M3 Industry CloudSuites Outlook for 2023

Ole Rasmussen VP Product Management

March 2023



ERP Simplified: Smart. Preconfigured. Modern.

Welcome, Lity Mckinney! 60 Turnoverishe Consider reaching our SBBNI 10.90 Cust. NPS 50.400 IS Wages and focusing 18 5.700 Ave Time on Delivery 38.80% 19.90 568M SEBN

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Infor M3 Industry CloudSuites



800+

1,386,385,890

Customers in cloud

Enhancements in 2022

API calls in one region in one week

Accomplishments

Highlights 2022

Industry

- Trade agreements, many improvements
- New process for handling intermediates
- Hour and Minute included on PO
- Manufacturing instructions for PLM for Process
- Pricing Groups handling for large customers
- Configurable item description Fashion
- Managing global customers with more local customer exceptions
- Delivery invoicing for complete CO only
- Added flexibility by providing more custom fields in M3 processes
- Corporate Netting
- Business chain 9 levels including CLM

Cloud

- 68 regulatory and statutory enhancements
- New M3 Portals Eq & Issue Management
- SWB/PWB Planning available in MT
- · Enhancements and improved usability for industry add-on of
 - Sales Hub.
 - PLM for Fashion. PLM for Process.
 - CLM Customer Lifecycle Mgt,
 - M3 DMP Demand Planner.
 - Mobile Field Service and EQM,
 - IPW Inventory Planning Workbench,
 - GLT Graphical Lot Tracker
 - Factory Track
- Output Management: Customer configurable text blocks and many more documents and capabilities
- Continuous Cloud performance
- Archiving in data lake
- Mass-updates

Innovation

- Certified EDI integration for SPS Commerce and EDI Exchange
- Rhythm integration enhanced
- · Nexus integration for adjustments and NTV
- WMS integration deepened
- CPQ contracts integrated to M3 Blanket agreement
- PLM for Fashion integration of operations.
- Tool supported alignment of data between M3 and Data Lake
- Expanded M3 search solution
- More exit points to help customer extensions
- Expanded Data Lake Integration to include more industry add-ons

Experiences

- Infor Product Catalog (IA) with updates of all industries
- New micro vertical for Distribution Supply
- C-suite analytics with new CEO Dashboard and new look and feel
- Opportunity Management Analytics (CLM) and Rental metrics
- 8 new generic homepage widgets
- Improved usability with increased adoption of Smart Help

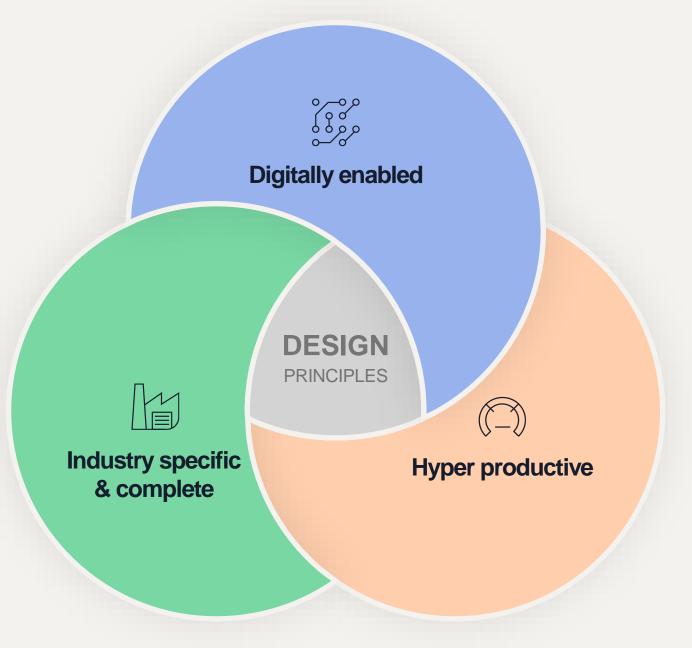
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2022

