



# Corporate Overview

February, 2015





**infor**

We build beautiful business applications with last mile functionality and scientific insights for select industries delivered as a cloud service.



■  
12,923  
employees

■  
1,065  
new engineers

■  
1,810  
new employees  
past year

■  
3<sup>rd</sup> largest  
private  
tech company

# Welcome to our 3,108 new customers



■  
**70+%**  
Growth in  
SaaS  
bookings

■  
**25M**  
Cloud users

■  
**3,108**  
New customers

■  
**73,000**  
Customers  
around the world



1,672

Go-lives in the  
last year



\$575M

In cash



20%

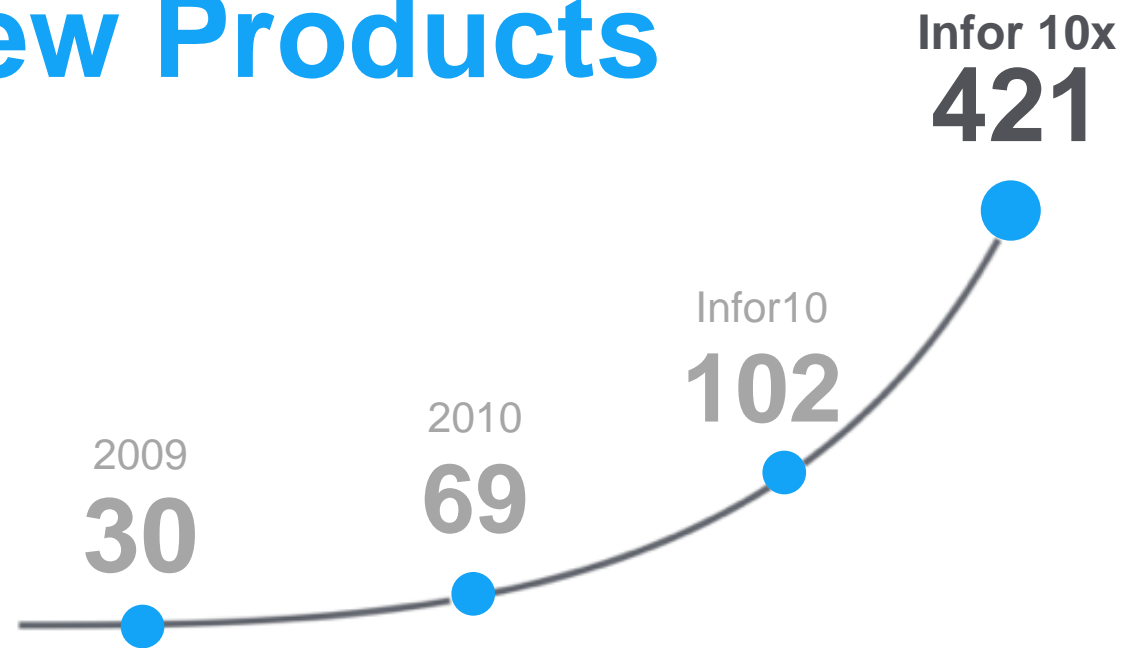
Growth in 10x  
enabled products



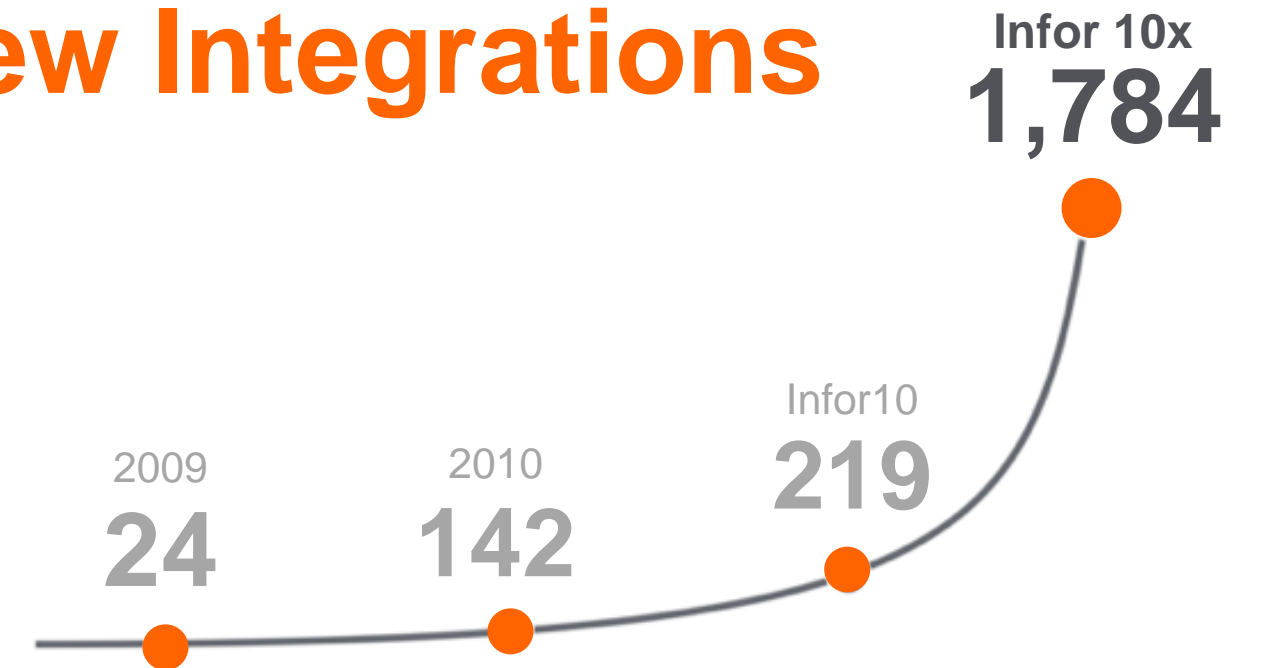
814M

In EBITDA

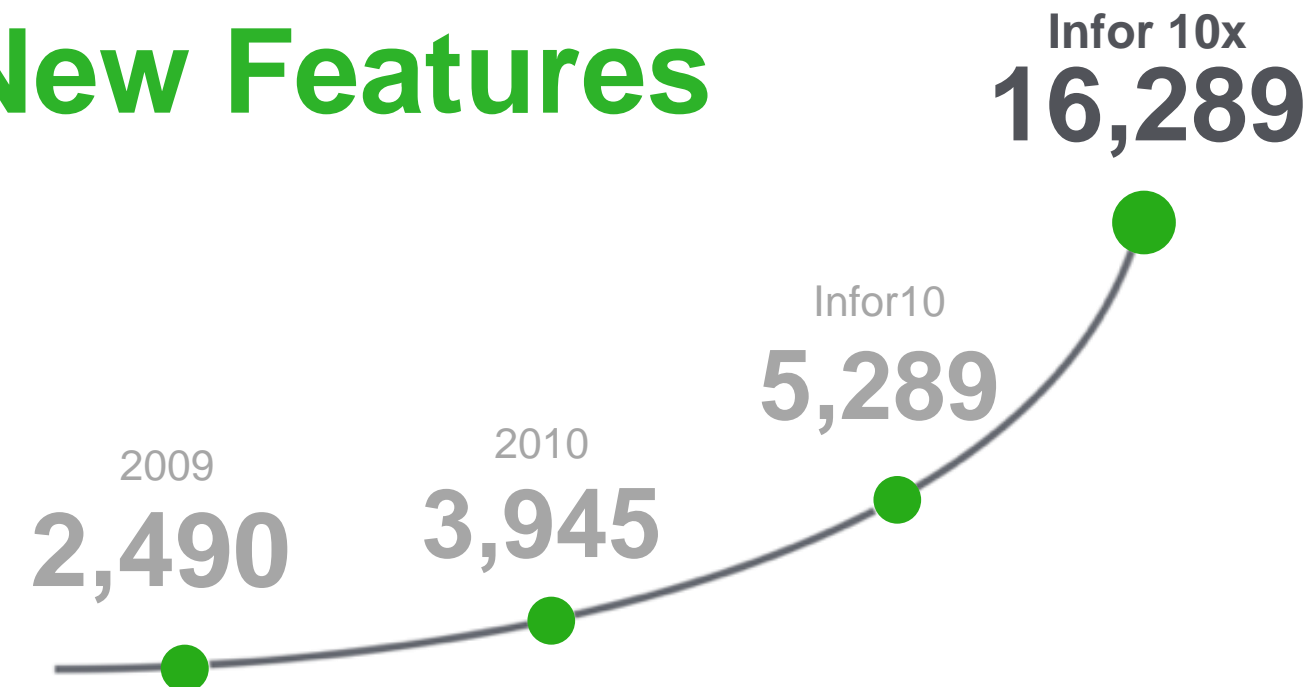
## New Products



## New Integrations



## New Features





# Media coverage more than doubled last year

**+**  
154%

**This year**  
Americas: up 127%

**Media Activity in 32**  
countries

**+**  
85%

**+**  
17%

**+**  
147%



# Disruptive Industry Impact

“ ...most viable alternative to Oracle and SAP...”  
**Peter Goldmacher**  
Cowen and Company

“ ...first enterprise application vendor to deploy complete transactional application in production on a public cloud.”  
**Constellation Research**

“ ...cutting-edge User Experience Design (UXD).”  
**Aberdeen Group**

“ ...welcome relief from a diet of non-differentiated horizontal applications”  
**Forrester**

<sup>1</sup>Holger. Mueller, Vice President and Principal Analyst, Constellation Research, Inc., April 2014.

