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WEBINAR RECAP

How one missed AI cycle becomes a three-year gap behind your competitors

A practical look at how to choose your path to the cloud—and put industry-native AI and the agentic enterprise to work at every stage, wherever you are on your cloud ERP journey.

With **Andrew Dalziel**, VP Industry Strategy and **Sandeep Anand**, VP AI Solutions • Hosted by Patty Medberry

What we covered

Why move now

Cloud is the default for most ERP buyers. AI is what makes the timing urgent. Your ERP now determines whether you keep up or pull ahead of your competitors.

Choosing your path

Industry fit, AI readiness, and a measurable path to value—the three questions that shape a migration that delivers, rather than stalls.

The early mover advantage

Companies embedding AI now—governed, purpose-built agents that execute and optimize, not just advise—are pulling ahead. There is an early mover advantage where you set the pace vs. spending years closing the gap.

Proof points shared

5%+
EBIT improvement for early adopters of AI-powered ERPs (McKinsey, May 2026)

13 months
State Electric Supply's go-live on Infor CloudSuite, with project under budget

54%
Faster business results than the industry average with Infor (Nucleus Research, 2025)

7 years → 6 months
GMM Pfaudler's product data cleanup accelerated with AI

Key takeaways

- The cost of waiting is now higher than the cost of moving. Every cycle on an aging ERP is a cycle your competitors use to pull ahead.
- Choose industry-specific over generic solutions to shorten implementation time and reduce customizations required.
- Start AI on your timeline, you can put AI to work on-premises, mid-migration, or in the cloud.
- Choose a partner, not just a vendor. Look for accountability or outcomes before, during, and after go-live.

The AI maturity cycle

Most organizations are in stage 1 or stage 2 while leaders are moving to stage 3.

Stage 1
Predictive/prescriptive AI predicts outcomes and recommends actions based on historical and real-time data

Stage 2
Generative AI summarizes and creates content through conversational workflows

Stage 3
Agentic AI acts autonomously with governance, reasoning across processes to optimize outcomes

There is an inflection point in the market. The ones who pull ahead will be the early adopters of stage 3. The cloud ERP you choose decides how fast you get there and your success.

Four questions that shape a smart migration

1. Industry fit: Does the ERP understand my business on day one?
2. AI readiness: What is the right time to start with AI and will governance be in place?
3. Path to value: Are we set up to deliver value quickly and build on it?
4. Is the solution open and can adapt as technology changes?

From the live Q&A

1. How do we budget for AI without writing a blank check?

Token costs aren't linear, so look for partners offering transparent total cost of ownership, prebuilt industry use cases with measurable ROI, and a future-proof platform—not per-token nickel-and-diming.

2. I've started on AI ERP but I'm not seeing the success I expected.

AI is only as good as the data under it, and AI added on top of an aging or disconnected system inherits every gap in that data. Infor's industry-specific ERP offers the architecture to capture and store data for your industry and business—consistently providing precise answers while avoiding hallucinations. Infor also uses AI to clean and organize your master data as part of the process.

With that foundation in place, the question stops being about the number of use cases deployed and starts being about the use cases with the biggest impact and how fast each delivers results.

3. Does this strategy still work with more than one ERP vendor?

Yes, and many are in this situation. Ensure you have a unified data fabric where you can pull all your data together, and that agents can enable and support orchestration across multiple vendors' systems. Infor's technology does just that.

4. Is the solution open and can adapt as technology changes?

Yes. Some vendors trap you inside their stack. Their AI works within their walls, and extending or moving later becomes difficult or limited. Infor industry ERPs are built on an open, multi-tenant cloud platform with thousands of prebuilt APIs, and hundreds of agents that coordinate across your non-Infor systems with new capabilities delivered continuously so you are always up to date.

This enables the creation of adaptive experiences for every role and autonomous orchestration for hyper-productivity at scale while built-in governance provides traceability and auditability to minimize business risk. In short, as your needs or technology changes, the solution can adapt.

Ready to choose your path to an agentic cloud ERP?

Talk with the Infor team about your starting AI use case and cloud ERP migration strategy.

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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