

PLM 8 for Project-Based Businesses

➔ Infor PLM 8 streamlines decision making and business processes so companies can respond to make-to-order or design-to-order business opportunities faster and with greater accuracy.



Do business better.

In making major business decisions, guessing is never a good thing. Yet many project-based businesses must resort to guess work when deciding how to bid on new projects, introduce new products or expand the capabilities of existing products. These companies depend on institutional knowledge to consistently sell legacy products at a profit. But to survive they must diversify, pursuing new customer segments and new product lines where they have no institutional knowledge to guide their decision making.

What these make-to-order companies need is a product lifecycle management (PLM) solution that begins where their institutional knowledge leaves off. They need a PLM solution that helps them meet the time constraints of the marketplace while understanding the true implications of product-related decisions on their ability to produce the goods customers want at a profit.

Leverage experience.

Infor PLM 8 for Project-Based Businesses is a comprehensive product lifecycle management solution with integrated business intelligence, business process management, and data access capabilities especially designed to boost the profitability of make-to-order companies. The solution streamlines decision making and business processes so companies can respond to make-to-order or design-to-order business opportunities faster and with greater accuracy. Infor PLM 8 for Project-Based Businesses integrates all critical PLM capabilities with your

company's enterprise resource planning (ERP) solution, giving you the insight you need to make product-related decisions that lead to success in the marketplace.

With more than 20 years supporting the enterprise software needs of project-based businesses, Infor has both the solutions and expertise to help customers design and rapidly bring to market products that meet specific customer requirements at a profitable price point.

Get business specific.

Infor PLM 8 for Project-Based Businesses makes it possible to integrate the advanced product lifecycle management capabilities of Infor PLM 8 early in the quoting process so quotes are based on more accurate cost, delivery time, and product data. Infor PLM 8 helps companies make better product decisions to avoid inefficient and ineffective sourcing decisions that stem from working within silos of data. The solution leverages the advanced PLM capabilities in Infor PLM 8 to support the following business processes:

Customer Request Response. Whether you are responding to a request for information (RFI), request for proposal (RFP) or a request for quote (RFQ), PLM 8 streamlines the process for gathering customer request information, accurate product costing, developing a quote, and converting the quote into an order. Based on the type

of request and vertical industry, companies can refine processes for requirements definition, parts selection, bills of materials (BOM) creation, costing, impact analysis and risk, approval and review, and conversion into orders.

Requirements Analysis. Infor PLM 8 for Project-Based Businesses helps companies better leverage data captured in a customer relationship management (CRM) system, an ERP quote model, or directly entered into PLM 8. This helps to improve sales order conversion rates and margins by minimizing the likelihood of working on the wrong goal and minimizing the amount of rework.

Parts Identification and BOMs. The solution improves access to technical aspects of parts and BOMS, helping engineers and managers eliminate the sourcing of redundant materials or vendors. With PLM 8, you can see existing inventory, outstanding purchase orders, sales orders and work orders, and factor this information into decisions about what parts to use to get a BOM to manufacturing more quickly. You can more easily identify existing inventory that meets customer requirements and, as a result, avoid non-value added tasks such as issuing a new purchase order when it's not necessary or selecting an entirely new part. When there is no part in inventory, the solution can help you identify a compliant part for which there is an existing PO. In both scenarios, you avoid sourcing redundant parts, and reduce lead times, purchasing costs, and expediting costs.

With Infor PLM 8, you can increase volume discounts through higher-volume purchases of a specific part. You can see change orders to existing products as serialized or as maintained history, which reduces rework and excess field service costs. The solution leverages Infor's manufacturing expertise to support the ability to enter non-computer aided design (CAD)-oriented parts into BOMs. This not only improves cost accuracy but also eliminates the need to complete BOM maintenance in ERP and can minimize lead times.

Costing. Infor PLM 8 for Project-Based Businesses helps you overcome dependencies on historical or theoretical part costs so you can more accurately cost products. Working within CAD applications or PLM 8, companies can leverage manufacturing costing to ensure the best parts are being selected at the lowest possible cost. Costing helps you better assess the actual development costs and assess continual improvement opportunities.



Infor PLM 8 for Project-Based Business leverages the following key technical capabilities:

Integration with ERP. Infor PLM 8 integrates with your ERP solution, so you can see the key data maintained in your ERP system while using PLM 8. Data developed in PLM can be moved to ERP and stored for use by other parts of the business. The seamless transition of new parts, BOMs, and related documentation eliminates non value-added re-entry of data in ERP.


Integration with CAD Systems. The PLM 8 solution extends the traditional file dump oriented interfaces to provide more complete validation and minimizes the time to mitigate issues. PLM 8 applications are accessible from the leading CAD applications, so engineers can continue using their preferred solutions.

Lifecycle Analyzer. The Lifecycle Analyzer in Infor PLM 8 lets you proactively perform impact analysis to better understand the effect possible parts changes may have on cost, inventory, production schedules, cycle times, and quality. With Lifecycle Analyzer, you can track changes between bills of materials, highlighting which items were added, deleted, or modified.

See results now.

Project-based businesses face unique challenges as they adapt their business to maintain profitability in the face of shorter response times and other changes in marketplace demands. With capabilities specifically designed for project-based businesses, Infor PLM 8 for Project-Based Businesses can help your company:

- Improve the quality and accuracy of bids for higher win rates and increased project profitability.
- Use higher-volume, lower-cost materials to produce products.
- Streamline and simplify inventory for reduced costs.
- Safeguard the profitability of field-service operations by foreseeing how product decisions will impact post-sale activities.
- Reduce time to market by 15-70%.
- Increase research and development productivity by 30-60%.
- Improve on-time launch rates to 98% or greater.

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About Infor.

Infor acquires and develops functionally rich software backed by thousands of domain experts and then makes it better through continuous innovation, faster implementation options, global enablement, and flexible buying options. In a few short years, Infor has become one of the largest providers of business software in the world. For additional information, visit www.infor.com.

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