M3 Update and Strategy

March 2019

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Topics

01 Introduction

02 Strategic Directions

03 M3 Cloud Edition

04 Recent Updates

05 What's Next

06 Summary

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M3 Today

Infor M3 highlights

65
New Customers in FY18

322>
Customers upgraded to 13.x

500>
Customers using 13.x or later

132>
M3 Cloud Customers

700>
Enhancements delivered for Cloud Edition

58>
Customers upgraded to the cloud

2,100>
Improvements delivered since 13.x forwards
(13.x:1400+M3CE:700)

18>
Integrations to Infor Strategic Products

17>
New modules added to M3 Suite

infor Designed for Progress.™

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Topics

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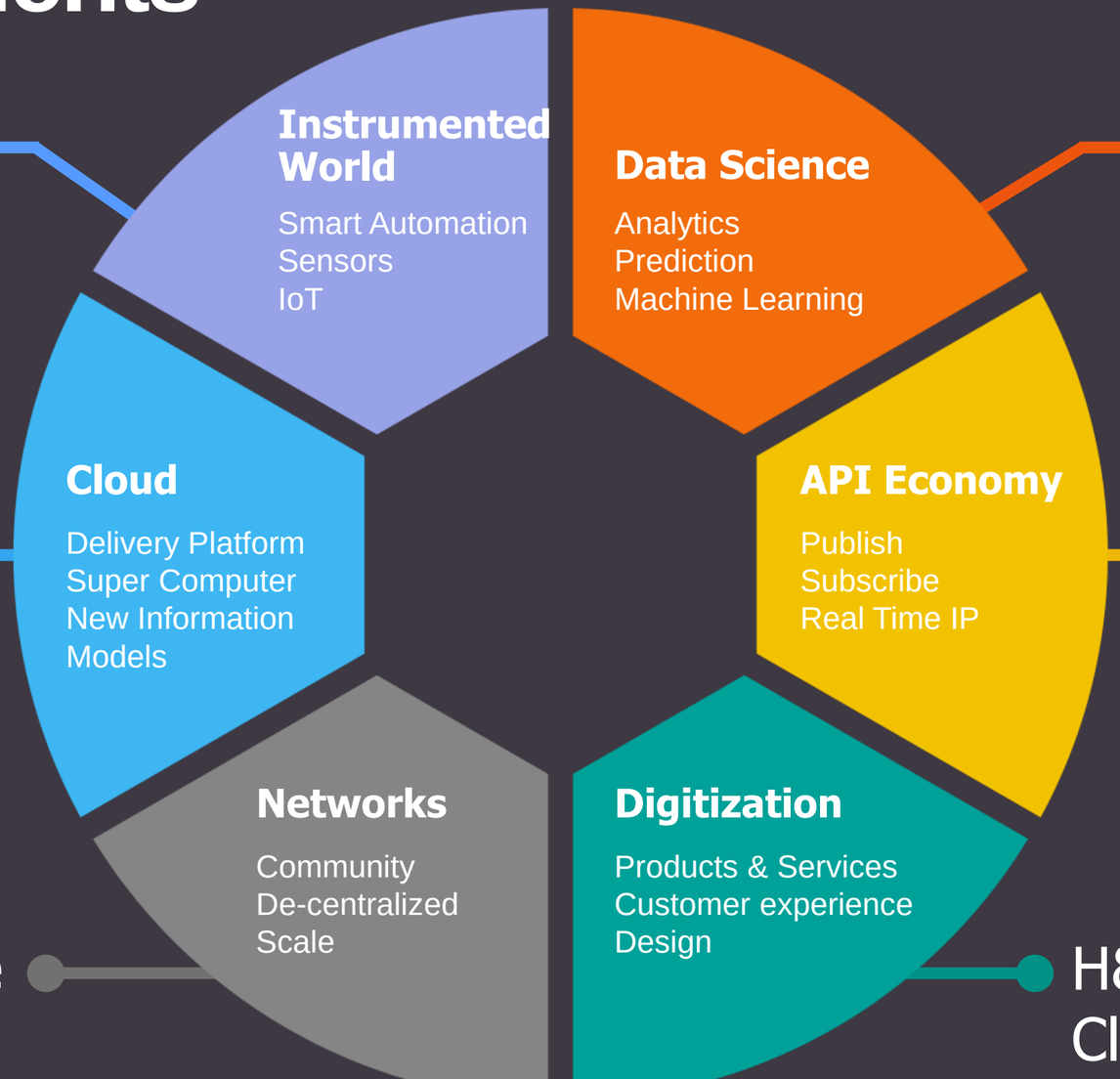
11:13 AM
iPod
Dropbox
Smart Home
Room Lighting
Off
On
Alarm system
Disarmed
1 2 3
4 5 6
7 8 9
* 0 #
Video Security
cam 1
cam 2
cam 3
Room Temperature
09:06
Discover Weekly
FOLLOWING
BY SPOTIFY
SHUFFLE PLAY
Available Offline
All My Friends
Dylan Kelly - All My Friends
What You Want
SONOS
NOKIA
9:39
skype
MacBook Air

