

An aerial photograph of a grey helicopter, marked with the number '1438', on the deck of a ship. The helicopter's main rotor blades are blurred from motion. The deck is dark with white markings, and the surrounding ocean is a deep blue with white-capped waves. In the bottom left, a person in a blue uniform is partially visible.

**infor**

# Infor CloudSuite Aerospace & Defense

A cloud service to help aerospace and defense suppliers maintain cybersecurity, achieve regulatory compliance, and simplify production.

# Industry-specific functionality powered on the cloud

Designed to provide an unmatched user experience, Infor CloudSuite™ Aerospace & Defense delivers industry-specific capabilities without extensive customizations or integrations by combining the Infor® cloud platform built on infrastructure services from Amazon Web Services® (AWS®) and Infor OS. With critical business applications in Infor CloudSuite Aerospace & Defense, businesses can experience automatic upgrades that deliver the latest advances in enterprise functionality.

Infor CloudSuite Aerospace & Defense enables global business, networked analytics, and a user experience that can be augmented by artificial intelligence, so organizations can:

- Stay current on the latest versions of their software.
- Allow users to access applications on any device anywhere.
- Scale cloud services to handle usage peaks and valleys.
- Reduce total cost of ownership and capital investment.
- Integrate cloud and on-premises applications with pre-built APIs.
- Connect data across cloud and legacy applications for enterprise insights.
- Democratize analytics for better decisions.

Keep current and connected, leverage powerful functionality, and optimize critical business processes with Infor CloudSuite Aerospace & Defense.

# Contents

Securely execute your mission with  
Infor CloudSuite Aerospace & Defense **4**

Transform your business  
with an agile cloud service **6**

Simplify manufacturing complexity  
with a cloud-based, digital platform **8**

Supporting modern users—  
today and tomorrow **9**

Take a closer look **10**

World-class infrastructure **11**

Delivering productivity  
with Infor Agility **12**

The last upgrade you'll ever need **14**



# Securely execute your mission with Infor CloudSuite Aerospace & Defense

Aerospace and defense suppliers are very familiar with how complicated it is to be a manufacturer in the aerospace and defense industry. This complexity manifests itself in many forms, including detailed governmental regulations, cutting-edge products, and sophisticated security requirements designed to protect information from getting into the wrong hands.

Aerospace and defense suppliers need innovation to tame this complexity and maintain their competitive edge. By analyzing current business processes, suppliers can uncover areas where new software and technologies will unlock efficiencies to win more bids and secure contracts. Infor

CloudSuite Aerospace & Defense gives contractors and suppliers the technology to make their businesses more efficient and secure. This digital platform built specifically for aerospace and defense manufacturers has deep, proven capabilities to help maintain cybersecurity, achieve regulatory compliance, and simplify production.

Even better, the software is delivered in the cloud—ensuring efficiency, cost savings, built-in support for global operations, and security that follows industry-leading best practice protocols. These are the tools aerospace and defense manufacturers need to address the complexity within their businesses today.





“ Infor CloudSuite Aerospace & Defense offers industry compliance without customization. The use of the AWS GovCloud proved Infor’s understanding of the A&D Industry.”

ARMTEC DEFENSE TECHNOLOGIES

**Armtec**  
DEFENSE TECHNOLOGIES

# Transform your business with an agile cloud service

Infor CloudSuite Aerospace & Defense is a comprehensive cloud service of industry-proven industrial manufacturing capabilities. Fueled by deep industry expertise across our development teams and customers who collaborate with us, Infor creates complete solutions that work the way you do.

## Core enterprise resource planning capabilities

- Take advantage of a single, global service that empowers industrial manufacturing across every department, every site, and every country. The core enterprise resource planning (ERP) capabilities within CloudSuite Aerospace & Defense deliver everything companies need in a standard package.

## Technology platform

- Leverage CloudSuite Aerospace & Defense's innovative, core technology service to enable seamless integration between systems, a unified user experience across all applications, organization-wide visibility into real-time data, and user collaboration.

## Business intelligence and analytics

- Harness the power of a manufacturing-specific business intelligence (BI) and business analytics service that can understand and optimize complex processes in less time than traditional BI solutions. Using patented automation and machine learning technologies, Infor's networked BI service connects teams and applications across the enterprise via a trusted network of analytics and insights to inform smarter decisions.

