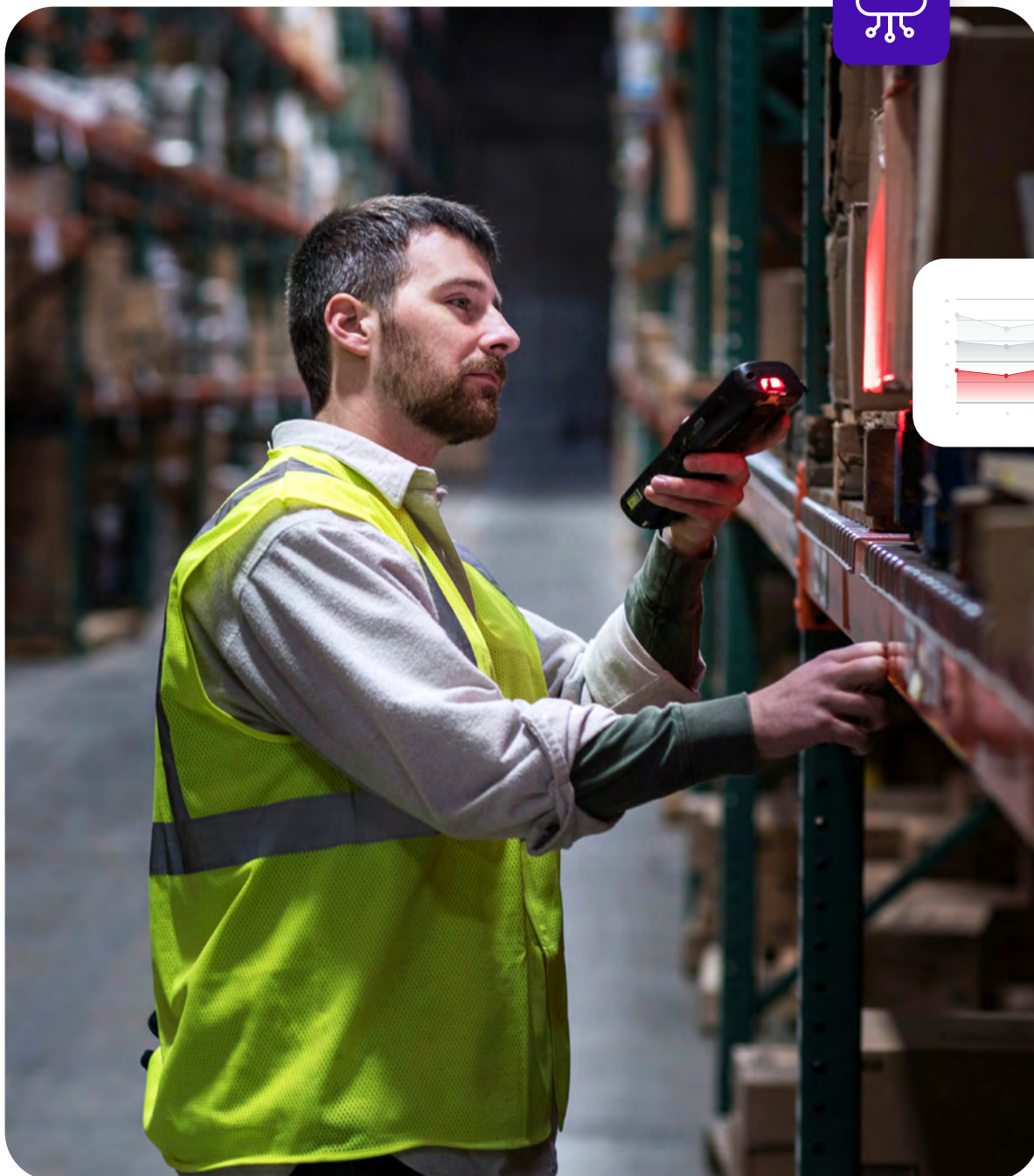
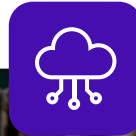


Infor CloudSuite Distribution Enterprise

A cloud-based solution to help wholesale distributors drive
innovation and productivity



Overcome distribution challenges with a powerful cloud-based solution

Distributors face complex business challenges that are not easy to tackle. The ability to address these challenges can directly impact an organization's profitability, growth, and ability to keep up with the competition. Key challenges include:



Empowering the workforce to enhance productivity

Labor quality, union challenges, labor shortages, remote work, and time wasted on repetitive tasks can all negatively impact employee productivity



Overcoming new types of competition

Determine how to focus resources to navigate dynamic markets, stay ahead of existing and emerging competitors, and address disintermediation



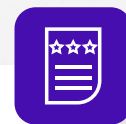
Optimizing operations to increase profitability