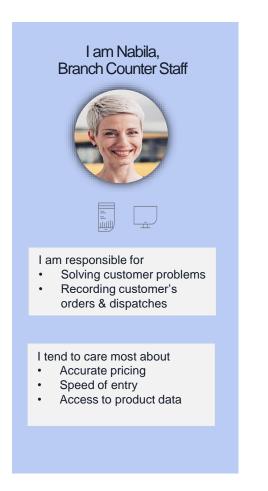
Infor Cloud

Defining a world-class industry cloud



Infor M3

Industry personas



I am Stacey, Sales Manager



I am responsible for

- Sales forecasts
- Pricing strategies
- Developing sales channels

16 I tend to care most about

- Trade programs
- Customer satisfaction
- Consumer transparency

I am Denise, Supply Chain Director



I am responsible for

- Customer service levels
- Supply chain costs
- Inventory levels

I tend to care most about

- Delivery performance
- Warehouse utilization
- Inventory obsolescence

I am Edwin, VP of Operations





I am responsible for

- Equipment and WF
- Production costs
- Production methods

I tend to care most about

- Optimizing OEE
- 24/7 uptime
- Sustainable production

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Direction

1

Our objectives

Complete Industry Solutions

Provide deep, vertical capabilities and content to drive customer value and global adoption

Deeper extensibility to provide more project agility and meet customer unique requirements

Cloud Excellence

2

Utilizing Cloud technologies and big data to provide innovative new ways of doing business

Investing in Cloud services to meet the evolving industry and global requirements. Enabling the agility and scalability to support changing business strategies

Productive Experiences

3

Deliver user satisfaction and productivity through an intuitive experience. Expanding access to core business processes for wider user group throughout the enterprise. Deliver industry applications, dashboards and homepages for Industry Personas

COMPLETE INDUSTRY SOLUTIONS

Supply chain agility Operational productivity Inventory and channel mgmt. Expand integrated footprint Sustainability The intelligent cloud Micro vertical capabilities

Digitalization

Continuous innovation

Global enterprise financials

CLOUD EXCELLENCE

Composable

Mega scalability

Deep extensibility

Zero downtime

Data fabric

PRODUCTIVE EXPERIENCES

Industry content

Configuration management Self implementation

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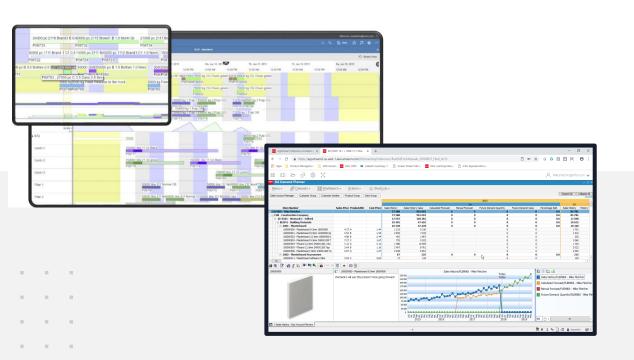
Configuration management Self implementation

Operation - Planned 2023-2024

Supply Chain Planning Improving Common and Edge planning capabilities

Plan and optimize demand and supply across your supply chain:

Common CloudSuite capabilities:			
Bulk-pack synchronization with M3 Scheduling Workbench	1		
M3 Demand planner on Appstream MT			
New Capacity Planning Workbench in Core			
Edge planning capabilities with Infor SCP			
Enhanced orchestration around sustainability goals			
Network visualization and navigation enhancements			
Scheduler – Fully web-based UI and Gantt chart		1	
Enhanced integration to M3 ERP			



T2V – low entry cost for advanced planning capabilities

Plan for sustainability - Optimization across planet, people and profit goals Agile planning for disruptive supply chains in a high inflationary environment

Value

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M3 Cloud - planned mid 2023

Experiences MT demand planning

MT Graphical demand planning

- Cloud 3.0 Secure
- Shared Infrastructure and Database technologies
- Auto Deployment and Scalability
- Single Sign On & Single Sign off through Web Connection
- Will use Amazon's AppStream Technology for the User access

 so no VPN needed

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• Docker Technology for auto-scaling; same technology being used by other products within the CloudSuite

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Value

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- Allow functionality within a multi-tenant environment
- · Centrally controlled and deployed code for easy administration
- Allow move from On Premise or Single Tenant to Multi-Tenant; to remove Administration effort to keep up to date.