Infor Investments

Mobile, RFID

Labs, AWS

GT Nexus, Ming.le



Data Science

ION

H&L,Rhythm, CloudSuite

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INFOR STRATEGY

Delivered with design thinking

Infor OS

A.I.
Coleman

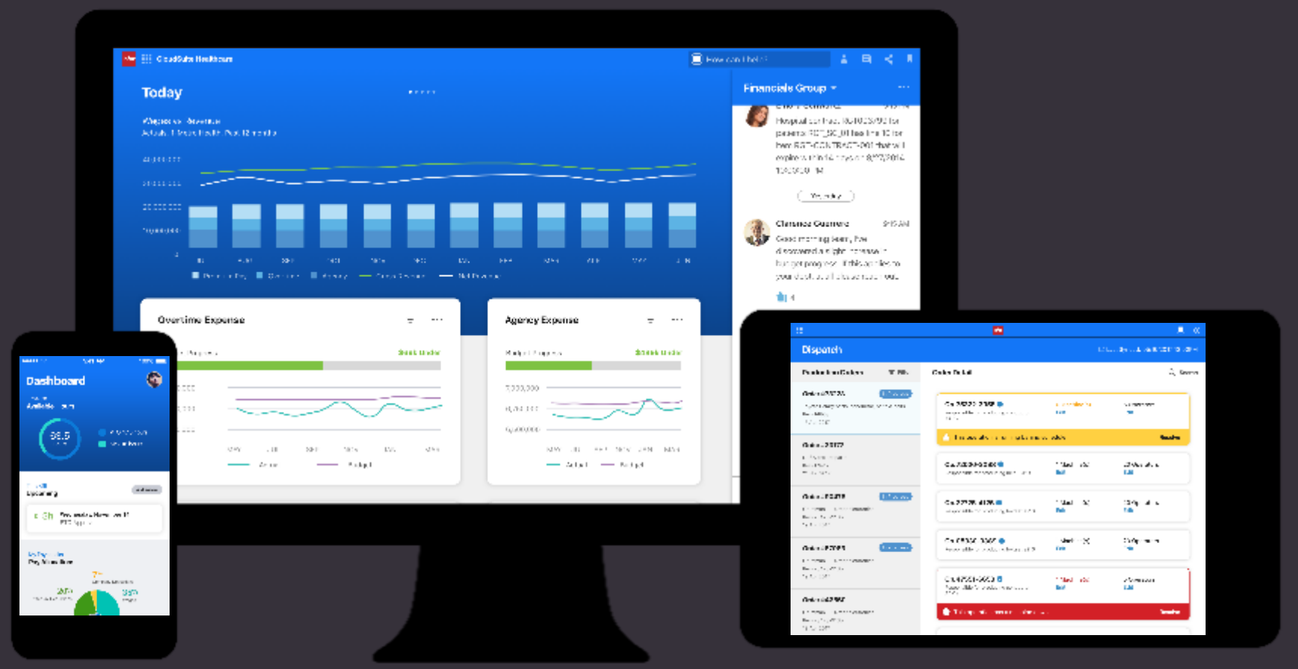
Analytics
Birst BI

Network
Commerce and IoT

Cloud
Industry CloudSuites

Industry
Last-mile features

Infor OS



UX **Infor Soho**	**Collaboration** **Infor Ming.le®**	**Extensibility** **Mongoose PaaS**	**API/ Process integration** **Infor ION**	**A.I.** **Infor Coleman**	**Data management** **Infor Data Lake**
Business / people / asset graph **Infor Graph**	**Device readings** **Infor IoT**	**Security** **Infor Federated Services**	**Documents** **Infor Document Management**	**Digital compliancy** **Infor Local.ly**	**Search** **Infor Search**

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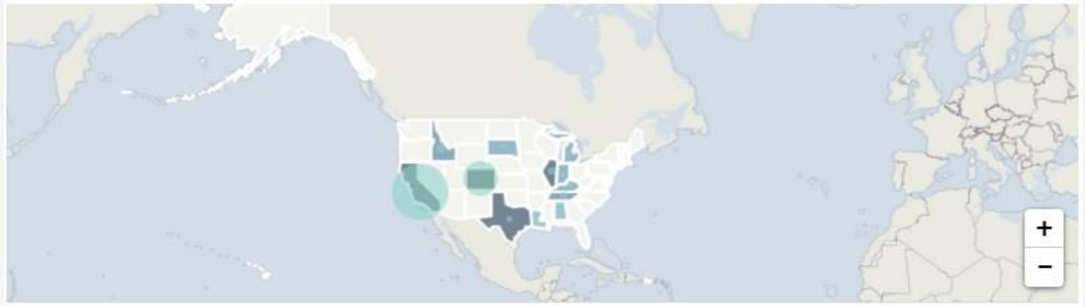
PC Customer Service

