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Distribution-specific cloud ERP for efficiency, agility, and growth
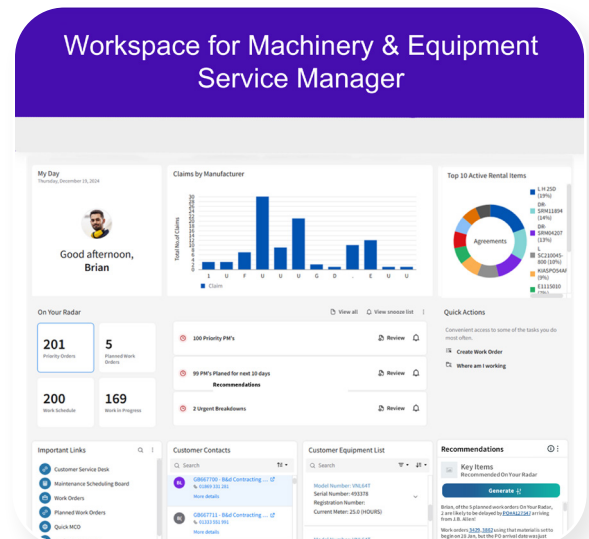
At Infor™, we believe that true digital transformation starts with deep industry understanding. That's why we've made strategic investments to build software that's not just industry-specific, but micro-vertical specific. Our solutions are designed to address the unique processes, compliance needs, and growth opportunities of distribution micro-verticals—from machinery and equipment to building materials, as well as electrical and grocery, and beyond.

Unlike generic enterprise resource planning (ERP) platforms that require costly customization, Infor delivers preconfigured, cloud-based solutions with built-in best practices tailored to your specific business. This approach reduces implementation time, lowers risk, and accelerates time to value—giving you a competitive edge.

Infor's distribution cloud ERPs are purpose-built to help you meet today's challenges head-on—with embedded artificial intelligence (AI)-driven automation, real-time visibility, and micro-vertical specialization. When you combine our ERP with Infor's best-in-class applications— such as eCommerce (Rhythm), supply chain management (SCM), warehouse management system (WMS), business intelligence and analytics (Birst), and configure, price, quote (CPQ)—you get a fully integrated CloudSuite™ tailored to your specific needs. This delivers end-to-end operational agility and real-time insights, enabling users to be more productive and make quick, informed decisions.

Whether you're distributing electrical components or automotive parts, renting equipment, or offering value-added services such as kitting and assembly, Infor delivers the tools you need to optimize operations, accelerate time to market, and drive profitable growth.

We support a wide variety of distribution micro-verticals, including:

- Machinery and equipment
- Electrical
- Grocery
- Building materials
- Auto parts
- Plumbing and HVAC
- Equipment rental
- Industrial supplies

	We understand the industry challenges	**Solutions capabilities**	**Benefits and results**
Machinery and equipment	Machinery equipment dealers and distributors must manage complex rental pricing, product life cycles for customers, spare parts inventory, and service operations—all while minimizing costs and maximizing profitability.	Infor CloudSuite is built to support advanced rental and leasing, comprehensive parts management, remanufacturing, and equipment life cycle management. It handles complex product configurations and flexible pricing models, and includes tools to effectively manage service management and planning.	Gain increased sales order productivity, higher margins, improved order processing and fulfillment, more first-time fixes, and lower costs associated with inventory obsolescence, outbound transportation, and trade payables.
Electrical	Electrical distributors must process high-volume orders across regions and sales channels, manage diverse inventory, and handle complex pricing models, supplier rebates, and kitting and assembly services to ensure maximum profitability.	Infor CloudSuite is built to manage complex, high-volume orders with dynamic rules for various pricing scenarios. It supports supplier rebate agreements through seamless claims processing, while also offering kitting and assembly service management.	Achieve higher revenue through better inventory availability and visibility, improve order management productivity, lower operating costs, and enhance margin optimization through volume-based rebates and automated claims processing.
Grocery	Grocery distributors require high-volume, multi-channel order processing, precise delivery scheduling, and strict food safety compliance—while managing fresh product availability and supporting processing and packaging needs.	Infor CloudSuite enables efficient high-volume order management across various channels, AI-driven demand planning for precise deliveries, and integrated quality and compliance for optimized inventory and processing in one comprehensive solution.	Increase revenue with better inventory availability, boost financial planning productivity with optimized forecasting, improve sales productivity with streamlined order management, and reduce costs with effective warehouse and inventory management.
Building materials	Building materials (BMAT) distributors must handle high-volume, multi-channel orders, diverse inventory, along with complex pricing models and supplier rebates, while also having the flexibility to evolve into assembly, manufacturing, and equipment rental to drive incremental revenues.	Infor CloudSuite is built to support complex order management, dynamic pricing scenarios, supplier rebate agreements, manufacturing and assembly processes, and equipment rental capabilities.	Improve sales order processing productivity, reduce customer service and warehouse costs, optimize margins with seamless dynamic pricing, and lower product development and landed costs through integrated manufacturing—while maximizing rental equipment availability and enabling more first-time fixes.

