



M3 Industry Cloud Suites

Next step – Expect More

Ole Rasmussen
SVP, Product Management



INDUSTRY SPECIFIC



CLOUDSUITE
SOLUTIONS

Disclaimer

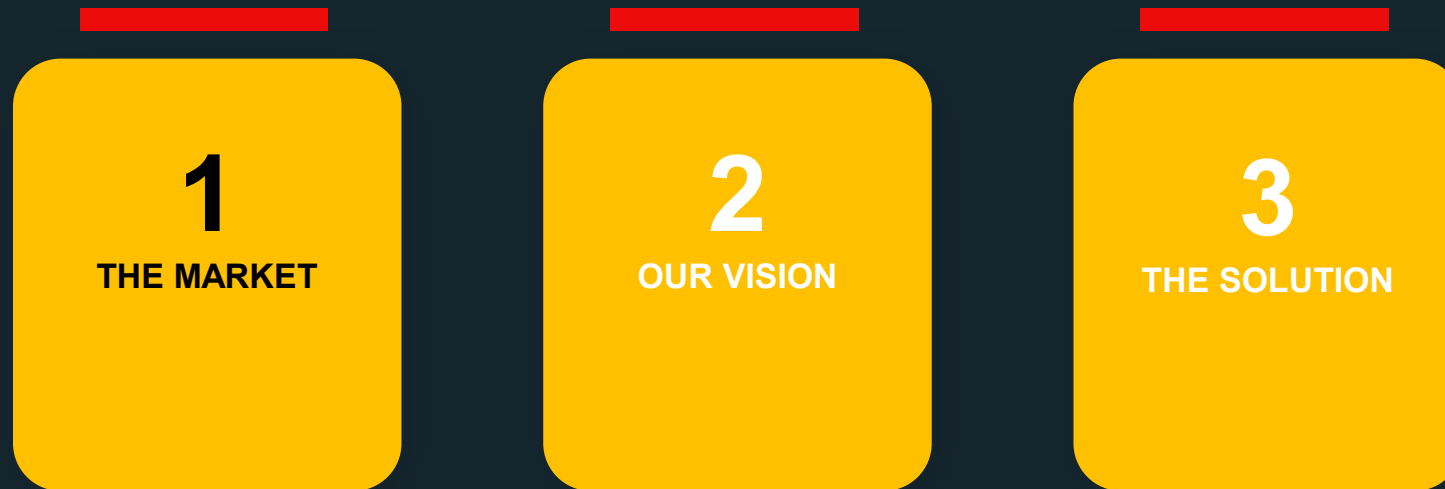
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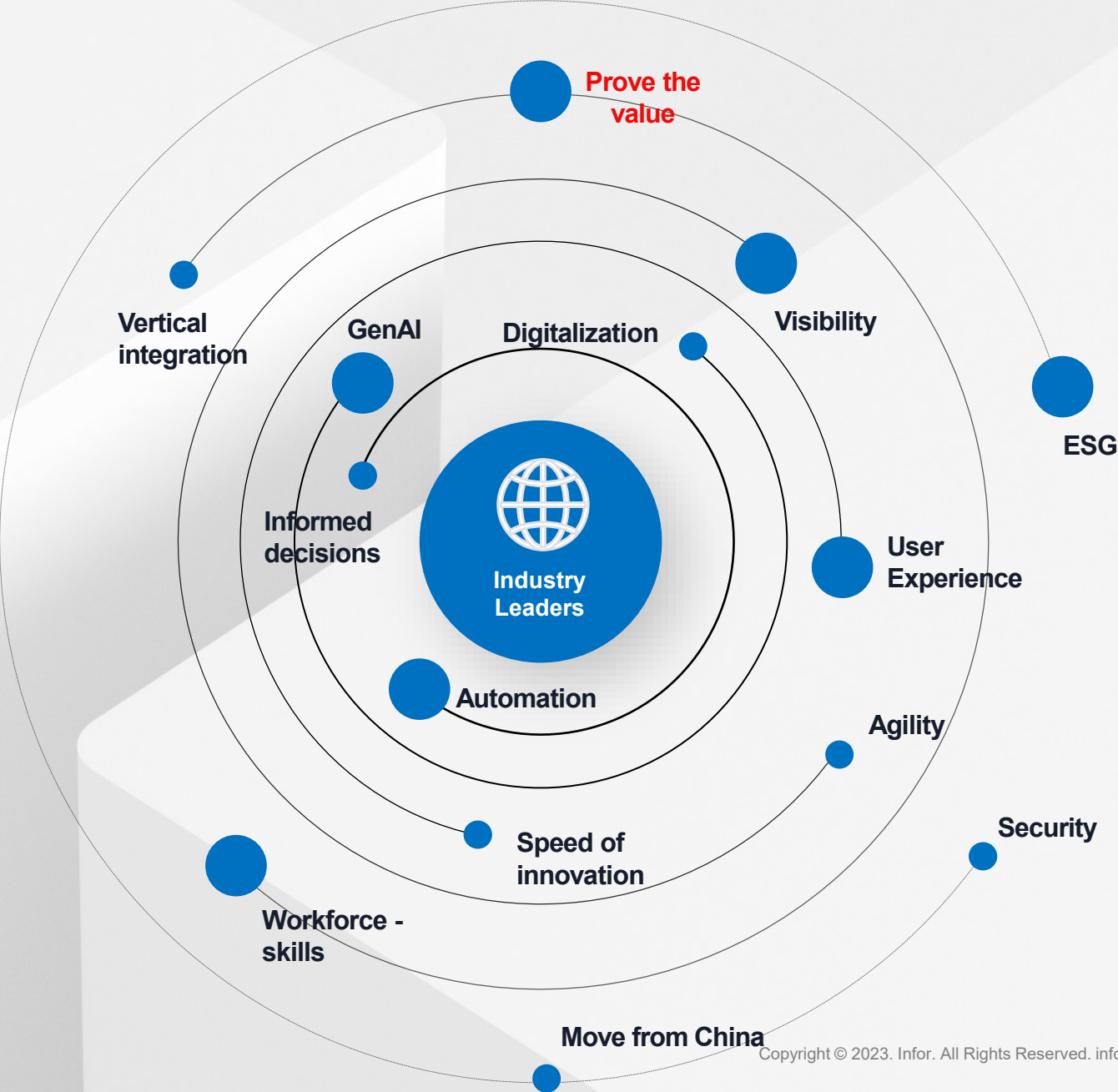
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Agenda



Challenges We Hear



Typical Manufacturing Challenges

Transforming against a background of volatility and uncertainty



Customer lifetime value



Shift to service and focus on after-market, hyper-customization & shorter product lifecycles



Productivity & quality



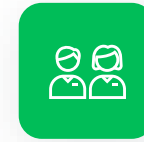
Investing in technology to drive efficiencies, ensure quality, mitigate uncertainty & risk



Supply chain responsiveness



Maintain a more agile and responsive supply chain whilst reducing inventory burden



Workforce and skills gap



Respond to skilled worker shortages and enhance operations to reduce experience gaps



Profitability & growth

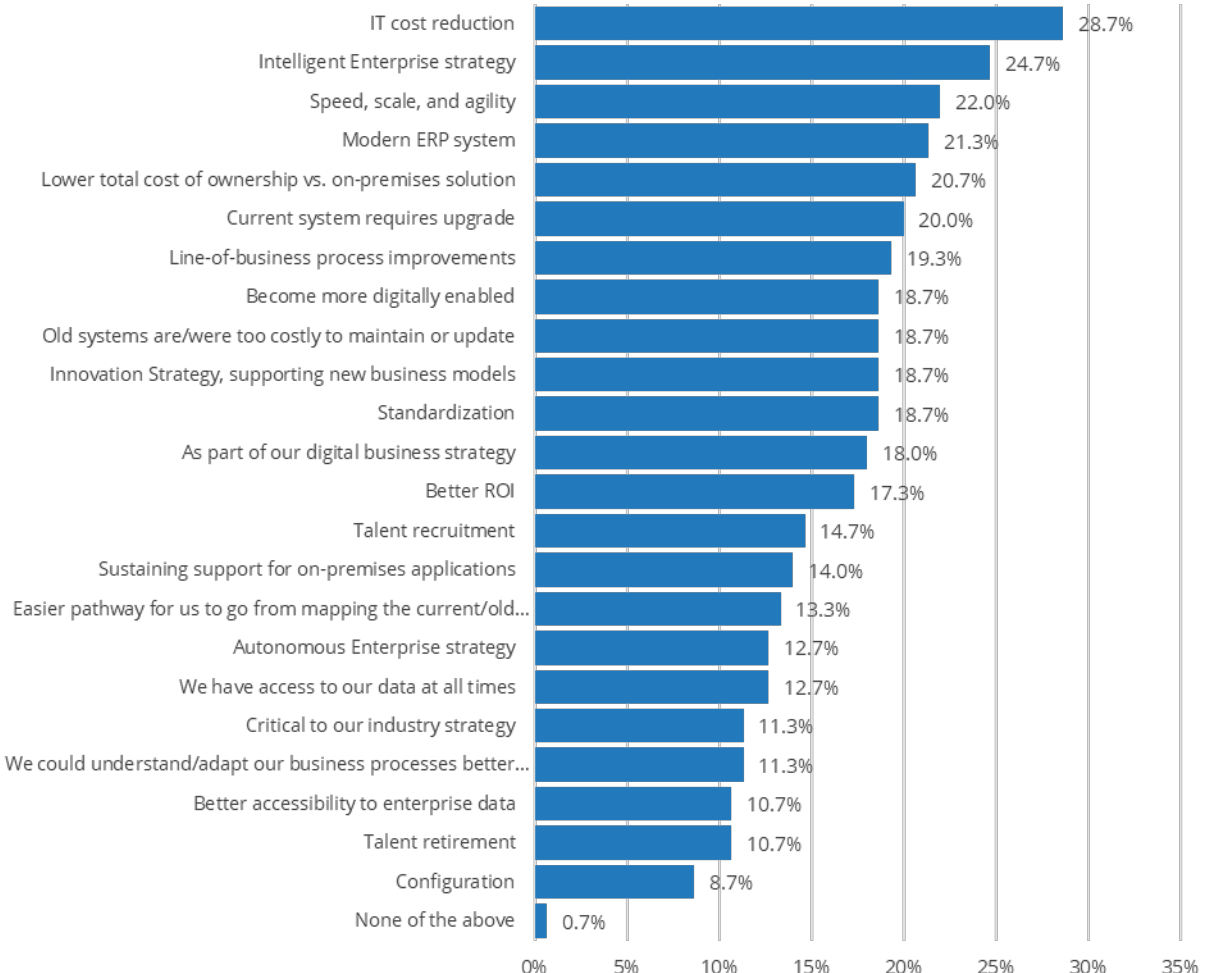


Managing margins against backdrop of rising costs and growth ambitions

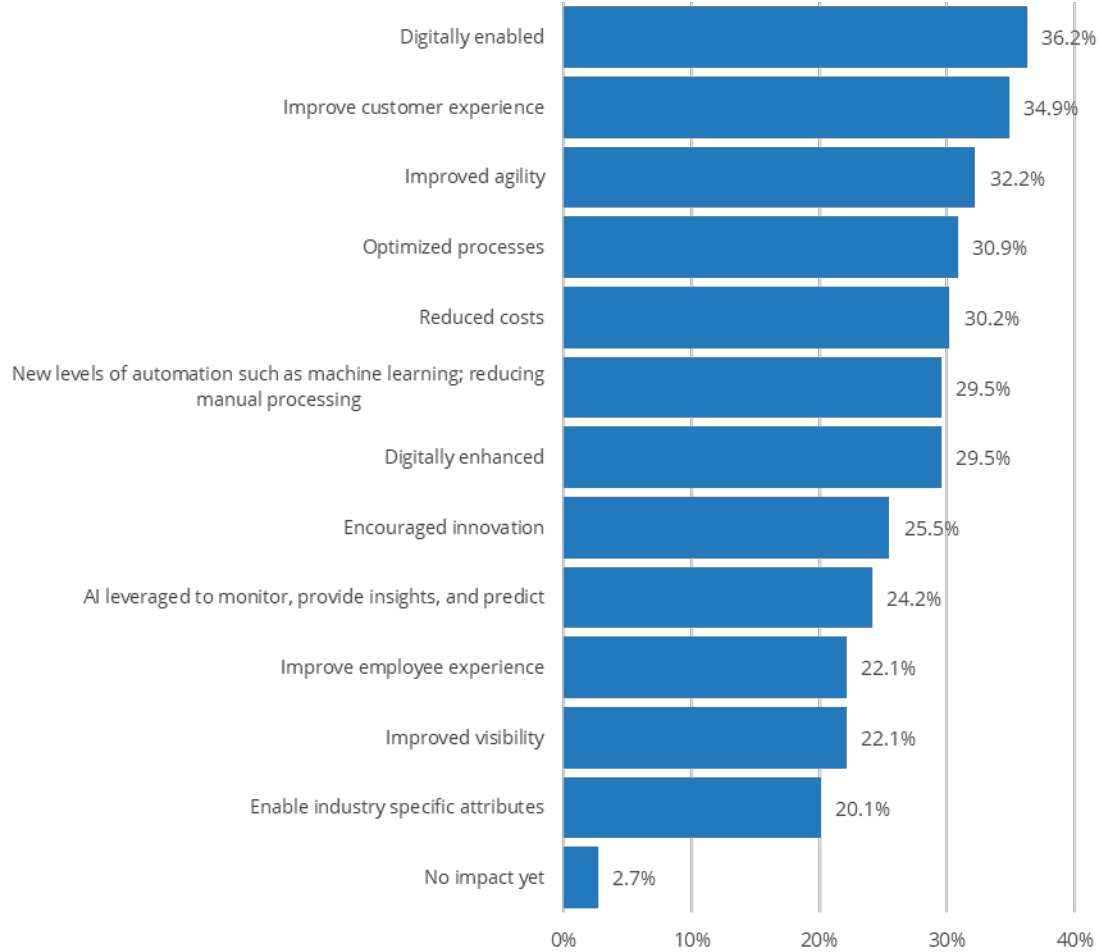
▶ Environmental & regulatory compliance ▶