## Implementation Accelerator for Aerospace & Defense

- Get up and running quickly with pre-configured business processes and data models and user-defined menus, as well as training guides designed specifically for aerospace and defense manufacturers. Users will be productive faster, operate smarter, and learn how to take advantage of efficient process flows across the supply chain.

## Unique aerospace and defense industry requirements and capabilities:

- Manage key contract types: firm fixed price (FFP), cost plus (CP), and time and materials (T&M), as well as co-mingled contract/project cost-pegging with project grouping and costing breaks.
- Maintain costing for project transfer costing at moving average unit cost (MAUC) and overhead allocation costing and retroactive adjustments.
- Perform progress billing and contract invoicing, including government forms.



## Additional capabilities

Optional services that enhance and extend CloudSuite Aerospace & Defense are available for additional subscription fees. Contact your sales representative for more information. Users can extend the core solution with pre-built integrations using Infor technology, including:

### Manufacturing process automation

- Provide the next level of factory floor and warehouse automation, so aerospace and defense manufacturers can streamline production processes, speed inventory handling, track labor, and automate time and attendance operations.

### Supply chain collaboration

- Support online collaboration among suppliers up and down the value chain, including logistics service providers, outside processors, purchase parts suppliers, and discrete purchase order suppliers.

### Mobile applications

- Enable users to use and modify critical data on their mobile devices. Improve process efficacy and accelerate productivity with mobile applications that allow users to receive real-time data and respond immediately to important tasks.

### Highly configured sales quoting

- Make it simple for sales to quickly produce accurate customer quotes based on the highly customized and complex products they demand.

## Additionally, Infor CloudSuite Aerospace & Defense includes these horizontal add-ons:

### Enterprise analytics

- Provide more personalized metrics for users who need to create their own KPIs or create or edit metrics. It also provides more enterprise data for users that need to blend data across Infor applications or third-party applications.

### Document capture

- Process documents, intelligently classifying them and extracting data. The documents and data can then be passed onto CloudSuite Aerospace & Defense through an API.



# Simplify manufacturing complexity with a cloud-based, digital platform

Innovation is central to aerospace and defense (A&D) manufacturing. Manufacturers in this industry are designing, building, and delivering the critical assets, weapons systems, and logistics support that governments and people rely on to protect national security and communicate with one another safely, around the world. The high levels of sophistication required from A&D manufacturers requires an equally innovative software platform that can handle the necessary complexity and collaboration.

- Suppliers that manufacture or deliver to the US Department of Defense (DoD) must ensure their products and business practices meet high levels of regulatory compliance, with oversight organizations like the Defense Contract Audit Agency (DCAA) and Defense Federal Acquisition Regulation Supplement (DFARS). US-based defense organizations that export products also fall under International Traffic in Arms Regulations (ITAR) and Export Administration Regulations (EAR) standards. In addition, all A&D suppliers will soon be required to comply with the Cybersecurity Maturity Model Certification (CMMC).

- One of the most complex aspects of A&D manufacturing is managing the expansive and complex A&D supply chain, which grew to [\\$459 billion in output in 2019](#). Engineer-to-order (ETO), manufacture-to-order (MTO), and make-to-stock (MTS) manufacturing modalities complicate sourcing of raw materials, and the industry's increasing reliance on co-manufacturing makes it difficult to ensure the right materials are at the right place at the right time.

- Many manufacturers [generate 40% to 50%](#) of their overall profits from services, with A&D manufacturers actively looking to [grow revenues](#) with this business model. The focus on aftermarket operations and maintenance, repair, and overhaul (MRO) requires manufacturers to have the necessary inventory on hand to meet demand. In addition to traditional MRO services, some defense organizations are providing performance-based logistics (PBL) services, where instead of charging for replacement parts and labor, the organization commits to agreed-upon performance outcomes.

- A&D manufacturers, assembly makers, subcontractors, and suppliers have very complex manufacturing operations, with one company that may maintain ETO, MTO, and MTS production environments. Products built in these various environments require many components and sub-components that make up the unique configurations—with many of the components themselves being MTO. Engineering change notices (ECNs) also frequently impact product design, component design, parts requisition, and even manufacturing processes.

A&D manufacturers operate in a highly regulated and complex business environment that needs built-in flexibility to accommodate new requirements and simplify business processes. As a cloud service, Infor CloudSuite Aerospace & Defense provides the versatility to simplify business processes and uncover new, revenue-generating opportunities.