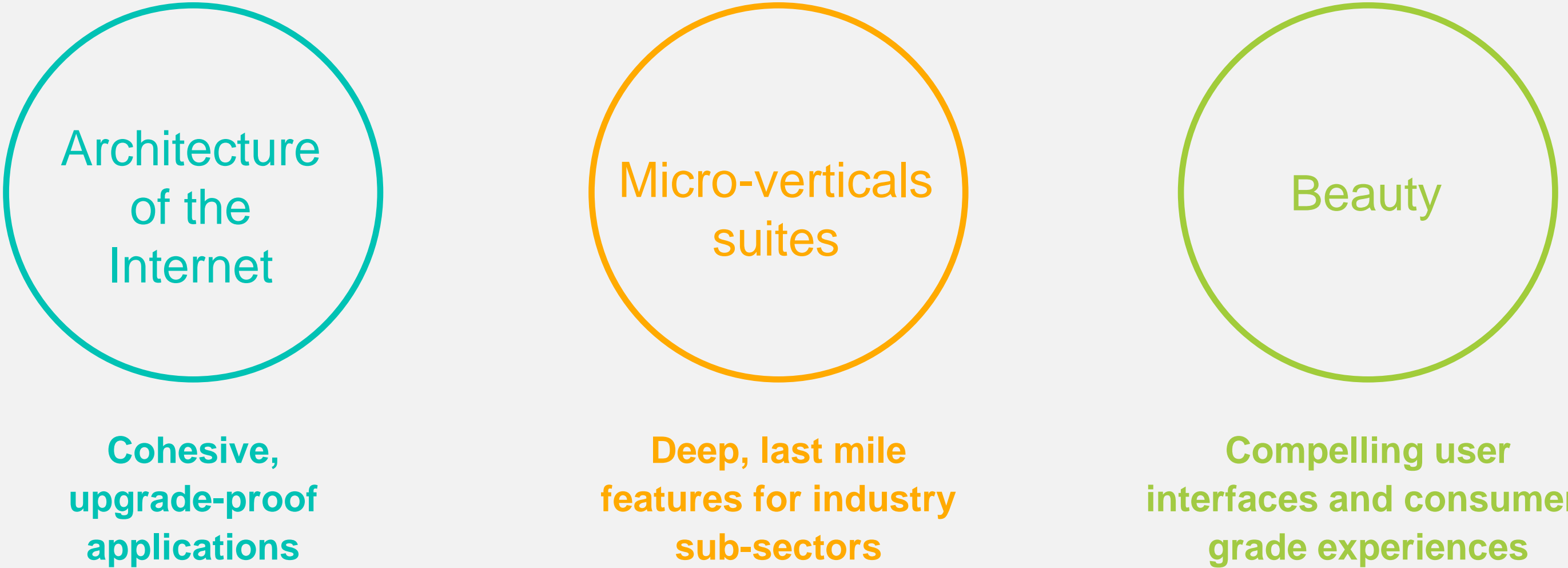
<sup>2</sup>Aberdeen Blog, “‘Consumerization’ Vs. Sensory User Experience,” Andrew Borg, February 27, 2013.

<sup>3</sup>Infor Challenges ERP Duopoly, Forrester Blogs, George Lawrie, November 5, 2012, [http://blogs.forrester.com/george\\_lawrie/12-11-05-infor\\_challenges\\_erp\\_duopoly](http://blogs.forrester.com/george_lawrie/12-11-05-infor_challenges_erp_duopoly).

The background is a vibrant blue with various geometric patterns. There are several semi-circles and circles in different shades of blue, some overlapping. White outlines of clouds are scattered across the scene. In the bottom left corner, there are dark blue, angular shapes that resemble stylized mountains or a cityscape. The overall aesthetic is modern and tech-oriented.

The world's first industry  
cloud company

# Our strategy



Architecture  
of the  
Internet

**Cohesive,  
upgrade-proof  
applications**

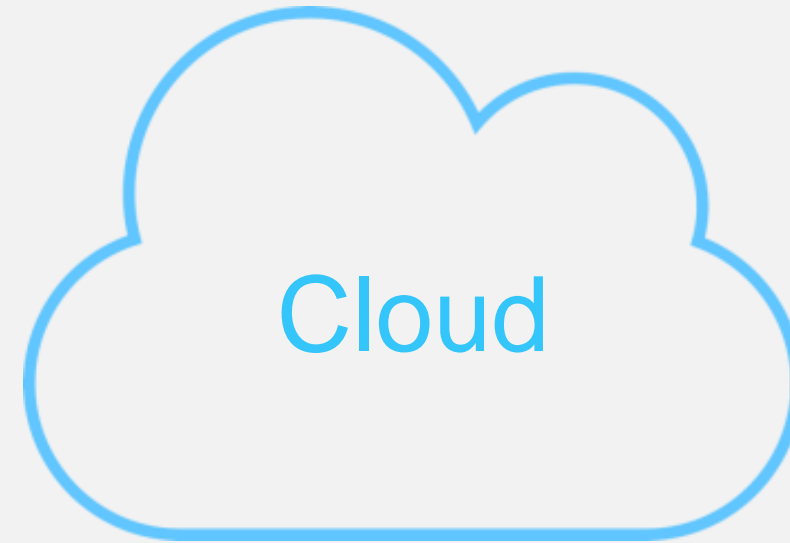
Micro-verticals  
suites

**Deep, last mile  
features for industry  
sub-sectors**

Beauty

**Compelling user  
interfaces and consumer-  
grade experiences**

# Our strategy

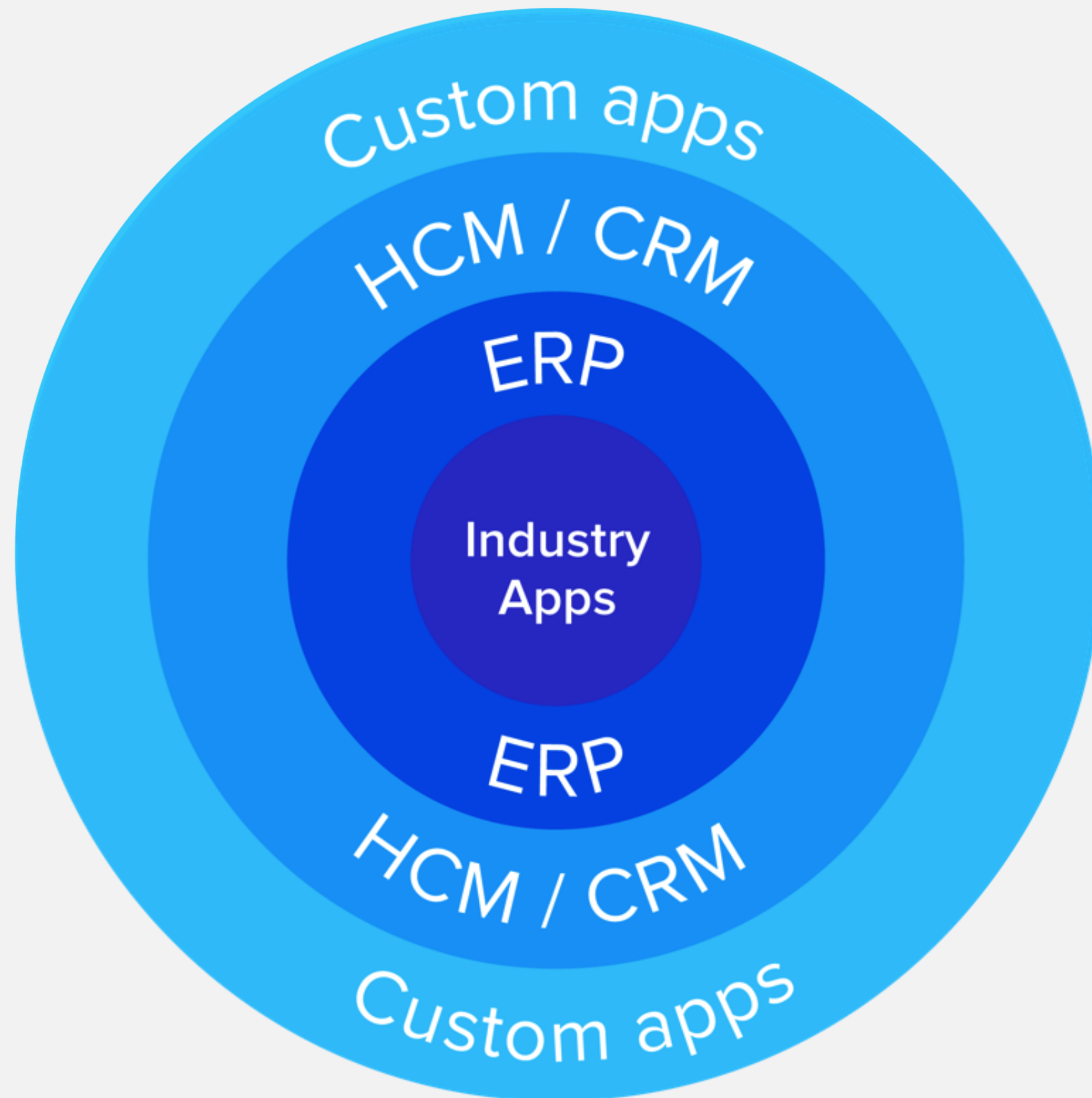


Specialized  
micro-vertical  
suites

Architecture  
of the Internet

Create  
experiences  
people love







Infor CloudSuite<sup>TM</sup>

The background of the image is a vibrant blue with a geometric, low-poly design. It features various shades of blue, including light sky blue, medium cerulean, and deep navy blue. The design includes stylized clouds represented by white outlines and semi-transparent blue shapes, and abstract mountain ranges at the bottom. The overall aesthetic is modern and digital.