New ERP System: Moving from Reasons to Achieving Value

Reasons for Moving to A New ERP System



Impact from Moving to A New ERP System



n = 150
Source: IDC SaaSPath Survey, April 2023

Customer success: Lantmännen



www.lantmannen.com

Lantmännen is an agricultural cooperative and Northern Europe's leader in agriculture, machinery, bioenergy and food products. Owned by 19,000 Swedish farmers, Lantmännen has 10,000 employees and operations in over 20 countries. With grain at the heart of the operations, it refines arable land resources to make farming thrive.

HQ: Stockholm, Sweden

Revenue: \$5.5B in 2020

Industry: Food & Beverage

Solution

Infor CloudSuite Food & Beverage



We need to be able to adapt quickly to all the changes we see coming, which means we need to have a business platform that allows us to move fast and stay current. We don't want to disrupt the business with big, costly, and time-consuming upgrades every 5-10 years. I think there's really no option not to go to the cloud to get your business in a better position faster."

Louise Nilsson, CIO Lantmännen Agriculture

Business challenges

- The business concluded that SaaS is the only way forward and a necessary digital enabler
- Harmonize applications across the diverse business
- No more upgrade projects but continuous innovation in the cloud
- Manage IT spending internally and externally

Why Infor?

- M3 competence within Lantmännen
- Longtime partnership with Infor
- True multi-tenant industry cloud suites and Industry Process Catalog

Customer success:

Compliant with always current industry-cloud



90 days

to value

10%

less demand on
IT support

Overview

Frontier Co-op is a natural, organic food company with approximately 585 employees. Frontier Co-op manufactures nearly 3,000 SKUs, operates its own distribution center, and offer private label and direct-to-store shipping.

HQ: Iowa, United States

Industry: Food Ingredients

www.frontiercoop.com

“ When you modernize your ERP, you need precise business process controls in place to avoid risk, especially in the manufacturing process. You can take the path of doing it manually, but it’s resource-intensive, slow, and error-prone. With Infor GRC, the entire process is automated, with industry-standard controls available out-of-the-box so we can immediately start to monitor violations and resolve them. ”

Eduardo Pulido

VP of IT at Frontier Co-op



Challenge



- Growing and evolving rules, regulations, and reporting requirements for food and beverage manufacturing
- Compliance with financial regulations
- Avoidance of fines and potential legal implications

Infor solution



- Supporting global rollouts with support for country-specific financial requirements, taxes, and reporting
- Built-in global compliance controls
- Monthly compliance updates (70+ countries)

Outcome



- Always current, always compliant, with new regulations included with no additional cost or delay
- Meet SOX and GRC compliance requirements to minimize the risk of fines and legal implications

Agenda



Expect better outcome



Industry focus

Rich on industry specific capabilities and content

- ✓ Last mile functionality
- ✓ Preconfigured end-to-end solution
- ✓ Prescriptive implementation
- ✓ Industry documentation



Up to date

Evergreen solution with industry specific updates

- ✓ State of the art security and technology
- ✓ Continuously improved business performance
- ✓ New functionality injected silently into the cloud



Agile

A DNA of speed and agility

- ✓ Automated and dynamic scaling of the cloud platform
- ✓ A fluid solution adopting to everchanging business requirements
- ✓ Support for new and changing operating models



Innovation

Cloud technology platform enabling innovation

- ✓ Automation capabilities (ML/RPA/PI)
- ✓ Leverage generative AI
- ✓ Business optimization
- ✓ Enabling customers to be disruptive and agile

Operate

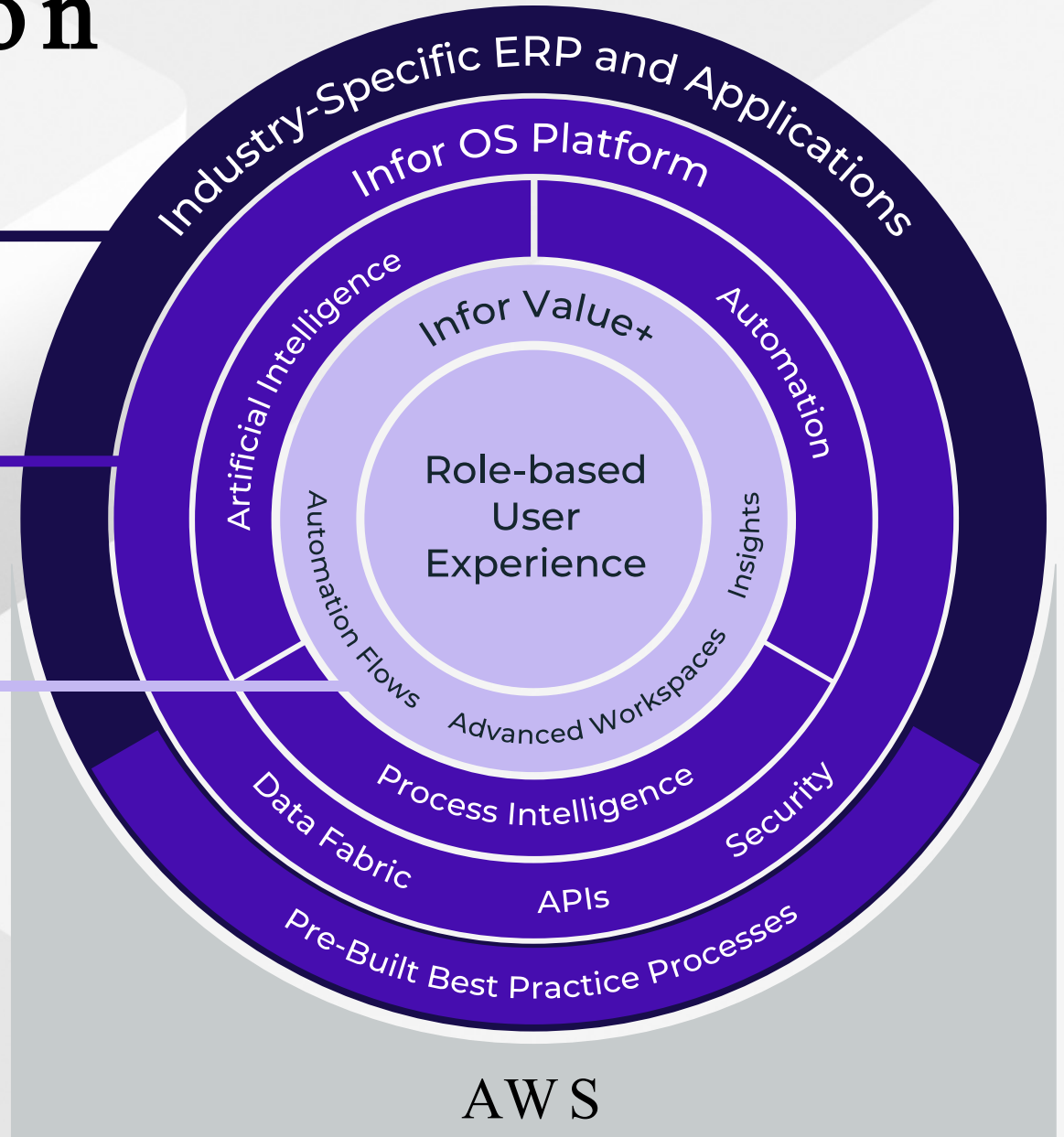
Differentiate

Infor's Product Vision

Complete Industry-Specific Solutions

One Connected Platform for Innovation and Intelligence

Experience-oriented and Hyperproductive Solutions



M3 Clouds Industry Specificity

Continuously expanding abilities:

- **Deep industry features**
- **Data strategy & models**
M3 Analytics, Dashboards, DataWhse
- **Role based designs**
Workspaces, insights
- **Industry Process design and hyper automation**
IPC, Micro-verticals, upload sheets. Process mining, hyper-automation (RPA)
- **Content**
Scripts, Workflows, RPA examples, role-based persona's, Exp Designers Apps.

