



Top 5 reasons to move from Infor Distribution FACTS to SAP Business One for Distributors

MCG'S SAFE PASSAGE PROGRAM

Michell Consulting Group is offering Infor Distribution FACTS customers the option for a secure and easy upgrade to SAP Business One for Distributors. Built on the latest SAP's HANA Technology and delivered with a range of flexible options, such as Software as a Service (SaaS), Partner-Hosted Cloud, SAP-Hosted Cloud, On-Premise or a combination of these options, SAP Business One is the first SME ERP Solution to run in-memory, to offer the Freedom of Choice for type of deployment and to offer a Complete End-to-End Business Management Tool that fully integrates all the parts of your company, designed to meet the needs of wholesale distributors.

MCG's Passaged Program is the only program of its kind tailored to meet your requirements, ensure an easy and smooth transition, minimizing the risks that come with implementing a new ERP Solution, by offering a fixed-fee upgrade, free data Conversions, Free business needs assessment to address any gaps or enhancements needed.

THE BENEFITS

- Up to 50% discount on software licenses
- Free Data Conversion
- Free Business Needs Assessment
- Flat-Fee Implementation Cost
- 100% Tax Write-off*

THE REASONS

- Increase Productivity with a Modern User Experience
- Access the Latest Technology for Wholesale Distributors
- Respond To you Customers' Unique Requirements
- Avoid Skills Shortages
- Lower Total Cost of Ownership

Advanced Available to Promise (ATP)

- Obtain real-time inventory transparency
- Aggregate inventory on hand, promised and desired dynamically
- Minimize costs by re-scheduling sales orders

Do More with less, and empower Employees

- Enable front line employees to see data needed to make business decisions – at the moment it's needed
- Predict future behavior with forecasting capabilities
- Embed Dashboards in transaction screens or in Cockpit

Why MCG and SAP Business One

- Fully **future-proof**
- **Global** solution with local focus
50 countries and 28 languages
- **Affordable** and flexible deployment
Available for Cloud and on-premise
- SAP's Business Management for **SME**
Proven by over 70,000 customers
- Do more with less becoming **Intelligent Enterprise**
using SAP's Intelligent Suite

Infor Distribution FACTS to SAP Business One for Distributors:

WHY MOVE?

1

INCREASE PRODUCTIVITY WITH A MODERN USER EXPERIENCE

SAP Business One HANA for Distributors features a modern, intuitive, and easy-to-use interface that helps users work smarter and faster. With enterprise search capabilities and contextual information, users have quick visibility to the information they need to do their jobs.

Personalized homepages aggregate processes and information for specific roles, while relevant data and alerts and approvals are automatically delivered based on users' responsibilities and priorities. With SAP Business One HANA for Distributors, users can easily collaborate and share information across the organization for improved visibility and better decision making. And since the solution can be accessed via the Cloud, users can access information and perform tasks from virtually anywhere, any time.

2

ACCESS THE LATEST WHOLESALE DISTRIBUTION CAPABILITIES

SAP Business One HANA for Distributors is designed specifically for wholesale distributors, providing deep micro-vertical functionality, and powered by modern technology. Because of SAP's strong investment in SAP Business One HANA for Distributor roadmap, you'll always have access to the very latest functionality. New capabilities are provided on a monthly basis to help you further improve productivity and ensure you stay ahead of the competition.



3

RESPOND TO YOUR CUSTOMERS' UNIQUE REQUIREMENTS

SAP Business One for Distributors provides extensibility capabilities that allow easy enhancements. Unlike older, legacy solutions, such as Infor Distribution FACTS, you can upgrade SAP Business One without disrupting your business. Key components like personalization, configuration, Crystal Reports, Business Intelligence (BI) and SAP Business One's porting, and the Data Transfer Workbench (DTW), are already integrated into SAP Business One. With these technologies, you'll be able to stay nimble and respond quickly to your customers' needs.

4

FACING INDUSTRY CHALLENGES REQUIRE YOUR COMPANY TO BECOME A DIGITAL COMPANY

MCG together with SAP Business One for Distributors is already enabling customers to achieve real-world, next-practices outcomes. For over 20 years we have been working with clients like you that have trusted us with their business. With an intimate understanding of your operations we are better positioned than anyone else to help you transition to a Digital Business.

5

MAKE REAL-TIME BUSINESS DECISION WITH ACCURATE INFORMATION

Today's global economy is demanding Wholesale Distributors to increase efficiencies due to the constant changes the industry faces.

Manufacturers and retailers are increasingly investing in their own distribution networks, having wholesalers stuck between manufacturers who are increasing prices to keep up with rising operational costs and retailers who want to pay less for larger orders to keep up with customer demands. As a result, Distributors are forced to reinvent their business, which requires having a business management system with the following capabilities.

- **Intelligent Forecast**
Implement lean inventory management techniques thus improving efficiency and increase profits
 - **Available-to-Promise**
Interact with current and future stock levels to ensure you can satisfy your **customer demands**
 - **Delivery Schedule Management**
Prioritize customers' orders via a drag-and-drop interface, ensuring on-time delivery
 - **Cash Flow Forecast**
Make informed decisions instantly, ensuring healthy liquidity ratios
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