# Infor Labs



DevOps



Reference Architecture



Cloud Operations



Information Security  
Office



Performance  
Benchmark Center



Global Demo  
Environment



# Infor SaaS

## Did you know?



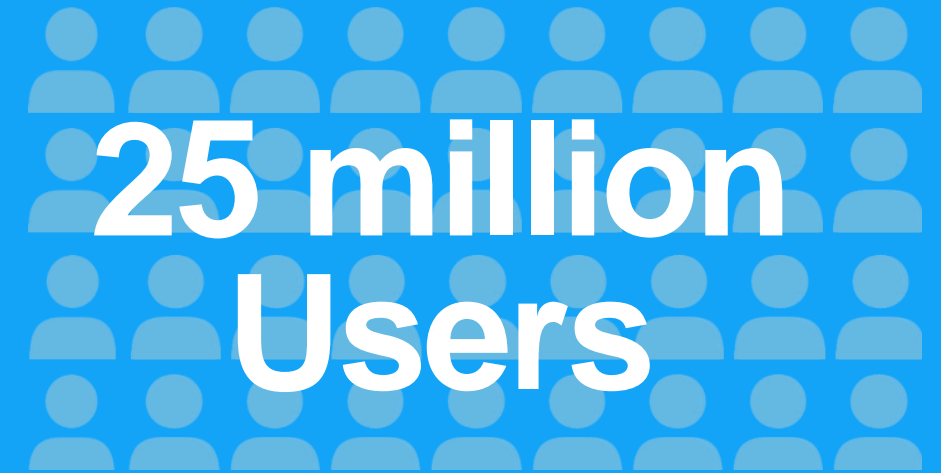
**2,750**

Customers globally



**ISO, ITAR & HIPAA**

Compliant



**25 million**  
**Users**



**40+**

Applications in the cloud



**90+**

Countries Accessing the Cloud



**99.9%**

Average historical uptime



Infor **CloudSuite™**  
Healthcare



Infor **CloudSuite™**  
Aerospace  
& Defense



Infor **CloudSuite™**  
Automotive



Infor **CloudSuite™**  
Fashion



Infor **CloudSuite™**  
Food & Beverage



Infor **CloudSuite™**  
Industrial



Infor **CloudSuite™**  
Distribution



Infor **CloudSuite™**  
Public Sector



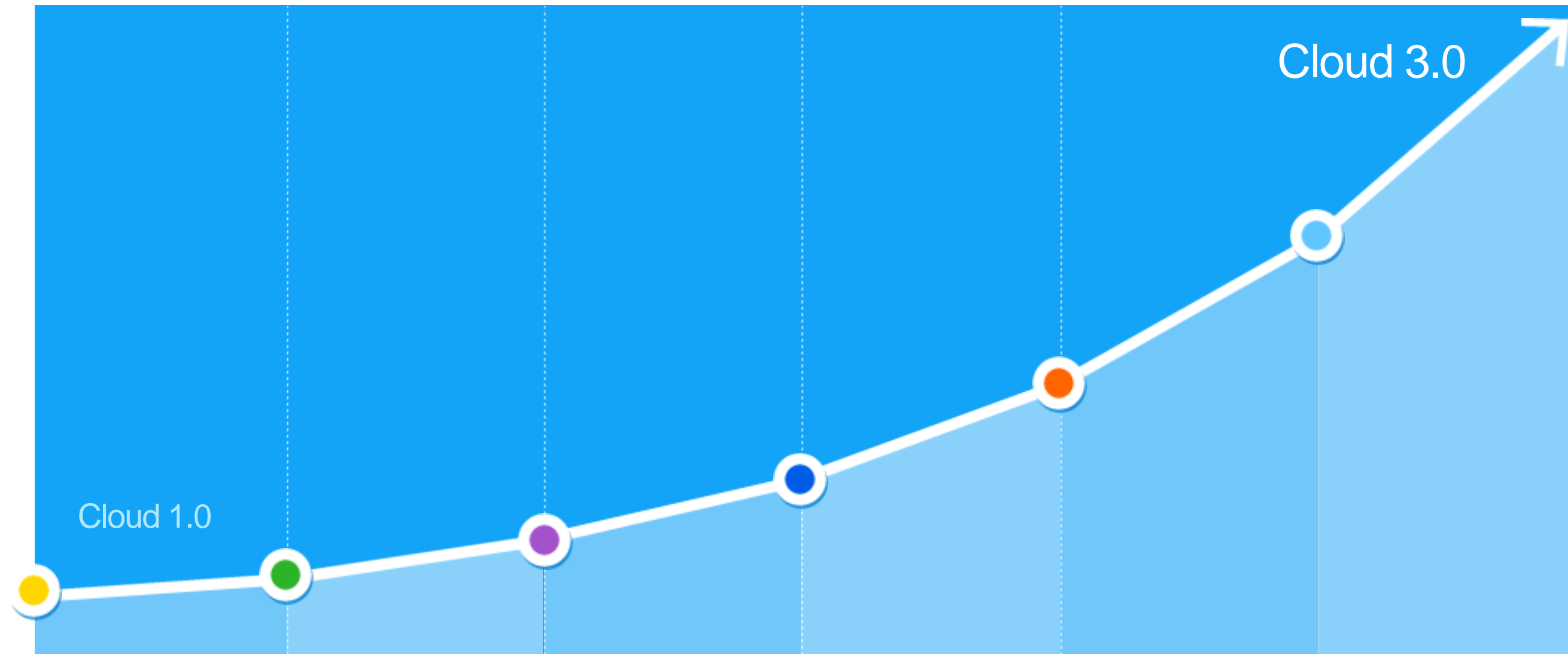
Infor **CloudSuite™**  
Hospitality



Infor **CloudSuite™**  
Equipment



# Cloud growth

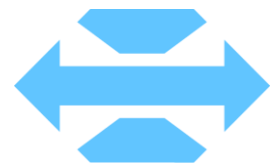




# Cloud 2.0 requirements



Multi-tenancy



Scalability



High availability



ION/WB integrations



Auto-scaling



Zero footprint



No local device  
dependency



Successful  
security tests



Supports Health  
check monitors



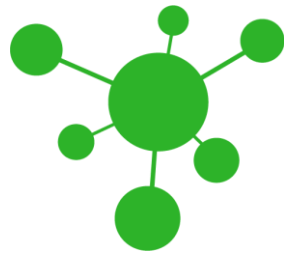
No source code  
changes



Meets  
patching/upgrade  
requirements



# Cloud 3.0 requirements



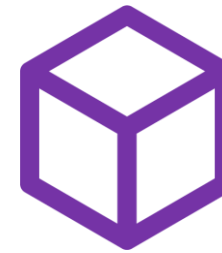
Stateless  
applications



Open source  
technology



Single Instance  
deployments



Minimized 3P  
products





+



Support

Professional Services

Training

Certification

Technology Partners



Channel Partners

Infor Industry CloudSuites



Auto



A&D



Corporate



Business



Hospitality



HCM



Rhythm



Fashion



F&B



Equipment



Distribution



Healthcare



Public Sector

Infor Application Services

EAM    XM    HCM    LMS    HRSD    LTM    TS    MRM    Factory Track    SCM    ERPC    ERPB    Financials    Supplier Exchange    Automotive Exchange

Infor Base Services

Database



ION



Shared Storage



IFS



Document Storage



Printing



Batch



Portal



Admin Access



d/EPM/BI/BV



Logging



Local.ly



File Transfer



Motion



Monitoring



AWS Services

EC2



ELB



Auto Scaling



VPC



Route 53



S3



EBS



Glacier



RDS



DynamoDB



SQS



CloudTrail



CloudFormation



Cloud HSM



Cloud Watch



IAM



Workspaces



Regions

Availability zones

Content delivery POPs

# UpgradeX

## Program overview

### Solutions

LN

SyteLine

M3

Lawson (S3)

EAM



## Your path to Infor CloudSuite:

- Value engineering and ROI analysis
- Your modernized solution in the Cloud
- Upgrade or Migration by Infor Consulting Services
- Training from Infor Education
- Comprehensive Support

# No two clouds should be alike.

Comprehensive industry-specific software built for the cloud



Infor CloudSuite™  
Automotive



Infor CloudSuite™  
Food & Beverage



Copyright ©2014 Infor. All rights reserved.