Food & Beverage



Chemicals



Distribution



Fashion

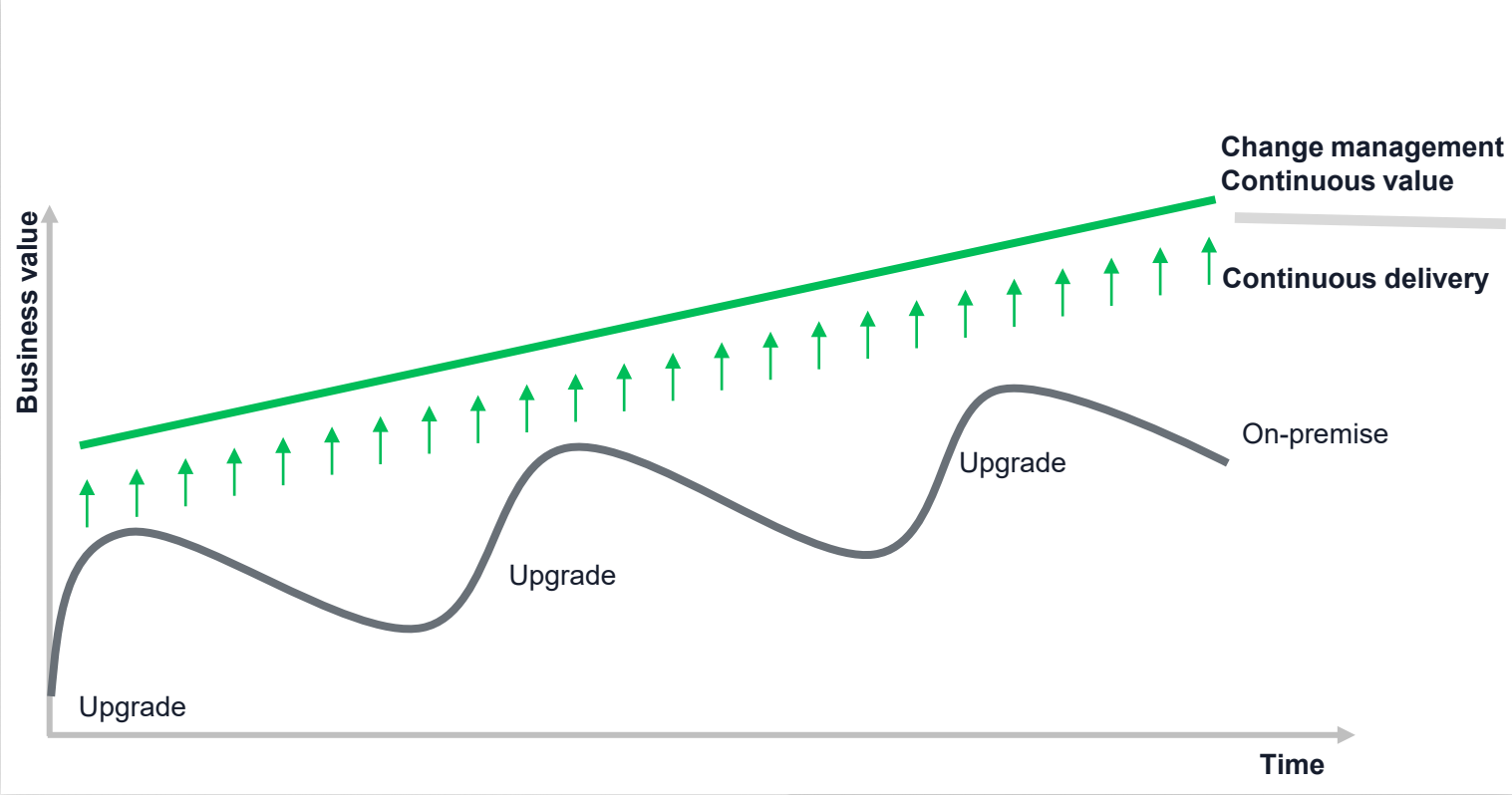


Manufacturing



Equipment

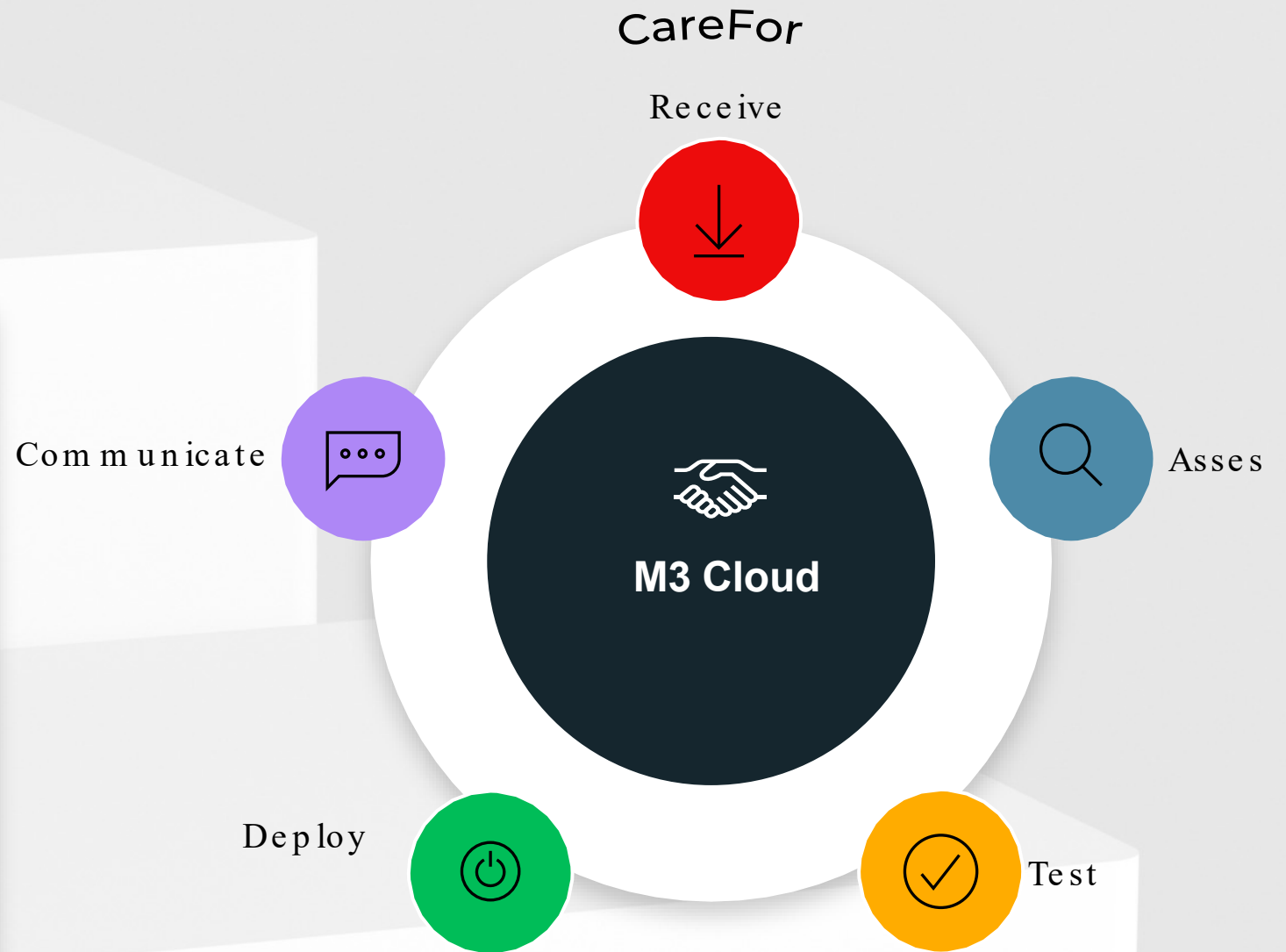
Drive continuous value





From Deliveries to Value

- Identify opportunities and prioritize
- Deploy and run or if you need help
- Use CareFor Success (new)



Customer Story

Company: Cream-liquor manufacturer
Locations: Europe and US
Revenue: \$13 IM in 2019



Reduced Complexity
Faster Time to Value

Business Challenges

- Needed to implement ERP quickly due of a carve-out clause after being sold by a large dairy cooperative running SAP
- Their previous dairy cooperative enterprise architecture with SAP and many add-ons made the solution too complex and costly to operate
- Desire to adopt leading-practices and purpose-built solutions designed for dairy and beverages
- Alcohol balance reporting and excise duties throughout the whole process to be compliant with regulations
- Product density dependent on alcohol percentage and challenges measuring product volume
- Secure right first-time introduction of new products

Deployment

8 months

Wall-to-wall deployment in Europe and US

535 man-days

Services including 94 days for integrations, business documents, reports and extensions

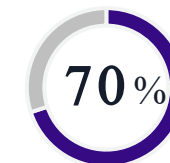
Fit



Readiness



Complexity



Benefits

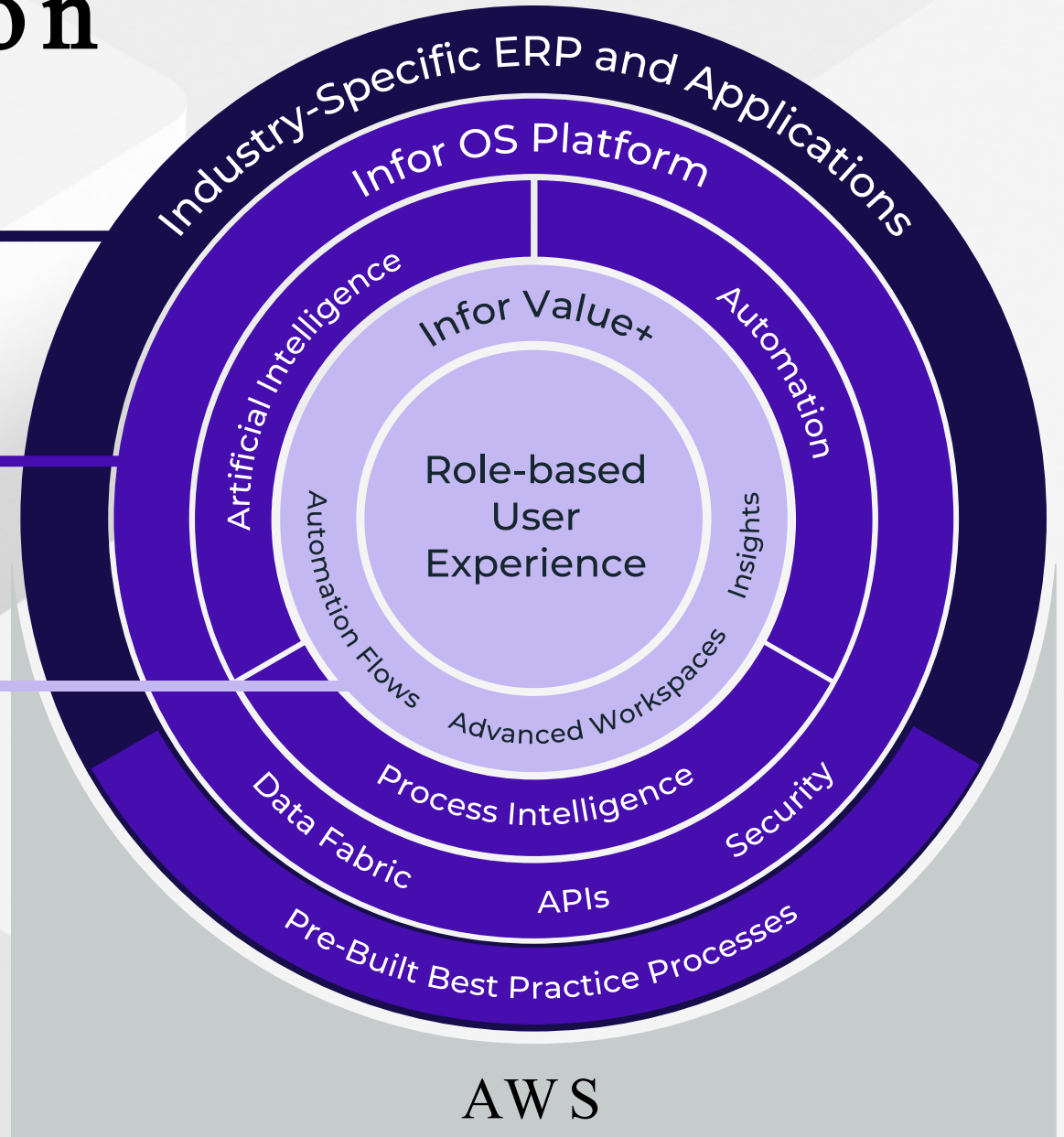
- ✓ **A faster path to value so that the new business can focus on growth**
- ✓ **Run the business with a smaller team than the previous SAP system that required a lot of support from corporate departments**
- ✓ **Greater velocity, agility, and profitability using industry leading practices and industry-specific capabilities for dairy and beverages**
- ✓ **Reduced time to introduce a new item and reduced time to trace product quality issues**