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Industry content

Configuration management Self implementation

M3 Cloud – Planned for 2023

Experience M3 Portals – Supplier Portal

A self-service capability for Suppliers where you can manage info, orders and more

Pł	nase 1 expected to include:						https:/	Sett	ings p.m3.d
Pr	ocesses						Arn.	finn Hieller	
•	Supplier maintenance (already released)								
•	Orders and Confirmation								
•	Shipment Advice		23						
•	Transport Notifications		23						
In	formation exchange – list views no updates								
•	Upload of documents - connected to a supplier								1
	(certificates to upload against a batch)								
•	Supplier Agreements								
٠	Material Plan								
٠	Forecast					-			
•	Supplier Statistics								
	Item information								

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- 24x7 up-to-date information
- Reduces risk of errors
- Quick and efficient process captures information at the source
- · Easy to use and configure & flexible technology base

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Item information

M3 Cloud - Planned for 2023 (phase 2 in April)

Industry Central Procurement

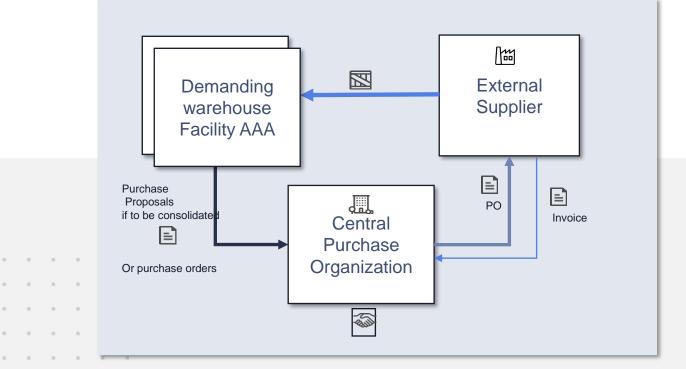
Ordering goods via a central procurement organization, but direct delivery to end warehouse

The (central) purchase organization for price agreements (delivered) will now also be possible to set up for logistics and planning purpose (phase2 and 3)

- Phase 2 Purchase organization by division creating POs including PO lines for different facilities in that PO. (April 2023)
- Phase 3 Purchase organization across division but still with PO per division

And works on the basis of

- Central purchase agreements can still be applied.
- Goods Ownership at demanding warehouse
- No internal Billing i.e. Shared Service Centre principle for invoice payment
- Can work with central and local purchase organization



Value

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- Uniform and centralized invoice process
- Central agreements applied
- · Organization and supply chain visibility

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Configuration management Self implementation



capabilities in interface

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M3 Integration with SalesForce.com CRM

- Released a Proof-of-Concept via a KB article for how to allow external tools to "participate in the ION BOD Philosophy"
- Further develop the idea to make a commercially viable offering; utilizing Internal ION Capabilities to allow Salesforce.com CRM to participate in the Infor Ecosystem using the Publish and subscribe model of BODs
 - Uses standard BOD that are part of the normal M3 Delivery.
 - One specific development using InforOS MT capability to allow SFDC to connect and consume the BODs; named "SDFC Plugin"
- Now releasing as a standard integration via the Infor Marketplace
- Is planned for the April release

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Industry– Planned Q4 2023

Sustainability Environmental

A new module supporting our customers work for a sustainable future

- Environmental reporting for corporate and companies
- Environmental declaration per product
- Environmental taxes
- Based on standards such Global Reporting Initiative (GRI) and / or Sustainability Accounting Standards Board (SASB)



Value

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- Simplify our customers work with sustainability work
- Facility our customers ambition to be a good citizen

COMPLETE INC SOLUTION		CLOUD EXCELLENCE	PRODUCTIVE EXPERIENCES
Supply chain agility	The intelligent cloud	Composable	Industry content
Operational productivity	Micro vertical capabilities	Mega scalability	Configuration
Inventory and channel mgmt.	Digitalization	Deep extensibility	management Self implementation
Expand integrated footprint	Continuous innovation	Zero downtime	Simple & configurable UX
Sustainability	Global enterprise financials	Data fabric	Persona apps