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We understand the industry challenges	Solutions capabilities	Benefits and results
Auto parts		
Auto parts distributors need to manage high-volume orders, complex pricing models, supplier rebates, diverse inventory, and warranty claims to protect margins—while still meeting customer expectations.	Infor CloudSuite offers high-volume, multi-channel order management, complex pricing model support, supplier rebate management, automated warranty claim processing, and auto parts inventory management to address supply chain disruptions and increase warehouse efficiency.	Increase revenue through better inventory availability, improve order productivity with streamlined order management, reduce inventory costs, and optimize margins through volume-based rebates and automated claims—boosting warranty claim revenue and lowering costs.
Plumbing and HVAC		
Plumbing and heating, ventilation, and air conditioning (HVAC) distributors must manage high-volume order processing across channels, diverse inventory, complex pricing models and agreements, supplier rebates, warranty claims, rentals, and service operations—all while protecting margins.	Infor CloudSuite is built for high-volume order management, dynamic pricing scenarios, supplier rebate agreement processing, warranty and claim management, as well as rental, service, and maintenance management—helping ensure maximum asset profitability through the proper allocation of equipment, parts, and people.	Enhance sales order processing productivity, reduce customer service and warehouse costs, optimize margins with seamless dynamic pricing, and streamline warranty claim revenue and costs through automated claims processing—increasing first-time fixes with outcome-based agreements and predictive service management.
Equipment rental		
Equipment rental distributors must meet diverse customer rental needs, maximize equipment utilization, differentiate with optimized customer service, and maintain a complete financial picture to effectively run the business.	Infor CloudSuite supports rental pricing agreements based on time or usage, complex configurations, delivery and service rental planning for fleet utilization, advanced workshop and mobile field service, and multi-level, consolidated financial tracking.	Increase sales effectiveness and margins with flexible pricing and order fulfillment, improve rental equipment availability and utilization, boost service technician productivity by automating routine tasks and quality assurance timelines, and enable better decisions with asset valuation and life cycle profitability tracking.
Industrial supplies		
Industrial supply distributors must handle high-volume, multi-channel orders, diverse inventory, complex pricing models, and supplier rebates—addressing customer demand while protecting margins and expanding into assembly, manufacturing, rentals, and service.	Infor CloudSuite is built to manage complex, multi-channel orders, dynamic pricing scenarios, supplier rebate agreements, as well as manufacturing, assembly, and equipment rental and servicing—supporting additional revenue streams and evolving customer needs.	Increase revenue from better inventory availability, enhance sales order processing productivity, optimize margins with seamless dynamic pricing, reduce product development and landed costs through integrated manufacturing, and improve rental equipment utilization with first-time fixes—fully automating the process to reduce service management and administration costs.

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"(Infor) CloudSuite has proven to have everything we need to successfully operate our complex distribution business. We are proof that this works—we are live, we are successful.
We now have the platform and tools to make our employees more productive, and our business runs more efficiently."

