

# Accelerating cloud transformation with Infor CloudSuite Distribution

State Electric Supply achieves fast time-to-value through smart standardization



## Overview

State Electric Supply Co. is one of the nation's largest electrical distributors, with more than 600 employees at 40-plus branch locations in seven states across the Mid-Atlantic and Southeast. Founded in 1952, the company distributes thousands of electrical products—from wire and cable to lighting fixtures, circuit breakers, transformers, and industrial controls—to clientele across residential, commercial, industrial, utility, and energy sectors.

### Challenge



State Electric needed to migrate from its on-premises enterprise resource planning (ERP) system that was capping growth with inefficient processes, which slowed innovation, delayed revenue, and limited the company's competitiveness in the market.

### Infor solution



State Electric migrated to the cloud with Infor CloudSuite™ Distribution, adopting proven, industry-specific, prebuilt best practices to reduce implementation timelines, optimize key processes and operations, and minimize risk with seamless cloud upgrades.

### Outcome



State Electric unlocked greater efficiency and accuracy across key business processes—including order-to-cash cycles, credit management, and purchasing—contributing to the company's growth and freeing IT resources to focus on strategic innovation through Infor's process mining, automation, and AI-powered workflow capabilities.

## The challenge



### **Moving to the cloud without creating further complexity**

State Electric had built its operations on an on-premises ERP system that required extensive testing and maintenance, consuming IT resources that could have supported strategic initiatives. Each upgrade was disruptive and time-consuming, with customizations delaying access to new features and capabilities.

The complexity extended beyond IT infrastructure to daily business operations. For example, with order-to-cash—a process that connects every core function from sales and inventory to logistics—any inefficiency can cause delays with massive implications, directly impacting revenue and customer satisfaction. The company faced significant challenges: Orders held up for seven to eight days due to credit management issues, after-hours orders awaiting resolution, and invoices arriving before purchase orders were created—all causing costly delays.

To keep customers satisfied and stay competitive in the market, leadership knew moving to the cloud was mission-critical to sustain, maintain, and grow its multi-state operations. They sought a partner with deep industry understanding to streamline the migration journey and deliver value as fast as possible.

## The Infor solution



### **Embracing smart standardization to accelerate deployment and enable innovation**

State Electric selected Infor™ for cloud migration and made a strategic choice that would prove transformational: The company committed to adopting Infor's industry-specific prebuilt processes and data models rather than recreating customizations from its legacy system.

The implementation included Infor CloudSuite Distribution, an industry-specific cloud ERP with preconfigured applications for core business processes, built on an extensive knowledge base of the industry's proven best practices. Leveraging Infor's Industry Cloud platform, powered by Amazon Web Services® (AWS®)—the critical data foundation for all Infor solutions—State Electric replaced third-party integrations, like proof of delivery, with tools native to Infor's platform, reducing complexity and improving reliability.

By adopting virtually every process as designed by Infor, State Electric was able to reduce costly and time-intensive customizations—customizing only where the company's unique needs required it at the last mile—to go live faster.

The project went live within 13 months and came in under budget—a feat only possible because of Infor's approach to smart standardization.

“We don’t panic when updates come. Because we were able to deploy the cloud solution with minimal customization, scheduled product releases roll out without disruption.”

**Aaron Roma,**  
Director of IT, State Electric Supply



## Outcome



**Streamlined implementation, ongoing innovation, and development of best practices**



Reduced implementation risk and improved visibility



Continuous innovation adoption for sustained performance gains



Foundation for long-term competitive advantage

### Reduced implementation risk and improved visibility

Cloud migrations often have the reputation of being costly and disruptive, with projects running over budget and behind schedule. To avoid these outcomes, State Electric partnered closely with Infor to design an implementation approach tailored to its business model and industry realities. This structure allowed the company to move forward at a measured pace, avoiding common pitfalls and preventing change from outpacing organizational capacity.

This deliberate approach began with data. With Infor’s support, State Electric centralized decades of historical and operational information into a single source of truth, consolidating it in a data lake to support a smooth migration. By addressing data complexity upfront, the company improved visibility across the business and significantly reduced risk during the transition.