Industry – Planned for 2023 and onwards

Industry Micro vertical specific content and processes

New and enhanced content for the protein and dairy micro verticals:

Protein:

- Sublot finalize APIs for MES and Factory Track
- Process catalog for Protein
- Additional capabilities supporting cutting and disassembly using reverse BOMs
- Interface to protein specific 3rd party MES

Dairy:

- Upgrade and globalize existing SDKs to latest standards.
- Upgrade and extend existing process catalog
- New SDKs for cheese treatment and aging.
- USDA-dairy pricing (FMMO) template using datalake

Protein

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Value

- Reduce cost and time to value
- Embedded support for unique processes
- Support for global enterprises

Dairy





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Industry content

Configuration management Self implementation

Israel – In development – planned 2023-06



Versions

- M3 CE
- 2023-06

Sales:

• Infor, Intentia Israel

Implementation:

• Infor, Intentia Israel

Product manager Catharina Helgesen User group: N/A

Translations

Screens & reports:	Hebrew
On-line help:	Hebrew
User guides:	English
Technical doc:	English

Documentations

Fact sheets:	Yes	
Config guide:	Yes	
Sales presentation	Yes	

Other

IFRS-public	Yes
IFRS-privat	Allowed
Direct tax method	V.A.T

Trading zone

Specific functionality

Supplier payments

- Download bank and branch code
- Banktransfers and checks
- E-banking via MASAV, (ISO 20022, if requested)

Customer payments

- Banktransfers and checks
- E-banking via MT940 (CAMT053, CAMT054 if requested)
- Cash receipts

Withheld tax

- Calculation and Integration to tax department
- Reporting Form 102 and Form 856, Vendors yearly WTH report

VAT

• Calculation, reporting, sales and purchase books

Industry – Q4

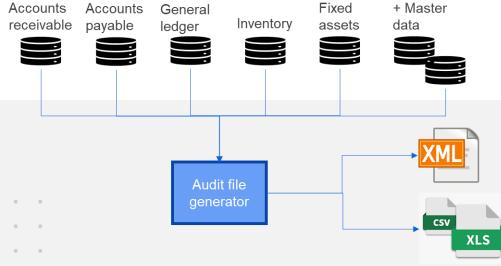
Financial Report Generator New tool for creating electronic audit files

A trend within govermental control is to introduce electronic audit files. Companies are obliged to create an audit file each month and if requested send it to the government

• Define the report required from the government

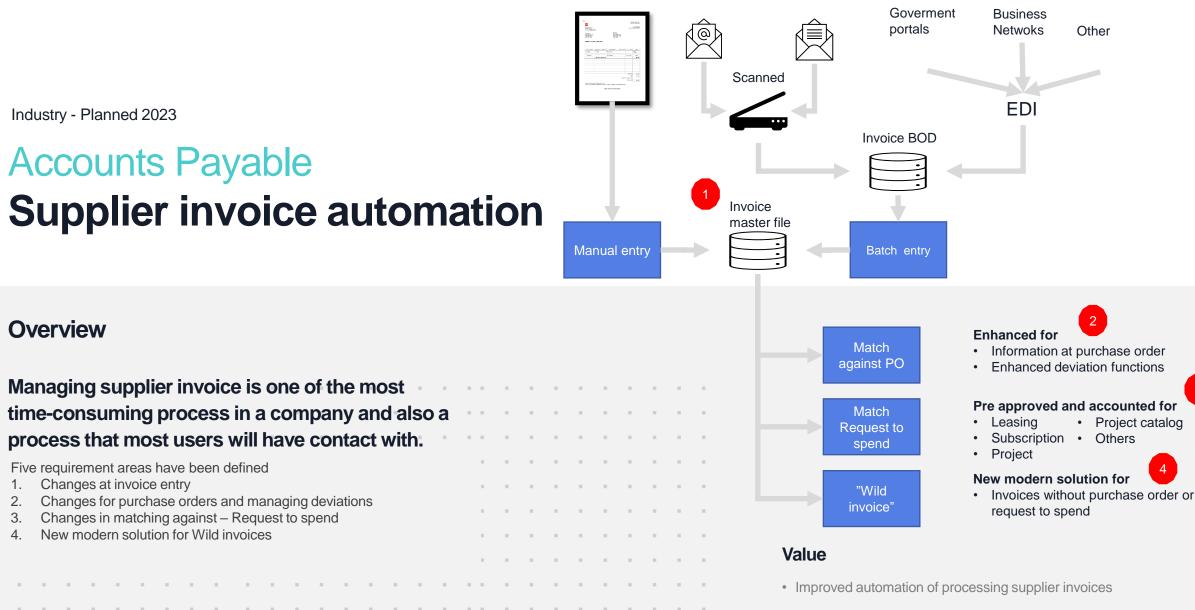
- Connect each XML tag o M3 database
- Create the report





