



Infor Aerospace & Defense



"Since we now have instantaneous data, we can download it into chart form and share it. We now can discuss all the KPIs for the previous week, which we never could do before."

—Don Marshall, Group Financial Analyst,
CAV Aerospace

Engineered for speed.

Organizations throughout the aerospace and defense industry face challenges unparalleled in any other sector. Whether you're an original equipment manufacturer, government contractor, or supplier, safety and system efficiency are intensely critical to securing the welfare of customers and reliable operations. Meeting stringent regulations, developing emerging markets, and improving quality in spite of escalating energy and raw material costs all add to growing pressures you face while trying to increase revenue and battle the competition.

You need a proven, end-to-end solution specifically designed to manage and streamline the critical processes required in the aerospace and defense industry. With such a solution in place, you'll be able to achieve a level of operational excellence that lets you focus on your projects and customers by driving efficiency and innovation, and managing your cost position while growing your business.

Infor™ Aerospace & Defense meets your challenges head-on by offering you a complete ERP solution to manage your entire enterprise and supply chain.

One size fits one.

Infor designs solutions for specific industries and vertical markets. Our Infor solution suites not only meet the needs of your business but also those of the industry you serve. They work company-wide and industry-wide.

You can't meet the unique needs of the aerospace and defense industry with generic software that treats all industries equally. At Infor, we understand that the aerospace and defense industry isn't like any other industry. So, we've created software that's tailored to the specific needs of this industry. We believe that one size fits one.

Infor Aerospace & Defense includes all the capabilities to manage the stringent industry requirements built right into our solution—not bolted on. So what does that mean for you? Faster deployments and fewer modifications. You get up and running more quickly, with fewer disruptions to your business. Upgrades are faster, too. So you can quickly adapt your business processes to the ever-changing aerospace and defense industry.

Focused on your success.

Infor has been successful in the aerospace and defense industry for over 20 years. Infor Aerospace & Defense has been recognized for successfully incorporating the strictest industry requirements for defense contractors. This includes contract management, progress billing, contract invoicing, and project comingling. It has also been proven to be highly effective in handling multiple manufacturing modes (MTO, ETO, ATO, CTO, or MTS). Implementations of Infor Aerospace & Defense have been shown to be faster and cost less than anyone else in the industry.

We've worked directly with some of the largest aerospace and defense companies in the world. Here are just a few:

- Boeing Commercial Aircraft Group (CAG)
- BAE Systems
- Elbit
- Esterline Technologies Corp
- Driessen
- Triumph Group, Inc.
- Sypris Electronics
- MDA
- GKN Aerospace—Engine Products
- Ducommun Aerostructures

Plus, Infor is committed to preserving the value of your technology investment over the long haul, enabling you to capitalize on our own aggressive investment strategy of continuous innovation—taking the best of new technologies and making them part of our core applications.

Specialized by industry.

To ensure that our solution meets the most demanding requirements of the industry, Infor Aerospace & Defense has been developed in collaboration with some of the largest aerospace and defense contractors in the world. Industry-specific capabilities are built right into the core solution, so Infor Aerospace & Defense gives you the tools to conquer your most important challenges.

Planning and project-cost tracking.

Infor Aerospace & Defense project planning and tracking tools provide the up-to-date cost and schedule information needed to make informed program decisions.

Infor Aerospace & Defense delivers:

- End-to-end solution for all processes in the enterprise.
- Accurate invoicing that can be substantiated in audit.
- Reduced supply chain costs for material.
- Improved cash flow with contract progress billing.
- Reduced inventory with comingling and planning.
- Contract profitability by merging supplier commitments.

This integrated solution suite records, tracks, and reports the precise information that will give your program managers the insight required to perform their job.

Contract management and invoicing.

The Infor Aerospace & Defense solution manages all customer contract obligations with the same integrated solution where inventory management, manufacturing, and procurement will be performed. You can use the actual cost information of the Infor Aerospace & Defense solution to perform customer invoicing, including progress billing, to accurately bill your customers. This provides you with invoicing that can be substantiated in an audit and translates into increased cash flow for your operations.

Comingled project material and resource planning.

When required, you can comingle projects—also known as project grouping—and increase the economies of scale in your procurement process. You can then plan for material and resources independently of project ownership. This reduces your supply chain costs of materials and increases the profitability of your contracts by combining supplier commitments.

Automated overhead calculation and application.

With Infor Aerospace & Defense, you get accurate overhead costs calculated and applied to contracts based on actual costs within one integrated solution. You'll also realize reduced manpower and effort required to perform these tasks. This provides you with increased profitability by absorbing all indirect costs to contracts. Overall, Infor Aerospace & Defense helps you in the estimation of a contract before you bid, ensures you maintain a level of

profitability throughout the life of the contract and can close as the preferred vendor for winning future contracts from that customer.

A new way of working.