Find ways to automate key business processes to reduce costs, optimize pricing strategies, and support business growth



Handling disruptions in the supply chain

A lack of visibility into updated information and analytics makes it difficult to balance demand spikes with supply chain disruptions and shortages



Evolving customer expectations

Effectively meet the growing demand for faster deliveries, omni-channel fulfillment, personalized and virtual buying experiences, and customized solutions

Infor CloudSuite™ Distribution Enterprise is a comprehensive, cloud-based enterprise resource planning (ERP) solution built specifically for distributors. It includes preconfigured workflows, micro-vertical capabilities, and a variety of core and advanced applications embedded within the ERP to help organizations address these key industry challenges. Its underlying Amazon Web Services® (AWS®) multi-tenant cloud architecture, combined with the Infor™ Industry Cloud Platform, supports both short- and long-term success—delivering optimal security, agility, and scalability.

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Drive innovation and productivity with Infor CloudSuite Distribution Enterprise

Wholesale distributors are under immense pressure to adapt their operations to keep pace with new industry trends and competition, while managing supply chain disruption and evolving customer expectations. Customers and employees now expect to work the way they live—using collaborative technology that's accessible anytime, anywhere, on any device. Online-only distributors, retailers, and digital marketplaces are forcing distributors to find new ways to compete with these modern, innovative players. Meanwhile, some suppliers and customers are bypassing distributors altogether to cut costs.

Distributors are no longer defined by the inventory they carry. In the digital age, they are defined by their ability to act as innovative partners. New technologies like artificial intelligence (AI) are disrupting the industry. To remain competitive and relevant in a rapidly changing environment, distributors must determine how to adopt AI to better understand their customers, improve operations, develop new services, and boost profitability.

Built specifically for global wholesale distributors with complex, evolving business models, Infor CloudSuite Distribution Enterprise is a comprehensive enterprise solution. It features proven, prebuilt processes and advanced capabilities on a flexible, scalable platform that fosters innovation and growth—helping organizations better serve customers, stay ahead of the competition, and increase revenue.



Infor CloudSuite Distribution Enterprise also offers an Essentials edition that provides a lighter feature set. This edition is primarily suited for small and medium-sized business (SMB) distributors in North America who do not require all the capabilities included in the full version of the Infor CloudSuite solution.

With Infor CloudSuite Distribution Enterprise, companies can optimize every facet of their operations, including sales, inventory and warehouse management, financials, omni-channel engagement, value-added services, and more. Distributors gain end-to-end visibility to manage transactions more efficiently and make faster, better-informed decisions



“ We knew we wanted to move to the industry’s best-practice cloud ERP, and we selected Infor CloudSuite Distribution Enterprise on that basis. The Infor technology stack, including Infor OS delivered on a true cloud platform, now allows us to focus on the future and the functionality required to remain nimble, flexible, and responsive to changing market conditions and competitive pressures. ”

Brett Perkins

Chief Operations Officer, Cellnet



Transform your business with an agile, innovative cloud solution built for distributors

Whether it's expanding omni-channel sales, increasing margins, differentiating through value-added services, or optimizing productivity, these demands rely on modern technology—prompting distributors to take a fresh look at their business and core competencies to determine the best path forward.

Infor CloudSuite Distribution Enterprise is a comprehensive, flexible solution offering proven, industry-specific capabilities to streamline and automate critical business processes.

Here's a closer look at some key capabilities in this powerful solution—built specifically for distributors to enable innovation and support business transformation.



Infor CloudSuite Distribution Enterprise ERP

Take advantage of a single global solution that empowers wholesale distributors—across every department, every site, and every country. The core ERP capabilities within Infor CloudSuite Distribution Enterprise deliver everything distributors need, including purchasing, complex pricing, warehouse and inventory management, manufacturing, sales and financial management, supply chain management, rebate management, value-added services, and more.



Infor Industry Cloud Platform

The Infor Industry Cloud Platform combines industry-specific AI, advanced analytics, data, integration, app development, and extensible solutions in a multi-tenant cloud. As the backbone of Infor CloudSuite Distribution Enterprise, this composable platform delivers all the functionalities you need to unify, automate, analyze, and extend your Infor strategy.



Business intelligence and analytics

Infor's data and insights for distribution leverage advanced business intelligence (BI), machine learning (ML), and analytics to optimize supply chain, logistics, and other distribution-specific processes. This data management and analytics suite offers advanced solutions—including AI-powered analytics, comprehensive process intelligence, robust data fabric, and enterprise performance management (EPM)—all designed to provide actionable insights and support more strategic decision-making. Integrated seamlessly with other enterprise systems, Infor's solutions offer end-to-end visibility, empowering distributors to run smarter, more efficient operations.



