

Infor Financials for Distribution

AI-driven financial management embedded within Infor CloudSuites, purpose-built for distribution



Finance has evolved far beyond traditional accounting. Today's Chief Financial Officer (CFO) is expected to forecast performance, drive business improvements, develop new revenue models, and support enterprise-wide decision-making. In distribution, the CFO's financial focus is shaped by industry-specific challenges, ensuring financials are optimized across every operational process that drives the business.

Financial impact of distribution industry challenges

Industry challenges	Financial impact
<p>Margin pressure</p> <p>Rising transportation, labor, and inventory costs squeeze margins.</p>	<ul style="list-style-type: none"> • Reduced profitability • Less flexibility for strategic investment • New revenue sources required
<p>Demand volatility</p> <p>Rapid demand shifts disrupt inventory management and service level planning.</p>	<ul style="list-style-type: none"> • Overstocking • Stockouts • Increased working capital requirements
<p>Supply chain disruption</p> <p>Global instability and extended lead times disrupt fulfillment.</p>	<ul style="list-style-type: none"> • Reduced order fill rates • Higher freight costs • Alternative suppliers required
<p>Evolving customer expectations</p> <p>Customers expect faster delivery, real-time availability, and value-added services.</p>	<ul style="list-style-type: none"> • Increased service complexity • Margin erosion

Industry challenges	Financial impact
<p>Workforce and skills shortages</p> <p>Labor shortages across logistics and warehouse operations strain productivity.</p>	<ul style="list-style-type: none"> • Increased overtime costs • Operational inefficiencies • Slow digital adoption
<p>Sustainability and ESG compliance</p> <p>Environmental, social, and governance (ESG) compliance adds pressure to document sustainable sourcing and reduce carbon footprint.</p>	<ul style="list-style-type: none"> • Additional reporting requirements • Increased costs
<p>Data silos and disparate applications</p> <p>Disconnected systems limit visibility across operations and financial performance.</p>	<ul style="list-style-type: none"> • Limited insight into profit drivers • Slower decision-making

How Infor helps

Infor supports the financial needs of local and global distribution businesses of all sizes and complexities. From standard accounting and reporting to modern strategic business functions, the AI-driven financial capabilities embedded within Infor™ CloudSuites for Distribution bring financials closer to distribution-specific processes—helping you operate more cost-effectively while maintaining full control and regulatory compliance.



The Infor advantage



Distribution-specific financials

Infor delivers integrated financials optimized across distribution-specific processes, embedding financial capabilities directly into the workflows that drive your business. This eliminates ineffective workarounds and better aligns finance with operations.



Global: 70+ countries

Operate across multiple entities globally in a single instance with standard localization support for 72 countries.



Single source of truth

A centralized platform with embedded analytics, key performance indicators (KPIs), dashboards, and AI agents that surface insights across your unified data.



Global financials: Simultaneously comply with group and local requirements—depreciate the same asset against both international and US generally accepted accounting principles (GAAP) rules in a single system



Localization: Standard tax support for 72 countries in a single instance—no partner extensions needed



Global shared services: Comprehensive capabilities for accounts payable and accounts receivable (AP/AR) invoicing, dunning letters, and accounting for multi-entity financial shared service centers



Cost accounting depth: Unparalleled capabilities revealing how margins are built and how they can be protected



Analytics: Embedded reports, KPIs, dashboards, a flexible data fabric, and agentic AI for conversational data interaction



Global risk & compliance (GRC): Ensure transactions, master data, and system access are compliant—making audits easier and preventing fraud



Advanced rental management: Plan capital expenditure, asset life cycles, and depreciation with unique visibility into asset profitability

Infor financial management portfolio

Infor’s comprehensive financial management portfolio addresses all traditional and strategic financial and accounting needs in a single, centralized platform embedded within Infor CloudSuites™ for Distribution.



