



# Corporate Overview

Krista Karle

Director, Customer Connections – Wholesale Distribution

*Specialized by industry.  
Engineered for speed.*

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Thank You!

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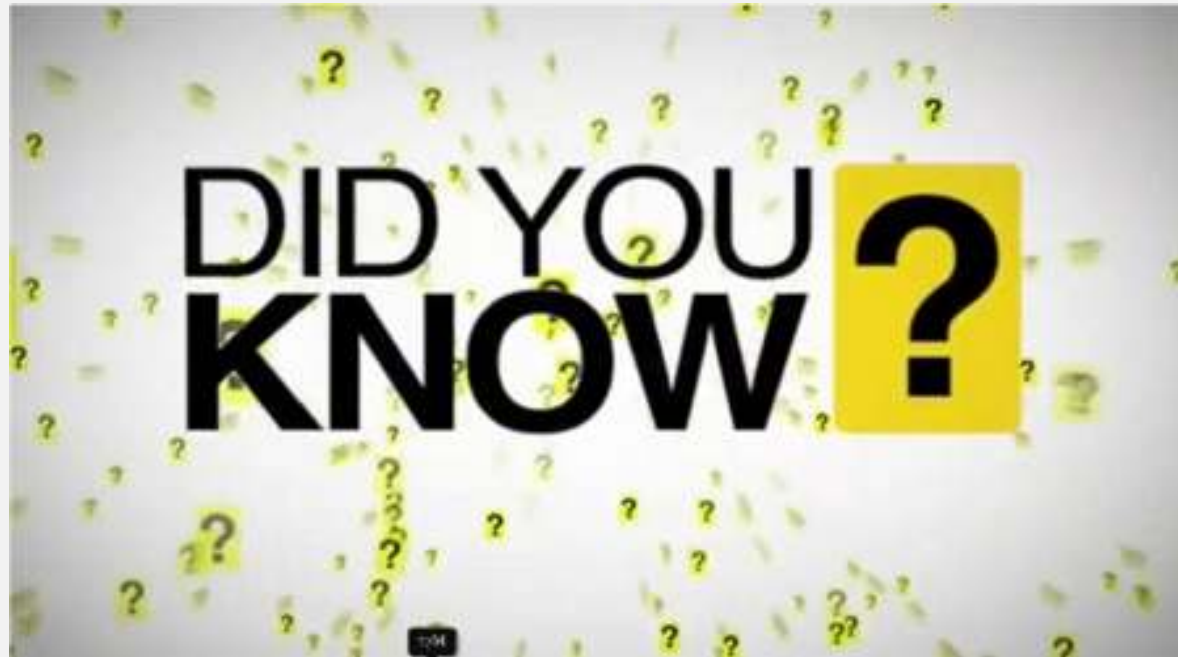


## Krista Karle – Director, Customer Connections



Krista has spent 13 years with Infor in various roles. Currently, she has become a liaison between the sales and marketing groups to promote Infor products to our Direct and Channel Partner customer bases.

She is based out of Colorado Springs, Colorado.



