



NUCLEUS
RESEARCH

INFOR EPM IMPROVES FINANCIAL PROCESS PRODUCTIVITY BY 20%

ANALYST

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THE BOTTOM LINE

Nucleus interviewed multiple Infor EPM customers and found overarching benefits following deployment including span streamlined operational efficiency and costs, and enhanced financial planning and reporting capabilities. Specific cited quantitative benefits include a 20 percent improvement in financial process productivity since upgrading, substantial retired server costs, and an over 30x acceleration in processing times for roll-up models.

Organizations should migrate to dedicated CPM solutions like Infor EPM streamline financial management for organizations, enabling strategic agility and precision.

OVERVIEW

By providing an integrated platform for the consolidation, analysis, and reporting of financial data, dedicated CPM solutions like Infor EPM enable organizations to transcend traditional, siloed approaches to financial management. They enable a holistic view of financial performance, streamline financial processes, and enhance accuracy in forecasting and budgeting. This granular level of insight and control fosters agile decision-making, allowing organizations to rapidly respond to market changes and operational challenges. Furthermore, the automation of routine tasks reduces manual errors and frees up valuable resources for strategic analysis and planning. Dedicated CPM solutions are instrumental in driving efficiency, providing strategic insights, and ultimately enhancing the financial agility of organizations, marking a pivotal step in the evolution of financial data management and analysis.

**Improve financial
process productivity
by 20%**

INFOR EPM

Infor EPM is a Corporate Performance Management (CPM) solution adept at managing a range of financial processes including budgeting, forecasting, financial reporting, consolidation, as well as sales and operational planning. The most recent iteration of Infor EPM is designed for the cloud, and facilitates third-party application integration via data injection and ETL functionalities. It is compatible with both Infor Data Fabric and Data Lake, allowing it to access and utilize data from the Infor OS platform and external databases. This ensures efficient data integration and the ability to write data back into third-party systems and applications, such as Infor Birst. Infor EPM enables connections to applications located both in the cloud and on-premises. Thanks to the Infor Application Studio, users have the capability to create automated processes and enhance the functionality of Infor EPM, improving analytics, user experience, and catering to specific planning and reporting needs. Beyond the standard budgeting and planning functions, Infor EPM also aids in managing product and investment forecasts, workforce planning, as well as supply and demand planning. It offers various industry packages equipped with ready-to-use templates, reports, and calculations, which help speed up deployment, in line with Infor's commitment to providing solutions tailored to specific industry needs.

KEY BENEFITS

Through comprehensive analysis and discussions with customers from various sectors, we have identified significant benefits stemming from the implementation of Infor EPM. These benefits span streamlined operational efficiency and costs, and enhanced financial planning and reporting capabilities.

- **Streamlined Operational Efficiency and Costs:** Infor EPM has been pivotal in streamlining operational processes and achieving notable cost savings across different organizations. An American food & beverage provider transitioned to a cloud-based solution, eliminating the need for internal servers, which accounted for over 75 percent of the migration's ROI figure. This move underscores the financial impact of cloud adoption. Moreover, the same organization, along with a machinery manufacturer, reported transformative enhancements in processing efficiency. The machinery manufacturer experienced system velocity improvements that allowed roll-up models to process over 30 times faster, substantially reducing the time required for developing and testing reports and directly contributing to operational efficiency. The deployment of Infor EPM has also led to substantial improvements in system performance and reliability. A wine & spirits manufacturer observed financial operations performance improvements of up to 20 percent across various markets following an upgrade to version 12 of EPM. This upgrade was pivotal in enhancing the system's scalability and reliability, which proved essential for incorporating new countries into the company's expanding international footprint. Similarly, a machinery manufacturer benefited from the system upgrade, with the enhanced velocity of the platform significantly improving the productivity of financial reporting and analysis tasks.
- **Enhanced Financial Planning and Reporting Capabilities:** Infor EPM has significantly enhanced the financial planning and reporting capabilities of its users, allowing for more efficient and accurate financial operations. The food & beverage provider noted that the transition to Infor EPM facilitated a more efficient planning process, reducing the time spent on monthly forecasting while maintaining the efficiency of the closing process. For the wine & spirits manufacturer, the ability of EPM to centralize planning across various units and incorporate multiple dimensions such as customer and regional data has been instrumental in standardizing forecasting practices globally. This standardization process has been crucial for the organization as it continues to expand its deployment of EPM into new markets, highlighting the system's adaptability and impact on financial operations.

CUSTOMER EXPERIENCES

Nucleus interviewed multiple Infor EPM customers to investigate the value delivered by the platform.

AMERICAN FOOD & BEVERAGE PROVIDER

This American organization is a food & beverage provider with over \$1 billion in revenue and over 2,000 employees. It upgraded its ERP platform from JD Edwards to Infor's M3 approximately four years ago, transitioning from an outdated and heavily customized system to a modern, on-premises solution focusing on general ledger and manufacturing processes. This move aimed to bridge the gap between outdated ERP functionalities and the need for a modern, integrated system capable of supporting advanced data analysis and reporting, particularly addressing the lack of dashboarding capabilities and cloud-based operations in their previous SAP BPC system.

