

BROCHURE

Become a more innovative supply chain finance partner with Infor Nexus

Supply chain finance

Today's companies are grappling with how to manage their supply chains better while expecting their finance providers to be partners in innovation. Infor® provides a turnkey, customer-facing solution to support supply chain financing needs. Receivables financing and approved invoice financing can be bolted on with a simple user interface and rapid integration within weeks, fully supported by Infor. Going a step further, a more robust open account platform fully equipped with document matching and digital trading partner connectivity can become a bank's extension to deliver embedded financing and settlement service into the supply chain. Moreover, it can be white labeled with the bank's brand.

By partnering with Infor, banks can transform into instant innovation partners for their clients. The platform is quick to deploy, and Infor handles the technology and supplier maintenance in collaboration with the bank to deliver white glove service.

■ **Orient Craft Ltd., which supplies ready-made garments and home furnishings to retailers in the United States and the United Kingdom, relies on Infor to manage multiple customers, factories, and access to capital through finance provider RTS, on a single network.**

Financial services providers can increase revenue, reduce risk, reduce costs, and become an important partner to their customers. By offering clients a full suite of Infor financial supply chain products, financial services providers can deliver one single platform that digitizes the supply chain, while embedding a unique supply chain data signal for credit risk assessment and associated financing product offerings into the process.

Discover options that successfully support supply chain financing needs:

OPEN ACCOUNT PLATFORM	PAYABLES FINANCING PROGRAM	RECEIVABLES FINANCING PROGRAM
Digital document matching and trading partner connectivity integrated into corporate ERP systems	Approved invoice financing program rapidly delivered through direct ERP connections to the buyer and a simple user interface to the supplier	Receivables financing program rapidly delivered through direct connections to client's ERP
Financing and settlement services embedded into the supply chain (pre-export finance, payment guarantees, etc.)	Digitally orchestrates documentation and money movement; includes Infor's Program Management and Supplier Onboarding	Digitally orchestrates documentation and money movement; includes Infor's Program Management and Supplier Onboarding

What Infor Nexus provides to make banks successful

Over time, banks have the flexibility to determine which services to leverage through Infor including:

- Mitigate risk through data analytics
- Sales support
- Implementation design, development testing, project management
- Supplier on-boarding and training
- Customer service

“ We recently started a relationship with RTS International to factor invoices from our customers, such as Zara and Abercrombie & Fitch...RTS International mitigates the risk of cash-flow disruptions, provides us with immediate liquidity and helps us better utilize our banking limits.”

ANOOP DHANDA

Executive Director (Finance), Orient Craft Ltd.

Acquire key benefits that benefit all partners

By tightly coupling service offerings with a robust and configurable suite of products that combine financial and supply chain execution information, financial service providers can offer innovative products that reduce costs, drive efficiencies and increase the value delivered to clients.

The result: Corporates get a leading-edge supply chain finance platform delivered in months, while financial service providers streamline operations, increase revenue, and reduce risk.

With Infor Nexus™, financial services providers can:

- Offer a single platform to enable multiple financial services (payment assurance, factoring, pre-shipment, receivables, payables, and inventory financing)
- Digitize clients' supply chains through advanced document management tools
- Improve client relationships by meeting increasingly complex risk and financing requirements
- Provide white-labeled, customized financial services for specific buyer and supplier ecosystems to further differentiate offerings
- Increase revenue opportunities by increasing days of funding, and financing shorter term maturities that would not be possible with paper-based and manual processes

Provide your clients with a digital supply chain finance platform today

Infor's existing product suite delivers:

- **End-to-end document management tools**—Capture documents on the system directly from the responsible party via integration, online, or mobile tools
- **Improved processing efficiencies**—Streamlined document management, automation, and exception management tools increase the speed of transactions, while using fewer resources
- **Advanced messaging framework**—Connect all parties in clients' supply chains and eliminate data rekeying
- **AppXpress extension tools**—Build platform extensible capabilities to drive differentiation and custom applications to clients
- **Advanced analytics**—Manage large amounts of data to mitigate risk and identify trends and opportunities

Increase revenue streams

Tap into a global network with deep visibility to deliver new forms of financing earlier and at more frequent milestones in global trade transactions.

Bring innovation to supply chain partnerships

Offer customers an innovation platform to digitize supply chain processes and enhance collaboration with trading partners.

“ While large corporates have achieved some level of automation through sophisticated enterprise resource planning systems, around 80% of data used in matching are sourced from documents residing with external parties. This manual matching process is time consuming, often resulting in a delay of the trade financing cycle, which impacts the supplier's ability to meet their working capital needs, most of whom tend to be small and medium-sized businesses. This strategic partnership (with Infor) addresses this gap and reduces capital related costs and risk from the supply chain.”

MICHAEL SUGIRIN

Global Head, Open Account Trade Product Mgmt., Standard Chartered

Drive digital transformation

Eliminate paper from operational processes and workflow, improve documentary compliance, and harness a multi-enterprise infrastructure to enable new opportunities for collaboration and services.

Mitigate risk

Obtain visibility and transparency into buyers and sellers to leverage the credit of the strongest link in the chain, while offering financing to smaller suppliers that normally would not qualify. Accelerate funding approval by bypassing email and paper document review.

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