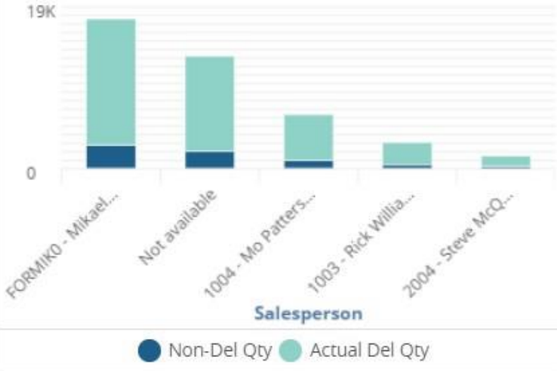
Invcd Net Amt
8,102,639

Gross Margin 1 Pct
30.1%

Non-Del Qty by Customer State



Delivery Performance



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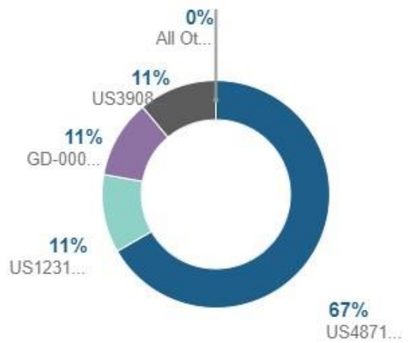
Show Legend



Order Monitor

My Late Orders	100
Open Will Calls	1
My Open Quotes	3
My Ref. Orders	8
This Weeks New Orders	62
This Weeks Deliveries	38

Transactions

- Customer Service
- ATP & Price Check
- SalesHub
- Order Entry
- Returns
- Item Toolbox
- Order Toolbox
- Work Bench
- Quotes

Definitions

- Customers
- Blanket Agreements
- Service Agreements
- Mass Change
- Mass Reschedule
- Batch Alloc
- Contact Plans
- Standing Orders
- Price Mgmt

Invoiced Amount Breakdown by Cu...

Tasks

Digital and ERP

ERP requirements

in the world of

Digital Transformation

=

- Secure
- Resilient
- Scalable
- Open
- Big data, AI & IoT
- Working by “exception”
- Structured workflows
- Utilize latest innovations
- ... and stay super current

Topics

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M3 strategic directions

Multi tenant cloud suites

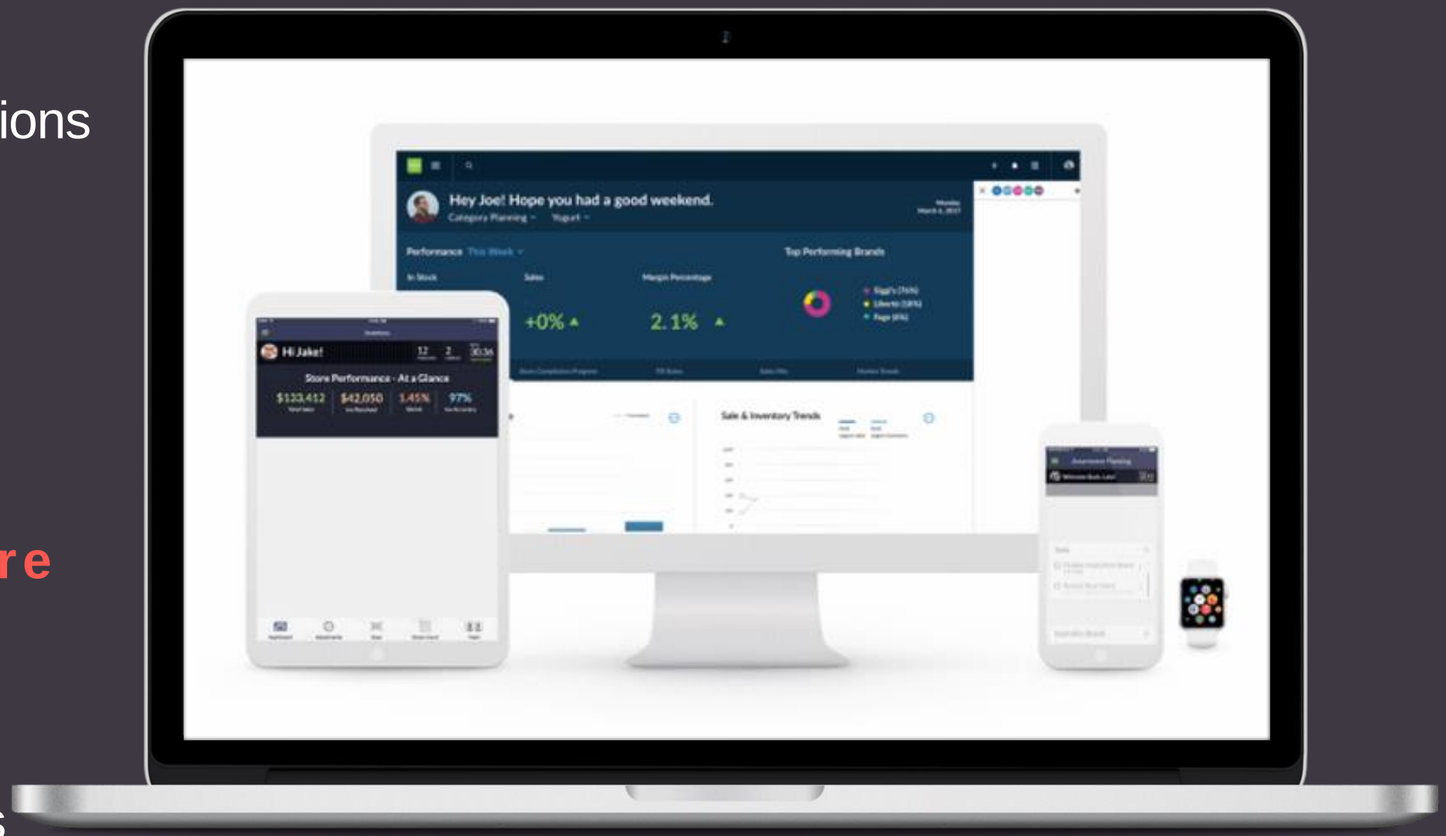
- Complete industry suites w. integrations