Infor's Product Vision

Complete Industry-Specific Solutions

One Connected Platform for Innovation and Intelligence

Experience-oriented and Hyperproductive Solutions

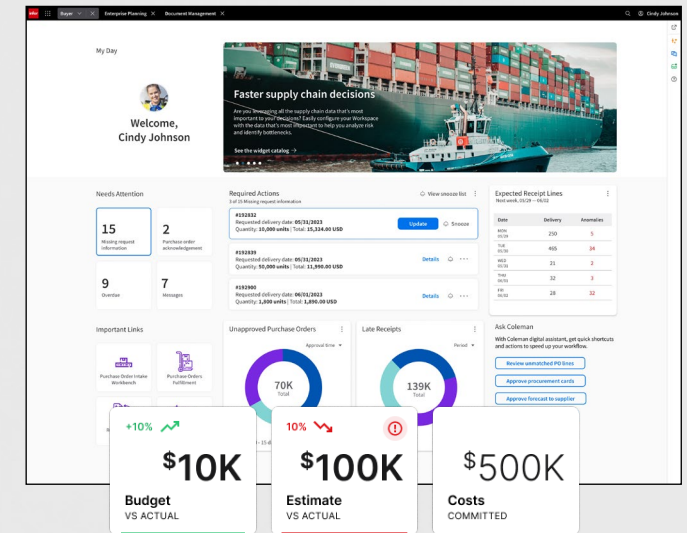
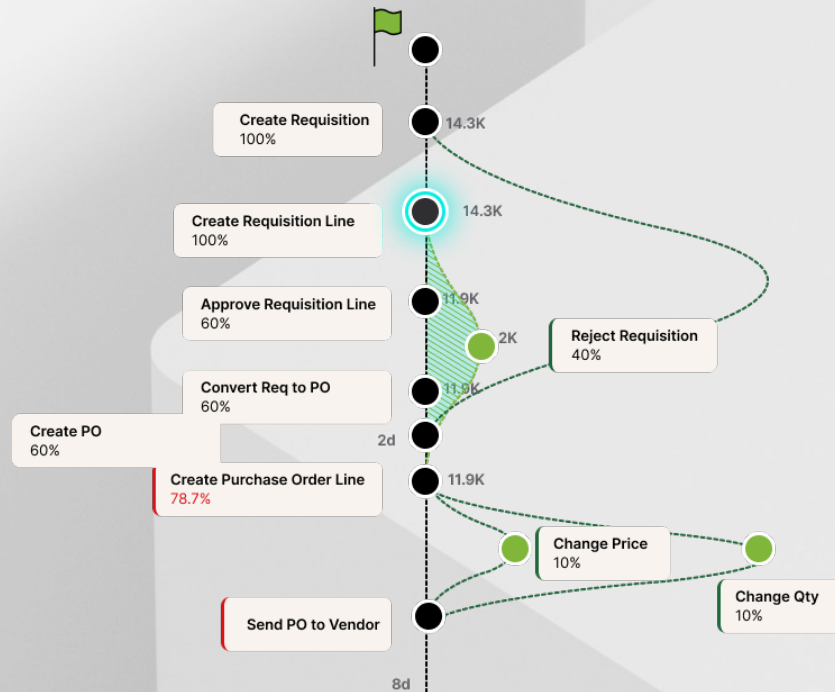
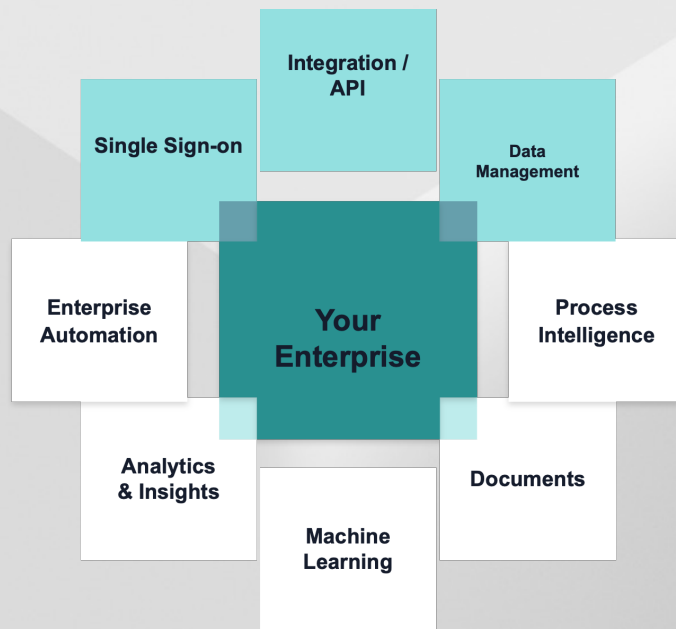


One connected platform

One Integrated Platform

Composable Processes

Automation and experience



Data Fabric

Optimize your business's performance with actionable insights



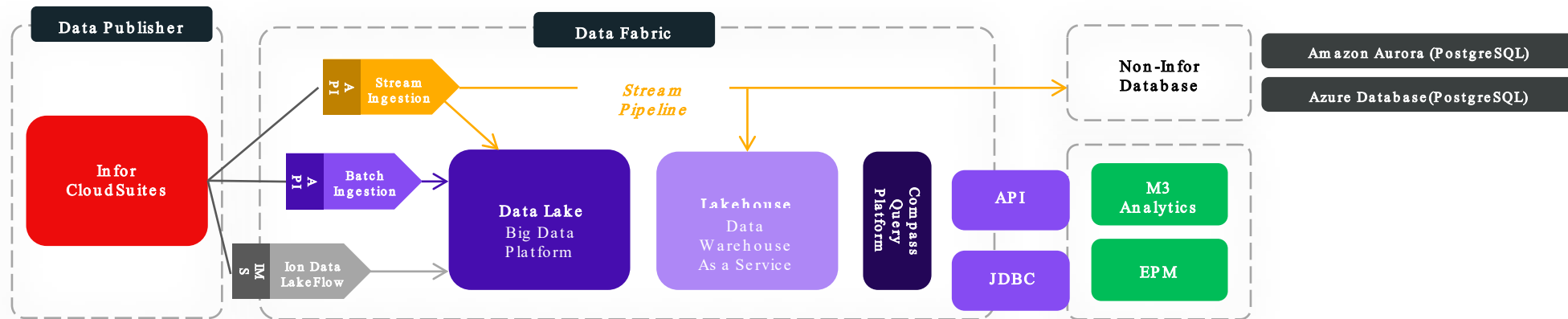
Solution

- Central Data Lake as part of core Cloud
- Data ingestion and streaming
- Full access through API, JDBC
- On prem databases via ETL
- Data warehouse as a service for centralized metrics (Oct 2024)



Value

- Easy access to data and data history
- Make data available across the enterprise
- Make data-driven decisions and insights
- Gives choice to use existing BI visualization tool



Enterprise Automation



Insights via AI/ML

Typically analyse your data to provide valuable insights



RPA Automation

Automate process by use of RPA and document scanning



Optimization

Use machine learning tooling to construct optimization algorithms



GenAI

Generate text, picture and other data from existing processes

Innovation Use Cases



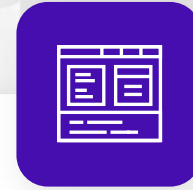
Artificial Intelligence Insights

- Price recommendation
- Classification of a Customer (A/B/C)
- Upsell & Cross-sell products
- Production Yield improvements



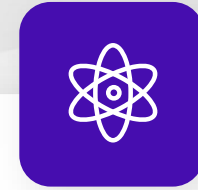
Artificial Intelligence Optimization

- Warehouse Packing for Sustainability
- Production process changes to maximize Yield / Output
- Machine / Resource usage optimization
- Cash Allocation for Supplier Payments



Infor RPA and Document Scanning

- Digitize paper / pdf Supplier Invoice and map to M3 APIs
- Reconciliation of supplier statement of account
- Commodity Pricing Updates from external websites
- Remove pdf from email and add as Customer Order in M3
- Close Season (Fashion)



Artificial Intelligence Generative AI

- Assisted text authoring
- Translations
- Project briefing notes
- Product comparison
- Item master data validation
- Process descriptions

In for Gen AI

Example Projects often have high information needs for all involved parties

Solution



- ✓ Infor GenAI tools embedded in Infor CloudSuites with business context
- ✓ GenAI summarizes contextual data and present in human digestible form at

Benefits



- ✓ GenAI helps to generate that information without human intervention
- ✓ High quality data and knowledge for better decisions
- ✓ Productivity increase through time saved for report and content creation

The screenshot displays the Infor CloudSuite interface for a project management application. The main window shows a table of projects with columns for Proj no, Description, Plan Str Dt, Plan Fin Dt, Low Sts, High Sts, Status, Pos no, and Customer. The table lists various projects such as 'New Product Design Proj', 'R&D Product Dev Short Template', and 'New Product X Project'. The status column uses color-coded indicators (green for 'Started', yellow for 'Open', orange for 'Completed').

On the right side, there is a 'Project Executive Summary' sidebar. It includes a 'Back' button and a 'Project Overview' section. The overview text states: 'The "New Product X Project" (Project ID: D70233) is currently in progress, with several key phases underway. The project encompasses various stages, including specification, engineering and design, validation, and project administration. The project aims to deliver a new product, with activities ranging from initial requirements gathering to validation and final invoicing.'

Below the overview, there is a 'Status' section: 'As of the latest data, multiple activities have commenced but are yet to be completed. These include phases such as Specification, Engineering and Design, and Validation. Notably, activities such as "Graphics Comp 1" and "Graphics Comp 2" have not started, indicating potential delays in the design components. The "Testing" phase and "Product Validation Signoff" are also pending, which are critical for the project's progress.'

At the bottom of the sidebar, there is an 'In-Context Information' section with a search icon and a folder icon.

Example Infor GenAI

Controlled available



Customer success:

Increase customer profitability to drive revenue growth



10% Revenue increase **83%** Productivity improvement in customer strategy setting

Overview

Grosfillex, an international company based in the Jura Mountain region of France, has grown from a wooden tool handle family owned company to a global organization offering a wide range of resin products. Grosfillex has built its outstanding brand reputation on the design, development, production and marketing of resin products destined for household and commercial use.

HQ: Robesonia, Pennsylvania (Grosfillex North America)

Industry: Industrial Manufacturing / Furniture & Fixtures

grosfillexfurniture.com

“ In the first week of using the AI dashboard, we saw a 10% revenue increase for a set of accounts. Each salesperson has access to a personalized dashboard with a profitability grading for their respective accounts. Leveraging this information, they tailor sales strategies effectively. The real strength lies in the AI system's ability to consistently generate these valuable insights across thousands of customers. This empowers our sales team to concentrate their efforts on enhancing business performance and customer experiences. ”

Andrew Rinehimer
Grosfillex E-commerce Account Manager



Challenge



- Lost revenue and productivity due to manual and time-consuming profitability analysis processes
- Customer experience impacted by product availability

Infor solution



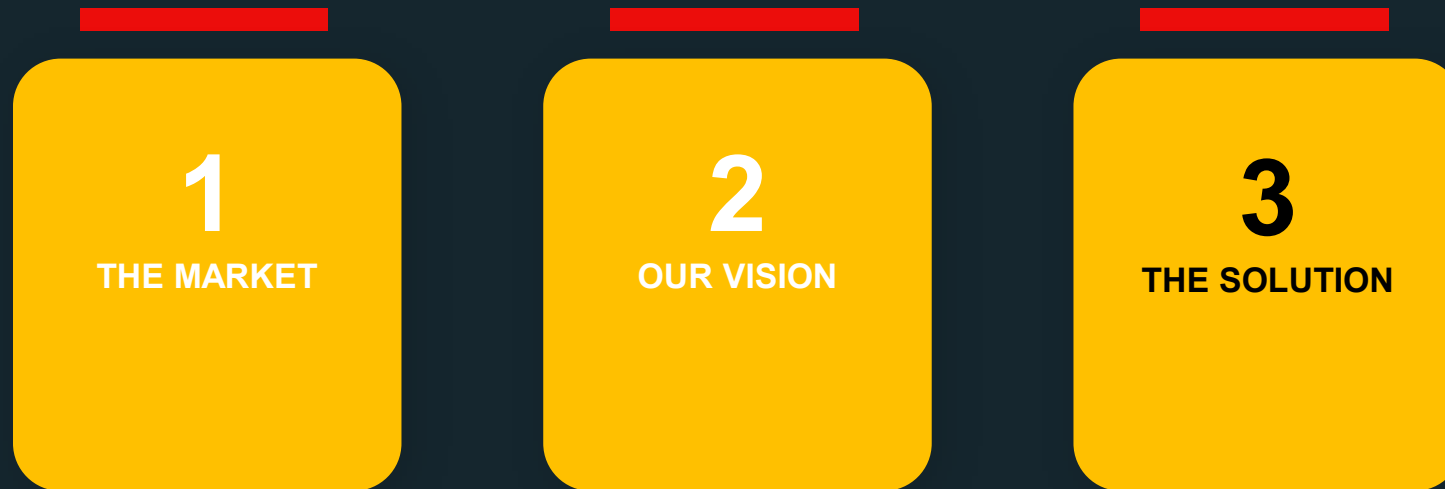
- Customer-centric AI/ML and analysis dashboards over detailed data to grade customer and optimize pricing
- Product recommender to identify alternate products quickly and improve customer satisfaction

Outcome



- Fast and effective support for customer strategies leading to a more curated product assortment
- Price optimization and guidance
- Customer wallet share increased by ensuring alternate options are quickly presented

Agenda



What we have accomplished

With M3 CloudSuites



Total cloud customers

Customers provisioned with Infor M3 Cloud

550+



Total Countries Supported

72



Total Integrations supported

Strategic Integrations with Best-of-Breed and 3rd Party

30



Usability Features Delivered

Developments for Technology and User Experience

93*



Industry Features Delivered

New features within the technology layer

581*



Capability Features Delivered

Developments for Integrations and Geo Support

135*

M3 CloudSuites under the hood

Some statistics for the M3
based CloudSuites in a
single region

5.4 B

API Calls per Month

4x

Transaction Growth over last 24
Months

896

Tenant Databases

2.5M

Outputs to IDM per Month



96

Countries accessing M3 Cloud
per day

98 TB

Data Storage

The April 2024 Feature Release

- **300+** enhancements released across all modules
- 25+ Knowledge Transfer sessions
 - All published on **Infor U Campus**, available March 6th
- All material consolidated in Concierge
 - Release Center

Infor Concierge – Release Center

My Release Information

Overview
Here are the material(s) available to help you prepare for MT releases:

- [Feature Release Checklist](#) provides timeline of monthly activities to prepare for the upcoming Feature Release.