Value

- Reduce time to market, faster response to changes
- Increase number of supported formats



• Reduce the risk for payments of fake invoices

3

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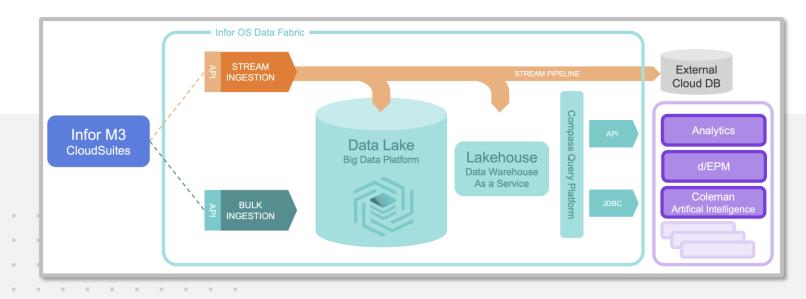
Configuration management Self implementation

Operations - Planned for April 2023 and onwards

Data Strategy M3 & Data Fabric

Real-Time Streaming and Lakehouse M3 using Infor OS Data Fabric

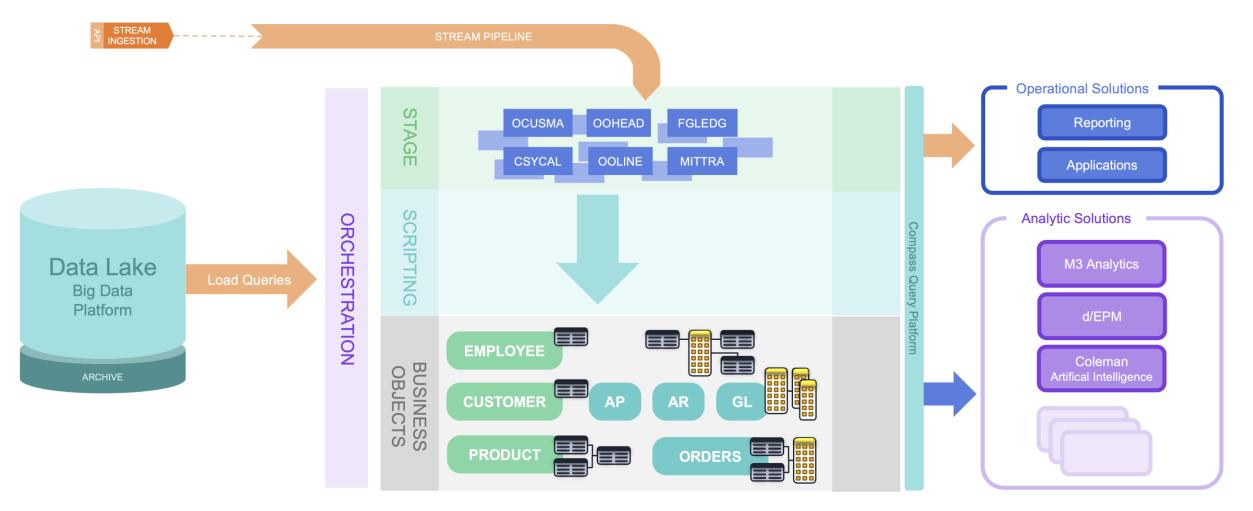
- M3 enables Data Fabric streaming ingestion for selected beta-customers in 2022.10
- Data Fabric Pipelines will bring data in real time to a destination database
- Destination for streaming pipelines will start with AWS Aurora PostgreSQL
- Additional connectors for destination platforms will be available during 2023
- Streaming to drive Lakehouse (end 2023)



