

Infor ERP Visual Continues Strong Rate of Adoption Among Small To Medium-Sized Manufacturers

Discrete Manufacturers Win with Infor ERP Visual Due to Rapid Implementation, Business-Specific Functionality and Ease of Use

ATLANTA - Jun 21, 2007

Infor today announced continued strong adoption of its Infor ERP Visual solution, with over 150 net new customers added during the fiscal year, and more than 600 existing customers adding additional licenses, users or new modules. With an install base of over 4,000 manufacturers around the world, Visual is the ERP solution of choice for enterprising small-to-midsize manufacturers who seek rapid implementation, business-specific functionality and ease of use in a single package.

In the most recent quarter, Infor added new customers like Cygnus, Inc., DFW Test Incorporated, Frontier Electronics System Corp., John-Richard, Pennant Moldings, RotorWay International, and D3, Inc. Visual is particularly suited for high-growth, mixed-mode manufacturers who need a modular solution, where new capabilities can be added as their business grows. This approach supports rapid implementation time, usually three to six months, and rapid return on investment since customers only buy and install the components they need. Visual's modular capabilities include solutions for advanced planning and scheduling, quality management, customer relationship management, time and attendance, business intelligence and warehouse management.

Cygnus, Inc. is an Idaho-based fabricator of sheet metal parts and assemblies for the aerospace industry, subcontracting to major corporations like Boeing, Northrop Grumman and Lockheed Martin. The company chose Infor ERP Visual over Epicor Vantage when it needed a solution that delivered functionality specific to its requirements.

"Due to the nature of our business, we have to respond quickly to customer changes in engineering, order quantity and delivery times," said David Gardner, computer specialist at Cygnus. "We don't have time to reinvent the wheel with our software. We chose Visual for its deep experience in the aerospace industry and we look forward to a fast implementation."

Underlying Visual's powerful ability to support mixed mode manufacturing is the innovative, easy-to-use interface from where the solution takes its name. The Visual Manufacturing Window® allows the user to graphically build queries, identify the actions to complete a work order, and intuitively see problems or steps in the process that are outstanding. The interface is designed for multi-taskers, a common persona at organizations where users may have multiple responsibilities. Visual also has productivity features like Microsoft Outlook Task Integration and customizable user interfaces.

DFW Test Incorporated is a Texas-based manufacturer of turnkey semiconductor test solutions that seeks to increase efficiency and eliminate information silos with a new ERP system. It chose Visual over SAP Business One and Microsoft Dynamics due the business-specific nature of the solution, which means less customization, as well as its ease of use over competing products.

"We engineer-to-order specialized electronic hardware critical to the testing of semi-conductors for the top semiconductor manufacturers, and no two projects are identical," said Tim Durbin, IT Manager for DFW Test. "Our users will be able to pick up Visual and start using it without a lot of training. Our Operation Manager was impressed with the ability to glance at the screen and easily understand and manage the details of each project."

In addition to small-to-midsize companies, Visual is also deployed at the manufacturing plants and divisions of some of the world's largest corporations. These organizations also turn to Visual

for business-specific capabilities, such as lean manufacturing or support for unique shop floor issues, which the corporate applications often cannot perform without the high costs of customization.

"There is over 15 years of manufacturing functionality and best practices built into the Visual solution, leading to a low total cost of ownership," said Mike Gadow, vice president, channels, North America for Infor. "That experience and value, together with the unequalled domain expertise of our channel partners, is a key reason why Visual continues to have high rates of adoption among enterprising companies of all sizes."

About Infor

Infor delivers business-specific software to enterprising organizations. With experience built in, Infor's solutions enable businesses of all sizes to be more enterprising and adapt to the rapid changes of a global marketplace. With more than 70,000 customers, Infor is changing what businesses expect from an enterprise software provider. For additional information, visit www.infor.com.