Release Report provides details on enhancements and defect resolution in a single report and is available the first Thursday of the month prior to each release.

- [MT 2024/2025 - Infor Release Report Overview](#)

Some features are delivered as part of the release and may require additional education. The following materials may also be available the first Thursday of the month prior to the release.

Release Highlights is a presentation that provides an overview of key enhancements.

Release Training highlights new features that enhance productivity and efficiency.

- [Release](#) for Infor U to access Release Training

Product Documentation provides technical details about Infor applications and Infor CloudSuite. This is available the first Friday of the release month.

Access the global Multi-Tenant Release Deployment Calendar for region-specific schedules.

[View calendar](#)

Release Resources
Access the latest release assets and see resource availability dates.
For Release Center assistance or any general questions, open a Customer Care general request [subject](#). (Product Line = Infor Concierge).

Product Line	Release Report	Release Highlights	Release Training (RT)	Product Documentation
Automotive Exchange	RB 2131274 - Release Updates	AutomotiveExchangeRT_Release_Highlights...	Infor U - Automotive Exchange - RT	Automotive Exchange Documentation
Birst	RB 2054719 - Release Updates	Birst_Release_Highlights.pdf	Infor U - Birst - RT	Birst Documentation
Clinical Bridge	RB 2186283 - Release Updates	ClinicalBridge_Release_Highlights.pdf	Infor U - Clinical Bridge - RT	Clinical Bridge Documentation
CloudSuite A&D	Refer to product-specific KB Article	CloudSuite_Aerospace_and_Defense_Rele...	Refer to product-specific Release Training	CloudSuite A&D Documentation
CloudSuite Automotive	Refer to product-specific KB Article	CloudSuite_Automotive_Release_Highlights...	Refer to product-specific Release Training	CloudSuite Automotive Documentation
CloudSuite Chemicals	Refer to product-specific KB Article	CloudSuite_Chemicals_Release_Highlights...	Refer to product-specific Release Training	CloudSuite Chemicals Documentation
CloudSuite Distribution	RB 1260491 - Release Updates	CloudSuite_Distribution_Release_Highlights...	Infor U - CloudSuite Distribution - RT	CloudSuite Distribution Documentation
CloudSuite Distribution Enterprise	Refer to product-specific KB Article	CloudSuite_Distribution_Enterprise_Releas...	Refer to product-specific Release Training	CloudSuite Distribution Enterprise Documen...
CloudSuite Engineering and Construction	Refer to product-specific KB Article	CloudSuite_Engineering_and_Construction...	Refer to product-specific Release Training	CloudSuite Engineering and Construction D...
CloudSuite Equipment	Refer to product-specific KB Article	CloudSuite_Equipment_Release_Highlights...	Refer to product-specific Release Training	CloudSuite Equipment Documentation

Release training session at Infor U Campus

Infor U Campus

Welcome back, Ole!

New Enhanced Learning Paths - NOW LIVE!

These enhanced Learning Paths have been designed to provide a more streamlined prescriptive and persona-based learning experience.

[Click Here](#)

Welcome to Infor U Campus

Welcome to Infor U Campus – designed for you!
With an improved user experience and superior personalized content, Infor U Campus provides an integrated learning solution to our employees, customers, and partners. A few benefits of Infor U Campus include

- Simplified navigation and searchability
- Structured content by industry and learning paths
- Optimal and engaging user experiences
- Flexible, intuitive, and prescriptive feature functionality
- Instant access to remotely report technical problems
- On-the-go learning with tablet and mobile responsiveness

[Tutorial Videos](#) [Navigation Videos](#)

Here now

M3 Cloud 2024.04 Feature release

>300 enhancements in this release

Industry features

- **Internal Sales Order** - can now manage Sublots
- Sales Management
 - cross divisional **trade agreements**,
 - new sales **cost operator** for rounding gross price,
 - Returns –**re-use package info**
 - **CLM**- OCM integration
- Procurement –**New API Upd Planned PO** mimicking more PPS170
- Manufacturing
 - Integration to Infor MES
 - **CPW** more features
- **Dairy** – micro vertical apps

Industry features

- **Projects** –centralized time mgt
- Compliance –**e-Signature extended** in for instance QMS,

Finance

- **E.S.G. Environmental Reporting**
- **C.A.R. Fixed assets maintenance**
- Shared services –**Account statements, Reminders**
- Third currency –new option to use the rate between source and 3rd currency
- Exp App –**Leasing contract**
- Exp App –Credit Control

Innovation

- Batch Ingestion to Data Lake
- M3 Analytics –**CLM Contact mgt**
- M3 Portals - Adoption of Birst
- Config Mgt –Compare, MoM- Config text blocks
- IDM documents –**version handling and multi-attribute search in CMS005/CMS006**
- **M3 - Shopify integration**
- M3 –WMS: Order initiated cross docking
- M3 –Global TMS –Freight rate shopping

Experience

- **New Apps with Experience Designer**
- CLM, MFS, IPW,
- Workspaces, Content, etc.

And features added in

MFS, CLM, Rhythm, PLM for Process, PLM for Fashion, Dem and Forecasting, Sales Hub
GLT, IPW, CPW, SWB, Factory Track, GLT, SCP products: Production Scheduling, Supply Planning, Dem and Forecasting

Corporate Management

Corporate management is a set of capabilities to support processes at corporate level in an organization

Solution



- ✓ Cross company functions with common master-data and processes
- ✓ Different options to do financial consolidations
- ✓ Shared services with highly efficient tools and automation
- ✓ Corporate support for strategy implementations based on OKRs methodology
- ✓ Reporting for parallel laws with Corporate Accounting and reporting
- ✓ Treasury function for cash pooling, internal loan, netting and investment processes

Benefits



- ✓ Streamlining of corporate level processes allow greater efficiencies
- ✓ Cost reductions through professional shared service centers
- ✓ Improved cash optimization with treasury capabilities

Shared service support

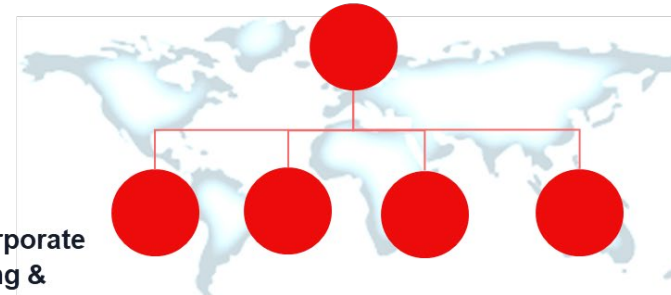
- Central pool of resources, serving several companies within the group

Strategy planning & executions *

- Definition of strategies with current situation, goals and planned activities

Consolidation

- Financial consolidation of subsidiaries



C.A.R Corporate accounting & reporting

- Support for parallel accounting and valuation, both local and corporate rules

Cross company operations

- Common data
- Omni order fulfillment

Treasury

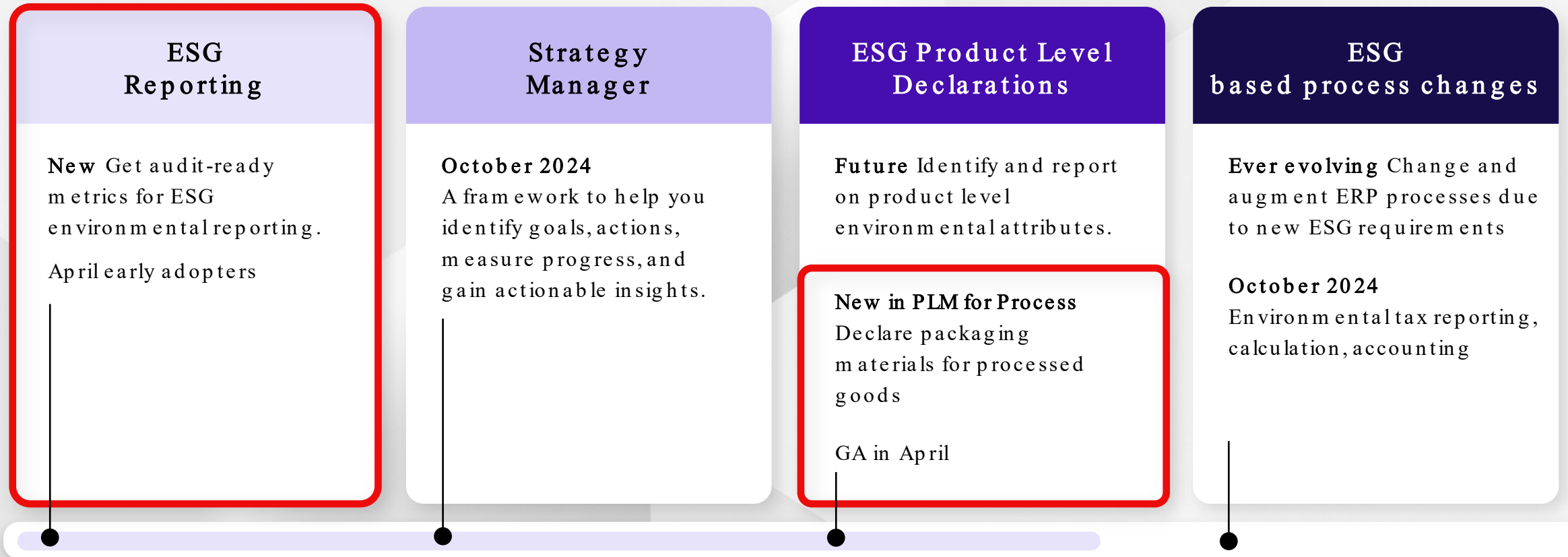
- Cash pooling
- Intra company loans
- Loan and investment portfolio**
- Reporting to external Netting centers
- Internal netting**
- Investment request - Capex**

* First version planned for 2024-10

** Planned for 2025-10

Environmental Social Governance (ESG)

Support in Infor Industry Cloud Suites Roadmap



ESG: Environmental Reporting

Organizations need to report on their environmental footprint. In for CloudSuite industry analytics and Data Fabric can help collect data from transactional systems such as your spreadsheets, CloudSuite and other applications to develop audit-ready metrics for reporting.

Solution

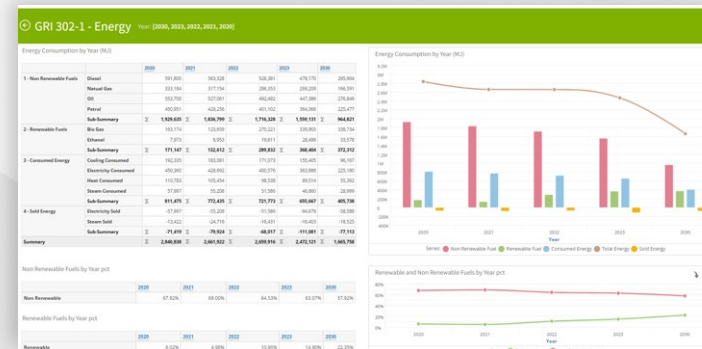
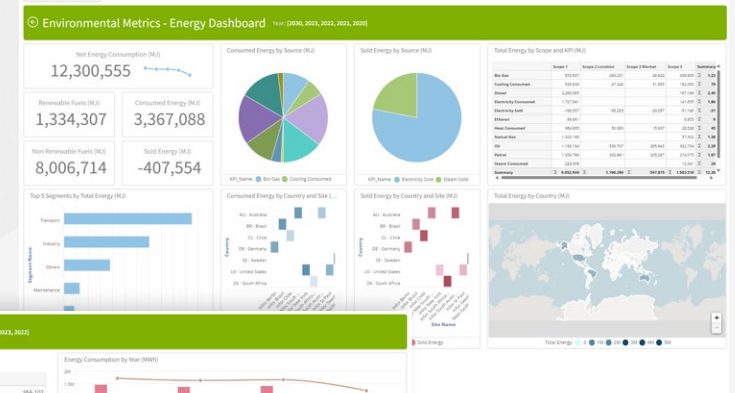


- ✓ **New dashboards and metadata model** in your CloudSuite industry analytics to monitor & report progress
- ✓ **Data** is held in your data lake
- ✓ **Built-in Templates:** GRI3XX framework template for ESG reporting and ESRS for EU-specific disclosures under CSRD.
- ✓ **Top down and bottom-up reporting** by activity, by facility, by country, etc.
- ✓ **Easily export** to PDF, Excel, PowerPoint, and CSV

Benefits



- ✓ Easier to deliver audit-ready metrics and assess progress



ESG Strategy Management

Planned for Oct 2024

Executive summary

Your new tool to simplify sustainability strategy planning and execution. It breaks down siloed efforts to help deliver a plan across your organization where you can measure progress, drive accountability, and bring alignment. Its data integrates with our industry analytics for sustainability reporting.