## Comprehensive industry-specific software built for the cloud

Because manufacturing tires is different than growing kiwis, Infor CloudSuite™ integrates enterprise applications that are specialized for your industry vertical, designed to work beautifully together, and delivered securely in the cloud.

@infor



# PRINT: WALL STREET JOURNAL

## THE WALL STREET JOURNAL.

DOW JONES

WEDNESDAY, JANUARY 23, 2013 • VOL. CCLXXV, NO. 12

WJS.com

\*\*\*\*\* \$5.00

### Strong Dollar Squeezes U.S. Firms

Currency Takes a Toll on Sales and Profits; Stocks Drop as Capital Spending Slows, Too

#### Deal Offers Model for Medicaid Expansion

By David Rosenberg  
Also by David Rosenberg

### Debt That Once Boosted Its Cities Now Burdens China

By Lawrence H. White and John D. Coatsworth

### Libya Hit Shows

Libya Hit Shows

### Hollywood's Hit Players Need To Stand Out Before They Can Blend In



No two clouds should be alike.



Industry-specific software built for the cloud



JET BRIDGE

No two clouds  
should be alike.



# No two clouds should be alike.


Industry-specific software built for the cloud

[infor.com/cloud](http://infor.com/cloud)

# infor

Copyright ©2014 Infor

# Our strategy



The diagram consists of three large circles arranged horizontally. The first circle on the left has a teal outline and contains the text 'Architecture of the Internet'. Below it is the text 'Cohesive, upgrade-proof applications'. The middle circle has a light gray outline and contains the text 'Micro-verticals suites'. Below it is the text 'Deep, last mile features for industry sub-sectors'. The third circle on the right also has a light gray outline and contains the text 'Beauty'. Below it is the text 'Compelling user interfaces and consumer-grade experiences'.

Architecture  
of the  
Internet

**Cohesive,  
upgrade-proof  
applications**

Micro-verticals  
suites

Deep, last mile  
features for industry  
sub-sectors

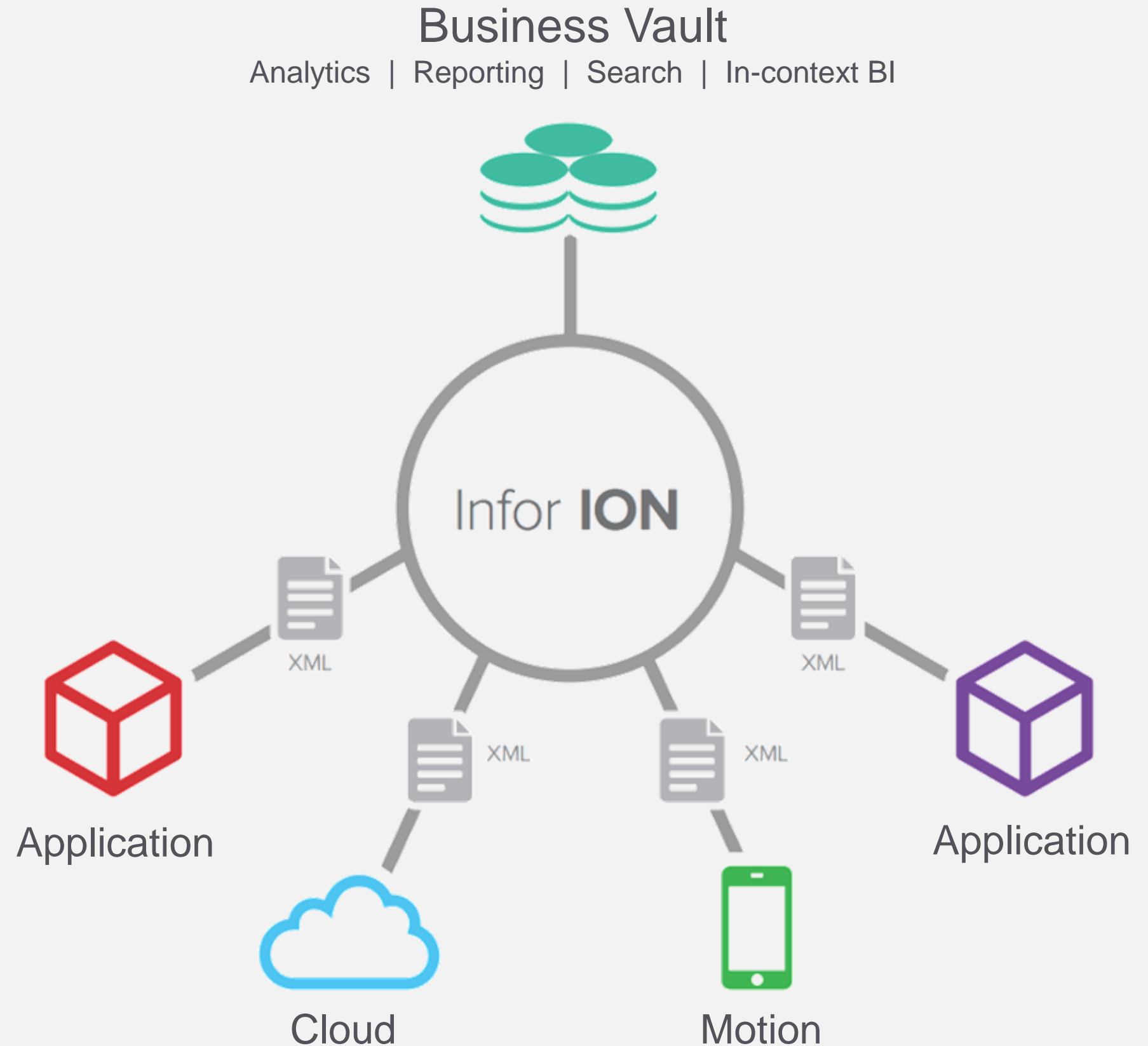
Beauty

Compelling user  
interfaces and consumer-  
grade experiences



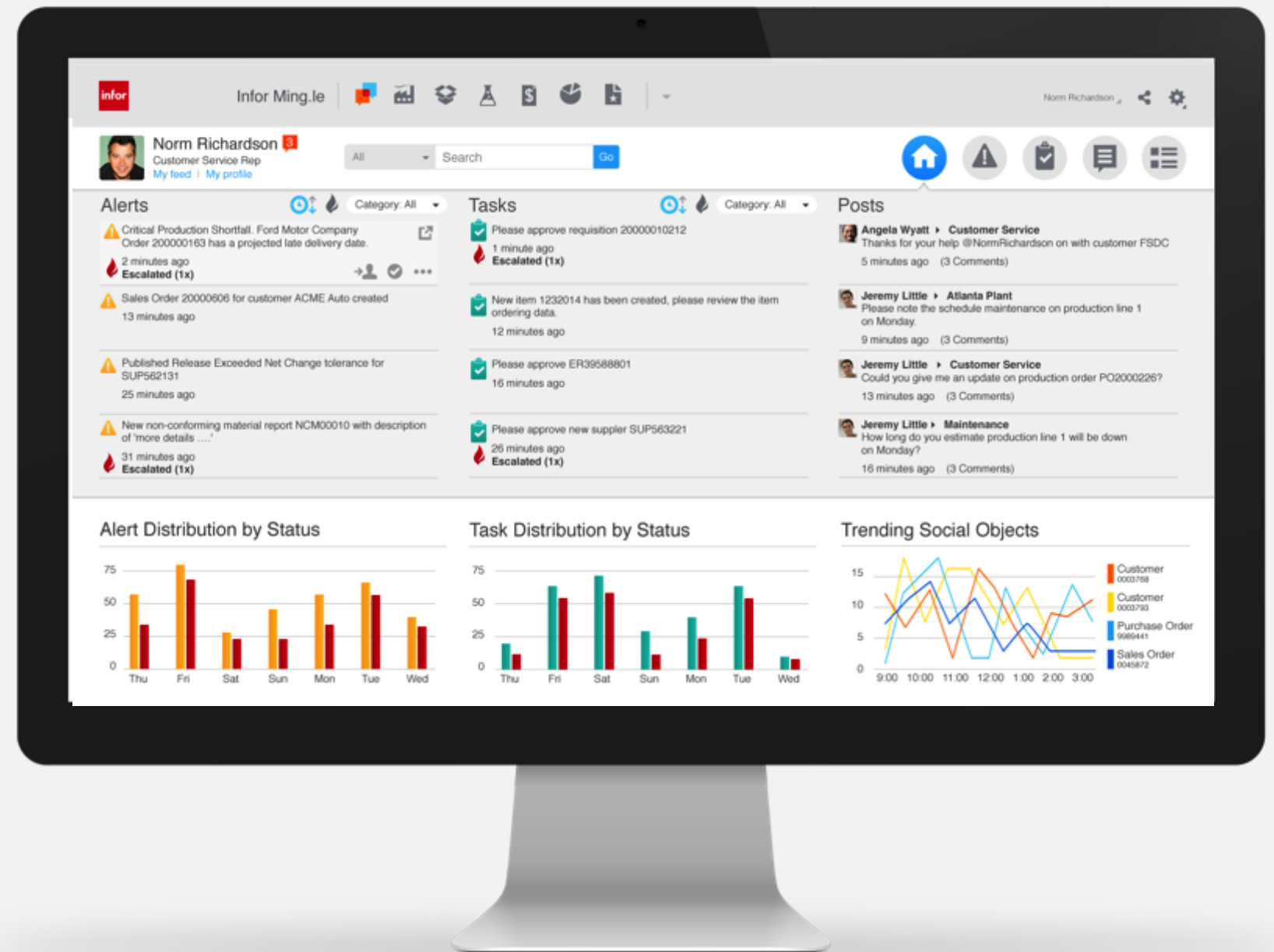
Infor ION easily integrates a wide range of disparate systems, providing a simple but powerful framework for managing business process flows, workflows, and alerts.

