



Infor PM is designed for
companies in all
industries that seek to
better monitor, measure,
and manage their
business performance in
real time.

INFOR PM 10

DO BUSINESS BETTER.

The speed, complexity, and global nature of business today present challenges for even the best-managed organizations. To adapt to this constantly changing environment, companies require broad, deep access to critical information in real time. They need cross-departmental, integrated views of operational and financial drivers and results to support company-wide collaboration, allowing them to harness the best thinking possible no matter where in the company or world it originates. They must gain firm control over their financial reporting and disclosure processes to provide more information faster to satisfy the requirements of regulators, shareholders, and other stakeholders.

Delivering better information, on demand, to more—and more types of—business people than ever before presents serious challenges. Companies need the ability to leverage and extend existing technology investments. They must integrate data sources in a way that is transparent to system users and present data in a way that supports decision making. And they need to know the technology they choose today won't be obsolete tomorrow.

To help improve performance management, lower the total cost of technology ownership, and do business better, forward-thinking companies are turning to Infor™.

LEVERAGE EXPERIENCE.

Strategic direction and objectives, business processes, people and responsibilities, and technology all must be aligned to provide line of sight by activity so you know where you stand on execution at any point in time.

INFOR™

This concept is known as closed-loop performance management. Closed-loop performance management follows a cycle from strategy to execution and incorporates the results of the strategy into the next cycle. Closed-loop performance management includes business processes for:

- Strategy—direct the focus and actions of your organization
- Planning—prepare realistic financial and operational plans
- Budgeting—allocate resources
- Consolidation—close the books
- Forecasting—predict future performance

That doesn't mean you must have all your business processes in place on day one. In fact, most performance management (PM) solutions are implemented starting with the most significant pain point, such as budgeting or financial consolidation. While a performance management initiative typically begins with a specific pain point, the ability to work toward and quickly expand beyond your starting point exponentially adds value to your business. By using all these business processes together, you achieve true closed-loop performance management.

Companies of all sizes around the globe rely on Infor PM to better monitor, measure, and manage their business. With Infor PM, organizations identify their true business success drivers, formulate effective strategies, align actions and resources with plans, proactively monitor and analyze business processes and results, and collaborate across the enterprise.

Infor PM delivers these capabilities through core components for:

- Strategic management
- Planning and budgeting
- Forecasting
- Financial consolidation
- Reporting and analysis

These solutions are built on Infor's powerful Enterprise Information Framework, an advanced infrastructure/integration layer that permits the management of financial and operational data, metadata, master data, and



process integration. Combined with Infor Open SOA (service-oriented architecture), this technology makes it possible for companies to leverage—rather than replace—existing technology systems and enterprise applications.

Infor's proven performance management applications have been shaped through the experience and input of customers, the expertise of industry associates, and the requirements of regulatory bodies. They are further strengthened by support specialists who put decades of experience to work for our customers; a knowledgeable and dedicated professional services organization; and the resources and commitment of one of the world's largest business software providers—Infor.

GET BUSINESS SPECIFIC.

Your business is unique, as are your information needs. Infor offers a variety of solutions to help people at all levels of your organization streamline processes, generate actionable business insights, and make knowledgeable decisions that help improve company-wide performance.

Using Infor PM, companies like yours are moving beyond performance measurement to true performance management. Like them, you can direct the focus and actions of your organization through strategic management. You can align resources with corporate objectives through financial and operational planning, flexible budgeting, and realistic forecasting.

You can also monitor and control performance with meaningful reporting and analysis that lead to improved decision making. Consider how you can do business better using the following Infor PM solutions:

Strategic management.

Infor PM Strategic Management provides a cause-and-effect framework that links strategic plans to operational plans, performance measures, and people, so you gain an intuitive, visual method of reporting on how the actions of operating units and individuals are contributing to the success of strategic goals. Not only will you understand the business events and source of revenue in a given period, but also how well—and to what degree—your strategic plan was implemented, as well as why some actions were successful while others were not.

Planning and budgeting.

