

How Infor is helping customers get real value from AI

One team supporting you from first conversation to live use cases in weeks



Every enterprise is under pressure to turn artificial intelligence (AI) pilot projects into measurable outcomes. Infor™ Velocity Suite helps you move from opportunity to impact with an all-inclusive AI offering built for your industry, governed for scale, and designed for predictable cost.

The forward-deployed engineering (FDE) practice brings that experience to life. Our architects, designers, and engineers collaborate with your teams to identify high-value opportunities, prioritize use cases, and build with your data. The model is designed to help you capture value quickly while providing the capability to move toward autonomous AI innovations and improvements, with less FDE involvement over time.

This is not implementation services. It is a faster, more accountable path to continuous AI value.



Find the value



Deploy to go live



Build the roadmap



Deliver the roadmap



What makes this different

While many vendors are adopting FDE as a delivery methodology, Infor views it as the starting point—not the destination. Infor is moving beyond traditional FDE practices, where AI itself becomes part of the solution lifecycle, enabling faster deployment, continuous optimization, and a scalable path to AI adoption.

	The usual way	The Infor way
When experts get involved	Experts arrive after the sale—once a separate project begins	Experts are engaged from the first conversation to shape value early
Who works with you	Sales leads the conversation first; technical and delivery teams join later	Sellers, architects, engineers, product, and delivery align from day one on the outcomes that matter most
How quickly value is realized	Months are spent scoping before a working solution is in place	Working use cases are built and validated in weeks, so value is realized sooner
What you gain	A license, a statement of work, and a handoff to the next team	Priority use cases, a clear roadmap, a faster path to go live, and a repeatable model that helps AI improvements surface and scale with less hands-on expert support over time

How we work with you

Step	What happens
 Discover	We start by understanding your biggest challenges, identifying where AI can create value fastest, and prioritizing the highest-impact opportunities
 Prototype	We shape your AI roadmap and show you working prototypes that make the opportunity tangible, helping you see what is possible before moving forward
 Prove	We use your data to validate the use case, measure potential impact, and refine it so it is ready for live deployment
 Deploy	We roll out the first use case, drive adoption, and use a repeatable method to expand into the next high-value opportunities



One team, aligned from day one

The FDE model brings every function to the table from your first conversation, working as one team around your desired outcomes:

At the table		What they do with you
	Advisors, partners, and sellers	Understand your business priorities, frame the opportunity, and identify where AI can create value fastest
	Solution architects	Design value-driven solutions and shape the right use cases and roadmap
	Engineers	Build working use cases, validate them with your data, and refine them for live use
	Product experts	Apply product expertise to make each use case repeatable, scalable, and easier to extend
	Delivery experts	Launch validated use cases, drive adoption, and keep solutions running and improving

Why it matters

What you gain	Why it matters
 Visible value in weeks	Working use cases make AI value visible quickly, without waiting on a multi-month project
 Validated use cases and a roadmap	Immediate value use cases to start, plus a clear plan for what comes next
 One accountable team	Sellers, engineers, product, and implementation stay aligned, working with you
 Value compounds beyond FDE	Each use case builds a repeatable foundation for what comes next, helping AI innovations surface, deploy, and improve with less hands-on FDE involvement over time

Getting real value from AI is not a one-time initiative. It is a continuous loop of discovering what matters, building it together, measuring the impact, and expanding into what is next. Infor’s FDE team makes that loop work, embedding with your team early, turning priority use cases into live value, and helping build the foundation for a system where AI innovations can surface, deploy, and improve more autonomously over time. The result is a path to lasting AI value that becomes less dependent on hands-on FDE involvement, helping customers turn AI into lasting business impact.

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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