Despite initial challenges in backend transition and adapting to a shared tenant environment, the system introduced monthly product updates and an enhancement portal that allowed for community-driven improvements, notably enhancing Excel add-in functionalities critical for the FP&A team.

Transitioning to the cloud highlighted Infor's emphasis on cloud-based solutions. The staging database within EPM allowed for queries against data lake JSON objects, facilitating data transformation for analytical purposes.

Since the cloud transition in June 2022, the organization has been realizing benefits in system performance and data accessibility. The introduction of 'Homepages' significantly improved personalized data access for various user roles. Cloud adoption has also resulted in operational savings by eliminating the need for internal servers and has shown reliable uptime; specifically, the elimination of server costs emerged as the predominant benefit of cloud migration, accounting for an estimated over 75 percent of the migration's ROI figure. Compared to the previous SAP BPC system, Infor EPM offers broader data accessibility, improved planning process standardization, and enhanced productivity. The planning process has become more efficient, reducing time spent on monthly forecasting, while the closing process maintains its efficiency. The move to Infor EPM represents a significant step forward in its ERP and FP&A capabilities, driving continuous improvement and efficiency.

**Process roll-up models
over 30x faster with
Infor EPM**

WINE & SPIRITS MANUFACTURER

This organization is an American wine & spirits manufacturer with over \$5 billion in revenue and over 5,000 employees. Prior to 2014, it relied on Excel and various local solutions, which were not scalable and heavily dependent on local expertise. These systems were limited in functionality, particularly in managing large data sets. In the search for the most suitable forecasting solution, Brown-Foreman considered Anaplan, which offered similar functionalities but at a higher cost. It also explored Kinaxis and o9 for overall planning. Ultimately, EPM was selected for its ability to centralize planning across various units, taking into account multiple dimensions such as customer and regional data.

Over the last eight years, the organization has expanded the deployment of EPM into new markets, including Germany, the UK, Czech Republic, Slovakia, and now Spain, with plans to extend into Japanese regions. This global rollout underscores the system's scalability and its ability to standardize forecasting practices across the corporation's international footprint.

The recent completion of a two-year project to upgrade Infor EPM to version 12 marked a significant enhancement in the system's capabilities. This upgrade transitioned the system to a multi-tenant platform, improving scalability and reliability for incorporating new countries. Enhancements in User Experience (UX) and Excel integration, along with better interoperability with other systems, have streamlined the process of ingesting actuals and developing forecasts. The mandatory upgrade from version 11 to version 12 has resulted in financial operations performance improvements of up to 20 percent across various markets since the end of 2021, addressing previous performance concerns.

The introduction of new personnel to the system has highlighted EPM's relatively quick learning curve and user-friendly experience, making it possible for new users to become proficient within weeks, though support roles may require a longer adjustment period. Despite the complexity of Brown-Foreman's architecture, EPM has been identified as the clear choice for finance and overall planning, balancing functionality with cost-effectiveness and ease of use.

MACHINERY MANUFACTURER

This organization, with over 1,000 employees and over \$200 million in revenue, manufactures specialized industrial machinery. It has been utilizing the Infor EPM platform for a decade, evolving through versions from PM 10 to PM 11, and most recently upgrading to version 12 on the cloud in May 2023. This transition, initiated two years prior, was meticulously planned to optimize, declutter, and rebuild the system in response to Infor's decision to phase out support for on-premises versions, effectively mandating the move to the cloud. Since the upgrade, the organization has employed the BI component of EPM for

cloud-based reporting, achieving incremental go-lives for monthly and quarterly reporting, with annual reports set to go live shortly.

The decision to continue with Infor EPM over alternatives like LucaNet or SAP was influenced by the organization's longstanding partnership with Infor, the availability of robust internal and external support, and the platform's flexibility in building analysis reports. Infor EPM was chosen for its superior capabilities in ad-hoc and exploratory analysis, allowing for the creation of new cubes and dimensions that facilitate in-depth financial analysis.

The organization relies on Infor EPM primarily for external reporting purposes, centralizing data from smaller entities within its holding that do not use SAP, thereby ensuring uniformity across its global operations. The upgrade to version 12 has brought significant improvements, notably in system velocity and the efficiency of roll-up models, accelerating processing times over 30x down to several seconds. This enhancement has drastically improved the productivity of those developing and testing reports.

Additional benefits of the upgrade include UX improvements, making the system more intuitive and easier to navigate, and advancements in the Excel add-in functionality, simplifying data analysis and visualization. The platform now supports more dynamic and complex analyses, including new reporting capabilities that blend static and interactive elements for more insightful financial reporting.

Looking ahead, the organization plans to expand its use of EPM for not only refining existing reports but also developing new types of analysis, leveraging the system's improved ad-hoc reporting capabilities. The focus remains on external financial reporting for auditors and banks, with potential future expansion into other divisions that currently rely on SAP Business Warehouse.

The organization appreciates Infor's commitment to knowledge sharing, contrasting with the consultant-dependent models of other platforms, enabling a more self-sufficient approach to managing and optimizing their EPM environment. This educational approach by Infor is highlighted as a key factor in enabling effective system administration and data quality management within the organization.