Solution overview

Problem

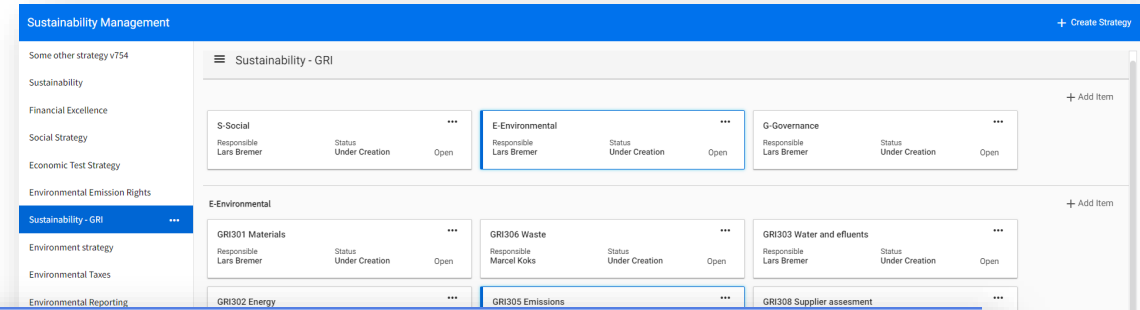
- ✓ Growing pressuring to become more sustainable from regulators, consumers, investors,
- ✓ No single standard or approach
- ✓ Today's approaches are siloed: Impact requires sustainability to be a part of everything the org does
- ✓ Tracking progress is limited: Impact requires tools that define, track, measure the efficacy at the activity level

Benefits

- ✓ Turns your ambitions into measurable actions and impact across your organization
- ✓ Improves transparency and accountability

Solution

- ✓ Your tool to set goals, plan activities, execute, measure, report on sustainability
- ✓ Based on OKR principles
- ✓ Compliance requirements built-in: GRI3XX for global reporting & ESRS for EU-specific disclosures
- ✓ Assign and track: goals, KPIs, activities, budget, milestones
- ✓ Monitor progress from a company level, by initiative, location, more
- ✓ Integrates with Infor Analytics



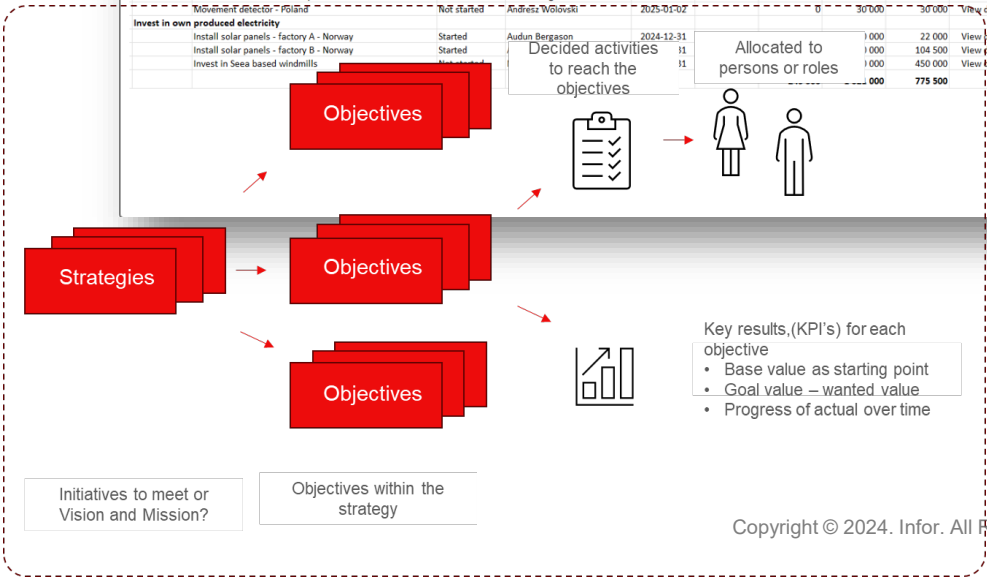
← Back
GRI302-1 Energy consumption within organization

Responsible: Mark Stenberg, Status: Created

Basic information "Dashboard 1" "Dashboard 2" "Dashboard 3" Activity board

Category	Activity	Status	Responsible	PI Ready date	Ready date	Actual	Budget	Variance	
Electricity provider - Investigate contracts									
	Change contract to renewable electricity - Germany	Started	Curt Berger	2023-06-30		0	0	0	View details
	Change contract to renewable electricity - Norway	Started	Audun Bergason	2023-06-30		0	0	0	View details
	Change contract to renewable electricity - Poland	Done	Andrez Wolovski	2023-06-30	2023-05-31	0	0	0	View details
Reduce consumption									
	Change lightning to LED - Germany	Started	Curt Berger	2024-06-30		38 000	80 000	42 000	View details
	Change lightning to LED - Norway	Started	Audun Bergason	2024-06-30		62 000	68 000	6 000	View details
	Change lightning to LED - Poland	Started	Andrez Wolovski	2024-06-30		12 000	59 000	47 000	View details
	Movement detector - Germany	Not started	Curt Berger	2024-12-31		0	40 000	40 000	View details
	Movement detector - Norway	Not started	Audun Bergason	2025-01-01		0	34 000	34 000	View details
	Movement detector - Poland	Not started	Andrez Wolovski	2025-01-01		0	30 000	30 000	View details
Invest in own produced electricity									
	Install solar panels - factory A - Norway	Started	Audun Bergason	2024-12-31		1 000	22 000	21 000	View details
	Install solar panels - factory B - Norway	Not started				1 000	104 500	103 500	View details
	Invest in Sea based windmills	Not started				1 000	450 000	449 000	View details
						3 000	775 500	772 500	

Decided activities to reach the objectives → Allocated to persons or roles



Integration to Infor MES

Manufacturing orders are released from M3 Cloud to Infor MES for execution. Infor MES controls the execution and collects real-time data from logistics and manufacturing activities related the production process.

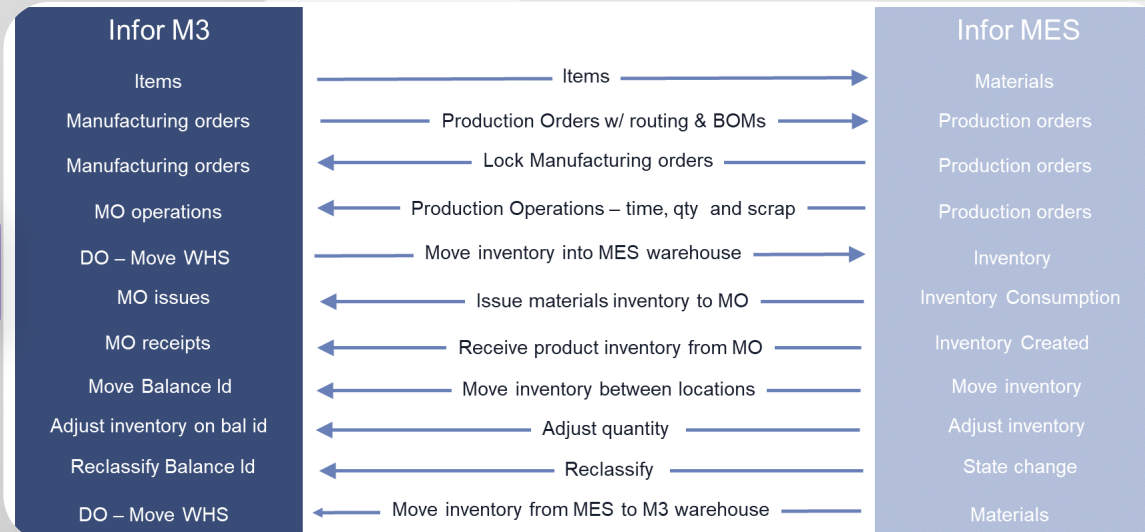
Solution

The CloudSuite to MES integration includes:

- Manufacturing operations
- Manufacturing order issue and receipt
- Various inventory transactions in manufacturing such as move, reclass and adjust
- Movement of inventory in and out of the MES warehouse
- Integration based on ION API's

Benefits

- ✓ Reduced time to implement relatively complex processes
- ✓ ION API based integration



Demand Forecasting

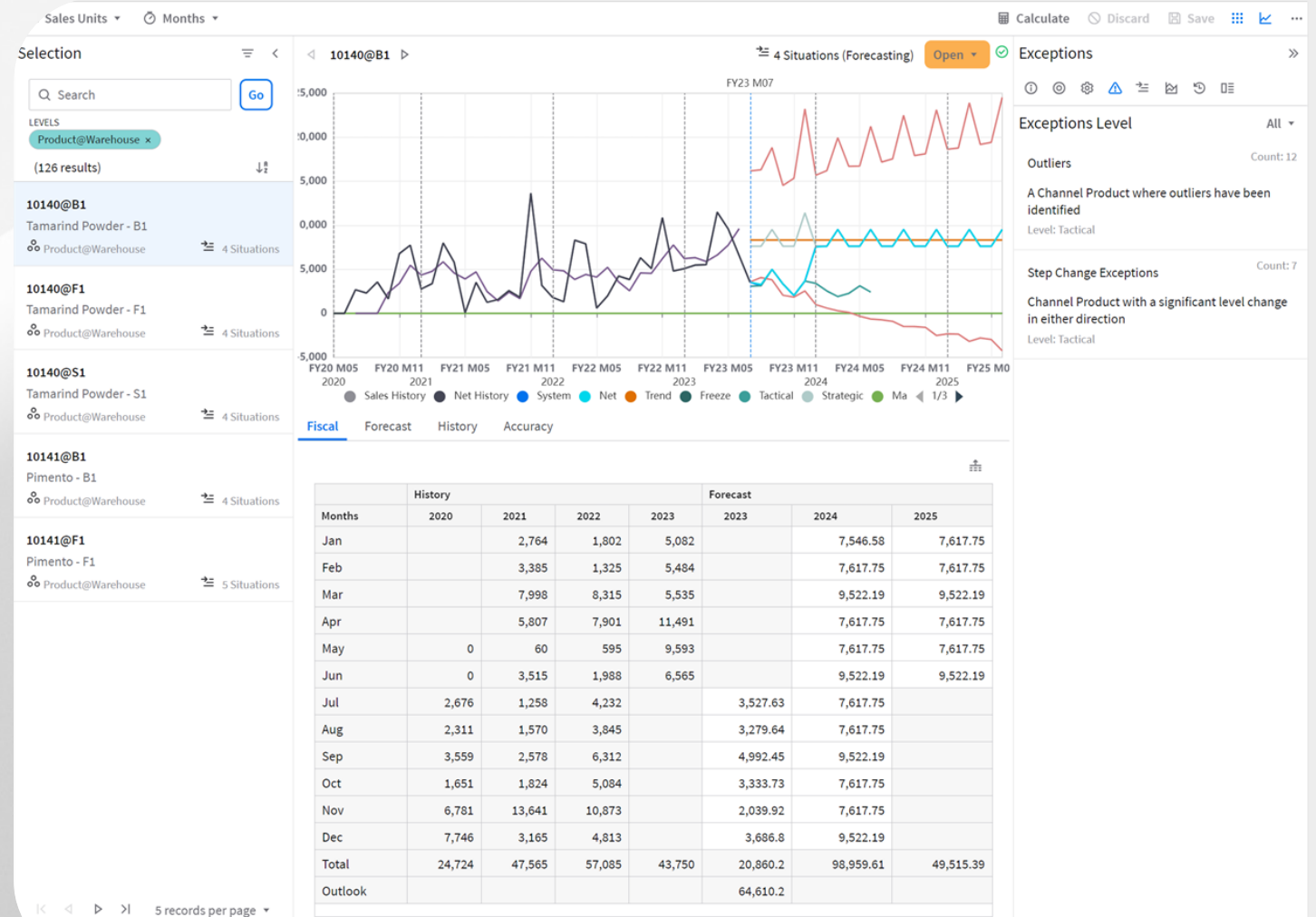
Demand Forecasting is a specialized tool to improve forecast accuracy. It includes a wizard to select the business area for dataset from ERP. Utilizes decades of forecasting IP and knowledge to generate and manage forecasts at multiple levels and uses machine learning to select the best algorithm or combination of algorithms.