# Supporting modern users—today and tomorrow

Infor CloudSuite solutions leverage modern technology to help achieve future growth, and can be extended with artificial intelligence and the world's largest commerce network.

## Pre-built critical industry capabilities

- Prepackaged workflows, content, integrations, and analytics are designed with industry best practices, informed by thousands of implementations.

## Cloud design drives business agility

- Deliver a simplified user experience, data aggregation, workflow integration, hyperscaling, automatic upgrades, and a data lake.

## Actionable insights with enterprise analytics

- An enterprise business intelligence (BI) and analytics platform enables accurate, data-driven decisions.

## Extending the enterprise with networked commerce

- End-to-end supply chain visibility enables more accurate demand planning, supplier collaboration, and optimized logistics costs.

## AI unlocks business potential

- AI anticipates, recommends, and derives insights, while powering robotic process automation, machine learning, and IoT.

## Prioritizing time to value

- Infor's service delivery methodology delivers accelerated productivity and ensures customers realize maximum value from their technology investment.



# Take a closer look

InforOS provides CloudSuite Aerospace & Defense users a comprehensive technology platform of services to choose from, which serves as a unifying foundation for your entire business ecosystem.



## Enhanced enterprise experience

CloudSuite Aerospace & Defense utilizes a single sign-on, providing real-time, organization-wide visibility to streamline communication.



## Seamless integration

Integrate Infor and third-party enterprise products in the cloud, on-premises, or in hybrid deployments with Infor's advanced integration PaaS solution and API gateway.



## Transformational data as a service

Provide data acquisition technologies and a unified repository for capturing enterprise data. Infor's data lake ensures data fidelity, governance, security, and access.



## Artificial intelligence

Transform historically complex AI technologies (natural language processing, intelligent automation, and machine learning) into valuable and attainable enterprise goals.



## Extensibility

Easily create the right experience with minimal coding with Infor's optional developer tools—whether it's an intuitive consumer-grade web interface, a high-productivity form, or a business process to replace customizations.



## Data and system governance

Integrate governance, risk, and compliance (GRC) software to help monitor user activity, detect violations of separation-of-duties, and automate user provisioning

# World-class infrastructure

The Infor cloud is built on Amazon Web Services (AWS), the market leader for cloud-based infrastructure as a service (IaaS) and platform as a service (PaaS) for over 10 years. By leveraging Amazon's multi-billion dollar annual R&D investment in technology, Infor's industry Cloud Suites can better deliver on Infor's core mission of building critical industry capabilities.

Infor has partnered with AWS to deploy Infor Cloud Suites in more than 20 AWS regions and 61 availability zones across the globe—and that footprint continues to grow to meet customer requirements. Infor Cloud Suite services are designed to run seamlessly across multiple availability zones with active/active high-availability clustering. This means that customers will experience minimal impact from any unplanned outages or system loads. Infor Cloud Suite

Aerospace & Defense is available in the Infor Government Solutions (IGS) environment, hosted in the AWS GovCloud. This deployment option is ready for customers doing business with the US Department of Defense and meets the following compliance standards:

- ITAR
- NIST SP 800-171
- CMMC Level 3





# Delivering productivity with Infor Agility

Infor Agility is Infor's innovative service delivery model that impacts all aspects of Infor's customer life cycle. It's guided by decades of successful ERP implementations and has been continuously refined with the goal of delivering implementations on time and on budget, ultimately delivering faster value for our customers. Infor Agility combines aspects of agile methodology with advanced implementation accelerators, process intelligence tooling, a data migration factory approach, testing as a service, consumerized learning, and managed services options.