Value

- Data Fabric Pipelines bring data to a destination database in real time to support operational reporting as well as connected applications with real time data requirements
- M3 streaming to Data Fabric for pipelines and storage in Data Lake as a Big Data platform
- Bulk ingestion helps uploading large batches of data into Data Lake
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M3 and Data Fabric – Lakehouse and Real Time Data



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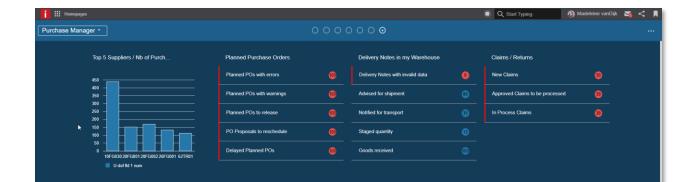
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M3 Cloud – Planned 2023

Innovation Industry solutions



Highlight of Investments

- 15+ new industry homepages including CEO, CFO, Fleet Manager, Fixed Asset Manager, Rental Coordinator, Sales Controller...
- Embedded analytics across roles and process
- Purpose built widgets and workflows
- Data management and loading templates for faster initial deployment
- Continues expansion of industry process data & processes (IPCs)
- Application Configuration Management phase 1
 for handling selected configurations and artifacts

Purchase Orders - Actions before R		Alert List ····	Task List		Quick links	Q
Orders to print / send	100	Older	Yesterday	•	Planned Purchase Orders	
Orders to confirm	100	New Style UA3925 with Shirt New Kidz create 11/10/2022, 11:01:36 AM	You have a new ASN (DM20221) YESTERDAY AT 5:56:18 PM	120-001) for Va	Purchase Orders	
Orders not confirmed and due soon	0	Name change to Shirt New Kidz (M3 applicati	Older		Purchase Order Lines	
Orders esticily confirmed	-	Name change to Shirt New Kidz (M3 applicati	Approval for T-Shirt V-Neck is re 11/14/2022, 2:24:23 PM	equired.	Supplier returns	
Orders partially confirmed	•	 11/10/2022, 11:01:36 AM Name change to Trouser Basic (M3 applicatio 	Approval for T-Shirt V-Neck is re	equired.	Sourced styles	
Expected PO Lines	100	10/18/2022, 6:01:32 PM	You have a new ASN (00000000	000000011438	All items	
		Name change to Trouser Basic (M3 applicatio 10/18/2022, 6:01:31 PM	11/14/2022, 8:41:12 AM		Suppliers	
					Purchase Agreements	
Purchase Orders - Orders not Ready		My requested planned POs, POs a ***	Sourced Styles			
Preliminary orders	6	My PO Requests in my Warehouse	Preliminary Styles	92		

Value

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- · Faster value higher quality
- Lower Implementation Time
- More industrialized approach

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M3 Cloud – Q2 2023

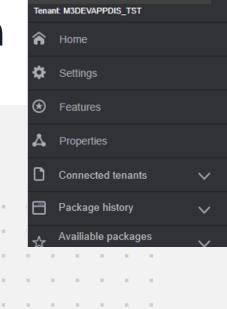
Cloud Tooling Application Configuration Management

Structured move of configurations and artifacts between tenants

AMC is deigned to move configurations between tenants in a structured secure manor across the complete CloudSuite

Phase 1

- Infor OS: Configurations, security, extensions ec
- M3 framework: XtendM3, IPS, H5, personalizations, scripts, SDK applications
- M3 Business Engine Functions: 10+ functions
- M3 Business Engine Configuration: Custom list, security, roles, AdHov reporting, etc