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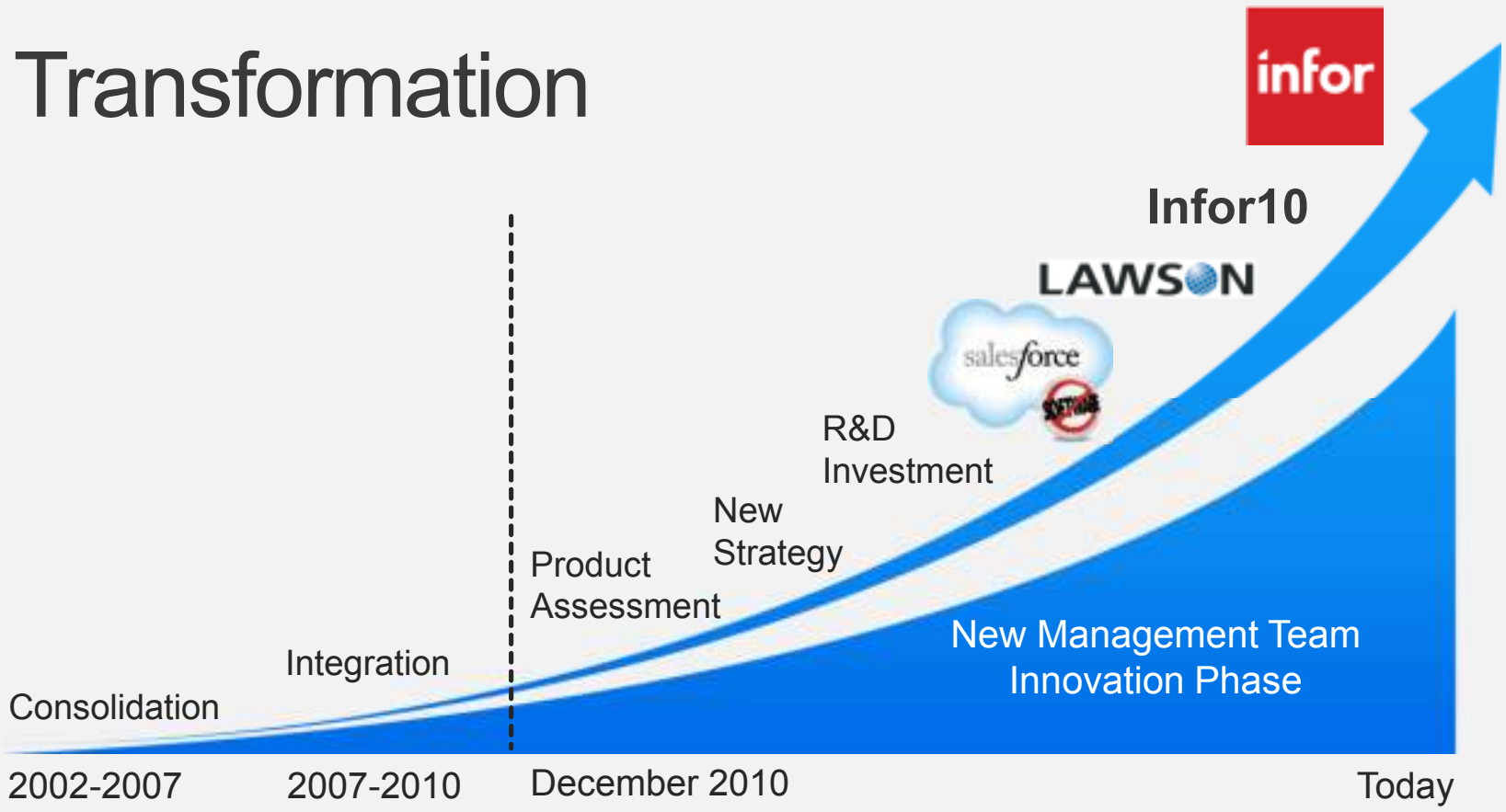


## So what does it all mean?

1. It sucks getting older.
2. The video was created to reinforce the point that if you don't put forth the effort, the world will pass you by.



# Transformation





# Financial Strength

**\$2.8b**

total revenue

**5 straight**

quarters of double  
digit license growth



# Growth

**1,500**

partners

**140**

new partners in  
the past year

**2,300**

new customers





# Investment

**1,700**

new employees  
in the past year

**600**

new engineers  
in the past year

**5,293**

new product  
features



# Infor's Mission & Vision Statement

## Mission

Empower customers to achieve *speed* as a competitive differentiator.

## Vision

- *Change* the way work is done.
- *Complete* the application.
- *Reimagining* enterprise software.



