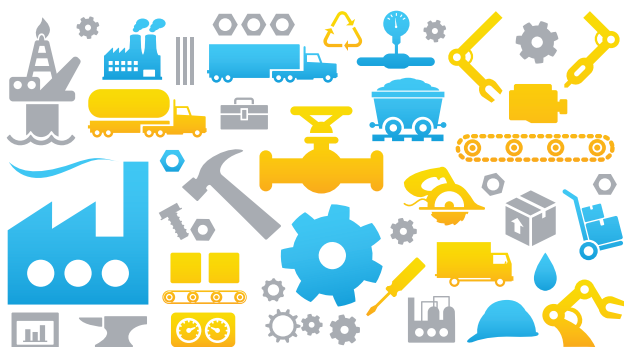




Infor Industrial Manufacturing for sand, stone, and gravel producers



“I don’t trust any information that is two hours old. We need real-time information in one platform to make a good business decision, and Infor provides that ability.”

**—Luke Rains, Vice President of Business Operations,
Preferred Sands**

Maximize profit margins

Sand, stone, and gravel producers like you need to find ways to drive costs out of your operations in order to maximize profit margins. This goal, however, is made more difficult in today’s environment of:

- Volatile raw material costs
- Rising energy and transportation costs
- Greater scrutiny on environmental impact and sustainability
- Stricter regulatory compliance and safety issues

To master these challenges, you need a proven, end-to-end solution that’s specifically designed to manage and streamline the critical processes of your industry. With Infor® Industrial Manufacturing, you’ll be able to increase efficiency, foster innovation, and manage your cost position. You’ll have the tools you need to achieve a level of operational excellence that lets you drive a customer-centric business, focused on attaining sustainable growth.

Streamline operations

With more than 30 years of experience solving the business challenges of sand, stone, and gravel producers like you, Infor can help you:

- Streamline operations.
- Optimize processes
- Better predict customer demand.
- Reduce the cost of managing your assets.
- Improve the accuracy of your inventory, shipping, and production scheduling.

Designed specifically for the sand, stone, and gravel industries, Infor Industrial Manufacturing gives you the tools you need to increase productivity, improve profitability, and support growth in a complete and fully integrated suite of applications. This flexible solution can easily integrate with your existing systems, operate in a multi-site operation, scale to meet your growing demands, and function in on-premise, cloud, and hybrid environments.

Meet customer needs faster

With Infor Industrial Manufacturing, you'll be able to meet your customers' increasingly complex and changing needs quicker, so you can improve your competitive position. You can:

Streamline processes

Simplify operational processes to improve efficiency and free workers to focus on more critical tasks across your entire organization. Combat volatility in raw material costs to help streamline and improve the productivity of production processes. Work collaboratively with customers and suppliers to successfully manage change orders while meeting product specifications.

Improve planning, scheduling, and forecasting

Improve your organization's ability to understand market demands with better planning, forecasting, and scheduling tools. Also improve your upstream visibility to better predict market needs and fulfill customers' changing needs in a timely manner. You'll be able to schedule your materials, resources, and equipment more efficiently.

Speed up decision making

Access complete information from across your business to better manage processes using contextual workflows. Get information pushed directly to you, so you can quickly discover, aggregate, and analyze data from multiple systems to run your organization more efficiently and make more-informed and quicker decisions.

With Infor Industrial Manufacturing, you get tools for:

- **Customer management:** You require a complete view of your customers to manage the entire sales process—from customer lead origination and sales opportunity tracking through converting prospects to customers and placing orders. You'll see productivity gains by streamlining processes, decreasing the cost of sales, and lowering the cost to serve.
- **Sales and order management:** Your customers are more sophisticated, have access to more information, and have more buying options than ever before. You can provide quick, accurate quotes over the phone or via the web with product configuration and delivery options to win new customers and keep existing ones. You'll be able to increase customer satisfaction with accurate order promises and fulfillment, and optimal order-to-cash cycle times.

