



Infor PM Business Edition allows small to medium-sized businesses to improve both the quality and speed of their planning and budgeting processes.



## INFOR PM BUSINESS EDITION

### DO BUSINESS BETTER.

In today's fast-paced business environment, it is essential for organizations to understand how changes can affect their ability to achieve high-level corporate goals. By creating realistic financial and operational plans, businesses can gain the competitive advantages they seek.

At the same time, organizations require the flexibility to modify budgets as business conditions change, aided by a system that can visibly and measurably link the budget to the business plan.

To improve performance, small and medium-sized businesses (SMBs) like yours need a performance management (PM) solution that helps them efficiently and proactively manage their planning and budgeting processes.

### LEVERAGE EXPERIENCE.

Infor™ PM Business Edition is a cost-effective solution tailored to the business requirements of SMBs. Preconfigured with best-in-class business practices that address the need for simplicity and ease of implementation, PM Business Edition helps organizations like yours test various business scenarios within minutes to create useful, realistic financial and operational plans. The solution also allows your organization to transform budgeting into a collaborative, meaningful process reflecting its real-world needs.

Incorporating a Microsoft® Excel® interface on top of a central database, PM Business Edition software retains the familiar look and feel of spreadsheets while eliminating the drawbacks. When a business change occurs, you can easily adjust the budget and save it to the database; the system will automatically update any numbers and reports affected by the change. This ensures a single version of the truth.

## GET BUSINESS SPECIFIC.

Infor PM Business Edition helps SMBs like yours thrive in today's ultra-competitive business atmosphere by providing you with the tools to optimize three critical processes: planning, budgeting, and reporting.

### Planning

PM Business Edition's planning capabilities allow you to model your business quickly and test multiple scenarios easily, helping you prepare realistic financial and operational plans that will make it possible for your organization to achieve its goals.

- ▶ **Collaboration** benefit from experience. Entrusting a small group of people to create plans for your organization is one method of planning. A second, "best practices" method brings together people from across your organization to share a variety of perspectives and wealth of experience, benefiting the company. PM Business Edition makes collaboration possible by providing web-based access to plans and data in the central data repository. This makes it easier to use the information later for budgeting, forecasting, reporting, and analysis.
- ▶ **Preparation** test "what if" scenarios. PM Business Edition makes it possible for you to comprehensively model your business and perform real-time "what if" scenario planning. When you change a business assumption, PM Business Edition automatically recalculates the entire model, freeing you to concentrate on the actual plan instead of the math. You can build in calculations, allocations, phasing, market factors, seasonality, and more.

interface and storing information in a central, secure database, you remain productive while achieving more control over the process and plan versions. You can even include relational and online analytical processing (OLAP) data in your models to achieve a more accurate view of your business.

- ▶ **Calculation** achieve financial goals. Using PM Business Edition, you can work backward from a key financial goal to the input numbers, percentages, and ratios required to achieve the goal. Simply type in your goal, select the contributing business drivers to be investigated, and let the software perform the calculations and suggest adjustments. PM Business Edition makes it easy to see how key performance drivers—such as price, volume, capacity, customer profitability, and other variables—impact your financial objectives.

### Budgeting

Whether your organization does business locally or globally, Infor PM Business Edition's budgeting function assists you with managing, streamlining, and improving the integrity of this critical business process.

- ▶ **Control** manage the process. PM Business Edition helps you document the budgeting process, educate system users, enforce budget rules and timelines, and monitor company-wide budget submissions and approvals anywhere/anytime. The central communication portal, electronic budget submission and approval process, and automated exception alerts are just some of the tools that will help you gain control over this process.
- ▶ **Speed** streamline the tasks. Approved system users can easily submit and retrieve data, and even load data directly from source systems or data warehouses, anywhere/anytime using the web or PM Business Edition's familiar Excel interface. Users submit budget figures directly to the solution's central database, where the numbers are automatically consolidated.

Because you're working with a familiar Microsoft Excel

This eliminates the need for two time-consuming, error-prone processes: the manual collection and re-keying of data from potentially hundreds of contributors. While system users can save multiple budget passes, all users work from the same version of the data for each pass, ensuring accuracy and eliminating version control problems.

- ▶ **Accuracy:** improve the integrity. PM Business Edition has built-in capabilities to help ensure the accuracy of your company's budget: indicating whether a number should be treated as financial or non-financial, translating multiple currencies, allocating portions of the budget to business units or departments, and phasing budgets over a specified time period. You can modify the budget when business conditions change, relying on the solution to automatically and immediately duplicate the changes throughout the system.
- ▶ **Reporting** Infor PM Business Edition includes Infor PM Application Studio, which facilitates reporting for planning and budgeting. Application Studio allows you to gather information and share knowledge throughout the organization, so key decision-makers get the information they need in a timely manner and in a single location.
- ▶ **Integrate:** access all data. In addition to accessing planning and budgeting data, Application Studio accesses data from leading OLAP and relational sources, as well as other semi-structured data. Application Studio quickly integrates information via standard interfaces like OLE DB, ODBC, and others, so you can simultaneously present information from different data sources and vendors in a single report. All reports are instantly web-enabled and can be deployed using standard web browsers.
- ▶ **Supplement:** link to information. Application Studio allows you to supplement reports with links to essential background on customers and contacts, as well as other information that is often stored in text files, spreadsheets, and other semi-structured files. Like the planning and budgeting functions, Application Studio provides reporting capabilities in a comfortable spreadsheet environment, allowing you to use your spreadsheet skills while avoiding the limitations of individual spreadsheets.

Wizards and tip assistants offer additional support, ensuring that you can quickly begin to leverage all functions of this proven solution.

## **SEE RESULTS NOW.**

Infor PM Business Edition not only helps companies like yours improve the quality of plans and significantly reduce budget cycle time, it also allows them to access accurate data and reports on demand in support of business analysis and decision making. Thanks to a proven methodology that leads to quick implementation of the solution, plus easy-to-use functionality, SMBs will see performance improvement sooner rather than later. By implementing PM Business Edition, your company can:

- ▶ Reduce its reliance on one-off spreadsheets.
- ▶ Reduce the amount of time spent on planning and budgeting cycles.
- ▶ Get better insight into company performance.
- ▶ Spend more time on analysis and decision making.
- ▶ Be more confident about results.

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

**Infor Corporate Headquarters**

13560 Morris Road  
Suite 4100  
Alpharetta, Georgia 30004  
USA  
Phone: +1(800) 260 2640

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

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".