Cloud proven technologies

- Infor OS, IFS, thin client, security
- Birst, extensibility, Mongoose

Single version of the software

- Incremental development
- Test automation
- Continuous delivery of new features



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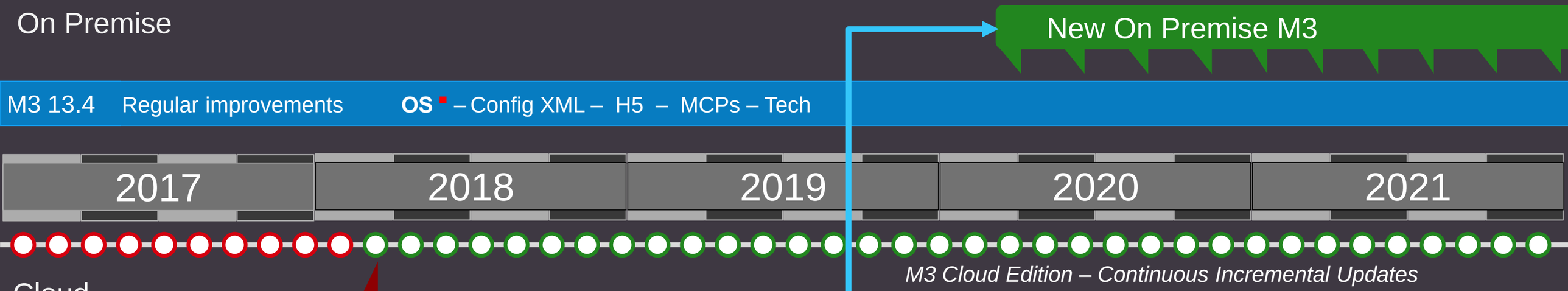
M3 Big Picture



M3 Cloud Edition
New Major Version

MT CloudSuites

- Food & Beverage
- Distribution Enterprise
- Fashion
- Equipment

M3 Cloud

- Chemicals & Manufacturing

On Premise Packaging

M3 Cloud Edition
Key properties

- Single Version
- Automated Updates
- Scalable
- Secure
- Extensible

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Single version of the software

- Continuous updates (monthly)
- New capabilities available immediately; no waiting for next version
- Customers can try new capabilities when they are ready
  - Controlled through Toggles & Parameters with the intention to not have impact on existing business processes

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M3 Cloud Super Set

Evolving

Infor OS

Infor Birst – Business Intelligence Platform
M3 Industry Analytics

M3 Cloud Edition

Customer & Market Management	Inventory Management & Planning	Demand Planning	Product Data & Attribute Management	Financial Accounting AR/AP/GL	**M3 Options** • Demand Planner • Scheduling workbench • Planning Workbench • Customer Lifecycle Management (Sept 2019) • Mobile Field Service (Sept 2019) • Graphical Lot Tracker • Inventory Planning Workbench • Sales Hub • Equipment Quotation Management
Sales Order Management	Warehouse Management	Production Planning & Scheduling	Plant & Equipment Structure	Risk & Cashflow Management	
Over the Counter Sales	Transport Management	Manufacturing Execution	Work Management	Internal Cost Accounting	
Rental & Lease Management	Procurement Management	Quality Management	Product & Equipment Costing	Multi Company Management	
Project Management	Grower Contract Management	Supply Chain Planning	Depot and Field Service Management	Fixed Asset Management	

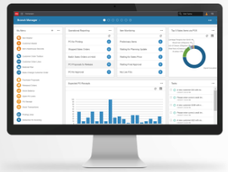
Suite options

		July 2019		June 2019	March 2019		July 2019	June 2019
Factory Track	**Infor EAM**	**Infor Supplier Exchange**	**GT Nexus**	**Infor CRM**	**Infor IBP & Planning Products**	**Infor XM Expense Management**	**Infor d/EPM**	**Infor HCM**
					March 2019	May 2019	Aug 2019	July 2019
Infor CPQ - Product Configurator - EQ, & 2D Design	**Infor Rhythm**	**Fashion PLM (Pilots)**	**Integration Framework for EDI**	**Supplier Rebates**	**IDM Capture**	**Infor GRC**	**PLM Optiva**	**Infor SCE**

User Experience UX | **iPAAS** | **IOT** | **Security** | **Data Management** | **Localizations** | **Coleman AI** | **PAAS**

M3 Multi tenant Cloud & CloudSuites

CloudSuite™ Distribution Enterprise



Micro-vertical Functionality and Analytics

Infor OS
Operating service for social collaboration, workflow, alerts, document management, integrations and Mongoose PaaS (add-on).

Implementation Accelerator
Industry business processes pre-configured database & solution.