The result is a unified data and business process platform that can reinvent the way end users and IT interact with core systems.





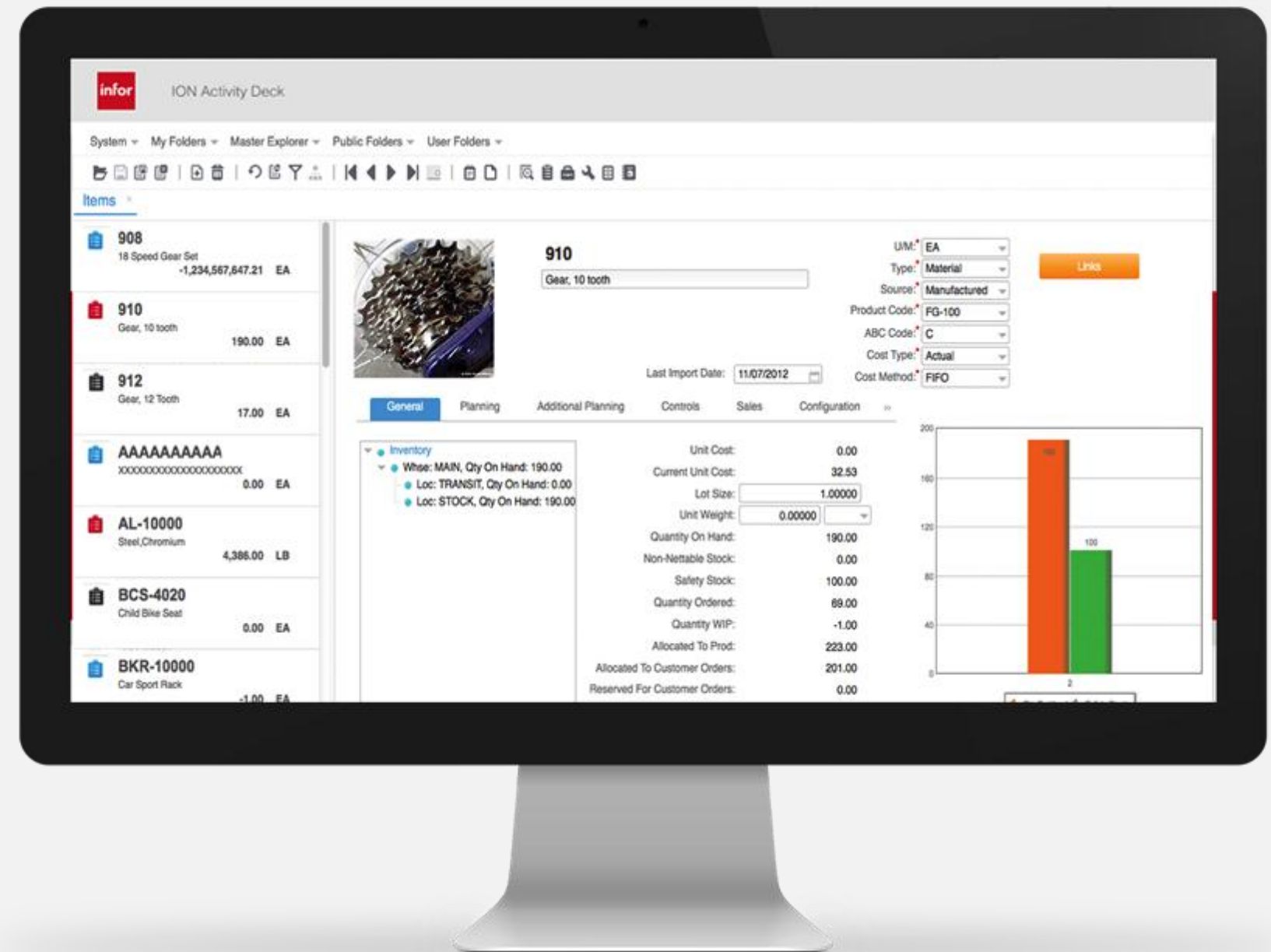
A centralized platform for social collaboration, business process improvement, and contextual analytics. Infor Ming.le™ leverages the power of ION to unify business applications and their data into a single intuitive interface that's as easy to use as Facebook® or Twitter®





# Infor **Mongoose**™

Infor Mongoose accelerates application development—empowering organizations to quickly adapt their systems to meet changing business needs. Simple and intuitive tools let users easily design and deploy system enhancements without knowledge of complex source codes or programming languages





# Multiple Tools, Disconnected Processes, Complex Data Integration



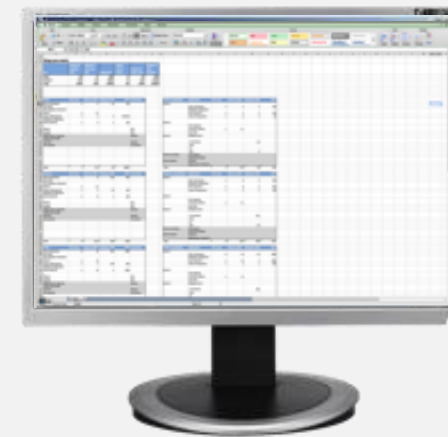
Analytics



Budgeting and Planning



Industry Bolt-ons



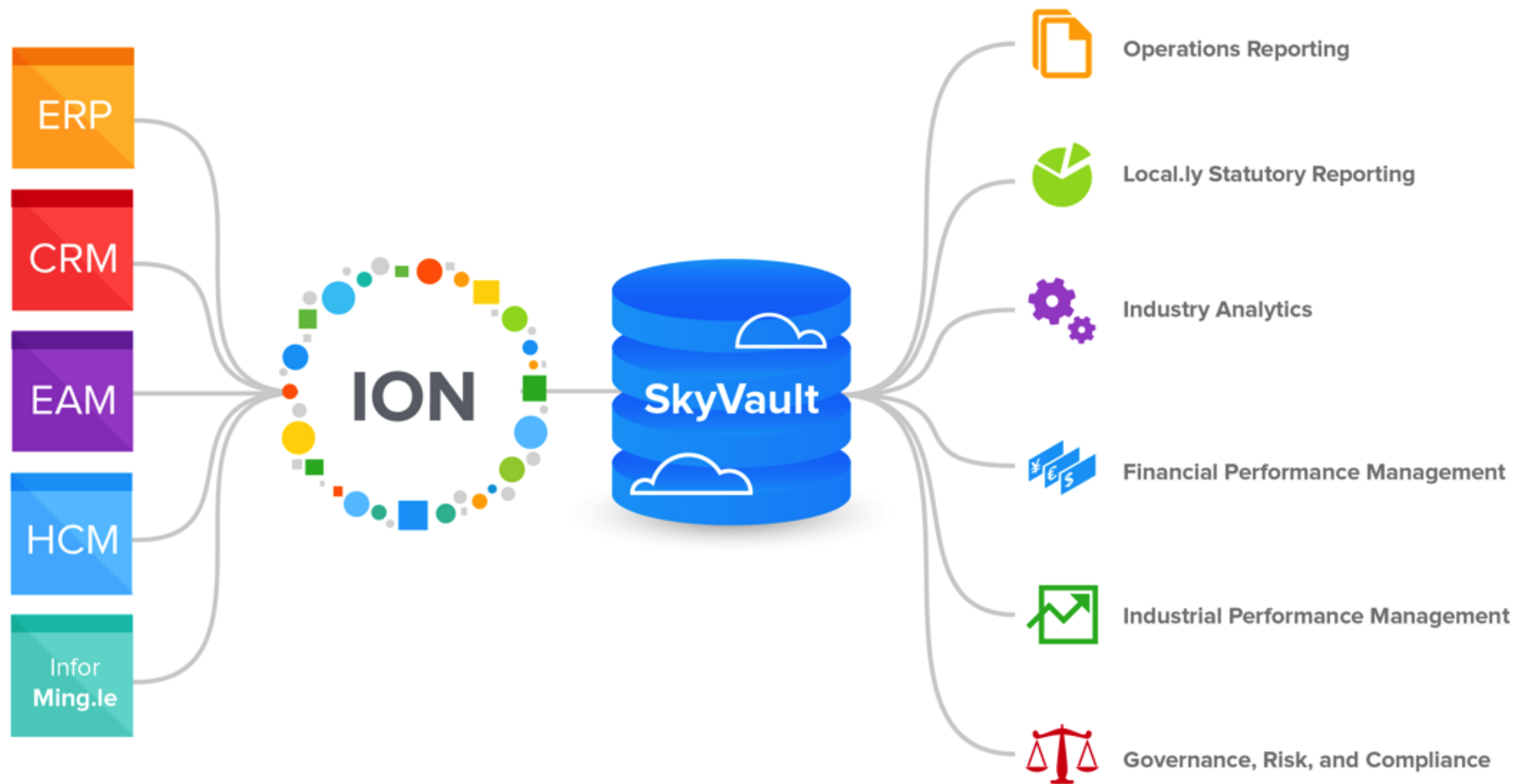
MS Excel



Governance and Compliance



d/EPM Analytics on  
SkyVault are a feature



Packaged ION based integration to Infor apps

Real time single version of the truth

Modular and end-to-end

Agile & Durable architecture

Fast in-memory grid

Built for big data and science

Common & beautiful user experience

Integrated micro-vertical suites of performance management apps

Modern architecture



Infor **Xi** 

The logo features the word "Infor" in a white, sans-serif font, followed by "Xi" in a bold, white, sans-serif font. A small white square icon is positioned to the right of "Xi". The background consists of overlapping diagonal bands of teal, green, and dark blue, with a solid blue vertical bar on the right side.

