

# Industrial Distributors

Challenge: Keeping track of and managing your inventory is critical to your success.

Solution: Infor Distribution Essentials has a long list of functionality specifically for Industrial distributors.

*"We selected Infor because we felt it provided us the best long term solution for satisfying our customers' technology needs, while also providing us a system that will allow us to continuously improve our core competencies..."*

- Jack Campbell, President of M.E. Campbell



A more specific solution because Infor knows you're not just like every other industrial distributor.

Infor sales order entry features are designed specifically to meet the supply chain needs of the industrial distribution industry.

## Benefits Include:

- Automatic order creation for non-stock and special order items
- Eliminate the need for rekeying by using sales history order pad to "speed up" the order entry process
- Create orders from quotations
- Carry quote pricing forward to order entry
- Substitute profiles for matching of certified product alternatives
- Cross reference superseded product numbers to manufacturers' new product number
- Use many-to-one cross references, allowing for cross reference of competitors' product numbers to your product numbers
- Cross-reference and track customer product numbers
- Complementary product suggestions at order entry line level
- Process non-stock, special and rush orders
- Immediately reference vendor catalog products online in Order Entry
- Automatically back-fill and track non-stock ties to purchase orders
- Tie special orders to customer orders for staging or reload upon receipt
- Expedite rush order products through the purchasing process
- Track non-stock inventory
- Control auto-pricing during order entry, bid preparation and quotations
- Control matrix style pricing by product groups, customer groups, specific customers, specific products, jobs and quantity
- Track rebates and reconciliations through the system
- Price by margin, cost plus, discount from list, quantity breaks, net and list
- Compare promotional prices available with effective begin and end dates
- Autoload prices and costs from pricing services and vendors



## Business Solutions:

When it comes to the solutions that run your business, results are what matter. You don't need the most expensive software or the most complex. You need solutions that deliver bottom-line results by focusing on the essential challenges at the foundation of your success.

At Infor, solving those challenges is our passion. We offer solutions that are deeply focused on the unique needs of select manufacturing and wholesale distribution industries. Our background in these industries dates back as much as 30 years, allowing us to provide solutions with decades of industry-specific research, development and practical application behind them.

The result is software with the right combination of innovation and practicality, solutions that address your industry-specific needs without time consuming and costly customization, and products that deliver rapid ROI and world-class capabilities without long-term costs and complex implementations.

Infor understands the critical role that enterprise solutions play in running your business, and we are committed to continually expanding our ability to solve the essential issues that others cannot.

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