Infor PM Planning and Budgeting lets you easily create and compare multiple “what if” scenarios, test assumptions, assess the impact of events, and model your business to meet targets and high-level objectives. You can model your business using key drivers and view it from multiple perspectives—for example, organization, product, market, distribution channel, and time—to support effective decision making. At the same time, you can design any number of zero-based, historical-based, and rolling budgets and plans. Use this application to improve the speed and accuracy of calculations, allocations, phasing, and currency translations. Because Infor PM’s Microsoft® Excel® interface sits on top of a single database, you retain the familiar look and feel of spreadsheets, but eliminate problems with accuracy and version control. When a business change occurs, Infor PM automatically updates the affected numbers and reports throughout the system.

Forecasting.

With Infor PM Forecasting, you can create statistically accurate forecasts that help you manage performance expectations, make tactical adjustments, and achieve performance goals. Generate rolling forecasts, check the accuracy of submitted plans, and receive automatic alerts

Infor PM: Delivering Proven Value Worldwide

- Implemented in more than 100 countries
- Available in multiple languages
- Developed with 30+ years’ industry domain expertise
- Supported by a dedicated global support staff
- Based on open standards
- Supporting lower total cost of ownership

that allow you to easily spot issues as they arise—and quickly take action. By combining the software’s statistical benchmark engine and analytic capabilities with your own experience, you gain a more accurate picture of future performance.

Financial consolidation.

Infor PM Financial Consolidation helps you improve corporate accountability, increase financial transparency, and meet government-mandated reporting deadlines confidently. Even global companies with multiple general ledgers, charts of accounts, and enterprise resource planning (ERP) systems use this solution to automate data loading, consolidation, and validation. With financial consolidation, you can collect, process, report, and analyze data in multiple currencies, as well as report on the effects of currency fluctuations. You can also consolidate data according to local and international standards, and view it from many business perspectives—for example, geographic region and product line. Plus, you can view it from different structure versions—for example, this year’s results and last year’s results.

With Infor PM, you get more visibility into—and control over—your financial consolidation process, while ensuring compliance with Generally Accepted Accounting Principles (GAAP), International Financial Reporting Standards (IFRS), Sarbanes-Oxley, the Financial Accounting Standards Board (FASB), Basel II, and eXtensible Business Reporting Language (XBRL).

Financial reporting.

Infor PM provides financial reporting capabilities to automate the generation, formatting, and distribution of book-quality financial statements and management reports. Present your data in the most useful format—dashboards, scorecards, spreadsheets, color-coded tables, bubble charts, pie charts, bar charts, and line graphs—and even receive early-warning alerts when results deviate from expected performance. You can also compare actual results against budgets and forecasts, drill down into details, evaluate trends, and see the results of currency fluctuations.

Reporting and analysis.

Infor PM Application Studio provides business intelligence by accessing, filtering, analyzing, and publishing information throughout your organization. Because Application Studio quickly integrates information either directly or via common data-access technology, you can simultaneously present information from different data sources in a single report. All reports are instantly web-enabled and can be deployed using standard web browsers. Application Studio is integrated with other Infor PM applications, allowing you to build reports for production reporting, budgeting, and planning. Application Studio also works with Infor Open SOA to provide business intelligence capabilities atop other Infor systems.

Multidimensional analysis.

Infor PM OLAP—a powerful, multidimensional database—ensures fast access to large volumes of summarized data that can be used to facilitate analysis and extend Infor's application for planning. What's more, Infor PM OLAP makes it possible to leverage rather than replace your existing systems. The underlying technology of this solution makes it simple to browse your data from any angle and level of detail. Moreover, since the information is stored in a central database rather than in local files, Infor PM OLAP minimizes typical spreadsheet issues such as manual rekeying, time-consuming consolidations, and the risk of human error.



Advanced query and analysis.

Using Infor PM Office Plus' powerful, flexible, and customizable Microsoft Excel add-in, you can report and analyze data in Excel without needing multiple tools or dealing with time-consuming imports. You can also use this solution as a platform for building and deploying analytic applications. With Office Plus, you can create snapshots of views and publish them without leaving the familiar Excel environment. Once your reports are published to Reporting Services, you can easily distribute them throughout the enterprise via multiple distribution mechanisms and output formats. These reports are accessible on demand using Office Plus or a web browser, and can be scheduled for email delivery.

INFOR PM 10 HIGHLIGHTS.

Leverage the following functions across Infor PM 10 solutions.

Infor PM 10.