# Infor Xi

## In Context

- Documentation
- Analytics
- Learning

## Open source

- Postgres
- Linux

## User experience

- Soho Design Standards
- HTML5
- Ming.le
- Mobile
- Responsive
- 508

## API

- One API for Suite
- REST support
- Stateless

## Cloud Architected

- Multi tenancy
- Amazon Web Services
- Auto scaling
- Auto provisioning
- Zero downtime upgrades and patching

## Instrumented Apps

- Usage
- Performance

## Integration

- Enterprise Service Bus
- Workflow
- XML Business Documents


## Big Data

- BusinessVault/ SkyVault
- Science Apps
- Industry KPIs

## Industry / Security Certifications

- HIPAA
- ITAR
- FISMA...

# Our strategy



Architecture  
of the  
Internet

Cohesive,  
upgrade-proof  
applications

Micro-verticals  
suites

Deep, last mile  
features for industry  
sub-sectors

Beauty

Compelling user  
interfaces and consumer-  
grade experiences



# Specialized by industry



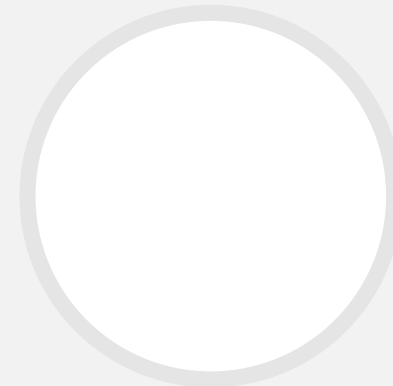
**19** of top **20**  
aerospace  
companies



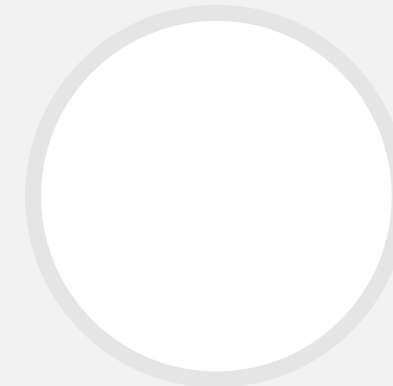
**84** of top **100**  
auto suppliers



**10** of top **10**  
pharmaceutical  
companies



**31** of top **50**  
industrial  
distributors



**7000+** industrial  
machinery  
manufacturers



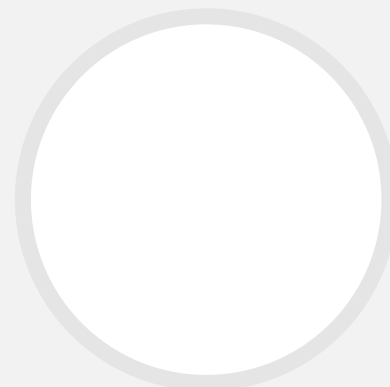
**26** of the top **35**  
largest global  
retailers



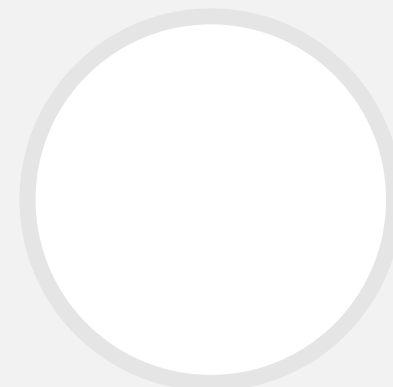
**5** of the top **10**  
brewers



**23** of the top 50  
largest public US  
hospitals



**12** of the top **13**  
high tech  
companies



**90%** of the Las  
Vegas strip use  
our hospitality  
solutions

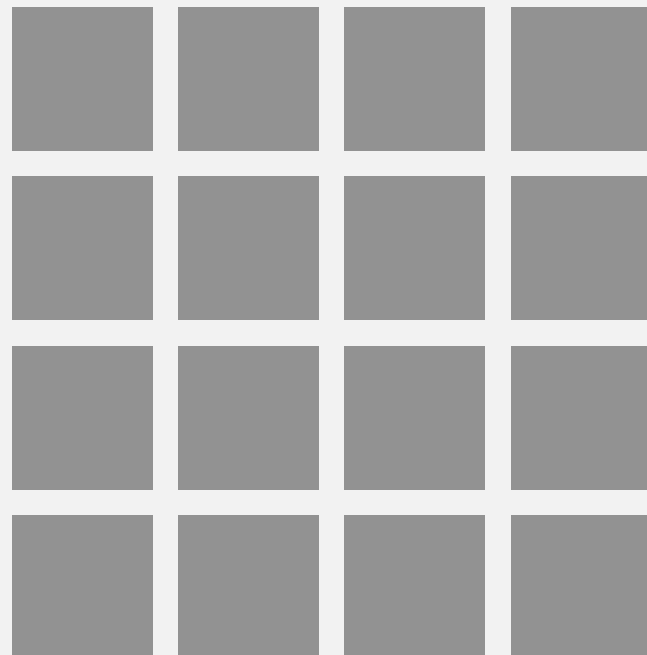


More than **5,500**  
industrial  
manufacturing  
customers



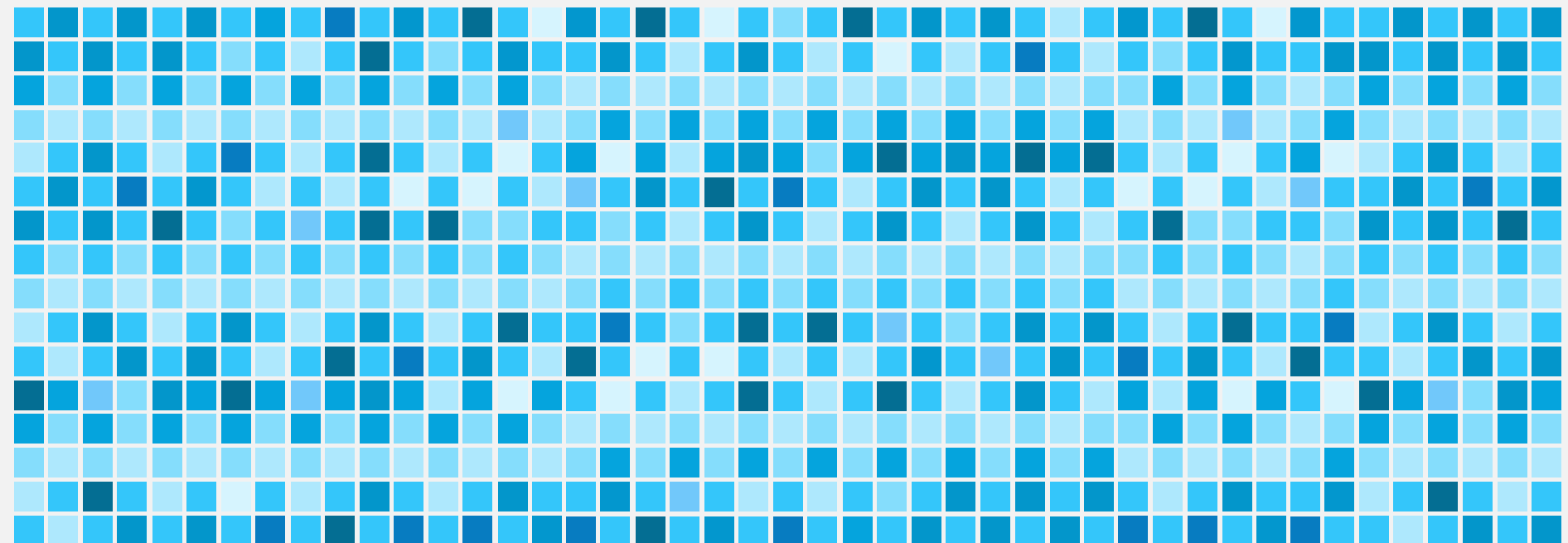
**1100+** state and  
local Governments  
use our solutions

# A few broad industries

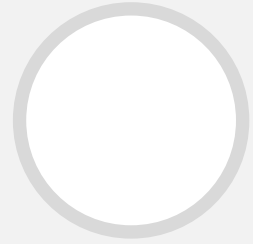


# 2,151 micro-verticals

Source: U.S. Commerce Department



# Automotive Microverticals



## Automotive OEM

Assembly control/line sequencing

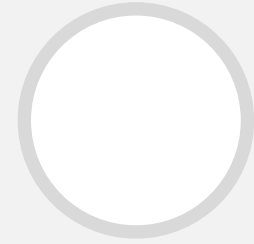
New product design and introduction (NPDI)