ACM Administration

You have 45 installed packages

Title	Owner	Based
+ M3 App designer items	Emmanuel Enriquez	infor.r
+ Financial Homepages Version 1.1	Emmanuel Enriquez	infor.r
+ Extension 123	Cim Liljeborg	infor.s
+ Workflow xyz	Erico Manalo	infor.s

Value

- · Structured handling of configurations
- Avoid errors from manual processes
- Lower cost of managing environments

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Configuration management Self implementation

Simple & configurable UX

Persona apps

Experience – planned Q2 2023

Usability **Infor OS Portal**

A portal solution that offers a coherent user experience for Infor Applications

- · Application navigator
- Tabs of open apps

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10

- Insights with Workspaces
- Pop-out Smart Panel
- · Easy to use, secure, efficient, extensible, and productive
- A potential Trial mode from Q1-2023

Workspaces Sales Mana Employee Ho

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Applications

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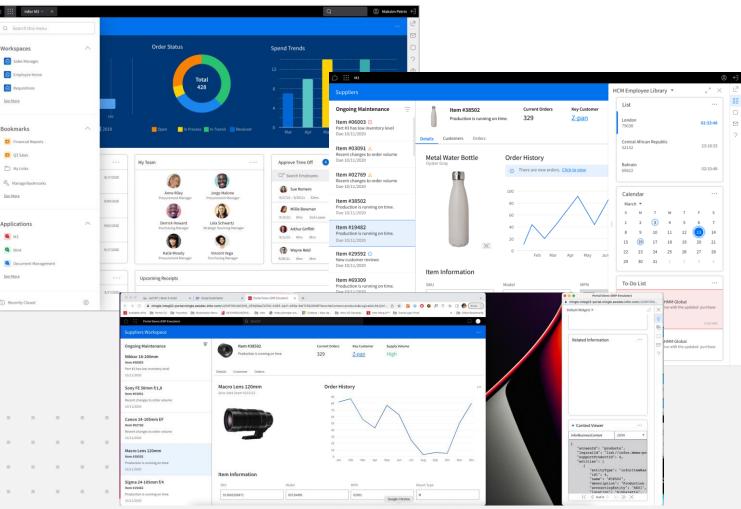
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See More

3 Recently Closer

See More

See Mon



Value

- Productive ٠
- In context ٠
- Flexible

Experience – planned Q2 2023

Usability M3 Experience

A new M3 user interface with modern design and new capabilities such as:

- New cloud architecture
- Stateless and decoupled
- Responsive design
- Role based processes across M3 functions
- Fully configurable down to field level
- Embedded UX design tooling
- Coexist with current H5 client
- Phased roll out based on processes

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Value

- Process oriented user experience
- Flexible with tool support
- Role based for high productivity

+ Add New Supplie

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Telephone no 2 +46 987 234 52 > 0001-09911 > 0001-012 > 0001-013 > 0001-014 > 0001-015 > 0001-016

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Equipme

Basic Information Telephone no 1 +46 987 234 50

Prepare Your Move From H5 Classic to H5 (Angular)

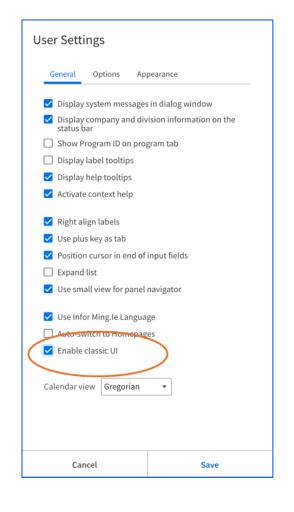
H5 (Angular) is the *prerequisite* for all new M3 experience innovations

• Portal, M3 Experience Designer, etc

Existing scripts must be checked for compability!!!