Infor Time to Value for distribution

Infor's Time to Value implementation methodology provides a prescriptive, phased, and transparent deployment approach tailored to the unique needs of wholesale distributors. By leveraging pre-configured industry-specific processes from the Industry Process Catalog and advanced role-based workspaces, distributors can get up and running fast to streamline operations, optimize supply chain efficiency, and adopt best practices with reduced risk and effort.



Prebuilt processes

Business processes, data models, and user experiences common to distributors across various micro-verticals are prebuilt and available in Infor CloudSuite Distribution Enterprise—minimizing the need for customization and third parties, and helping you achieve value faster.



Advanced role-based workspaces

Infor CloudSuite Distribution Enterprise includes advanced role-based workspaces tailored to specific employee roles, providing access to data, analytics, and experiences most relevant to your staff. These dashboards are designed for specific personas within your organization, allowing them to easily access the information they need to do their jobs effectively.



Eliminate barriers to process innovation with Infor Velocity Suite

Infor Velocity Suite is a package of solutions and services that makes process innovation easy and impactful. Solve your business challenges with Infor's catalog of Infor Value+ process automation—prebuilt using Robotic Process Automation (RPA)—along with Infor GenAI and Infor Process Mining. Our Infor experts implement it all for you.



Advanced features



Warehouse mobility

Automate standard warehouse and production processes—from goods receiving, picking and packing, and dispatch to inventory transfers, physical inventory counts, and manufacturing order reporting. Enable users with real-time data to respond immediately to critical tasks while improving inventory accuracy and end-to-end traceability.



Over-the-counter sales

Streamline over-the-counter sales in branch offices and showrooms with an efficient, intuitive order entry process that supports everything from finding the right product to handling shipping details and payments. This helps your sales team serve more customers faster, which increases overall customer satisfaction.



Demand planning

Improve delivery performance, reduce excess inventory, and avoid product obsolescence. Automated, advanced forecasting capabilities allow you to create and compare different forecasting methods using standard formulas. Dynamic grouping and data aggregation enable you to develop and distribute improved demand and forecast versions. With favorite views and exception management features, your forecasters can easily filter and group data.



Rebate management

Easily and quickly recover your eligible rebates and optimize your product margins by leveraging a rebate management tool that handles the end-to-end rebate claim process.



Enterprise analytics

Provide personalized metrics for roles or individual users who need to create specific key performance indicators (KPIs), including the ability to easily create or edit metrics. Leverage additional enterprise information for users who need to blend data across Infor applications or third-party systems.



Document capture

Process documents digitally so you can intelligently classify them and easily extract data. Documents and data can then be processed using business logic in Infor CloudSuite Distribution Enterprise.

All the possibilities, powered by Infor Industry Cloud Platform

The Infor Industry Cloud Platform provides Infor CloudSuite Distribution Enterprise users with a composable technology platform of advanced technologies and solutions, serving as a unifying foundation for the entire business ecosystem while helping accelerate innovation at the pace that's right for you.

The Infor Industry Cloud Platform helps you achieve real, lasting value from digital transformation across the following solution areas:



Industry AI

Unleash the full potential of your data with powerful prescriptive, predictive, and generative AI (GenAI) embedded into your industry-specific workflows and solutions.



Data and insights

Gain actionable insights to drive more strategic decision-making and deliver superior performance. Tap into AI-powered analytics, process mining, robust data fabric, and more.



ERP add-ons

Accelerate innovation with prebuilt, quick-to-deploy Infor ERP add-ons. Each harnesses advanced technologies like AI and RPA.



Application development

Rapidly design, build, extend, and deploy enterprise apps—easily and at scale—using no-and low-code tools on our enterprise application platform.



Integration

Use our integration Platform as a Service (iPaaS) to connect your systems for smoother, more efficient operations, accurate data, and faster response times.



Marketplace

Quickly find prebuilt solutions that complement your ERP systems in our online portal. Search for relevant offerings by industry, region, and line of business.

Built on the world-class cloud infrastructure of Amazon Web Services

Infor is built on AWS, the market leader in cloud-based Infrastructure as a Service (IaaS) and Platform as a Service (PaaS) for more than 10 years. By leveraging Amazon's multi-billion-dollar annual investment in technology research and development (R&D), Infor's industry-specific CloudSuites are better equipped to deliver on the company's core mission: building critical industry capabilities.

Infor has partnered with AWS to deploy Infor CloudSuites in over 10 AWS regions and 27 availability zones worldwide—and that footprint continues to grow to meet evolving customer needs.

Infor CloudSuite solutions are designed to run seamlessly across multiple availability zones, using active/active high-availability clustering. This enables customers to benefit from high-performance, scalable solutions backed by the reliability and security of the AWS network.



