

Infor PM 10



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

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.

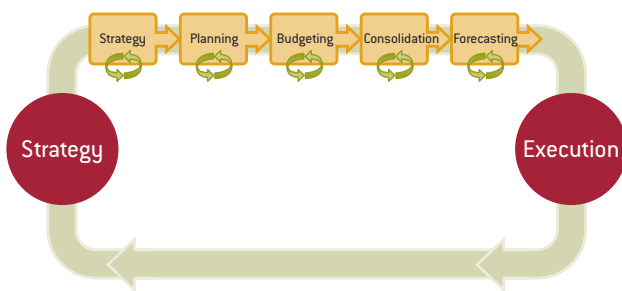
To help improve performance management, lower the total cost of technology ownership, and do business better, forward-thinking companies are turning to Infor™.

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. 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



Closed-loop performance management

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

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
- > Scalable to grow as your business grows

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

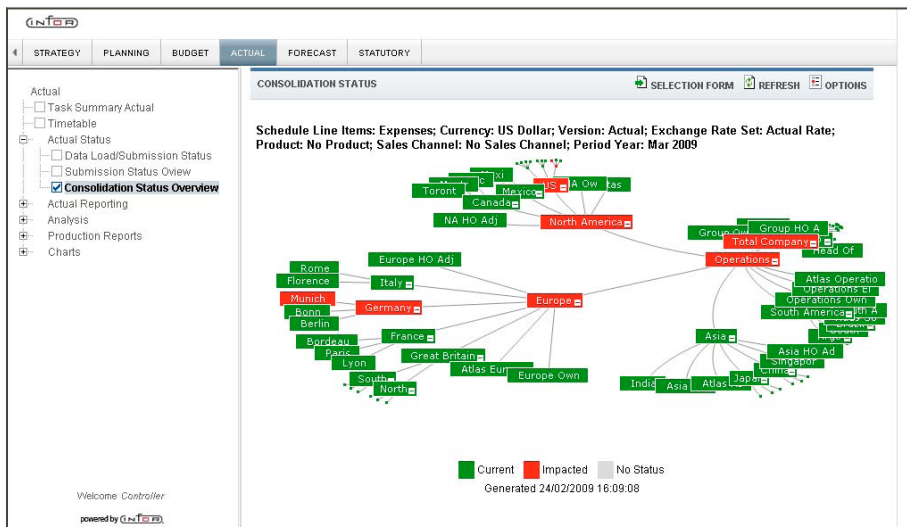
With Infor PM Forecasting, you can create statistically accurate forecasts that help you manage performance expectations, make tactical adjustments, and achieve performance goals. Generate rolling forecasts, check the accuracy of submitted plans, and receive automatic alerts that allow you to easily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

Expense Data Entry														
Los Angeles														
	Target	Budget	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Headcount	23	7	7	7	7	7	7	7	7	7	7	7	7	7
Salaries	1,043,063	360,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Payroll Tax	208,814	72,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Temporary Help	53,836	22,500	1,735	1,735	2,602	1,735	1,735	1,735	1,735	1,735	2,602	1,735	1,735	1,735
Training Expense	55,440	17,732	1,436	1,436	1,436	1,436	1,436	1,436	1,436	1,436	1,436	1,436	1,436	1,436
Total Personnel Costs	1,360,959	471,782	39,171	39,171	40,038	39,171	39,171	39,171	39,171	39,171	39,171	40,038	39,171	39,171
* Advertising	552,420	705,375	28,215	56,430	84,645	28,215	84,645	112,860	28,215	28,215	84,645	56,430	56,430	56,430
* Sales Travel Expense	100,440	63,407	3,170	3,170	4,756	6,341	3,170	4,756	6,341	7,926	4,756	6,341	7,926	4,756
* Marketing Travel Expense	301,320	378,953	38,475	29,087	29,190	36,731	29,395	29,498	29,600	37,141	29,805	29,908	30,011	30,113
Travel Expense	401,760	442,360	41,645	32,257	33,945	43,071	32,565	34,253	35,941	45,067	34,561	36,249	37,936	34,869
* Sales Entertainment Expense	200,880	80,028	6,669	6,669	6,669	6,669	6,669	6,669	6,669	6,669	6,669	6,669	6,669	6,669
* Marketing Entertainment Expense	659,795	690,498	8,721	157,491	3,591	8,721	157,491	3,591	8,721	183,141	3,591	13,851	136,871	4,617
Entertainment	960,545	770,526	15,390	164,180	10,260	15,390	164,180	10,260	15,390	189,810	10,260	20,520	143,640	11,286
Total Sales and Marketing	1,814,825	1,918,261	85,250	252,847	128,890	86,676	281,370	157,373	79,546	263,092	129,466	113,199	238,006	102,585
Repairs and Maintenance	454,240	927,238	82,899	76,758	76,758	76,758	76,758	76,758	76,758	76,758	76,758	76,758	76,758	76,758
Electricity and Gas	157,158	52,533	4,715	4,651	4,258	4,258	4,454	4,454	4,454	4,258	4,454	4,258	4,258	4,258
Depreciation	1,338,300	1,340,304	159,386	145,503	148,007	119,821	104,484	130,044	84,257	71,980	108,749	109,293	66,327	84,453
Office Supplies	38,419	200,070	16,673	16,673	16,673	16,673	16,673	16,673	16,673	16,673	16,673	16,673	16,673	16,673
Total General and Admin	2,048,117	2,520,146	263,673	243,594	243,636	217,510	282,173	227,929	182,142	169,865	206,438	206,982	164,016	192,142
Equipment Rentals	323,976	307,800	25,650	25,650	25,650	25,650	25,650	25,650	25,650	25,650	25,650	25,650	25,650	25,650
Outside Services	740,544	831,062	138,510	138,510	138,510	27,702	27,702	51,447	51,447	51,447	51,447	51,447	51,447	51,448
Other Expenses	1,064,520	1,138,862	164,160	164,160	164,160	53,352	53,352	77,097	77,097	77,097	77,097	77,097	77,097	77,097
Total Operating Expense	6,288,421	6,049,051	552,254	699,763	576,744	396,709	576,065	501,569	377,955	549,224	452,171	437,315	518,289	410,995
Oxco to Sales Ratio	130	202	198	271	223	172	248	214	161	234	192	168	108	154

Budget collection in Infor PM Planning and Budgeting



Consolidation status overview in Infor PM Financial Consolidation

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

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).