Engineering change management

Asset management/preventive management

Finished vehicle logistics

Vehicle recall management/traceability



## Specialty Vehicles

Product/sales configuration/feature based ordering

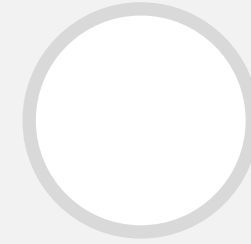
Build-to-order/make-to-order/configure-to-order

Field service

New product design and introduction (NPDI)

Engineering change management

VIN/serialization



## Aftermarket & Service Parts

Demand planning

Product catalogs

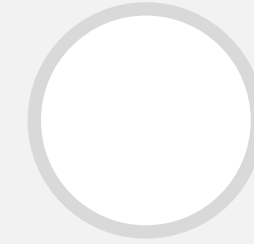
Complex pricing

Aftermarket service field and depot

Service parts management

Dealer/service operations

Aftermarket distributor (non-manufacturing)



## Suppliers

Quoting/launch

Program/project  
Multi logistics planning

Supply chain collaboration

Kanban/repetitive

Quality management

Automotive EDI trading partners  
NPDI/engineering change

Compliance

# Complete automotive suite



Deep core ERP  
Functionality plus ION  
integrations to:

Automotive Exchange

Supplier Exchange

Asset Management

Budgeting & Planning

Warehouse Management

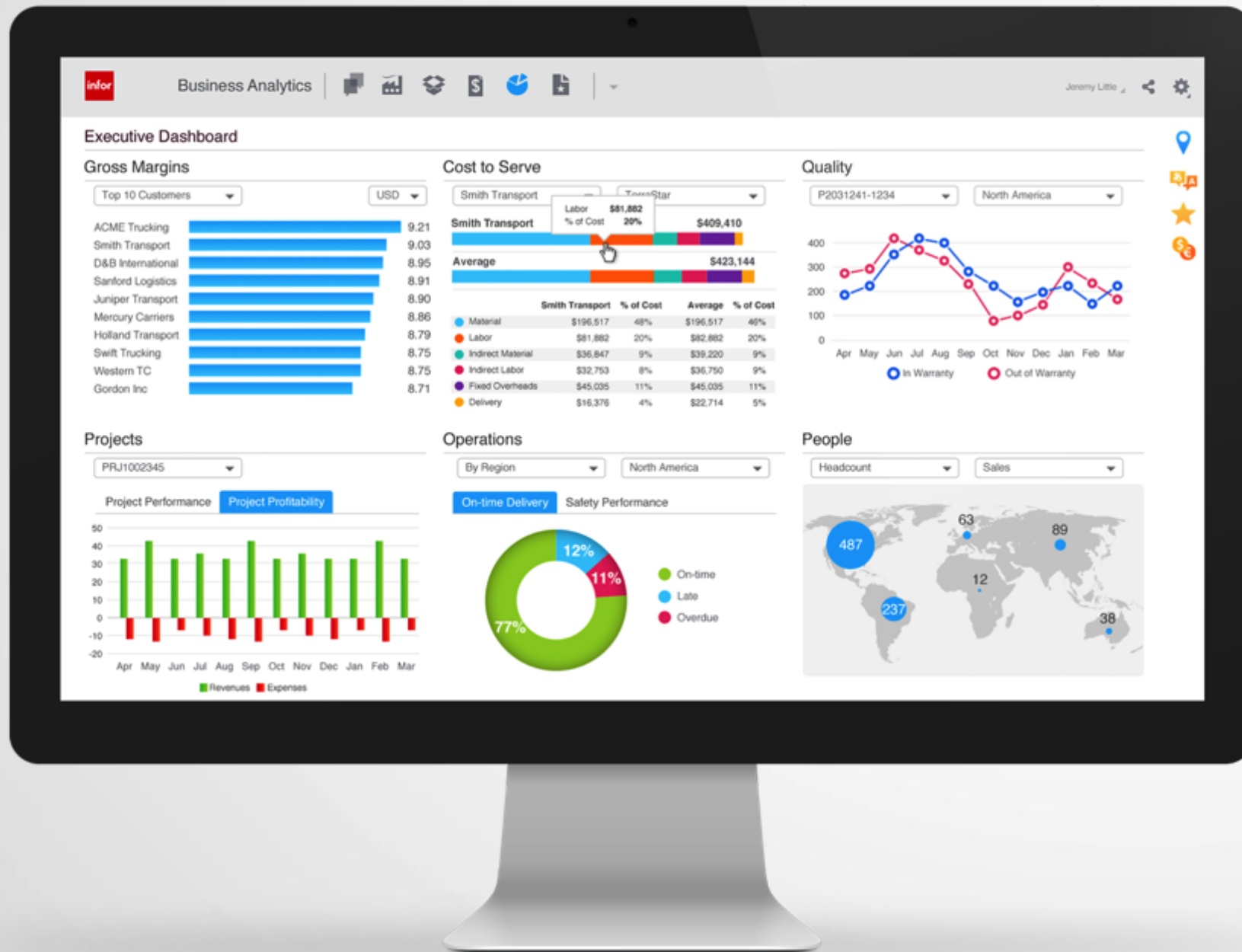
Supply Chain Planning

Product Lifecycle Management




Implementation  
Accelerator

Industry business processes  
pre-configured database & solution



Micro-vertical Analytics

# Our strategy



Architecture  
of the  
Internet

Cohesive,  
upgrade-proof  
applications

Micro-verticals  
suites

Deep, last mile  
features for industry  
sub-sectors

Beauty

Compelling user  
interfaces and consumer-  
grade experiences



EST. 2012

HOOK ∞ LOOP

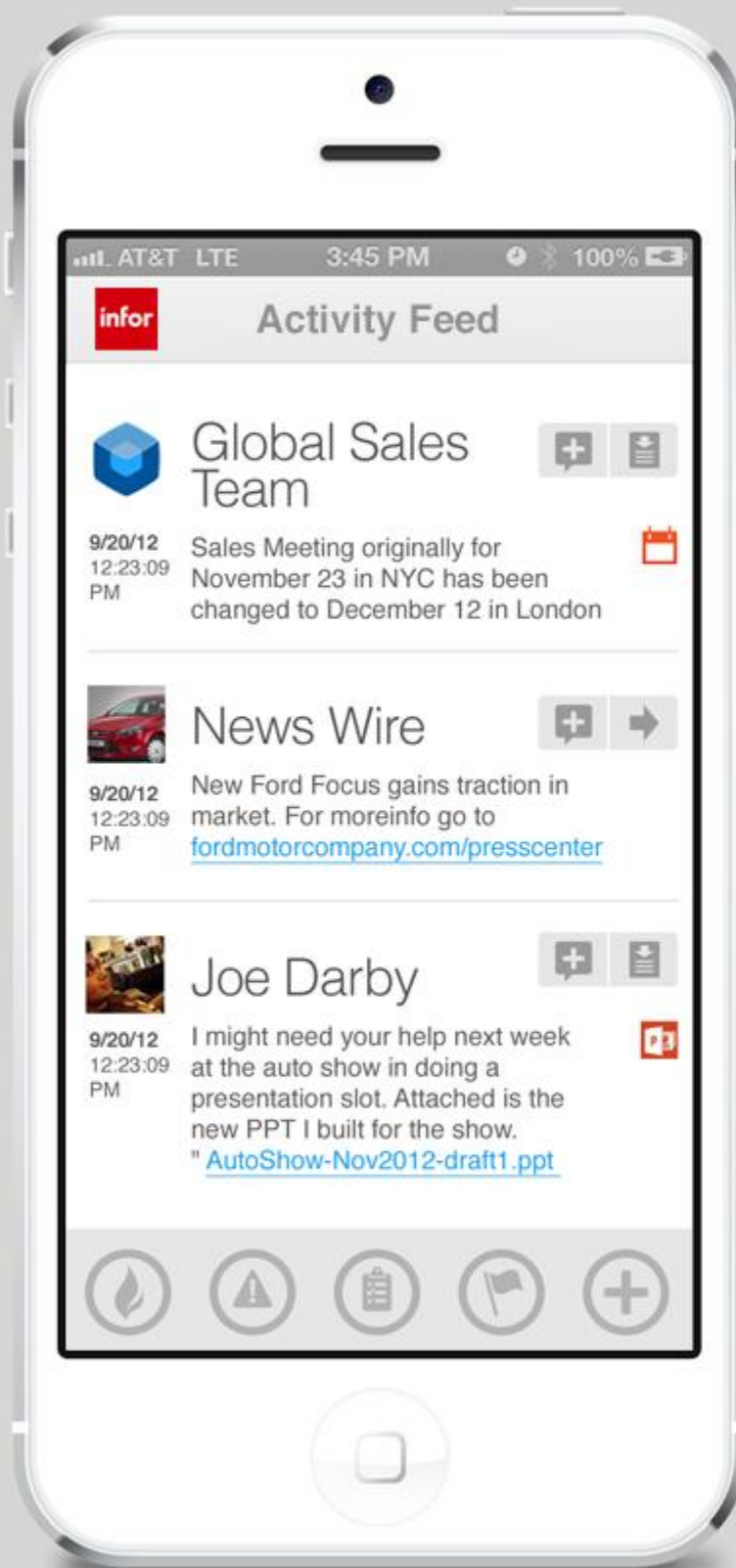
NEW YORK



## Not the usual suspects

First Apple iAd creator • On-air reporter • Official Google storyteller • Digital effects artist for The Avengers • Pulitzer Prize winner – information graphics • Creator of award-winning children's coloring app • Designer for Kenneth Cole • Creator of innovative digital storybooks • Documentary filmmaker • Entrepreneur • Fine artist





