



A more specific solution because Infor knows you're not just like every other electrical distributor.

## Electrical Distributors

**Challenge:** Finding a software partner that has a deep understanding of your business and the software to get the job done.

**Solution:** Infor Distribution Essentials focuses on electrical distributors unique challenges.

*"Infor clearly has the most complete solution for private trading exchanges and national accounts strategies in the industry. From the very beginning they demonstrated a deep understanding of the needs of our members, our national customers and electrical distribution."*

- David Pratt, Managing Director of Vanguard National Alliance

Infor sales order entry features are designed specifically to meet the supply chain needs of the electrical distribution industry.

### Benefits Include:

- Create orders effortlessly from quotes previously entered into the system
- Carry quote pricing forward to order entry
- Automatically create purchase orders for non-stock and special order items
- Eliminate rekeying, improving data accuracy
- Acquire product interchange information, making alternative items readily visible
- Save time and increase responsiveness to customer needs by substituting profiles, allowing matching of certified product alternatives
- Cross reference to a manufacturer's new product number by superseding product numbers
- Use many-to-one cross references, allowing for cross reference of competitors' product numbers to your product numbers
- Allow complementary product suggestions at order entry line level, facilitate incremental sales
- Allow more cost effective handling of special inventory items including non-stock, special and rush order processing. You can easily accommodate non-routine customer needs
- Immediately reference vendor catalog products online in order entry
- Monitor inventory with full serial number and reel number control tracking accurately and effortlessly
- Control seasonal product inventory with a preseason buying report

*"The SX.enterprise system scored the highest marks of all the systems we reviewed in terms of functionality, ease of use, satisfaction of installed base, and technical design."*

- David Starr, Director of eBusiness Solutions, McNaughton-McKay Electric Company



## Business Solutions:

When it comes to the solutions that run your business, results are what matter. You don't need the most expensive software or the most complex. You need solutions that deliver bottom-line results by focusing on the essential challenges at the foundation of your success.

At Infor, solving those challenges is our passion. We offer solutions that are deeply focused on the unique needs of select manufacturing and wholesale distribution industries. Our background in these industries dates back as much as 30 years, allowing us to provide solutions with decades of industry-specific research, development, and practical application behind them.

The result is software with the right combination of innovation and practicality, solutions that address your industry-specific needs without time consuming and costly customization, and products that deliver rapid ROI and world-class capabilities without long-term costs and complex implementations.

Infor understands the critical role that enterprise solutions play in running your business, and we are committed to continually expanding our ability to solve the essential issues that others cannot.

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