Solution

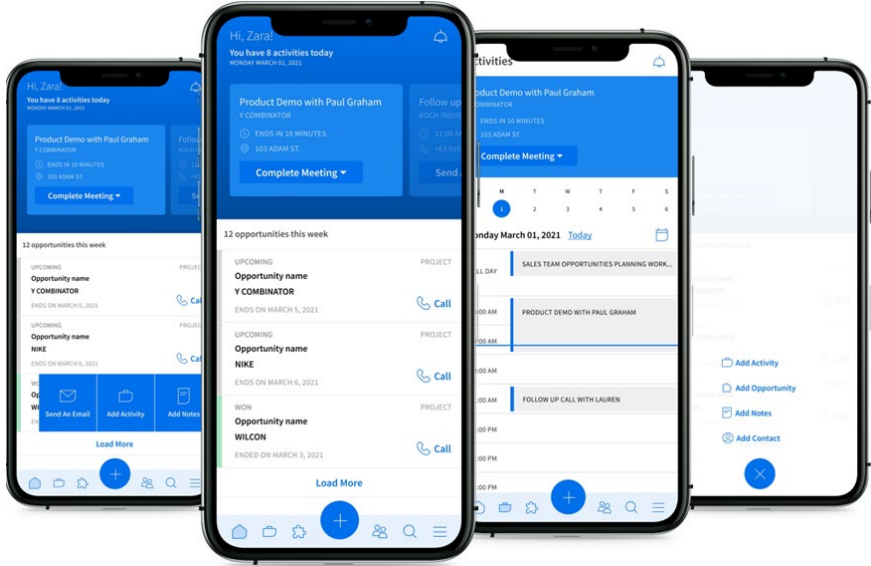
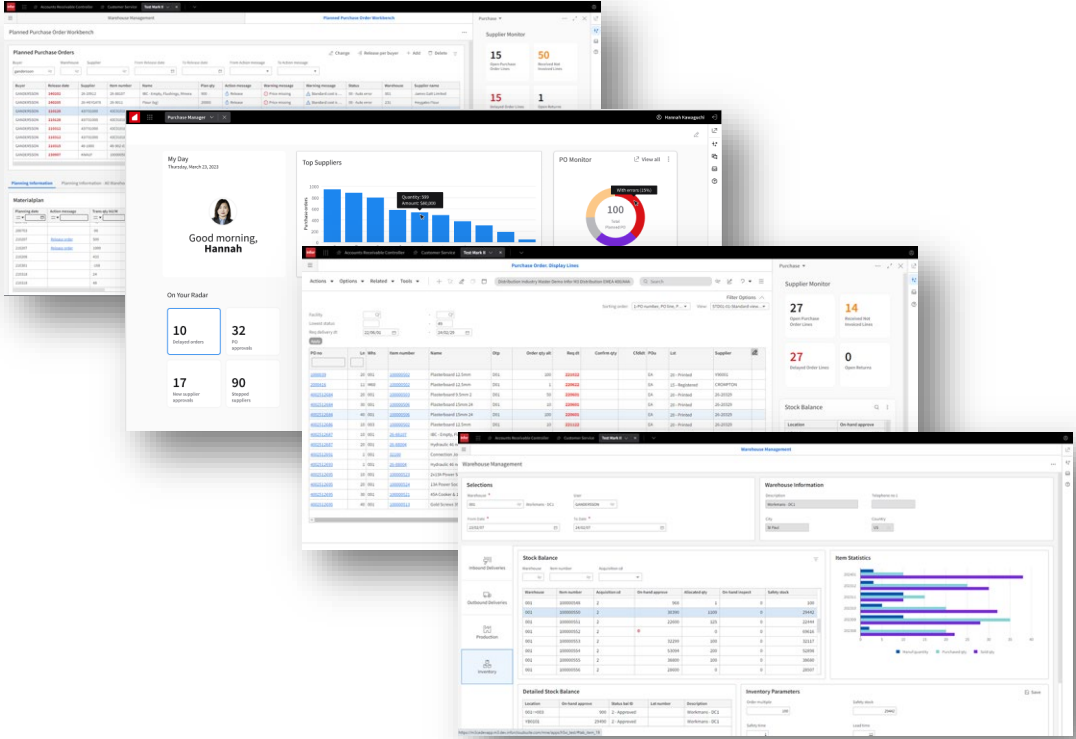
- ✓ SCP – Demand Forecasting Solution
- ✓ Allows fast wizard-based configuration within CloudSuite
- ✓ Applies pre-defined data transformations
- ✓ Streaming architecture provides for live data and Mega-scalability
- ✓ Continuous data exchange between demand and forecasting and data sources (Oct 2024)

Benefits

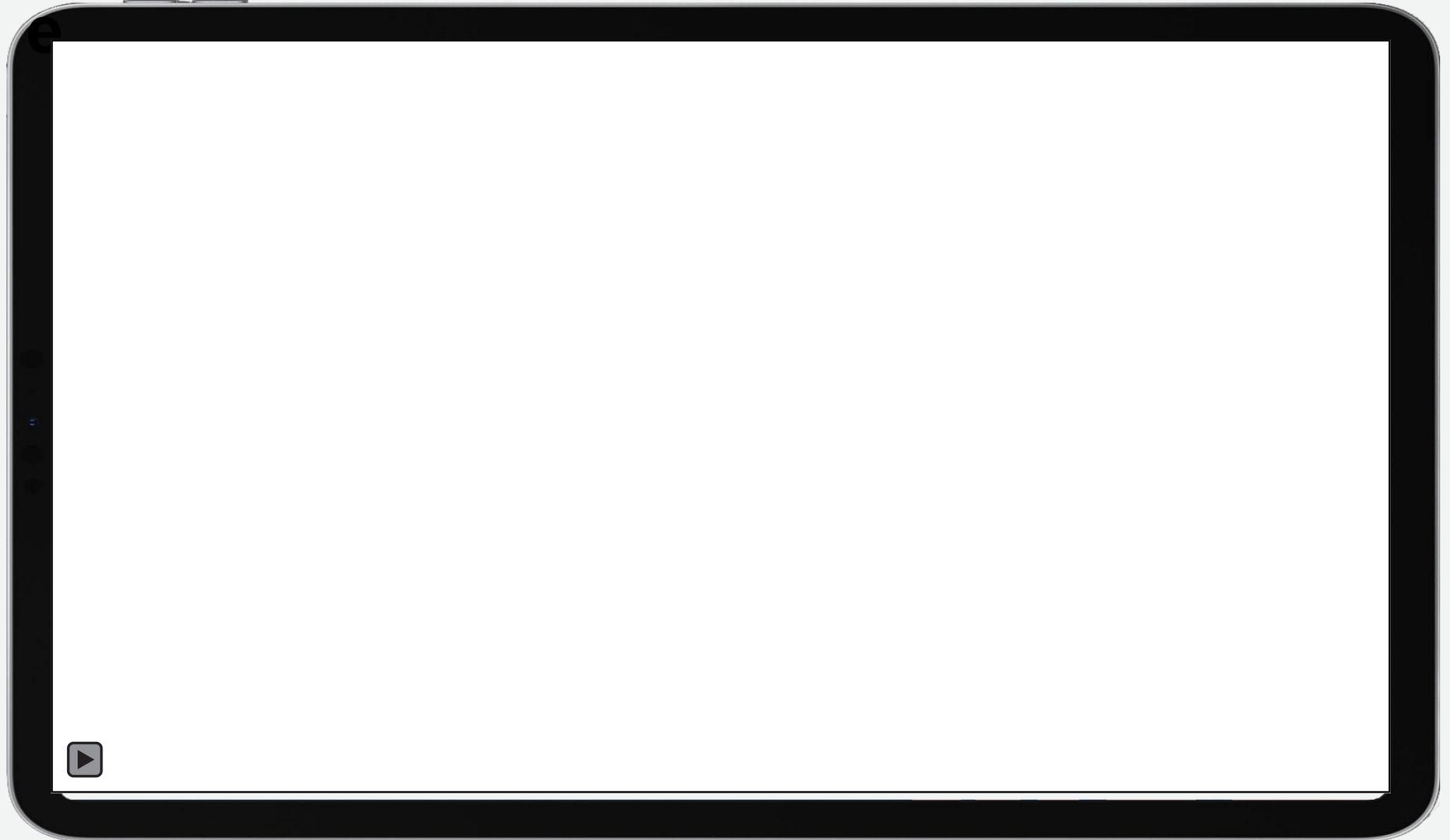
- ✓ More accurate forecasting and better visibility into demand
- ✓ Managing large volumes
- ✓ Live streaming architecture provides an always up to date dataset and forecast result



New Experience



Example Persona Workspace



M3 Experience Designer

Your new user experience

- Experience Designer Tool within the application
- It is a **no coding** solution
- Pre-defined Apps for quick start up – copy and go ...

April 2024 release comes with

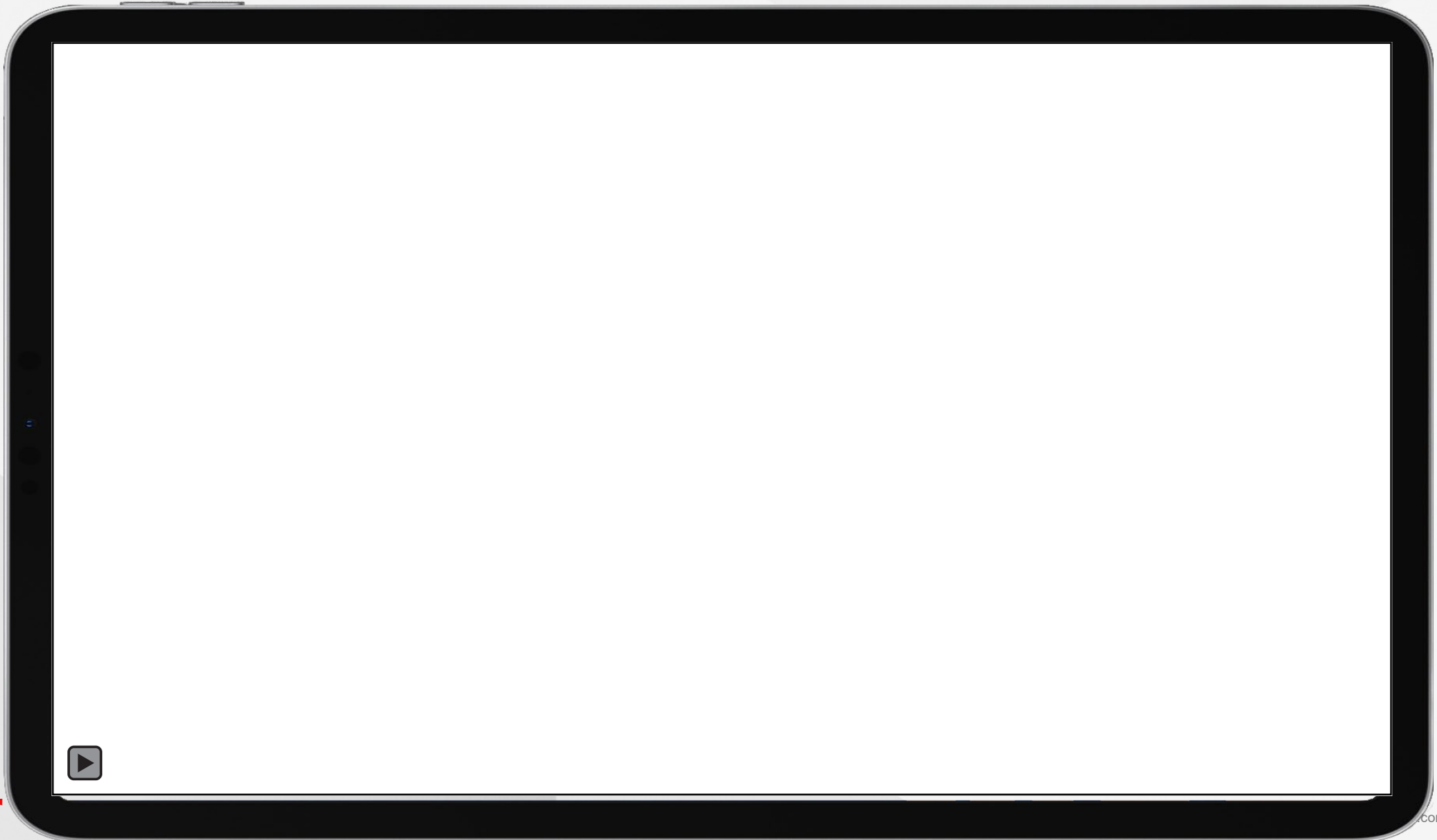
- In for **Business context** support (In context info - Insights)
- **Conditional Styling**
- Vertical tabs
- and a lot more

The screenshot displays the 'Experience Designer - Buyer Workbench incl Fashion v.1' interface. The main area is titled 'Buyer Workbench incl Fashion (designing)' and features a 'Purchase Monitoring' tab. Below this, there's a 'My Upcoming Purchase Lines' section with a table of purchase lines. The table has columns for Warehouse, Lowest status, Highest status, Req delivery dt, Planning date, Item number, Name, Supplier, Supplier name, Purchase price, and Conf dely dt. The data rows show various ingredients and their purchase details.

