

# Vertical Industry Program for PHVAC Distributors

➔ Infor solutions running on IBM's hardware offer the best of both worlds—innovation, results, reliability, and savings.

## The challenges of your complex environment.

For plumbing, heating, ventilation, and air conditioning (PHVAC) distributors, the challenges of your complex environment grow tougher every day. You want to grow your company, and that means automating inventory holding and business processes across your supply chain, including equipment and spare parts management. In addition, new opportunities require new abilities to accommodate special orders, collaborate efficiently with new business partners, and overcome obstacles to selling and product selection.

In addition, the distribution environment continues to change, moving from a set of basic, reactive relationships to a dynamic network of supply and demand, with the distributor as the intermediary. This shifting landscape offers distributors an opportunity to take a more proactive role in the value delivered from suppliers to customers—monitoring inventory demand, detecting trends, and implementing new strategies to help keep suppliers lean and customers satisfied. Advanced technology for synchronizing the data, processes, and communications can help you do the job right.

Unfortunately, many distributors are behind the curve in terms of the technology and tools needed to meet the demands. As a result, the goals of continuing growth and improved business operations are becoming a little harder to reach each day. But it doesn't have to be that way.



INFOR™

## Do business better.

Infor™ and IBM® offer a solution through the Vertical Industry Program (VIP) that unites Infor's market-leading enterprise resource planning (ERP) capabilities with the IBM technology best suited to your needs. Companies running UNIX® or Linux can deploy Infor ERP SX.enterprise on IBM Power Systems servers equipped with IBM's POWER6 processor—the world's fastest chip. Companies running Windows® can deploy Infor ERP SX.enterprise on the latest IBM System x™ and BladeCenter® servers, providing powerful, integrated support for document management, email, and other Windows applications.

## Leverage the experience of Infor and IBM.

VIP delivers a low-risk, easy-to-implement solution built for results—a rapid return on investment and a lower total cost of ownership than you ever dreamed possible.

### Industry know-how

VIP is backed by the dominant forces in the distribution industry and by years of experience helping PHVAC distributors meet their toughest challenges. Infor has built that experience into SX.enterprise, so you get the direct benefit of our industry know-how delivered reliably on the latest IBM server technology supporting the Windows, UNIX, and Linux operating systems.

### Lower total cost of ownership

The addition of IBM Global Financing means you have greater flexibility in purchase and financing options with your VIP solution, and a more affordable and manageable IT and business solution. Highly competitive rates and end-of-lease or end-of-life options maximize your purchase flexibility while minimizing risk. You acquire a complete VIP business and technology solution that will let you better manage your costs, improve your bottom line, and grow your business.

### Expanded capabilities

Sales order entry features in Infor ERP SX.enterprise are designed specifically to meet the supply chain needs of the PHVAC industry. Functions include complete vendor catalog integration, complete counter sale capability, and cross-referencing of competitors' product numbers to your product numbers. We also offer solid management of damaged goods, seasonal products, customer pricing, rebate management, and non-stock and special order requests. These are just a few of the expanded capabilities of Infor ERP SX.enterprise on IBM servers.

## Get business specific.

From accounting and sales to the warehouse and everywhere in between, Infor allows distributors to enhance customer service, optimize inventory levels, increase productivity, and improve profitability.

### A competitive edge

Stay ahead of your competition by leveraging innovative functions to propel your business to new levels of quality, productivity, and profitability. Infor ERP SX.enterprise offers a wide variety of features providing cost-effective handling of special inventory items—non-stock, special, and rush order processing. It also supports lean, repeatable processes, such as creating orders from quotations previously entered in the system.

### Speed and accuracy through data integration

Designed to maximize speed and accuracy, Infor ERP SX.enterprise can access and integrate data across an entire operation—eliminating many manual processes, streamlining business functions, and allowing you to share information electronically with customers.



## Your choice of IBM server technology.

Combining open, industry standards with deep business experience and renowned research, IBM equips Power Systems, System x, and BladeCenter servers with technology that makes IT easier and more reliable. Whatever your requirements, you get proactive tools that help you manage complexity and support the growth of your business and data center. Additional capabilities help you become more efficient so you can go green and start saving. These enterprise servers, blade servers, modular servers and solutions offer innovation that can help set you apart from the competition.

### Speed to benefit

Preconfigured solution templates, combined with existing deep domain expertise, mean faster implementation and time to benefit. You'll be up and running quickly, achieving the results you want today.

### Security


Extremely resistant to viruses, the IBM X-Architecture® blueprint helps keep your data and infrastructure safe. Its advanced design practically eliminates the need to add new security patches and allows real-time scanning for threats and intrusions.

### Flexibility

You can select IBM servers to support the operating system that best suits your requirements—Windows, UNIX, or Linux. Infor ERP SX.enterprise can run on all three.

### Ease of use

With a graphical and intuitive user interface, Infor ERP SX.enterprise is remarkably easy to learn and use. Employees can become proficient quickly, minimizing training periods and maximizing productivity. Our browser-based interface allows remote salespeople to gain easy access anywhere, anytime.

 Nearly half of the top 100 PHVAC distributors in North America rely on Infor applications for measurable bottom-line results.

## See results now.

Together, IBM and Infor deliver the technology and the world's largest base of resources dedicated to serving the needs of the distribution industry. Join the partnership—through our VIP program for PHVAC distributors—and start doing business better today. Our solutions can help you:

- Manage a complex, high-volume environment.
- Increase the productivity of your inventory.
- Reduce operating costs.
- Enhance customer satisfaction.
- Improve agility and supply chain performance.
- Gain greater flexibility to address changing market conditions.

## 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](http://www.infor.com).

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