

Free up your working capital with Infor Industry AI

Real-time inventory intelligence that turns data into decisions



In today's market, growing profitably takes more than scale. It takes the ability to act on what's changing—in real time. But too many distributors are still leaning on outdated forecasting models, manual spreadsheets, and legacy knowledge to make inventory decisions that directly affect their cash flow.

Think about your own business: Is your inventory positioned where and when demand needs it? Do your procurement teams have the information they need at the point of order decision to avoid stockouts without overstocking? Is your working capital tied up in the wrong products, or quietly locking up cash?

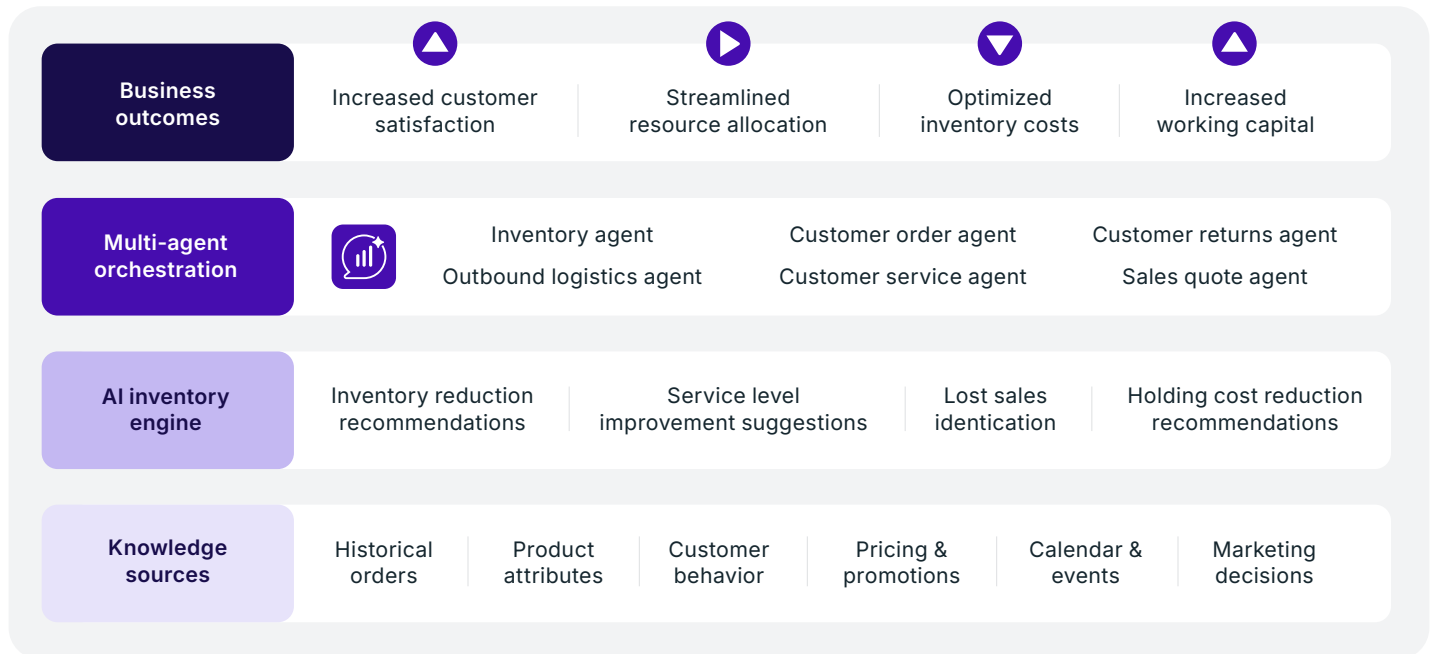
With Infor's artificial intelligence (AI) inventory optimization embedded into your everyday workflows, you get real-time, actionable insights drawn from historical orders, product attributes, customer characteristics, pricing and promotions, and external market influences.

This helps your team streamline resource allocation, increase customer satisfaction, and optimize inventory costs—turning data into smarter decisions that consistently drive operational efficiency and profitable growth.

Inventory intelligence maturity levels

Ad hoc Manual and reactive	Basic Simple rules and controls	Advanced AI-driven optimization
• Spreadsheet-based inventory management • Heavy reliance on buyer judgement	• Static min/max levels and fixed order quantities • Fixed safety stock thresholds	• Real-time replenishment guidance embedded in enterprise resource planning (ERP) and procurement workflows • Automated recommendations based on demand, lead times, and supplier reliability
Result: Frequent stockouts, excess inventory, and high carrying costs	Result: Slow response to demand, supply chain disruptions, and volatile holding costs	Result: Optimized safety stock, higher fill rates, and freed-up working capital

Maximize efficiency with AI inventory optimization



Infor's embedded AI inventory optimization, built on the Infor™ Industry Cloud Platform and powered by Amazon Web Services® (AWS®), uses AI to optimize your inventory management. With predictive insights working behind the scenes, your team receives real-time replenishment guidance in your everyday workflows, based on demand, lead times, seasonality, and supplier reliability, enabling consistent stocking decisions that minimize holding costs and lost sales while freeing up working capital.



Customer success: Team Air Distributing

Team Air Distributing, a leading wholesale distributor of residential and commercial (heating, ventilation, and air conditioning) HVAC equipment, parts, and supplies, manages inventory across 18 branches. Sourcing product to fulfill customer orders meant manual investigation—switching between screens, depending on colleagues, and following a different path every time. Each search took 5 to 15 minutes, and the outcome was often an unnecessary new purchase or an expedited shipment that quietly eroded margin.

With Infor CloudSuite™ Distribution and the Infor AI Inventory Optimization Agent embedded directly into order workflows, the inventory agent returns the right branch location for sourcing with no screen switching, no reliance on other team members, and no investigative path required. Sourcing decisions that once took 5 to 15 minutes now take approximately 60 seconds, eliminating unnecessary new purchases and reducing expedited shipping costs across the entire branch network.

“The inventory agent doesn’t just search; it thinks like a distributor. It knows our branch network and our business rules. That kind of industry context built in is what makes it something our branch managers actually trust and use every day.”

Alisha Thompson
Chief Technology Officer
Team Air Distributing



80%–90%

reduction in inventory
search time



60 seconds

average sourcing time,
down from 5 to 15 minutes



18 branches

served across
the Southeast

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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**See what's possible
with Infor CloudSuites
for Distribution**

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