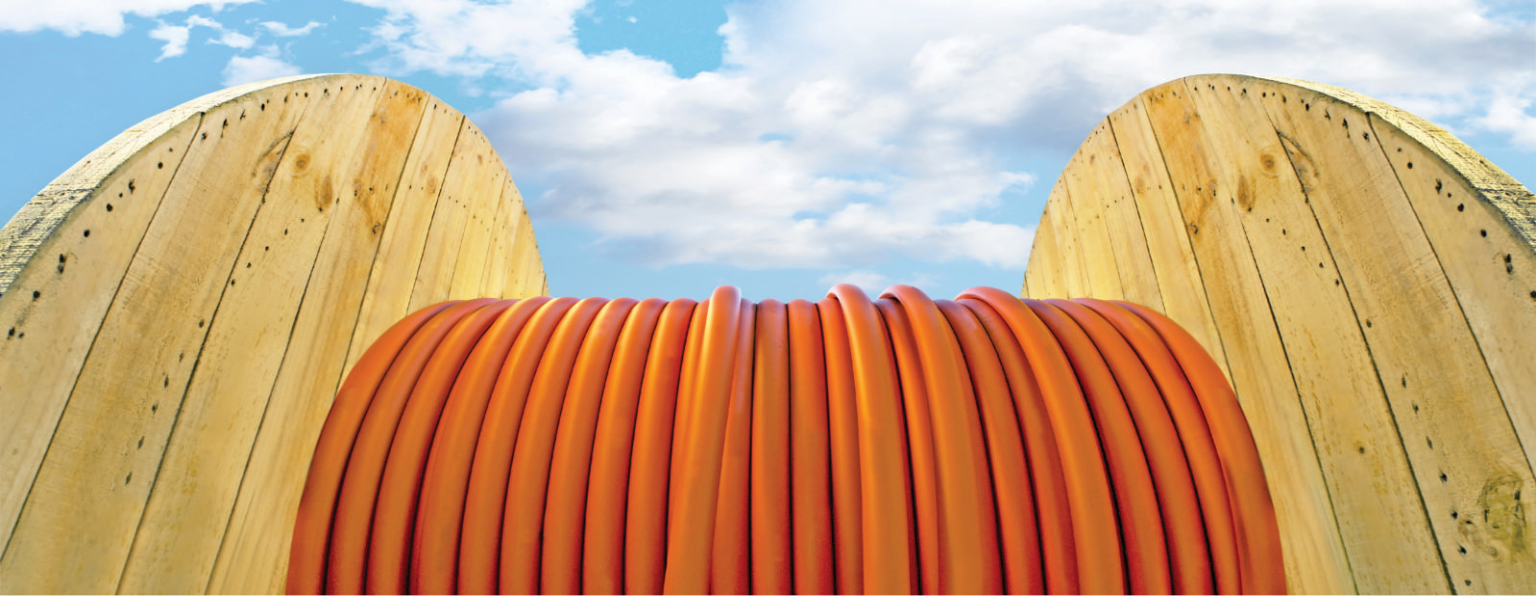




# Infor ERP LN 10.x

***“PASSION FOR LENGTH”***



# Introduction

The worldwide wire, rope & cable industry is in flux. Growing competition, dynamic market conditions are adding uncertainties to the business. It is imperative for manufacturers to respond quickly and strategically. Those with dynamic access to the contextual information on demand, capacity, cost and supply will have the edge.

Merino Wire & Cable delivers functionalities that can help you streamline business processes and tighten links throughout the value chain. By enhancing your core competencies with our extensive wire and cable solution, you'll implement strategic initiatives faster, improve customer service and grow profits.



# The Need



Overcapacity and changing demand are driving increased global competition in the wire and cable industry and pushing prices downward. To sustain the global competition producers must find efficient ways to deliver value to customers.

## Finding new sources of value

Your customers are under increasing cost pressures in their own markets and are looking to their suppliers for help. In this mature market, competing on the basis of quality and fair price is no longer enough; you have to find other ways to deliver value. You must understand the complete spectrum of customer needs and work towards addressing those needs.