# Infor10

## Common Components



Common user interface



Common workspace



Common analytics



Common reporting



Common workflow



Common event management



Common master data management



Common localizations



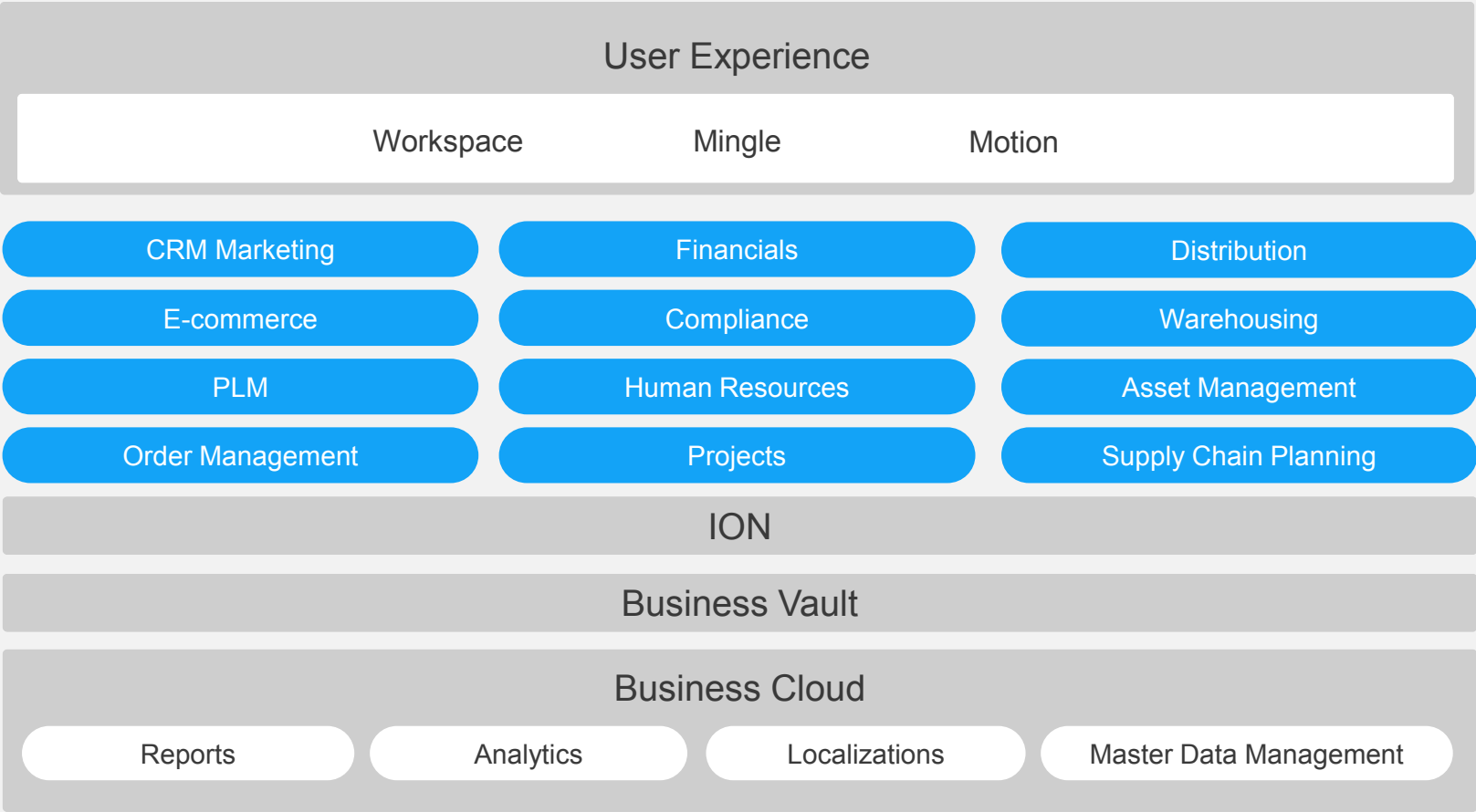
Common mobility

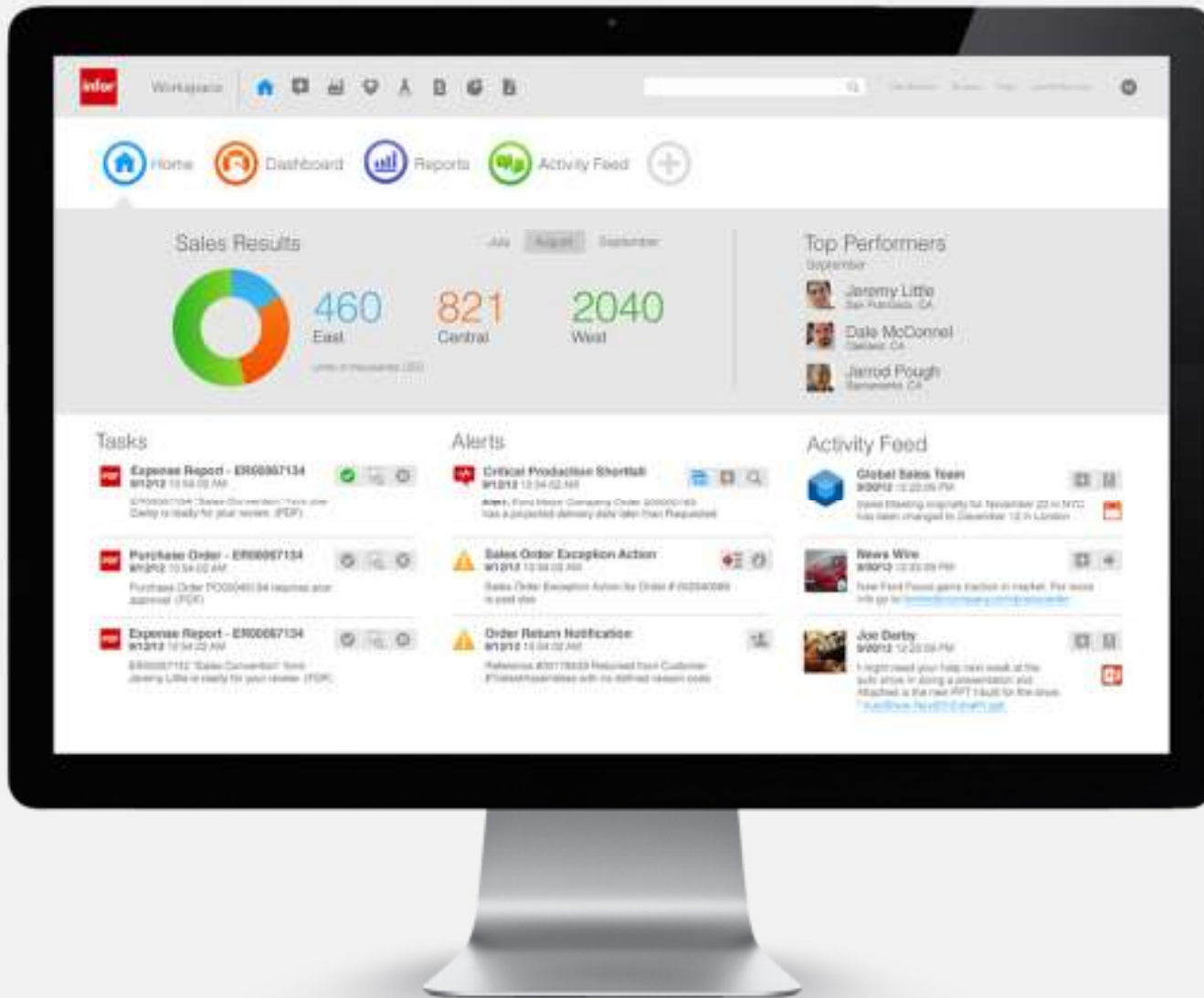


Common packaged integration



# Solution footprint





## Alerts

- 
**Critical Production Shortfall**  
 9/12/12 10:54:02 AM  
 Alert: Ford Motor Company Order 200000163 has a projected delivery date later than Requested
- 
**Sales Order Exception Action**  
 9/12/12 10:54:02 AM  
 Sales Order Exception Action for Order # 002340089 is past due
- 
**Order Return Notification**  
 9/12/12 10:54:02 AM  
 Reference #00178438 Returned from Customer #TridentAssemblies with no defined reason code