Warehouse	Lowest status	Highest status	Req delivery dt	Planning date	Item number	Name	Supplier	Supplier name	Purchase price	Conf dely dt
001	15 - Not Sent	15 - Not Sent	230831	230905	Y50011	Ingredient 1	Y50001	Ingredients and Raw Mtrls Suppl	0,55	
001	15 - Not Sent	15 - Not Sent	230831	230905	Y50013	Ingredient 3	Y50001	Ingredients and Raw Mtrls Suppl	2,80	
001	15 - Not Sent	15 - Not Sent	230831	230905	Y50015	Ingredient 5	Y50001	Ingredients and Raw Mtrls Suppl	1,50	
001	15 - Not Sent	15 - Not Sent	230831	230905	Y50024	Ingredient 24 - Spices	Y50001	Ingredients and Raw Mtrls Suppl	40,00	

The interface also includes a sidebar with navigation tabs like 'Purchase Details', 'Alternatives', 'Logistics', 'Purchase Transactions', 'Charges', and 'Supply Chain'. A right-hand panel shows 'My Insights' with cards for 'Alternate Supplier Visibility', 'Purchase Orders - Orders no...', 'Purchase Agreements', and 'Purchase Requisition'. There's also a 'Receive Purchase Order' section and an 'Invoices' section with a preview of a tax invoice.

Example Experience Designer



Connected Intelligence: AI, BI and PI, together in C-level Workspaces

Oct 24 Phase 1



My Day: Thursday, March 23, 2024. Good morning, John. Here is the latest insights digest customized for you.

Employee of 2024- time for nominations! It's that time of the year. Take a few minutes of your time to nominate a colleague for this award.

On Your Radar: For the week of May 17 - 23. 15 Requests missing information, 21 Purchase order confirmations, 14 Orders past due, 27 Purchase order mismatches.

5 Request lines are missing item information. 1 Request line is missing price information. 9 Request lines are missing supplier information.

Cycle Time (days) chart showing 2023 and 2024 data.

Processes: Due to improved execution of their business process USA location has shorter cycle time compared to other locations.

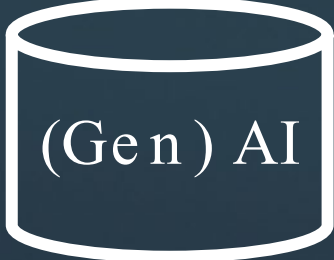
Procure to Pay Cycle Time by Location bar chart.

Order Status: Healthy. Analytics Dashboard (Birst) showing On time delivery (98%), On track (98%), and Past due orders (8).

Upcoming Orders table:

Date	Exceptions	Review
Mon, Apr 17	5/250	[Review]
Tue, Apr 18	34/465	[Review]
Wed, Apr 19	21/35	[Review]
Thu, Apr 20	3/21	[Review]
Fri, Apr 21	132/238	[Review]
Sat, Apr 22	212/332	[Review]
Sun, Apr 23	15/28	[Review]

Unapproved Purchase Orders: 564. Late Receipts: 153.



Process Mining



+10%

\$10K

Budget VS ACTUAL

10%

\$100K

Estimate VS ACTUAL

\$500K

Costs COMMITTED

Analytics

Customer success:

Taming inventory complexity and delivering next level service



\$'000,000s

In projected margin improvements

Faster, more accurate quotations

Optimizing work for 1,200 service technicians

Overview

Wajax is one of the largest companies in Canada and the largest Canadian equipment dealer, formed over 160 years ago and have over 100 branches with around 2,800 employees.

HQ: Mississauga, Canada

Industry: Equipment/Industrial Machinery & Equipment

wajax.com

“ Infor’s cloud solution will help unify all aspects of our business by providing integrated workflows and full visibility across the organization to more efficiently and proactively service our customers. ”

Kim Cordell

VP of Information Technology, Wajax



Challenge



- Inventory capital investment when managing more than 25 million spare part lines from multiple OEM's
- Working with more than 30 thousand suppliers

Infor solution



- Platform centric CloudSuite with industry complete processes
- Supply chain visibility to better manage 25 million spare part lines from multiple OEMs across network

Outcome



- Price optimization and guidance
- Harmonize quotation process from 47 variants to one retiring legacy apps

M3 Clouds Roadmap Highlights

	Now Available	October 2024 under consideration	2025 + under evaluation
Industry	<ul style="list-style-type: none"> ESG – Environmental Reporting phase 1 CO-returns by deliveries & packages Manual routes w/open departure in CO-entry Internal sales – sublots Common credit stop function (M3 ED) Trade agreements across divisions New MCO misc. cost function (phase 1) Production Scheduler – AI Network Solver 	<ul style="list-style-type: none"> Sustainability rep.cont'd + strategy plan +Env tax Target buying Product Restrictions Hazardous Materials / Dangerous Goods Bill Of Lading Project Management enhancements Sublots: APIs and Factory Track last mile Grower Contract Extended Returnable Packaging Retrospective Historical lot costing, ph 1 Corporate management: Enhanced shared services Industry Data Models (Lakehouse) 	<ul style="list-style-type: none"> Design, Plan and Report on Sustainability Retrospective Historical lot costing – continued Trade Agreements AP-invoice & extended Returnable packaging improvements Forecast consumption & quotas ML Attribute-based forecasting Standard supply planning optimization models Internal Sales – Subcontracting Rental yard portal Bulk Order enhancements and channel protection Enterprise Quality Management
Experiences	<ul style="list-style-type: none"> New Industry workspaces, widgets & scripts Exp Designer – personalization and more Inventory Planning WB – new UI RPA/IDP initial use cases MFS and CLM – New UI for Mobile Apps M3 Portals: Birst, further localizations, new preconfigured template supplier invoice 	<ul style="list-style-type: none"> New Industry workspaces, widgets & scripts Factory Track with IDM and image capturing Portals – more selfservice processes Exp Designer – enhanced, Quick entry, Fashion Matrix 10+ RPA use cases, GenAI for M3 Industries C-level Workspaces with PI, GenAI and Analytics 	<ul style="list-style-type: none"> New Industry workspaces, widgets & scripts Portals – selfservice Real-time decisions via Machine learning RPA more use cases Modern AP-flow Embedded Analytics
Cloud Excellence	<ul style="list-style-type: none"> Configuration Management – more processes Factory Track – asynchronous processing SWB/PWB MT – Extend DB-size by compress Integration monitoring using Heath Services 	<ul style="list-style-type: none"> Configuration Management – more processes GLT – Datalake publishing Lakehouse Operational Data Store 	<ul style="list-style-type: none"> Configuration Management – more processes Zero downtime SWB/PWB MT – Schedule version sharing
Integrations	<ul style="list-style-type: none"> Further WMS integration Touchpoints In for Proof-of-Delivery (US-Only) In for MES – F&B and Manufacturing In for Demand Forecasting – F&B EDI – Orderful – marketplace 	<ul style="list-style-type: none"> Open “bring-your-own Credit Card Provider” EDI integration with SPS Commerce TMS integration – Mercury Gate In for Demand Forecasting – Certification Integrations on WMS, Nexus, IDP, Rhythm, CPQ ... Global Lot Tracker – configurable views 	<ul style="list-style-type: none"> IvyMobility – Van Sales/DSD/Merchandizing Demand Forecasting – further Integration Further WMS integration – optimizations

Continue to grow



Cloud drives value

Cloud provides more value to customers by for example providing **continuous updates** and access to **innovations**



Deep industry processes

By providing **industry specificity** down to the micro vertical level a more prescriptive approach can be followed



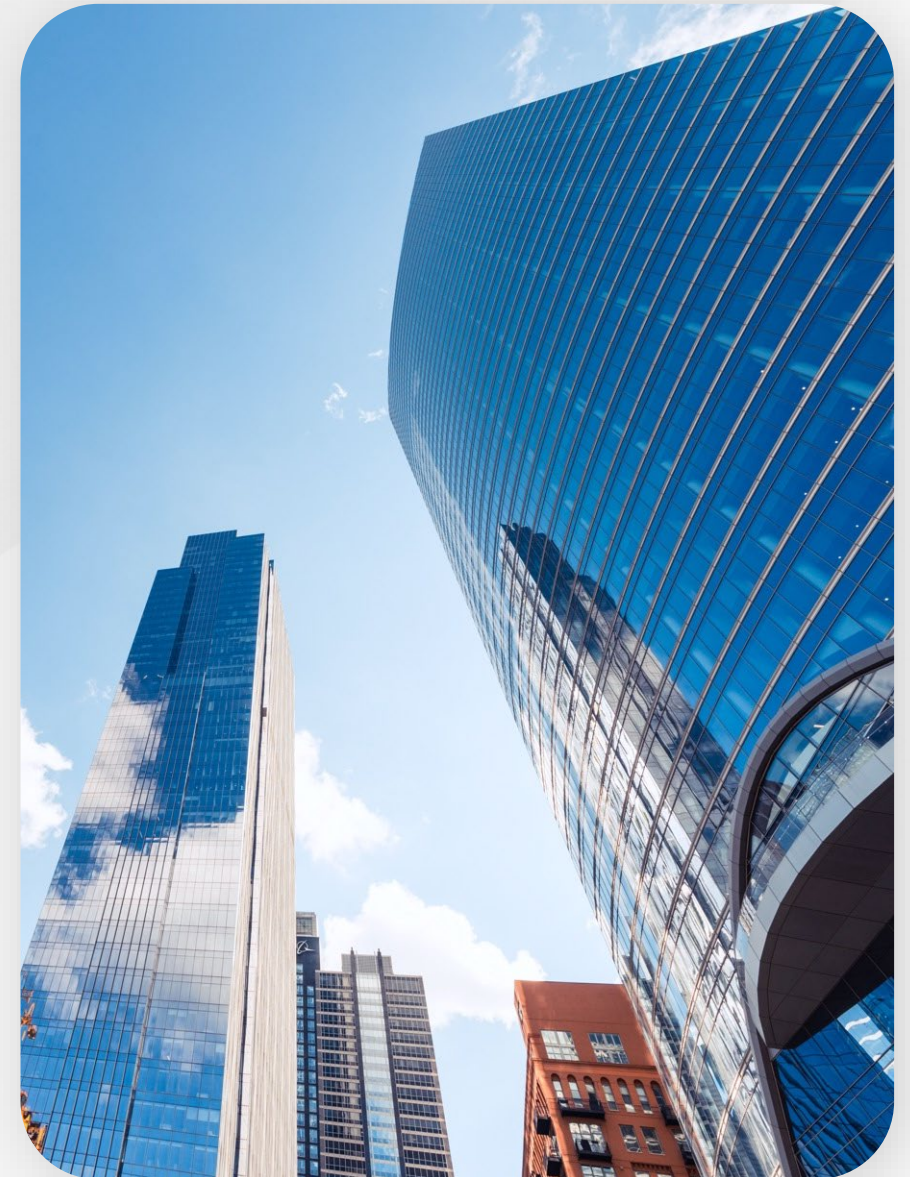
A platform for process and automation

All the industry functionality is built on a powerful cloud platform ideal for supporting and further expanding the **digital journey and growth** of YOUR COMPANY



This works!

Our approach resonates with analysts and with customers. This is the foundation for **ensuring increased value**.





Thank you!