CloudSuite Core Subscription

Sales Order Management	Sourcing and Procurement
Extended Catalog Mgmt.	Buy-to-Order
Demand and Planning	Supply Chain Management
Warehouse Management	Order Fulfillment
Assembly	Financial Management
Birst starter pack and M3 Analytics (planned Jul 2018)	

CloudSuite Subscription Options

Sales Hub	Factory Track Warehouse Mobility
Demand Planner	Birst Pro and Enterprise (planned Jul 2018)
EDI Managed Services (planned Jul 2018)	Supplier Rebates (planned Aug 2018)

Extended Option Subscriptions

Infor Rhythm – B2B ecommerce	Infor Enterprise Asset Management
Infor Configure Price Quote	GT Nexus (planned Aug 2018)

CloudSuite™ Fashion

Micro-vertical Functionality and Analytics

Infor OS
Operating service for social collaboration, workflow, alerts, document management, integrations and Mongoose PaaS (add-on).

Implementation Accelerator
Industry business processes pre-configured database & solution.

CloudSuite Core Subscription

Financial Management	Sourcing and Procurement
Style/non-style Product Data	Inventory Management
Planning	Supply Chain Management
Sales Order Management	Distribution
Production	Quality
Birst starter pack and M3 Analytics (planned Jul 2018)	

CloudSuite Subscription Options

Advanced Planning & Scheduling Options	Factory Track Warehouse Mobility
Demand Planner	Infor Configure Price Quote
EDI Managed Services (planned Jul 2018)	Birst Pro and Enterprise (planned Jul 2018)
Fashion PLM (Beta planned Aug 2018)	GT Nexus (planned Aug 2018)

Extended Option Subscriptions

Infor Rhythm – B2B ecommerce	Infor Enterprise Asset Management

CloudSuite™ Equipment

Micro-vertical Functionality and Analytics

Infor OS
Operating service for social collaboration, workflow, alerts, document management, integrations and Mongoose PaaS (add-on).

Implementation Accelerator
Industry business processes pre-configured database & solution.

Full disclaimer applies for all planned functionality

CloudSuite Core

Financial Management	Cost Accounting
Warehouse Management	Maintenance
Sales Order Management	Rental
Inventory Management	Project Management
Procurement	Equipment Mashups
Birst starter pack and M3 Analytics	

CloudSuite Subscription Options

Mobile Field Service (Planned May 2019)	M3 CLM (Planned June 2019)
Inventory Planning Workbench	Equipment Quotation Mngmnt.
Factory Track	Planning Workbench

CloudSuite Subscription Add-ons

Infor Supplier Rebate	GT Nexus
Infor CRM Sales Cloud	M3 Graphical Lot Tracker
IDM Capture	M3 Scheduling Workbench
Infor Rhythm	Sales Hub
Mongoose Developer	M3 Demand Planner
...	

CloudSuite™ Food & Beverage

Micro-vertical Functionality and Analytics

Infor OS
Operating service for social collaboration, workflow, alerts, document management, integrations and Mongoose PaaS (add-on).

Implementation Accelerator
Industry business processes pre-configured database & solution.

CloudSuite Core Subscription

Financial Management	Cost Accounting
Warehouse Management	Manufacturing
Sales Order Management	Planning
Inventory Management	Quality Management
Procurement	Grower Contracts
Birst starter pack and M3 Analytics (planned Jul 2018)	

CloudSuite Subscription Options

Advanced Planning & Scheduling Options	Factory Track Warehouse Mobility
Demand Planner	Graphical Lot Tracker (planned May 2018)
Inventory Planning Workbench (planned May 2018)	Birst Pro and Enterprise (planned July 2018)
EDI Managed Services (planned Jul 2018)	Product Lifecycle Management (planned ...)

Extended Option Subscriptions

Infor Enterprise Asset Management	Infor Rhythm – B2B ecommerce

Infor M3 Cloud

Deep and flexible functionality as a service

Infor OS
Operating service for social collaboration, workflow, alerts, document management, integrations and Mongoose PaaS (add-on).

M3 Cloud Core Subscription

Financial Management	Cost Accounting
Warehouse Management	Manufacturing
Sales Order Management	Planning
Inventory Management	Quality Management
Procurement	Equipment & Rental
Birst starter pack and M3 Analytics (planned July 2018)	

Extended Option Subscriptions

Infor Configure Price Quote	Factory Track Warehouse Mobility
Infor Rhythm – B2B ecommerce	Infor Enterprise Asset Management
Scheduling Workbench	Planning Workbench
Sales Hub	Demand Planning
Inventory Planning Workbench (planned May 2018)	Graphical Lot Tracker (planned May 2018)
GT Nexus (planned Aug 2018)	EDI Managed Services (planned Jul 2018)
Implementation Accelerators Pre-configured industry processes and database	Birst Pro and Enterprise (planned July 2018)