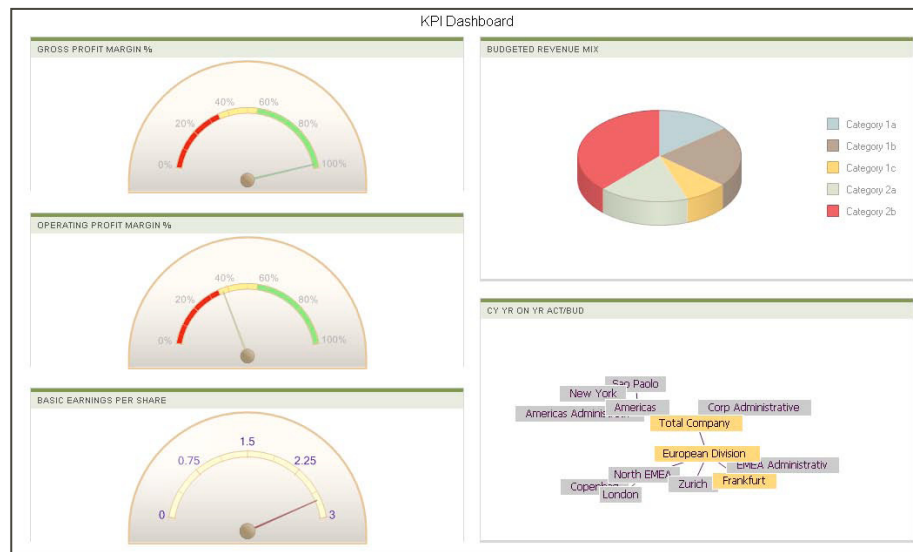
Financial reporting

Infor PM provides financial reporting capabilities to automate the generation, formatting, and distribution of book-quality financial statements and

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



Infor PM dashboard view

production reporting, budgeting, and planning. Application Studio also works with Infor Open SOA to provide business intelligence capabilities atop other Infor systems.

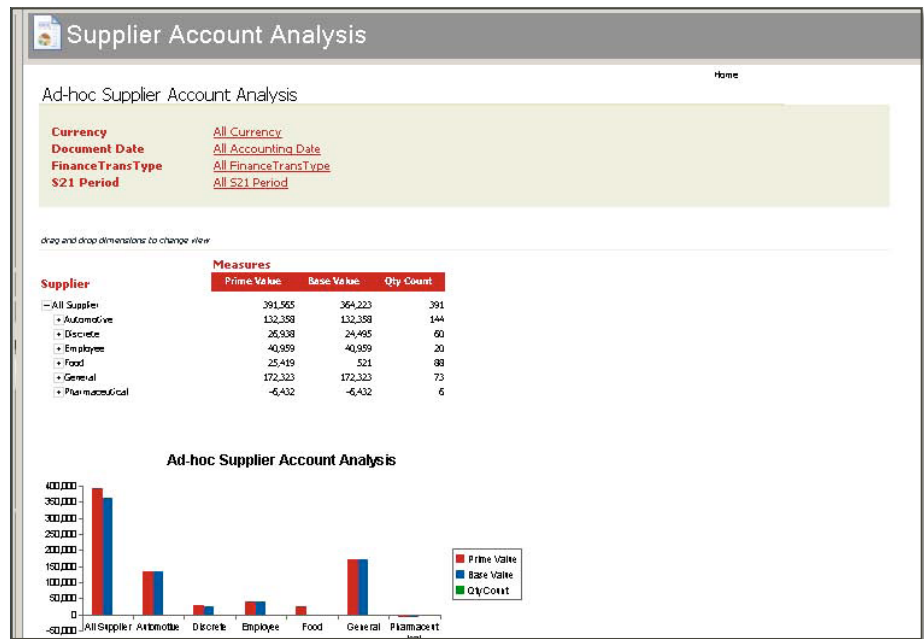
Multidimensional analysis

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.



Reporting and analysis with Infor PM Application Studio

Infor PM 10 Highlights

Leverage the following functions across Infor PM 10 solutions.

Infor PM 10	<ul style="list-style-type: none"> ■ 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	<ul style="list-style-type: none"> ■ 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	<ul style="list-style-type: none"> ■ “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

<p>Financial Consolidation</p>	<ul style="list-style-type: none"> ■ 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
<p>Forecasting</p>	<ul style="list-style-type: none"> ■ 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
<p>Reporting and Analysis</p>	<ul style="list-style-type: none"> ■ Management and statutory reporting ■ Multiple data presentation formats: dashboards, scorecards, spreadsheets, color-coded 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
<p>Compliance</p>	<ul style="list-style-type: none"> ■ 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.

About Infor

Infor acquires and develops functionally rich software backed by thousands of domain experts and then makes it better through continuous innovation, faster implementation options, global enablement, and flexible buying options. In a few short years, Infor has become one of the largest providers of business software in the world. For additional information, visit www.infor.com.

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