You should be able to provide easy to do business interface and responsive supply chain to your customers. The focus of business should be towards the development of innovative products and enhanced service levels to your customers.

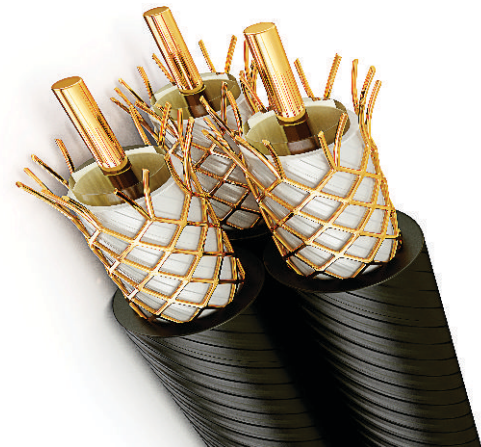
## Passion for Lengths....

One plus one doesn't always equal two in your business. A customer ordering one length of 2000 meters of cable won't accept two 1000 meter drums. The cable you produce can be only as long as the shortest tube and your information system must know the difference. Not just for sales purpose, also for production, purchasing and your entire value chain. This requires perfect length-based synchronization from initial order throughout every step of the supply chain.

## Keeping inventory in control

You can't afford to hold too much inventory because of the high and steadily varying value of raw materials. A quick downturn in the metal market could devalue your

inventory by millions overnight. To protect yourself, you must have a clear understanding of what you are holding and how it matches your orders. You'll then be better prepared to allocate stock optimally, transform inventory into finished product and avoid material obsolescence.



Merino Wire & Cable delivers full-featured functionality, designed and proven around the requirements of the wire & cable industry. It is a complete solution that provides enhanced integration and visibility into the supply chain – from customer order, enterprise planning, production, inventory control, shipments, plant maintenance, freight management, customer service and the corresponding impact on health of balance sheet.

### Operational excellence

Because material cost typically contributes more than 80% of the price of wire and cable, production efficiency – at both the strategic and operational levels – can make a significant difference in margins. Price volatility of raw materials like copper, aluminum etc. makes this even more important. In this environment, sensor-to-boardroom management is not just a vision; it's a necessity.



### Software solution for the wire & cable enterprise

Infor has been building knowledge in this industry since 1993. We've extended the rich functionality of ERP LN and enhanced it both



functionally and technically to meet the expectations of the industry. The solution, for example, enables you to account for volatile prices of copper, aluminum and other raw materials. It also brings you the full trace-ability of product specifications, production batches & inventory structure etc.

### Maximizing return on assets

This comprehensive solution can be used across your company, yet it is wide open. Service Oriented Architecture (SOA) enables easy integration with various legacy, customer and supplier systems. And when you implement the solution, you can extend your entire enterprise system across the Internet. The solution is cloud enabled to help you reduce the total cost of ownership.

# Merino Wire & Cable



## Many Processes – One Solution

Merino Wire & Cable is a true Enterprise solution for your business, which is scalable and can be integrated with solutions you may require tomorrow. It addresses the needs of all business processes such as CRM, Sales, Planning, Purchase, Warehousing, Manufacturing, Transportation, Document management or Finance.

## Design & Specification of product

The solution addresses the challenge of capturing unlimited customer specified product & properties. It also keeps track of these in the entire supply chain. The quality module of the solution helps capture the actual properties against the specified values at the various stages of purchase, production, work in process and warehouse. This keeps your operations always aligned to the customer needs.

## Length-based order and inventory control

A fundamental characteristic that differentiates this industry from other industries is the notion of “length”. The solution allows you to specify customer suggested lengths & tolerances at the time of order entry and take informed decisions with respect to inventory allocation against the same. The solution also allows you to trace inventory against demand.

## Consolidated planning across the enterprise

The solution provides a unique planning tool that helps move demand information deep into your internal supply chain. It enables you to generate production and purchase orders, based on a specific customer's demand. The information can then be available immediately throughout the supply chain,

with plenty of flexibility for planners.

The solution allows you to generate and maintain forecasts. If you are producing cables centrally for distribution to multiple outlets or sales offices, it will help you aggregate demand to production centers based on their capacity to produce optimal lengths for subsequent distribution to outlets.