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Major modernization areas

	On premise / Single-tenant	MT M3 Cloud Edition
Modern BI	Infor BI/Data Warehouse Designer	Birst / Data Lake with Industry Analytics
New MT Apps	M3 Warehouse Mobility/ M3 CLM/M3 MSF/Fashion PLM	Factory Track for M3 M3 CLM(MT)/M3 MSF(MT)/Fashion PLM(MT)
Extensibility	Mashup Designer / Java Modifications (Approval process)	Extensibility tools, M3 personalization, Home Pages, Web SDK, App Builder & Mongoose
ION Integration	Several custom Integration methods including direct to MEC or SQL calls	ION BODs (Std or customer configured in MEC) or APIs or sFTP
Ming.le UI	Smart Office	Infor Ming.le & M3 Thin Client (H5)
New Output	Opentext / StreamServe including Report Manager	New solution: Infor IDM based on XML Note: Streamserve is supported but not included
New EDI	M3 EDI messages	Infor EDI BODs to integrate with 3rd party
Administration	Several client tools: LCM / MDP / WebServices / Logs	M3CE administration interface in Ming.le

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Over +700 improvements already delivered to M3 Cloud Edition

Examples of Delivered & Planned Features

Already available in Cloud Edition

- **Enhanced Rental proforma invoice**
- **AM/PM Rental cut-off periods**
- **Enhanced support for Active items with potency**
- **Price Guidance for Sales Order Entry**
- **Approval of Supplier Payment Proposal**
- **Supplier Consignment Stock**
- **Retrospective Rebate Calculations**
- **Automatic Reconciliation of Bank Statements**

Roadmap Planned

- **Inter Divisional Global Trading – *the perfect DO process***
- **Central Procurement**
- **Fashion Manufacturing process improvements**
- **Sales Hub with OTC Rental**
- **Conditional based Lot Blending**
- **More than 10 new certified Countries**
- **Integration M3 <> Demand+ / Infor Supply+**
- **Business Documents & Reports via IDM Output Mngt**

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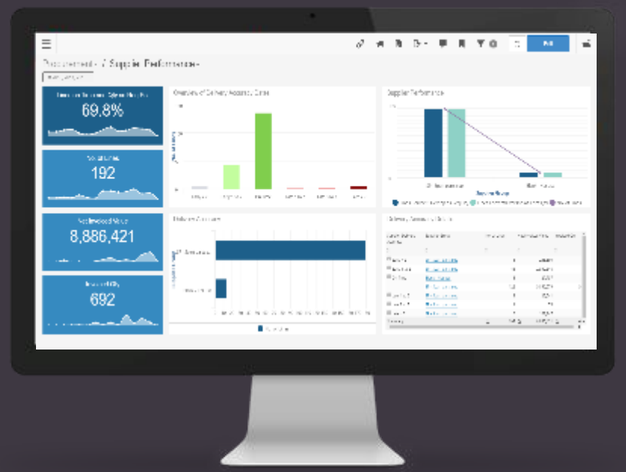
M3 Analytics v12