Maximizing value at every stage with Infor Customer Success portfolio

Infor's portfolio of customer success and support offerings helps you to maximize the value of your Infor CloudSuite Distribution solution at every stage—from initial planning through long-term optimization. With prescriptive methodologies, expert-led services, and industry best practices, Infor provides a clear, predictable path to success. Our approach ensures you can efficiently implement solutions, optimize business processes, and drive continuous innovation.



Design before you sign

Infor Engage Workshops provide a structured approach to strategic planning, aligning your business goals with Infor CloudSuite capabilities during the sales process. Led by experts, these sessions focus on identifying key value drivers, outlining expected outcomes using industry value maps, and determining how Infor CloudSuite can support your operations. The result is a clear action plan, budgetary estimate, and roadmap for success. By setting priorities and defining success criteria upfront, Infor Engage Workshops help manage expectations, reduce risk, and ensure a smooth transition from planning to implementation.



Preconfigured industry workflows

Infor's Industry Process Catalog presents a comprehensive library of preconfigured, industry-specific workflows designed to help you adopt best practices from day one. Built on decades of industry expertise and real-world customer use cases, these workflows reduce the need for customizations, accelerate adoption, and enhance operational efficiency—enabling you to standardize processes and get the most out of your Infor CloudSuite solution.



Prescriptive approach to implementation

Infor's Time to Value methodology offers a standardized, transparent, and efficient approach to Infor CloudSuite deployments, helping you align your business with industry best practices and proven workflows. This structured, phased method ensures that each deployment stage follows predefined steps, guiding the project from start to finish with clarity and precision. Led by industry experts, the methodology incorporates structured change management, collaborative project governance, and complete visibility at every phase—enabling businesses to track progress, set realistic expectations, reduce risk, and ensure a smooth transition to the cloud.



Comprehensive data management

Infor Data Services supports a data-first implementation approach, streamlining your cloud migration and laying a solid foundation for data management and governance. It simplifies data cleansing, mastering, migration, and ongoing management—helping reduce risk and accelerate deployment timelines. With improved data quality and accessibility, you can achieve faster, more reliable deployments while empowering your teams with real-time, actionable insights that enhance efficiency, productivity, and collaboration.



Strategic support and continuous optimization

Infor CareFor Success, Infor's flagship customer support program, helps you maximize long-term value from your Infor CloudSuite solutions with strategic guidance, expert-led workshops, and enhanced technical support—all included in the license for eligible customers.

You'll have a trusted advisor who provides clear direction, aligns your technology with business goals, and helps you develop a tailored success plan. Expert-led sessions deliver focused insights to improve system performance and identify new opportunities. You'll also benefit from enhanced support through a dedicated expert who helps resolve issues quickly and ensures you get the most from your solution.



Fully managed cloud operations

Infor CareFor Managed Services lets your team focus on business priorities while we handle system performance, updates, and administration. With a global team of certified specialists, you receive ongoing monitoring, maintenance, and technical guidance to keep your Infor CloudSuite solution running at peak efficiency. We actively manage cloud updates, troubleshoot issues, and optimize system performance to reduce disruptions and minimize risk. By reducing operational overhead, businesses can focus on strategy, innovation, and delivering value to customers.



Advanced consulting and innovation

Infor Global Advanced Services provide the specialized expertise needed to accelerate innovation, improve operational efficiency, and achieve measurable business outcomes. With well-defined service packages, you can seamlessly integrate AI, automation, and process intelligence into your operations—maximizing the value of your Infor CloudSuite investment while minimizing complexity.

The last upgrade you'll ever need

ERP upgrades will be a thing of the past with Infor CloudSuite Distribution Enterprise. The embedded cloud-based digital platform ensures that you'll always have access to the latest industry features, regulatory updates, and the highest level of security protocols.

Plus, Infor CloudSuite Distribution Enterprise delivers a significant return on investment (ROI) with an accelerated time to value. The cloud-based solution can quickly scale to support your business growth and expansion without the cost and resources required from on-premise solutions.

Stay current with functional and technical advancements, and innovate at your own pace. Drive productivity, ensure supply chain continuity, optimize operations for greater profitability, elevate customer satisfaction, and lead the market with Infor CloudSuite Distribution Enterprise.





About Infor

Infor is a global leader in business cloud software products for companies in industry-specific markets. Infor builds complete industry suites in the cloud and efficiently deploys technology that puts the user experience first, leverages data science, and integrates easily into existing systems. Over 67,000 organizations worldwide rely on Infor to help overcome market disruptions and achieve business-wide digital transformation.

infor.com

**Lead distribution forward
with Infor CloudSuite
Distribution Enterprise**

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