Inbound



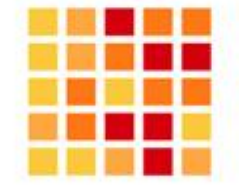
Appointments

Inventory

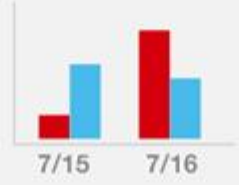


Physical Inventory

Locations



Outbound



Appointments





Specialized by industry.  
**Engineered for speed.**





# Discrete Manufacturing Industry Features

## Aerospace and Defense

- Contract Management
- CLINs
- Flow down clauses
- Fee's and Penalties
- Group netting
- Excess analysis
- Commingling with pegging distributions
- Borrow Loan Payback
- Real time project accounting
- Project Moving Average Unit Inventory Cost
- Non-conformance
- Unique identifiers
- ACRN / Fund Accounting
- Acceptance / DD250
- MMAS compliance
- BOM costing breaks
- Supplier progress billing
- First article inspection
- DCAA Audit support
- CAS compliance
- SF1443 / SF1034
- % complete RevRec
- Customer owned inventory
- Export Licensed Items
- Allowables / Not Allowables
- Project Overhead

## Industrial Manufacturing

- IAS 8 segment accounting
- Inspections
- Shop Operator Workbench
- Landed Cost
- Mobile Field Service
- eCommerce for spare parts
- Service Territory Planning
- Resource Management
- Quarantine inventory
- Non-conformance
- Claim management
- Preventive Maintenance
- Advanced Configurator
- Tactical sourcing
- Complex Depot Repair
- Serial Genealogy
- Advanced Subcontracting
- Finance / GRC
- Governance, Risk, Compliance
- Overhead Cost Allocation
- Call Management
- Opportunity Management
- Quotation management
- Telemetric tools for 'Internet of Things'
- Loaner parts
- Customer owned inventory

## Automotive OEM/Suppliers

- Line Assembly Control
- Rescheduling released orders
- Just in time kit supply
- Complex load building
- Assembly line labeling
- Retro billing shipments
- Inspections / AQL's
- Supplier Collaboration
- Purchase schedules
- Sales schedules
- Release accounting
- Cross Dimensional Validation
- Auto bank reconciliation
- Self-billing 3-way match
- Precious material pricing
- Sequencing and re-sequencing
- Complex handling unit scenario's
- Kanban calculations
- Improved schedule inquiries
- Cindi messaging standard
- Credit and rebill
- Corporate purchase contracts
- Barcode scanning

## High-Tech and Electronics

- Manufacturing part numbers
- Approved vendor list
- Landed cost
- Retro billing
- Corporate purchase contracts
- ATP / CTP refinements
- RosettaNet
- Supplier Collaboration
- Shop Order Splitting
- Barcode scanning
- Product life cycle management
- RFQ Bidding/Proposing
- Supplier Claims
- Self-billing 3-way match
- Precious material pricing
- Contract manufacturing
- Customer owned inventory
- Consigned inventory
- Standard cost
- IAS Segment Accounting
- Approved Quality Levels
- Parts per million
- Pareto quality analysis
- Customer claims
- Batch depot repair
- Serial genealogy

# Process Manufacturing & Distribution Industry Features

## Equipment

- New equipment cost/revenue summary and new Equipment Transaction Register
- Enhanced sales price and discount handling
- Enhanced and consistent credit limit management
- Cash management extended to all order flows and new end-of-day processing
- Introduced support for US sales tax without the need for Vertex
- Significantly enhanced Equipment Quotation Management
- New Equipment reservations
- New warranty parts storage solution
- Enhanced Core management setup, processing and accounting
- New warranty claim management solution
- Parts marketing programs/rebates
- CRM for Equipment
- Create a project from WO's
- Enhanced Caterpillar Interfaces

## F&B and Chemicals

- Customer Channels with new ship-to customer ID
- Auto-closing and rejection rules with info on CO-documents
- Freight costs model – generate internal accounting transactions
- Receive same lot twice from PO and multiple lab-requests per lot
- Lot blending and tank cleaning
- Lot management, strict rotation, lot-no. rules etc
- Manufacturing – Back-flush labor- and process-time at put-away
- PO. ASN supporting F&B with Catch Weight, expiry dates
- Payment terms on CO line
- New Fresh Food Planning Application
- New Lab- and quality control module
- Freight/Transport management (Outbound)
- Full screen MO reporting
- Interface to Infor Advanced Planner

## Fashion

- Kit generation based on quantity size breakdown
- Kit in purchase and auto kit price calculation
- Improved visibility of aggregated content and more aggr. levels.
- SCO connected orders upstream change of dates
- Visibility of kits in matrix in CO and stock overview
- Bulk Order enhancements for make-to-order, make-to-stock
- Staging of packages in receipt
- Item Creation program - capability to browse on Z-axis
- Integration to 3rd party freight forwarders (freight charges )
- Mass update of multiple CO lines
- Improved Batch Allocation capabilities
- Quick de-allocation full order-style, style-color
- Integration -Infor Graphical PCM
- New product - PLM for Fashion solution

## Distribution

- Special Price Agreements (Ship & Debit)
- Prepayment Control on sales order
- New possibility for Early orders for promotions
- Promotion management greatly improved
- Improved Back order prevention
- New version of Counter sales, improved search, cash-desk integration & KB shortcuts
- New Cash Desk Mashup to increase usability
- Enhanced Inbound receipts
- Pack & Ship Improvement for load building
- Picking and Inventory control improvements
- Upgraded version of Counter Sales for Distribution
- More flexible Prepayment solution
- Cash Desk improvements
- New special rebate agreements including customer(s)/supplier terms

## Cross Micro-verticals

- Supply Chain Orders - upstream changes of dates
- Flexible Lot numbering & improved status handling
- Warehouse Mobility, more coverage, simplified processes
- Enhanced product replacement capabilities in Sales Orders
- New Picking Workload Overview function
- Quickly switch a PO proposal to a DO proposal
- Harmonization of Users in M3
- Auto Reporting of MO Operation times based on qty produced
- Attribute Controlled Kits
- Improved Location based inventory checks (StockTakes)
- Integration with Infor Graphical PCM
- New Lab- and quality control module
- Freight/Transport management (Outbound)
- Full screen MO reporting



# Service Industry Features

## Healthcare

- Tiered Pricing capabilities to handle Manufacturers and Distributor catalogs
- EDI
- Rebate calculation and tracking for purchases
- Consignment Inventory
- Bill Only processes
- Clinical Item Master
- Date driven Item substitutions
- Point of Use
- Par and Cycle Counting
- Surgical Instrument Management
- Recall Management
- Self Distribution & Warehousing
- Clinical Integration Platform
- HIPA compliant security
- Volume Planning
- Capital Planning
- Workforce Planning
- Nurse Scheduling and Staffing
- Talent Science
- Healthcare Revenue Cycle
- Fleet and Facilities Management
- Pre-Built analytics for Healthcare

## Public Sector

- Fund Accounting
- Grant Management
- Project Cost Accounting
- GASB Accounting
- Student Activity Management
- Workforce Budgeting
- Program Budgeting
- Capital Budgeting
- Google mileage expense enhancements
- Expense Report Budget Edits
- Purchase Requests
- Electronic Bid Bonds
- Bid Tabulation
- Budget Edits
- Supplier Portal
- Procurement Card tracking
- Teacher Pay
- Position Management
- Discreet Asset Management
- Linear Asset Management
- Utility Billing
- GIS
- Property Management

## Retail

- Daily or Weekly Profitability by store, region, business segment
- Global
- Lease Accounting
- Capital Budgeting
- Consolidations
- Indirect supplies functionality for stores and facilities
- Supplies Punchout
- Volume Matching
- Match Reference
- Merchandise Purchasing
- Merchant Group Reference
- Prepaid
- Carrier Freight invoicing
- Import Taxes
- Franchise Management for restaurants
- Workforce Management
- Talent Acquisition
- Energy Asset Management
- Property Management

## Service Businesses

- Project Accounting
- Project Manager Mashup to increase usability
- Project Invoicing and Revenue thru multiple different methods
- Grant Accounting for non-profit organizations
- Close Management
- Reconciliation Management
- Cash and Treasury Management
- Document Management
- Daily reporting
- Average Daily Balance reporting
- GAAP, IFRS and Statutory Reporting
- Global
- Consolidations
- Talent Science
- Talent Acquisition
- Compensation Management
- Performance Management
- Succession Planning
- Learning and Development
- High Volume Payroll processing