- <u>Check the Developer Guide</u>
- And the session M3: v2021.01 RT Technical Configuration for M3 H5 Client





M3 USER EXPERIENCE

M3 Experience

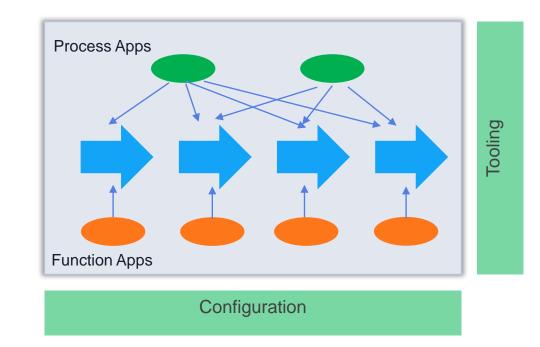
Rich role-based User Experience model

- Process Applications for role based composite applications
- Functional Applications as default UI for new M3 functions
- Common architecture based on configuration with embedded tooling

Process applications delivered at initial launch

- Credit Control
- Service Agreement Workbench
- Manufacturing Order Workbench

Customers and partners can configure their own applications

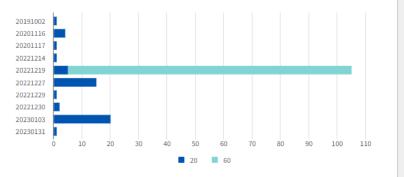


Manufacturing Workbench

Manufacturing Order Workbench (My Facility)

Open Manufact	turing Orders							Q Search	١	
Finish date	Start date	MO number	Product [A] ▼	Name [A] ▼	Status	Order qty bU/M	Manuf quantity	Ref order cat	Ref order no [A] ▼	Facility [A] ▼
20201116	20201116	4001010371	Y90050	Configured Windows & Doors CPQ	20	1.000000	0.000000	3	4003117373	A03
20201117	20201117	4001010373	Y90050	Configured Windows & Doors CPQ	20	1.000000	0.000000	3	4003117376	A03
20221214	20221214	4001010474	3887799	Imaged Laptop	20	1.000000	0.000000	3	4003118436	A03
20221219	20221218	4001010483	3887799	Imaged Laptop	20	5.000000	0.000000	0		A03
20221219	20221216	4001010482	3887799	Imaged Laptop	60	100.000000	22.000000	0		A03
20221227	20221226	4001010485	3887799	Imaged Laptop	20	15.000000	0.000000	0		A03
20221229	20221229	4001010248	3887799	Imaged Laptop	20	1.000000	0.000000	3	4003115524	A03





Materials Operations Materialplan MO Transactions

Bill of Ma	Bill of Material					terial issue 💿	Materialplan	Details - Material	Product Image
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20		10 388001	Power Pack CN	1.000000	EA	33	003		
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Collect From Warehouse 001	CO no	Req delivery	dt CO stop ⊟ ⊠ ▼	Net order value	Currency	Payment terms	Facility ९= [A] - २	CO type	Order date	Responsible	Salesperso	n Lowest s	CORRECTORY DATA	
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			× Service Agreement Workbench								
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385C PM AG Customer: 0000004 Agreement type: PM Status: 20 Facility: BB1 VWNEWGOLD1 Customer: VWNEWCUST Agreement type: GOL Status: 20 Facility: BB1 Customer: 00000004 Agreement type: Status: 20 Facility:	Description Main agreement Start date 20200430 Responsible BDUNKS Qm Your ref 1 Order type 400 Qm General service work Facility BB1 Qm US Prime/Service (main)	Status 20 - Released To date 20231231 Our reference Sandra Smith Ext reference John Jones Periodic inv or GOL Payment terms 130		202 202 202 202 202 202 202 202 202 202	nitoring date Trans reaso Image: Constraint of the second secon	Remark Image: Constraint of the second se					
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COMPLETE INDUSTRY SOLUTIONS

Supply chain agility Operational productivity Inventory and channel mgmt. Expand integrated footprint Sustainability The intelligent cloud Micro vertical capabilities

Digitalization

Continuous innovation

Global enterprise financials

CLOUD EXCELLENCE

Composable

Mega scalability

Deep extensibility

Zero downtime

Data fabric

PRODUCTIVE EXPERIENCES

Industry content

Configuration management Self implementation

Happy innovations in 2023