## Implementation accelerators (IA)

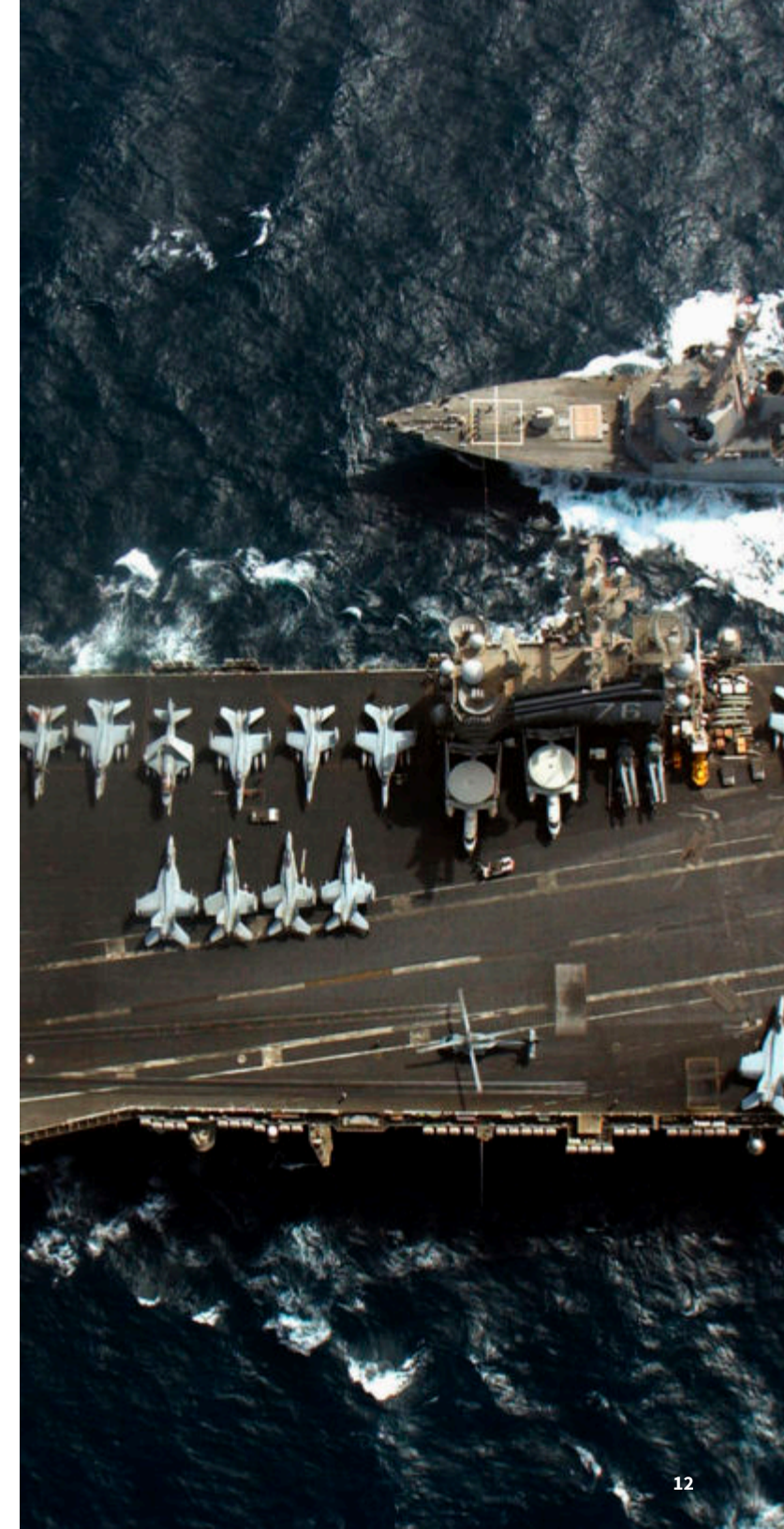
IAs are industry-focused, preconfigured, yet flexible processes designed specifically for Infor. They are designed to deliver core industry-leading business processes, along with application configurations, implementation playbook, tools, and templates. These will deliver a prescriptive, repeatable process that will drive predictable results while helping to lower risk and increase time to value for Infor customers.

## Business process assessment (60-30-10) approach

Infor believes that "not all business processes are created equal." Our strategic 60-30-10™ approach allows us to clearly identify, by leveraging a detailed IA Business Process Assessment workshop, the processes that are most important in helping our customers differentiate themselves and deliver maximum value. This model allows us to deliver our industry CloudSuite solutions with most of the necessary processes already built in and ready to adopt; about a third of the remaining processes are

refined/configured to suit the needs of our customers; and the final layer receives the most focus, to truly make our solutions a competitive differentiator for the customer's business.

- 60%—These are core industry-leading processes delivered in the form of our pre-configured implementation accelerators. Customers can easily adopt these with very little effort, spending time primarily on only the validation of these core standard IA processes. These core processes are adopted "as is."



•30%—These are the processes that truly enable differentiation for our customers. We work with our customers to configure these processes, providing specific guidance on how to optimize their solution. While this phase takes a little more time and effort, it allows us to provide options that our customers can tailor and configure to best fit their specific business needs.