Ken Miller
Information Technology Director
Wajax

"Infor CloudSuite Enterprise has brought us a high level of standardization for our ERP and helps us maintain the data integrity we need."
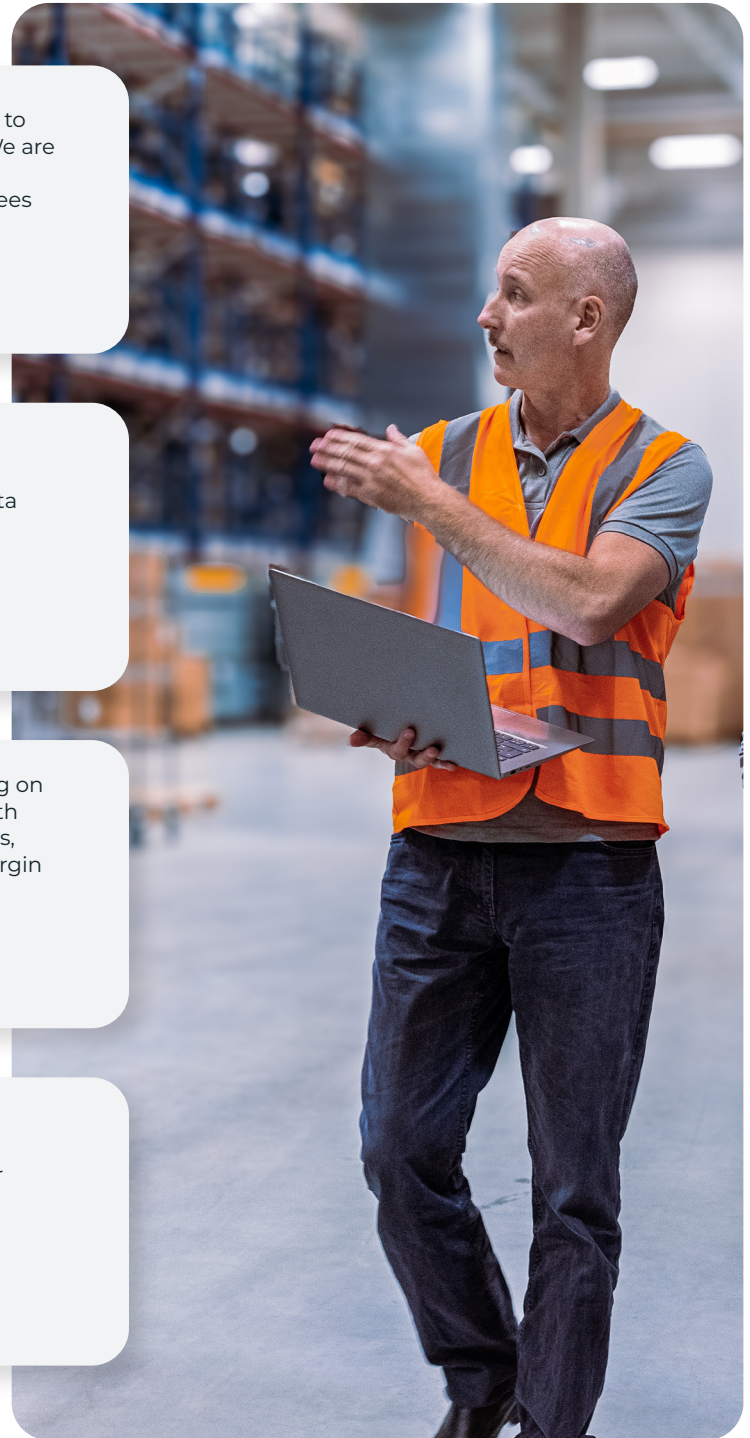
Billy Willoughby
Senior Solution Architect
Wheeler Fleet Solutions

"We launched an intelligent, AI pricing widget to help bring on a new salesforce and help them with customer pricing with recommended margin. As a result, in the past four months, we've seen revenue increase by over $700,000 US and margin increase of roughly $500,000 US."

David Magee
Chief Technology & Information Officer
Turtle

"By deploying RPA and proof of delivery, we were able to save 50–75% of our field and accounting work, making our processes a lot more efficient."

Todd Fischer
Vice President & Chief Information Officer
Endries International

All the possibilities. One connected platform.

Infor Industry Cloud Platform is the technology backbone of Infor CloudSuite, bringing together industry AI, data and insights, integration, application development, and Value+ solutions in one connected, composable cloud platform. Built with unmatched security and reliability, it enables you to operate with confidence and innovate as your business evolves.

Solution areas

Industry AI

Unleash the full potential of your data with prescriptive, predictive, and generative AI powered by industry AI agents embedded into your workflow.

Data and insights

Gain actionable insights to drive strategic decisions with AI-powered analytics, process mining, a robust data fabric, and enterprise performance management.

Value+ solutions

Accelerate innovation with a catalog of prebuilt Infor solution add-ons for enterprise automations, insights, and advanced workspaces.

Application development

Rapidly design, build, extend, and deploy enterprise apps— easily and at scale— using intuitive no-code and low-code development tools.

Integration

Unify your systems for smoother, more efficient operations, accurate data, and better response times with advanced validation, monitoring, and versioning.

Included in Infor CloudSuite

Infor Industry Cloud Platform: Establish a secure, scalable foundation with built-in services for security, application programming interface (API) access, scripting, data handling, and document management.

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.

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Discover how Infor CloudSuite is built for distribution

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