Financial accounting

- Accounts payable
- Accounts receivable
- Cash management
- Fixed assets
- Tax
- Multi-ledger/GAAP



Business controlling

- Financial planning
- Reporting
- Costing
- Project accounting
- Expense management
- Inventory valuation



Corporate management & compliance

- Localizations
- Governance, risk, and compliance (GRC)
- Financial consolidation
- Strategy, planning, and execution (ESG)
- Intercompany shared service support

AI-driven financials for distribution

Infor CloudSuite’s powerful financial capabilities integrate with core distribution processes—from rebates and commissions management to point-of-sale (POS) transaction accounting to full insights into rental profitability. A unified CFO workspace brings together the information needed on a single screen to evaluate performance, enhance decision-making, and take corrective action.

Capability	Why it matters	How Infor helps	Business outcomes
CFO workspace	Distribution CFOs need real-time visibility into KPIs tied to operational performance.	Pre-built distribution KPIs: inventory days, employee turnover, gross margin, fill rate, and more.	Faster, data-driven decisions, improved reporting productivity, and enhanced forecast accuracy.
Project cost management	Managing requirements as integrated projects—not disconnected orders—closes the gap between customer commitments and bottom-line performance.	Project-based billing, accurate revenue recognition, customized billing schedules, and call-off management.	Lower receivables aging, reduced ordering material and services costs, and improved project margins.

Capability	Why it matters	How Infor helps	Business outcomes
POS accounting	Retail and POS transactions create reconciliation gaps when disconnected from general ledger (GL).	Automatically upload sales ticket data from POS via standard application programming interfaces (APIs), with real-time updates to the GL, stock, and payment provider fee tracking.	Reduced inventory markdown and obsolescence, fewer reconciliation errors, and faster close.
Rebates and commissions	Manual rebate tracking leads to missed claims and inaccurate accruals.	Volume-based or tiered rebates with automated claims and expiry notifications.	Higher claim recovery rates, improved trade payables, and margin protection.
Landed cost	Untracked logistics and supplier costs erode margins—full cost consolidation reveals true profitability across channels, products, and markets.	End-to-end costing, including supplier and third-party charges across all business lines.	Accurate product-level profitability that prevents margin erosion on every transaction.
Rental profitability	Rental assets require lifecycle tracking to understand the true return on capital.	Full rental asset lifecycle profitability, fleet valuation, and advanced leasing plan support.	Optimized equipment utilization, better capital allocation, and improved asset return on investment (ROI).
Warranty and claims	Untracked warranty funds and claims leak revenue and profit while inflating service costs.	Warranty fund accruals, monitoring, and extended warranty revenue call-offs.	Maximized revenue from warranty claims, improved cost accounting productivity, and reduced service cost exposure.

Proven customer results

40%

increase in finance team [productivity](#)¹

90%

reduction in auditing [costs](#)²

75%

decrease in vendor pricing updates and billing [cycles](#)¹

70%

less revenue [leakage](#)¹

“Infor Enterprise Performance Management (EPM) has completely transformed our financial operations. Reporting that once took days now happens in seconds, empowering faster, more confident decision-making. For the first time in our history, we completed our budget on time.”

Josh Vogeler
CFO
Frontier Co-op

“Infor GRC streamlines manual processes we previously relied on. It offers monitoring and reporting, making it a solution that can quickly provide insights to address any issues that arise.”

Debbie Whitmire
CFO
Miller Industries



¹ Forrester Consulting. (2025, June). *The total economic impact of Infor Industry CloudSuite*. <https://www.infor.com/resources/total-economic-impact-infor-industry-cloudsuite>

² Mona P. (2024, December 24). *Global specialty vehicle manufacturer reduces auditing costs by 90% with Infor Governance, Risk, and Compliance*. Infor. <https://www.infor.com/blog/miller-industries-grc-customer-story>

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](https://www.infor.com)

Make faster, more informed decisions with Infor Financials for Distribution

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