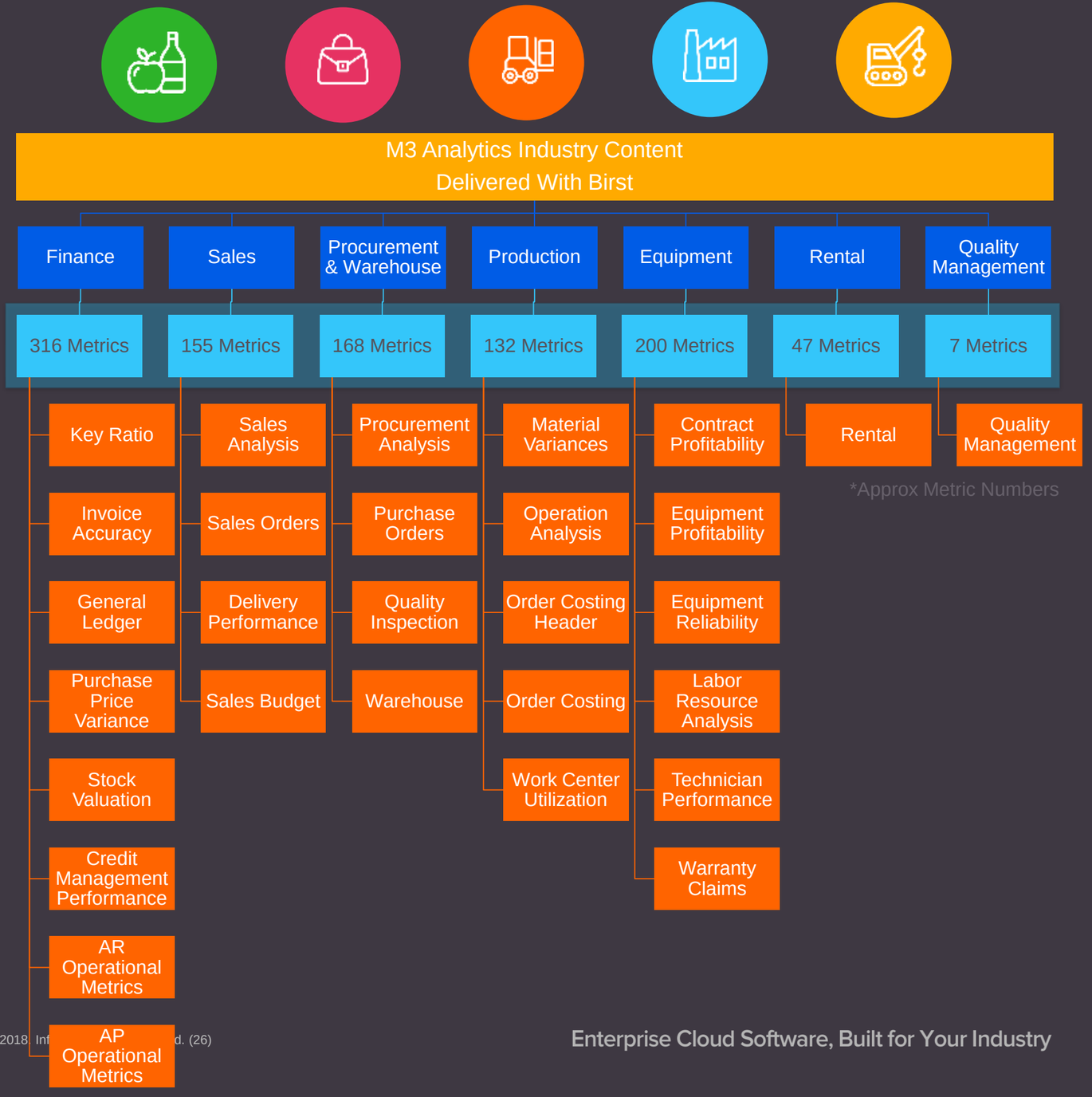


Industry Content "Out Of The Box"

Project Accelerator Concept

Leading-Edge BI Platform

birst
an Infor® company



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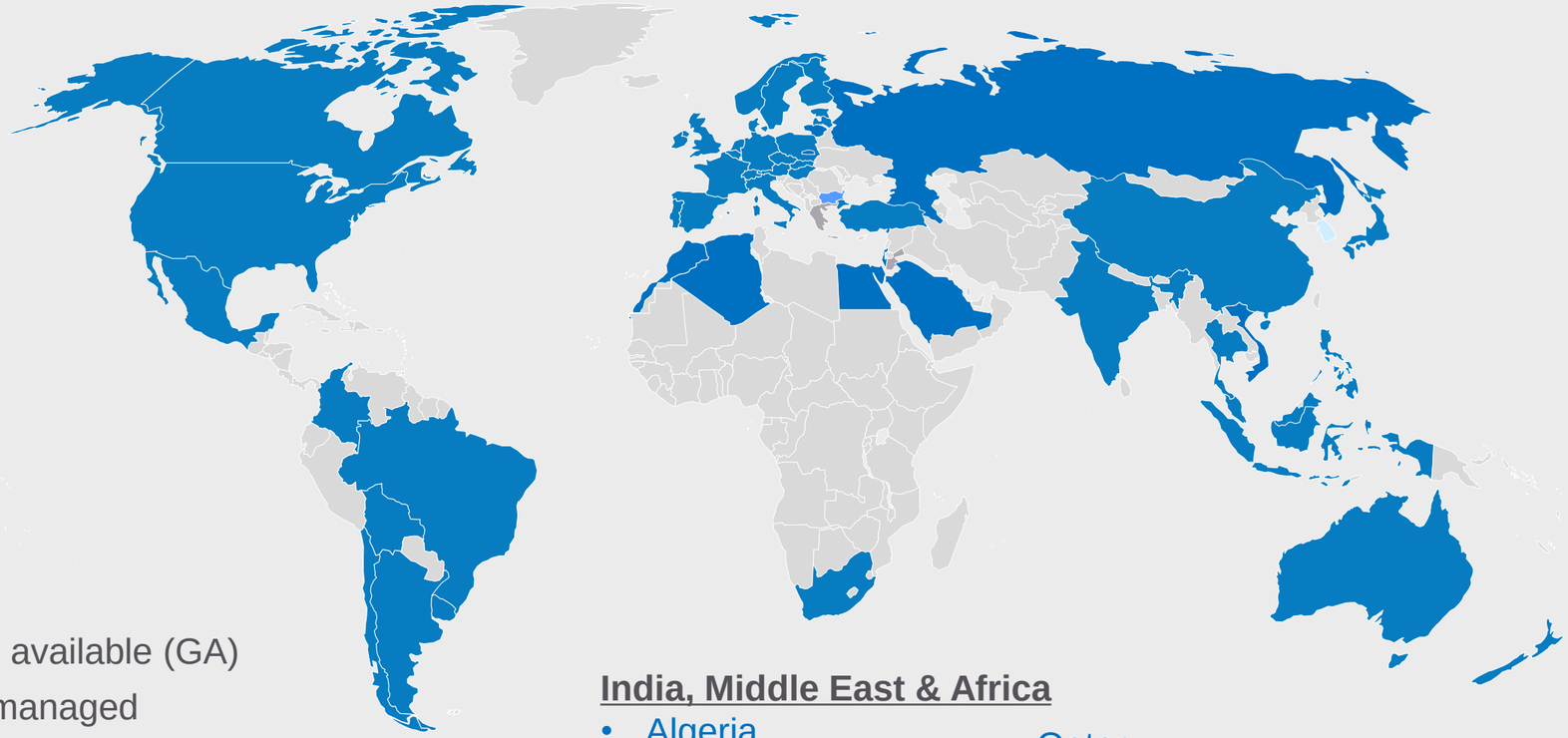
M3 13.4 Country Versions