Infor Industrial Manufacturing:

- Is specialized for sand, stone, and gravel production.
 - Serves the needs of over 200 manufacturers globally.
 - Is built with more than 30 years of manufacturing experience.
 - Supports complex, multi-location manufacturing operations.
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- **Planning and scheduling:** Synchronize the flow of material and available capacity to provide accurate cost estimates and available or capable to promise delivery dates for your customer orders. You'll be able to increase on-time performance and throughput while reducing inventory and operating costs.
 - **Supply chain management:** React quicker to changing requirements, better manage operations at multiple mining and processing locations, and take on new business quicker with complete visibility into your supply chain. You'll be able to improve your supply chain flexibility and agility, and run your operations with less cost and waste with a better view into capacity and demand.
 - **Social business collaboration:** Increase the productivity of your workforce, improve decision-making abilities, and retain vital corporate knowledge and make that information easily accessible to your employees with social business collaboration tools. You'll be able to deliver relevant data to employees, connect colleagues by functional responsibility, and reduce reliance on less efficient processes like email. With social business collaboration capabilities throughout your organization, you can easily connect with people, tasks, events, and processes in real time.
 - **Project management:** Manage the complexities of your projects, such as complex contract and billing terms, multiple locations, long lead-time items, quality requirements, and fees and penalties based on delivery performance. You'll be able to reduce the amount of time, personnel, and money spent on projects by being able to better organize budgets, labor, and equipment for projects.

With Infor Industrial Manufacturing's advanced project lifecycle management capabilities, you can integrate project management across customer management; design and engineering; sourcing and procurement; manufacturing and logistics; maintenance, repair, and overhaul (MRO); and financials. You'll be able to automate complex and simple projects from start to finish, monitor them in real time, and receive alerts and notifications for true management-by-exception to keep your projects on schedule and under budget.

- **Quality management:** Your customers demand products that meet their exact specifications for material type, size, and weight. You require the same of the materials from your suppliers. Imperfections and mistakes lead to production delays and non-viable stock, which can easily eradicate your tight margins. Manage quality operations for receiving, mining, processing, and shipping to lower the cost of goods sold by reducing labor, waste, burden, and other non-value added activities, while improving quality.
- **Asset management:** Understand your total cost of operation, energy, and maintenance by seeing a complete picture of your company's equipment, facilities, maintenance resources, and other assets—regardless how spread out your operations might be. You'll be able to keep everything running in top shape to increase operational efficiency and profits.
- **Financial management:** Oversee the financial state of your organization with complete visibility into all operations—such as time tracking and expense management—to help ensure you maintain margins. You'll be able to better meet current and future regulations, such as Sarbanes–Oxley (SOX), International Financial Reporting Standards (IFRS), and others. You'll have the finance capabilities to meet the needs of any size company, from a small mining operation requiring a single general ledger to larger multi-national and global operations.
- **Customer engagement:** Expand your revenue stream and gain a competitive advantage with a compelling, e-commerce audience engagement platform. An attractive and intuitive user experience, as well the ability to custom configure products, can help build customer loyalty, improve conversion rates, and increase sales and profitability.

With more than 30 years of experience helping sand, stone, and gravel producers improve business performance, Infor can help you better predict customer demand patterns, optimize manufacturing processes, reduce inventories, improve shipping performance, and gain complete supply chain visibility.

- **Transportation and warehouse management:** Shorten delivery times, improve customer satisfaction, increase shipment visibility, and improve import/export regulatory compliance with sophisticated transportation and logistics tools. And with advanced warehouse management tools, you can optimize inventory levels, improve operational efficiency, reduce labor and supply chain costs, increase inventory visibility and accuracy, and improve customer service.
- **Business intelligence:** Proactively and automatically deliver real-time, contextual data to your employees, anytime, anywhere (on a smartphone, tablet, laptop, or desktop computer). You can make actionable decisions quicker with current and accurate information delivered to you. Discover, aggregate, and analyze data from multiple systems to gain a better picture of your business and make smarter decisions faster.
- **Performance management:** Improve overall business performance by developing effective strategies, aligning resources and actions to plans and strategies, and proactively monitoring business processes and results.
- **Human capital management:** Automate and optimize the entire recruit-to-retire process, and improve competitiveness by ensuring that your staff is always aligned with demand.

Increase the speed of business

With Infor Industrial Manufacturing for sand, stone, and gravel producers, you'll be able to respond quicker to changes, improve planning, and make decisions faster. Increase the speed at which you do business when you take advantage of Infor's integrated, end-to-end solution suite, designed specifically for the sand, stone, and gravel industries.

With Infor Industrial Manufacturing, you'll be able to:

- Streamline your supply chain and reduce raw material costs.
- Better predict and accommodate customer demand.
- Support operations at multiple locations.
- Improve inventory accuracy and reduce inventory levels.
- Streamline, accelerate, and standardize business processes.
- Expand your customer engagement capabilities and expand revenue streams.
- Increase access to data for faster analysis and decision making against company goals.



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About Infor

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