

Cut the leaks, keep the profits

Quantifying the financial impact of an ERP investment in manufacturing and distribution

Five-minute read for CFOs

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Leaky ERP.

Legacy ERP systems—which are often on-premises, fragmented, inflexible, and disconnected from customer outcomes—no longer meet the demands of modern enterprises.

For the modern CFO, striving to enhance financial performance and ensure compliance, the right technology investment is vital. Especially when so many of these projects fail to meet expectations.

To help you navigate these waters, Infor commissioned Forrester Consulting to conduct a Total Economic Impact™ (TEI) study to examine the potential **return on investment** enterprises may realize by deploying Infor CloudSuite.

Here we present a selection of findings from the study.

TL:DR

The composite organization generated

114% ROI

through their Infor CloudSuite investment

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You are not alone.

Many organizations struggle with the same challenges. Prior to investing in Infor CloudSuite, TEI interviewees complained of:

- Siloed financial systems and reporting
- Finance teams focusing on admin instead of generating value
- Mergers and acquisitions riddled with complexity

> We couldn't even consolidate payroll information across six systems. By the time you had the data, it was already outdated
>
> CFO, Industrial Products Organization

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Your business is unique. Your objectives aren't.

Finance leaders want the same thing:



Simplify finance operations and processes



Streamline purchase order creation, supplier invoicing, and financial reporting



Enhance security, reliability, and risk management

> Our goal was to support 20% business growth without adding headcount, and Infor allowed us to do that and more.
>
> CIO, Food and Beverage Organization

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Cut the leaks.

Infor CloudSuite's impact on financial accuracy and control was one of the most critical benefits highlighted by interviewees. They explained that before implementation, their organizations relied on spreadsheets and manual processes to track pricing, promotions, and inventory levels.

With Infor CloudSuite, the composite organization benefitted from:

↑ 40% increase in productivity for finance, procurement, and data management teams by year three

↓~75% Vendor pricing updates and billing cycles slashed from 30 days to roughly a week

↓ 70% decrease in revenue leakage

QUALITATIVE RESULTS

Accelerated month-end close and reduced manual reconciliation

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Keep the profits.

$3.3M

Streamlined financial reporting and centralized master data resulted in **$3.3 million** worth of resource savings.

$5.7M

Reduction in 3PL warehouse fees worth **$5.7 million** over three years.

$2.5M

Better production planning, demand forecasting, and inventory allocation saves **$2.5 million.**

$1.5M

System-enforced pricing logic, accurate costing, and inventory tracking sees **$1.5 million** in revenue recouped.

114% ROI

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Download the TEI study for the full break down.



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