•10%—These processes are where we spend the most time and resource capacity. Focusing on those processes that are highly differentiating/unique to our customers, the objective is to enable them to help make dramatically better business decisions and provide a better experience to their customers.

By eliminating the need for any customized work within the 60% of the processes, we are able to free up time to collaborate with our customers and focus on the 30% (differentiating) and 10% (unique) processes and help our customers achieve a better business outcome.

#### Data migration

The risks and costs of do-it-yourself data migration may not be clear until it's too late. Too many in-house processes can lead to go-live delays, or worse, production problems resulting from poor data migration. Infor Data Migration services use established methodologies to successfully, accurately, and quickly complete critical, customer data migrations. This proven service helps to eliminate costly in-house errors, ensures implementation stays on track, and sets a solid foundation for future data management processes.

#### Testing as a service

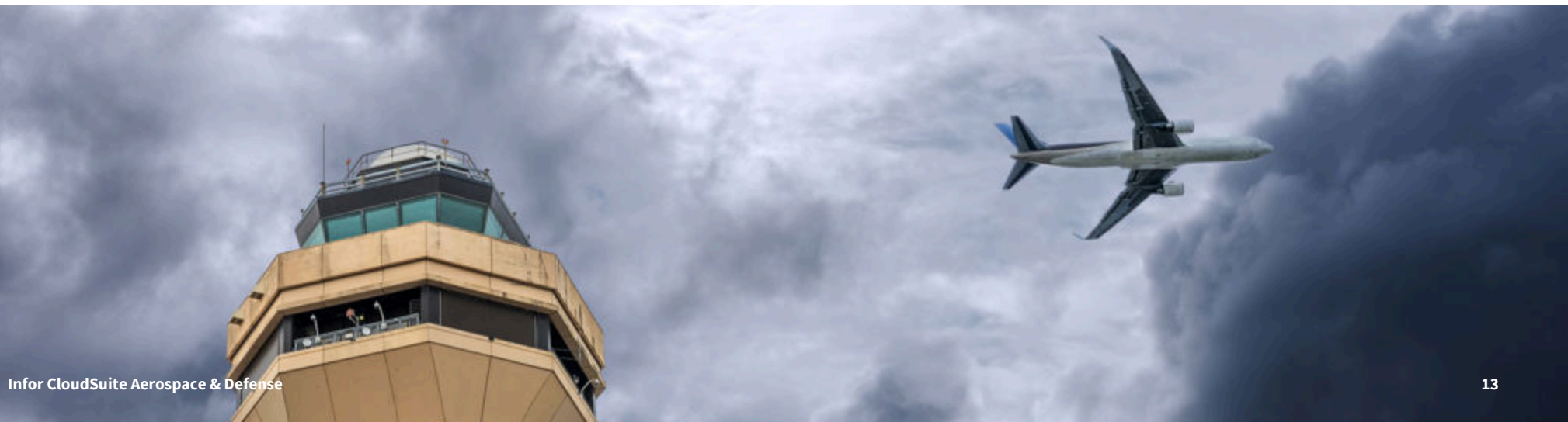
Infor Testing as a Service (TaaS) delivers a single platform for testing the full range of functional and non-functional requirements for deploying multiple tools. Whether it's user experience, functional requirements, data services, integration services, or application performance, organizations can deploy releases with confidence and minimize post-deployment issues. Infor TaaS provides the same tools and content that Infor uses for QA and testing during application deployment, including test libraries and scripts developed across the TaaS community.

#### Consumerized learning

Infor's consumerized learning is an innovative approach that provides a personalized enterprise learning environment. Users can consume training in a variety of formats that are modern, easy to use, and delivered in an embedded, contextualized, consumer-grade user experience.

#### Managed services

When the implementation is complete, customers want to concentrate on running their businesses. Infor Managed Services allows them to do just that. With a service agreement tailored to their requirements, customers can stay current on application versions, build and maintain extensions that suit their business needs, increase productivity, and reduce total cost of ownership.