What if you could not only improve the efficiency of your business processes, but reinvent them? Infor Aerospace & Defense is built on groundbreaking technologies that deliver new levels of usability, connectivity, and insight. Based on the latest experiences from both the consumer and enterprise worlds, these technologies change how you use business software.

Organized. Role-based dashboards and powerful business intelligence tools let you arrange graphs, key metrics, priority alerts, and favorite inquiries on a single screen, giving you all the information you need to make better decisions, faster.

Mobile. Put your Infor solutions on your tablet or smartphone, so you can be productive anytime, anywhere. Inventory clerks will be able to perform cycle counts and record results while roaming the storeroom. Program managers can be notified of anomalies or variances that must be dealt with immediately. Material planners can attend to an alert of a critical shortage while in program review, without walking out to the plant floor.

Confident. Alerts and pre-defined workflows automatically deliver critical, role-based information to you, when you need it. Act faster, with early notification of material shortages, project overruns, and quality failures, so you can be more proactive with your critical suppliers, valued customers, and program managers.

Connected. With project costs in one system, shop floor orders in another, and inventory records in yet a third, it can be almost impossible to get a complete picture of your business. Infor's ION technology simplifies connectivity between your existing applications, both Infor and non-Infor. You get seamless integration and a unified user experience across all your systems.

Reliable. Infor Aerospace & Defense provides a single, reliable source for all your reports—even when information is drawn from multiple systems across your business. Out-of-the-box, you get role-based reports and industry-specific business intelligence.

Social. With our social collaboration capabilities, you can transform the way your company works. Program managers can gain insight easier from other personnel

"We've increased sales orders from our largest build-to-stock customer by 510%. Without Infor, it would have been almost impossible to manage all the necessary parts."

**—Mike Keil, Production Supervisor,
Skills Inc.**

working on their project. Cost accountants can collect valuable insight into projects experiencing variances. The program capture team can collaborate with others during a contract acquisition cycle. Everyone in your organization will be able to collaborate more effectively, improve processes, and experience new ways of working to act faster, be more productive, and get better results.

Built for results.

Utilizing proven commercial best practices drawn from more than 20 years in the industry, Infor Aerospace & Defense will help you to sustain competitive differentiation in the face of increasing complexity and costs. Within one integrated solution, all your requirements for commercial, defense, and maintenance contracts are met. You'll be able to offer a user experience and technology that can be implemented easily and more economically than any other ERP solution.

This solution suite will help you:

- Reduce material costs by aggregation and visibility.
- Improve program oversight with visibility to cost and schedule.
- Increase after-market service penetration with your customers.
- Reduce Inventory with comingling and planning.
- Maximize profitability with visibility to overall product cost.
- Manage indirect overhead costs more efficiently.
- Strengthen your cash flow with contract progress billing.

Infor Aerospace & Defense accelerates time to value and provides the flexibility you need to rapidly change as the aerospace and defense industry evolves. You'll make better decisions, faster.

Infor in action.

It doesn't matter if you are a commercial or defense contractor or an MRO provider; Infor Aerospace & Defense can help you achieve the operational excellence to compete more efficiently and effectively. Here's how some of our customers have solved a number of their challenges with Infor solutions for the aerospace and defense industry.

Set up for success.

A contract manufacturer, providing services and products—including aircraft sub-assemblies—to the aerospace and defense industry had already used Infor to standardize work procedures and accommodate growth. They subsequently drew upon additional benefits from the Infor Aerospace & Defense solution suite, as they found themselves capable of handling products of increasing complexity. Without Infor's contribution, the company stated it could not have managed the growth in output, customers, and revenue that it experienced. With only a 43% expansion to the workforce, the company increased assembly orders by 174% and increased sales orders from the largest build-to-stock customer by 510%.

Accuracy and ease.

A leading provider of electronics manufacturing and engineering services for the avionics and aerospace community, prime contractors, and government agencies including the Department of Defense needed a system to satisfy the strictest requirements of defense contracting. The system had to be easy enough for its employees to use and comply with ITAR (International Traffic in Arms Regulations). The company's employees had been manually reviewing documents and, in some instances,

even re-entering data received electronically from customers. The Infor solution allows the company to get these documents into its core enterprise systems much faster, and with greater accuracy by loading them electronically rather than being re-keyed by an employee. It also provides document management on the shop floor for the company.

Strategic agility.

This nonprofit meets the manufacturing, supply chain, logistics, and facilities service needs of businesses and government agencies in the aerospace and defense industry. Infor helped the company to simplify its IT systems and improve its business agility. Infor solutions also helped move the company into a cloud environment to streamline operations. Its use of Infor on premises and cloud solutions delivers a strategic agility and enables its business model through built-in best practices and process flexibility to the benefit of its customers and employees. The company now automates previously manually completed processes, makes decisions that identify and solve problems in real time, and internally communicates information more accurately about inventory levels, purchasing orders, shipment dates, and other manufacturing and supply chain statistics.



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About Infor.

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit www.infor.com.

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