## Tasks

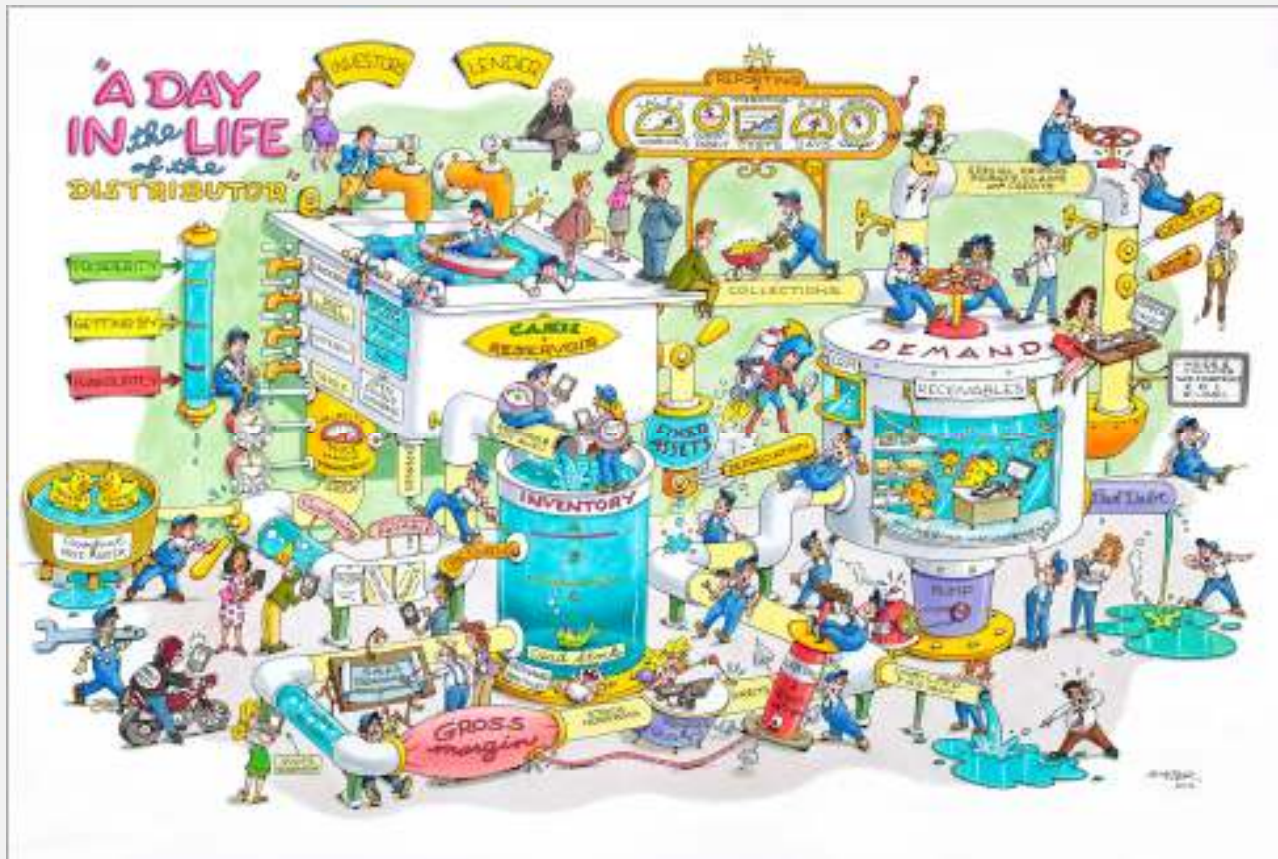
- 
**Expense Report - ER00067134**  
 9/12/12 10:54:02 AM  
 ER00067134 "Sales Convention" from Joe Darby is ready for your review. (PDF)
- 
**Purchase Order - ER00067134**  
 9/12/12 10:54:02 AM  
 Purchase Order PO00045134 requires your approval. (PDF)
- 
**Expense Report - ER00067134**  
 9/12/12 10:54:02 AM  
 ER00067112 "Sales Convention" from Jeremy Little is ready for your review. (PDF)



# Social anywhere with Motion



# “A Day in The Life” – We Understand





# Specialized by industry (Micro Verticals)

- Building Materials
- Electrical
- Fasteners
- Fluid Power
- HVAC
- Industrial
- Insulation
- Irrigation
- Jan/San
- Medical
- Paper / Packaging
- Pet Supply
- Plumbing
- PVF
- Restaurant
- Safety
- Tile



# Industry Leaders Partnering with Infor



- ▶ More than **6,000** customers worldwide in Distribution
- ▶ Customers in **top 6** professional trade distributors **globally**
- ▶ **9** of the top 20 electrical distributors
- ▶ **400+** customers in building materials



**Questions?**  
**Please engage with us:**  
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