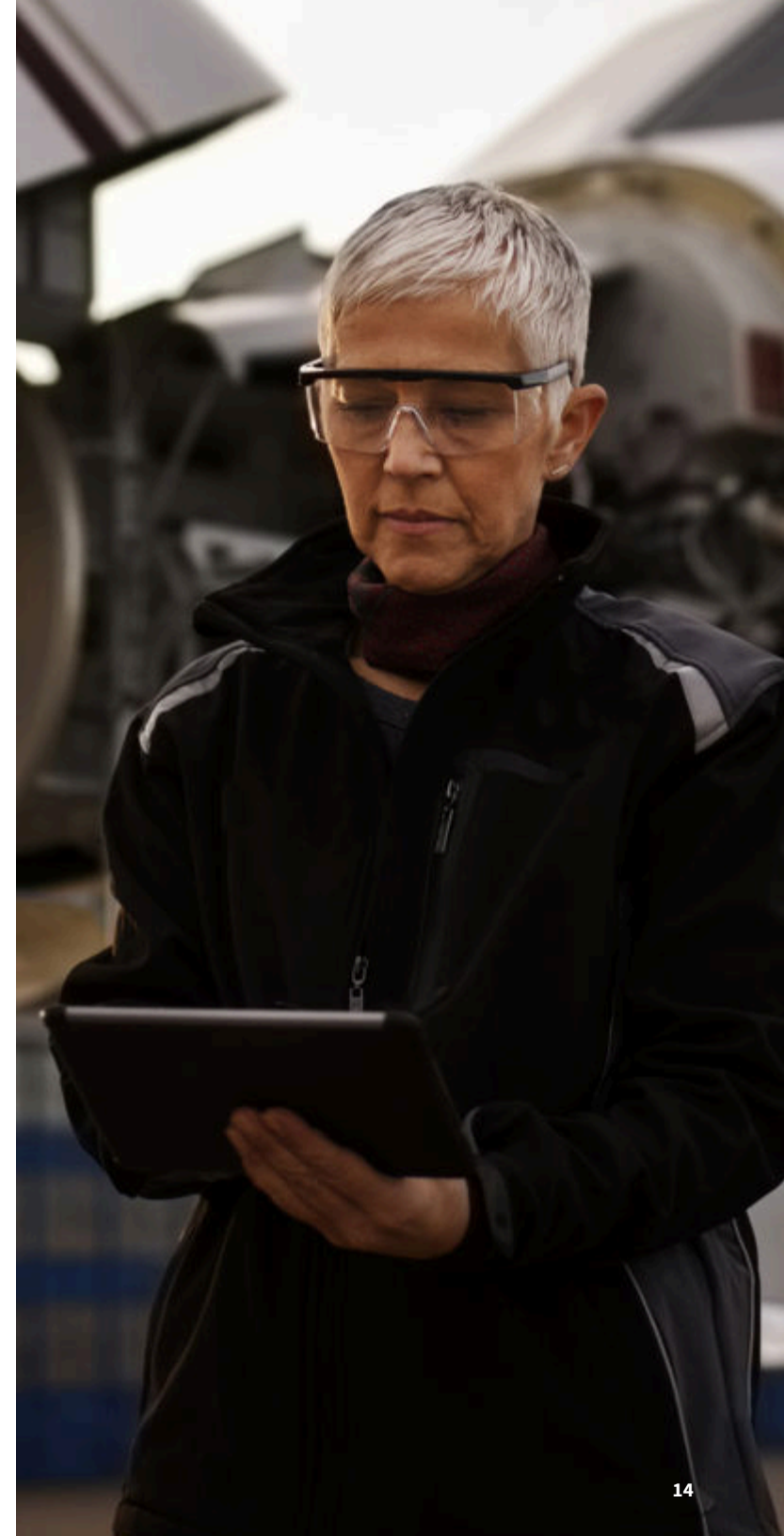
# The last upgrade you'll ever need

ERP upgrades will be a thing of the past with Infor CloudSuite Aerospace & Defense. The service's cloud-based digital platform ensures you'll always have the latest features and functionality, based on industry best practices and using the highest-level security protocols available.

Plus, CloudSuite Aerospace & Defense delivers a fast and significant return on investment, speeding time to value with a fast deployment. The platform can quickly scale to support your business growth, so aerospace and defense companies can invest in more strategic growth initiatives with the capital freed from hardware infrastructure upgrades.

**Transform your business with Infor CloudSuite services.**

[LEARN MORE](#)







Contact us today to explore Infor CloudSuite Industrial (SyteLine) ERP products, tools, or enhancements with our expert team. We look forward to working with you!

412.562.9660 | [info@decision.com](mailto:info@decision.com) | [decision.com](http://decision.com)



Gold  
Channel Partner