- Process and data audit trails
- Gauges and dashboard builder
- Status monitors
- Drag-and-drop navigation

- Automatic data scaling and formatting
- Alerts when performance gaps are detected
- Side-by-side comparisons
- Changes replicated throughout system
- More than 50 report templates
- Web and Excel-based interfaces
- Centralized, web-based deployment and maintenance
- Open, standards-based architecture
- Open automated extract, transform, and load (ETL) management for metadata and data
- Single database
- Role-based security
- Direct table access
- Access to multiple source systems
- Pre-built integration to Infor systems

Strategic management.

- Strategy status monitor
- Graphic representation of strategy and actions
- Collaborative cause and effect framework
- Balanced Scorecard certified
- Management methodologies: Economic Value Added (EVA), Hoshin, Six Sigma, and others
- Financial and non-financial measures

Planning and budgeting.

- “What if” scenario planning
- Models using calculations, allocations, phasing, market factors, seasonality
- Top-down and driver-based planning models
- Model synchronization
- Work backward from a financial goal
- Zero-based, historical-based, and rolling budgets and plans
- Budgeting status monitor
- Budget collection, tracking, and process workflow
- Budget submission and approval tracking
- Budget version tracking
- Currency translations
- Detailed employee, salary, and asset budgets and plans
- User-driven ad hoc account item detail worksheet lines
- Actual to budget comparisons

Financial consolidation.

- Consolidation status monitor
- Complex group accounting
- Inter-group ownership
- Inter-company eliminations
- Post-closing journal entries across multiple locations and legal entities
- Built-in currency conversions
- Third currency reporting and comparisons
- Exchange gains and losses
- Centralized audit, controls, and information access points
- Comprehensive audit reports
- Incremental and full consolidation
- Multiple reporting hierarchies
- Automated financial data collection and validation

Forecasting.

- Forecasting status monitor





- Forecasting submission and approval tracking
- Forecasting collection, tracking, and process workflow
- Summary and detailed level forecasting
- Rolling forecasts
- Trend analysis
- Support for "what if" scenario planning
- Statistical benchmark engine: Holt-Winters, exponential smoothing, Box-Jenkins, and others

Reporting and analysis.

- Management and statutory reporting
- Multiple data presentation formats: dashboards, scorecards, spreadsheets, colorcoded tables, bubble charts, pie charts, bar charts, and line graphs
- Memory-resident OLAP
- Links to semi-structured files
- Information delivery to PDF and Excel
- Email-delivered alerts

Compliance.

- Basel II
- FASB
- GAAP
- IFRS

- Sarbanes-Oxley
- XBRL

SEE RESULTS NOW.

Infor PM is designed for companies in all industries that seek to better monitor, measure, and manage their business performance in real time to improve competitive advantage. With Infor, you can harness your data—wherever it resides—to better understand your business environment, streamline and improve the effectiveness of your financial processes, and prepare options for competing successfully.

With Infor's proven, best-practice methodology guiding the process, rest assured your implementation will be smooth, fast, and accurate, reducing the time necessary to see a return on investment. Infor delivers business-specific solutions with experience built in, and provides the most out-of-the-box functions of any enterprise software vendor—reducing the need for time-consuming customizations. Our solutions are implemented by domain experts whose skills and knowledge are unmatched in the industries we serve, further reducing implementation time.

With Infor PM, you gain fast ROI through:

- Aligned goals and resources
- Improved data integrity and quality
- Shortened process cycle times
- Increased time for analysis
- Enhanced operational insight
- Increased financial transparency
- Improved business agility and responsiveness
- Strengthened process and compliance controls
- Fast access to large volumes of summarized data
- Multiple-perspective analysis at a variety of levels
- Centralized data that eliminates rekeying and reduces human error

Business happens whether or not you are ready. With Infor PM, companies like yours remain on guard and ready for action.

THERE IS A BETTER WAY.

At Infor, we work with a core belief. We believe in the customer. We believe that the customer is seeking a better, more collaborative relationship with its business software provider. And a new breed of business software: created for evolution, not revolution. Software that's simple to buy, easy to deploy and convenient to manage. Our 70,000 customers in more than 100 countries stand with us. We look forward to your sharing in the results of our belief. There is a better way. For additional information, visit www.infor.com.

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The Infor logo consists of the word "INFOR" in a bold, sans-serif font. The letters "I", "N", "F", and "O" are black, while the letter "R" is red. A small trademark symbol (TM) is located to the upper right of the "R".