From there, State Electric adopted Infor CloudSuite Distribution’s proven, industry-standard processes with minimal customization—just three modifications that drove desired business outcomes. This strategy avoided common ERP implementation challenges, including unexpected costs, prolonged delays, and fragile customizations.

The result: Immediate value through smart standardization, paired with a meaningful reduction in long-term maintenance and change management burden.

## Continuous innovation adoption for sustained performance gains

While go-live marked a major milestone, it also signaled the start of an ongoing partnership between Infor and State Electric focused on continuous improvement and long-term value realization.

Built on a standardized foundation, State Electric can now adopt new Infor capabilities as released without friction or delay. Scheduled cloud-based product updates now deploy smoothly, eliminating the need for extensive prerelease testing or rework and allowing State Electric to take advantage of innovation immediately. This includes advanced technologies like Infor Process Mining, which delivers real-time visibility into business processes and exposes bottlenecks and optimization opportunities that were impossible to see in the legacy environment.

“Standardization freed us from maintenance mode. Now we’re focused on innovation—process mining, AI agents, automation—that drives real business value.”

**Aaron Roma,**  
Director of IT, State Electric Supply



Part of Infor Velocity Suite, Process Mining has been able to identify process issues 86% faster and reduced the time employees spend diagnosing problems by 50%, freeing teams from administrative drag and enabling faster action.

This visibility into process inefficiencies and bottlenecks has translated directly into business outcomes. State Electric reduced shipment processing time from five days to two—a 60% improvement that lifted customer satisfaction. The company also accelerated speed to payment from seven days to three, unlocking cash to reinvest in growth, while lowering cost and risk by reducing non-conforming purchase order lines.

Beyond Process Mining, State Electric has rolled out AI-driven solutions such as product recommender and role-based workspaces. Product recommender is driving sales growth by increasing upsell and cross-sell opportunities. At the same time, it accelerates onboarding for new and less experienced sales reps by boosting their product knowledge, confidence, and ability to serve customers effectively from day one—strengthening customer relationships and improving overall service quality. Role-based workspaces across customer service, purchasing, and credit management offers personalized interfaces to surface the right information for each role, streamlining workflows and improving day-to-day productivity. The company is also piloting artificial intelligence (AI)-powered order and quote creation for continued productivity gains.

Together, these capabilities ensure State Electric continues to operate with both speed and confidence, maximizing efficiency today while laying the groundwork for sustained, long-term value.

## Foundation for long-term competitive advantage

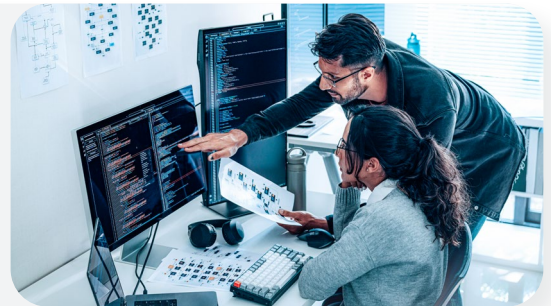
State Electric's cloud journey gave the company the ability to disrupt its industry without disrupting its operations. By adopting proven, prebuilt industry best practices, State Electric accelerated adoption and value realization while maintaining operational stability.

That stability has created meaningful capacity across the business. With fewer resources tied up in system maintenance, manual workarounds, and upgrade preparation, teams can focus on higher-value, revenue-generating activities—from improving customer experience to supporting growth initiatives.

The success of State Electric's cloud migration was driven by Infor's Industry Process Catalogs, demonstrating how standardized best practices can drive faster outcomes across complex industries.

"We've accelerated order-to-cash, improved credit management, and our IT team can finally focus on strategic initiatives instead of keeping systems running."

**Aaron Roma,**  
Director of IT, State Electric Supply



Supported by Infor's ongoing partnership beyond go-live, State Electric continues to compound value over time. Improved visibility, rapid access to innovation, and freedom from upgrade anxiety position the company to adapt quickly and compete confidently—ensuring it can start ahead, get ahead, and stay ahead of evolving market demands.

## 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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Infor Velocity Suite can help  
your organization achieve  
faster time to value and  
unlock continuous innovation**

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