## Production flexibility

Powerful production area functionality can help you ensure an excellent fit between orders and production. View customer information from the shop floor. Maximize control over cutting of cables in customer specific lengths and account for broken lengths during production. Drag and drop your orders to schedule them through Graphical Planning Board to ensure the optimal utilization of the resources.

Close management of material consumption is critical to the profitability in your industry. The expensive raw materials make the cost of production a significant factor in profitability. The detailed production result analysis feature facilitates an informed decision making process with respect to Planned vs. Actual Cost.

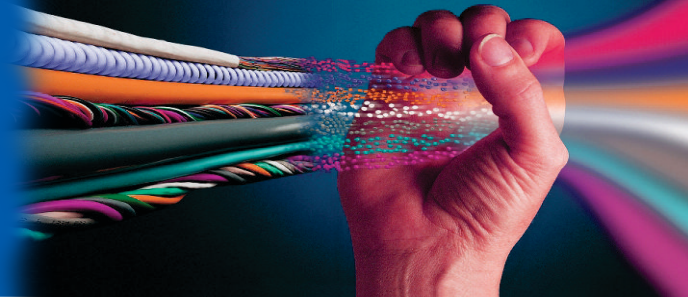


## Material Price Variation

Minimize the risk of materials' price volatility with Material Price Variation functionality. If it is your strategy to pass the price differences to your customer, you would set a price rule with them. This rule might set, for instance, a copper reference price at \$1100 per ton. If the actual price on order, delivery, invoice or other specified date is \$ 1050/ton, then the difference of \$50 per ton is passed on. You can define many different Price Rules for each customer.



# Value Proposition



## Wired for success

Merino Wire & Cable is the broadest set of Micro-Vertical specific solutions designed on Service Oriented Architecture (SOA) and built on the latest HTML5 compliant technology. It comes along with internet based Social User Interface and powered by exception based alerts, messages and tasks. Business Intelligence is an important component of the solution. It helps the industry to be more customer focused, reduce inventory, control costs and respond effectively to change. From design to delivery, the solution merges experience and knowledge and makes it available in a beautiful way.

## Experience the solution

Merino Wire & Cable has a completely enhanced look and feel that provides a consumer grade user experience, allowing you to more easily take advantage of expanded industry-specific capabilities.

- **Consumer Grade Experience**, that gives users a familiar, easy to use environment designed to increase productivity. Let



- employee easily find the information relevant to their jobs, even have data delivered automatically to them.
- **Expanded Industry functionality**, in the area of wires and cables, you get a compelling, out of box solution for these market verticals, allowing you to work more efficiently, achieve a very fast time to value and lower your overall cost of

- ownership. And there 's no need to worry about your existing functionality. All upgrade paths are preserved.
- **Integrated social networking**, with access to Infor Ming.le, you get an innovative social collaboration platform that enables your employees to share data and processes from anywhere in the solution to quickly address business issues. By collaborating from within the solution, you will be able to "follow" people and objects, share ideas with more experienced users, pull virtual groups together to solve problems more quickly, and get work done in ways you never thought possible.
- **SOA architecture** provides easy and unbreakable integration that enables you to expand your business solution as your requirements grow. With Alerts and event management the solution also brings critical business information to you so that you can manage the business from anywhere on a mobile device.

## Lower the cost, better the margin

With better visibility and balancing of demand and capacity, you'll be in a position to optimize costs for the inventory you need to meet real delivery schedules. And MPV pricing functionality helps you reduce risk further, by providing up to date information on the market value of the material you stock. You'll also be able to lower costs through more efficient production management, which can result in less waste of expensive raw materials.



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## More agility, better collaboration

The solution gives you the ability to improve collaboration with your customer and supplier. You can respond to the customer needs by achieving new levels of co-operation throughout the supply chain. These collaboration strategies can bring a considerable reduction in inventory, transaction costs and lead time to supply. The solution helps improve the supply chain responsiveness required to sustain the pressure of decreasing product lifecycles.

Be connected, stay tuned and enjoy the business....

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