



Improve your statistical accuracy to increase predictability and reduce risk with Infor PM Forecasting.



FORECASTING

DO BUSINESS BETTER.

Today's organizations must manage performance expectations and make timely tactical adjustments in order to achieve strategic goals and maintain stakeholder confidence. To do this, they must be able to forecast the future as quickly and accurately as possible. Unfortunately, the forecasting process often is rendered ineffective by subjectivity and game-playing. Companies need to leverage technology to forecast objectively, quickly, and accurately, and to strengthen their overall performance management (PM).

LEVERAGE EXPERIENCE.

Infor™ PM solutions have helped companies around the globe streamline and improve the effectiveness of their business processes for more than 30 years. Infor PM Forecasting—a core component of Infor PM 10—allows you to quickly gather pipeline and other detailed information from your sales organizations around the world, consolidate and analyze the information at a summary and detailed level, and compare the forecast to an objective, time-series statistical benchmark based on past performance, product trends, and seasonal patterns.

You don't need to have statistical expertise, because an embedded forecasting engine selects the optimum statistical technique to analyze data that you specify. You can generate rolling forecasts, check the accuracy of submitted plans, and receive automatic alerts that allow you to easily spot—and quickly take action on—issues as they arise.

GET BUSINESS SPECIFIC.

Infor PM Forecasting makes it easier for you to achieve a more accurate picture of future performance by simplifying this important task. Streamlining the process. Forecasting helps reduce the amount of time it takes to collect forecast information across your organization and around the world at the level of detail you require. You can collect data as frequently as you need it through the web, Microsoft® Excel®, or other business systems. You can even load data directly from source systems or data warehouses. Then, simply choose the data on which to base the forecast and the number of future periods you'd like to include, and let the software do the work for you.

Ensuring realistic results. Forecasting's sophisticated engine selects the optimum method for data analysis, such as Holt-Winters, exponential smoothing, or Box-Jenkins. Using the statistically accurate benchmarks created by Forecasting, you can test the likely accuracy of employee-submitted forecasts and reduce game-playing. You can also use this objective forecast to jump-start your planning and budgeting process. Forecasting lets you predict not only at a summary level, but also at a detailed level, such as product line, region, or sales channel.

This powerful solution helps you gain a true picture of likely

Infor PM: Delivering Proven Value Worldwide

- ▶ Implemented in more than 100 countries
- ▶ Available in multiple languages
- ▶ Developed with 30+ years' industry domain expertise
- ▶ Supported by a dedicated global support staff
- ▶ Based on open standards
- ▶ Supporting lower total cost of ownership
- ▶ Scalable to grow as your business grows

performance because it reveals trends and seasonal patterns in the series being forecast, and allows you to eliminate one-time or unusual events that skew your view.

Adjusting actions to achieve goals. Forecasting allows you to shift planning away from less accurate historical budgeting and forecasting, and to move toward continuous predictive modeling—automatically adjusting the revenue targets to meet your goals as each period closes and a new period rolls forward. By allowing trend analysis, generating early-warning email alerts, and supporting "what if" scenario planning, Forecasting helps you identify problems and opportunities in time to modify business behavior and achieve organizational goals. In addition, a status monitor provides a visual overview of individual forecast submissions and lets you know how they impact your company's overall forecasting process.

SEE RESULTS NOW.

Infor PM Forecasting not only helps companies like yours reduce the time it takes to prepare forecasts, it also allows you to create a more accurate prediction of future performance—leading to greater return on investment and low total cost of ownership.

For even greater value, you can combine this module with other Infor PM applications—such as Strategic Management, Planning and Budgeting, Financial Consolidation, Financial Reporting, and Application Studio—to achieve comprehensive performance management.

THERE IS A BETTER WAY.

At Infor, we work with a core belief. We believe in the customer. We believe that the customer is seeking a better, more collaborative relationship with its business software provider. And a new breed of business software: created for evolution, not revolution. Software that's simple to buy, easy to deploy and convenient to manage. Our 70,000 customers in more than 100 countries stand with us. We look forward to your sharing in the results of our belief. There is a better way. For additional information, visit www.infor.com.



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The Infor logo consists of the word "INFOR" in a bold, sans-serif font. The letters "I", "N", "F", and "O" are black, while the letters "R" and "A" are red. A small trademark symbol (TM) is located to the upper right of the "R".