54 Countries GA
27 Languages

Europe

- Austria
- Belgium
- Czech republic
- Denmark
- Finland
- Estonia
- France
- Germany
- Greece
- Hungary
- Ireland
- Italy
- Latvia
- Lithuania
- Luxembourg
- Netherlands
- Norway
- Poland
- Portugal
- Russia
- Slovakia
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom



Americas

- Argentina
- Bolivia
- Brazil
- Canada
- Chile
- Colombia
- Mexico
- USA
- Uruguay

Asia / Pacific

- Australia
- China
- HongKong
- Indonesia
- Japan
- Malaysia
- New Zealand
- Philipinnes
- South Korea
- Singapore
- Vietnam
- Thailand

Languages:
Arabic
Chinese (Simplified)
Czech
Danish
Dutch
English (US)
Estonian
Finnish
French
German
Hebrew *
Hungarian
Italian
Japanese
Korean
Latvia
Lithuanian
Norwegian
Polish
Portuguese
Romanian
Russian
Spanish
Swedish
Thai
Turkish
Vietnamese

53 - General available (GA)
2 – Partner managed

India, Middle East & Africa

- Algeria
- Egypt
- India
- Israel
- Moroco
- Qatar
- Saudi Arabia
- South Africa
- United Arab Emirates

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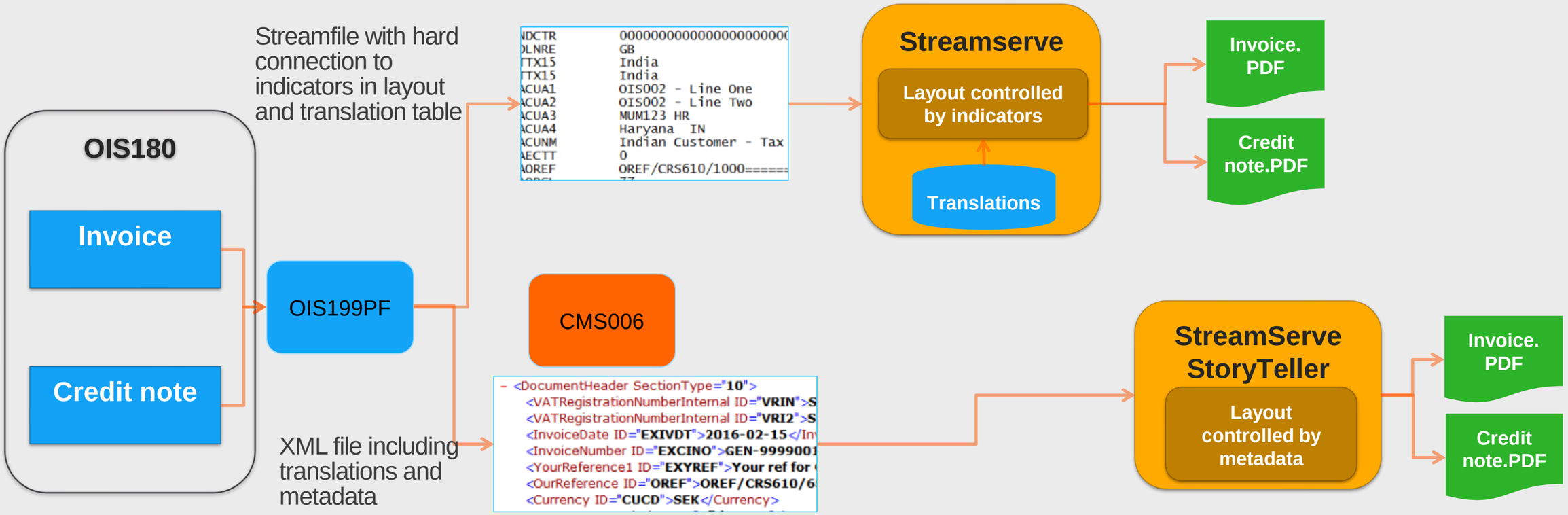
New Configurable XML for Business documents

Certified for M3 13.4
- Focus on business documents
- **100+** Documents are available on 13.4
- More information in KB article 1912248

Benefits
- Easily extendable by customer
- Add new tables, fields etc by metadata
- Eliminates modifications in documents
- Easier to manage through layout structures
- Streamfiles will still be supported



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M3 Investment

Strategic Directions

Next On Premise M3

M3 Cloud Edition
New Major Version

- Single Version
- Automated Updates
- Scalable
- Secure
- Extensible

KEY INDUSTRY FUNCTIONALITY

INTEGRATIONS TO INFOR BEST IN CLASS SOLUTIONS

INCREASING SOLUTION'S GLOBAL COVERAGE

USER EXPERIENCE FOR THE DIGITAL AGE

IMPROVEMENTS TO EXTENSIBILITY TOOLING

NEW TECHNOLOGIES, IOT, INDUSTRY BI AND BIG DATA

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Plans for M3 13.4 H1 2019

Product Name	Version	Tracked Feature	Plan QTR (FY)
M3 Integration for Local.ly Services Platform	1.0	Integration from M3 13.4 to Local.ly Services Platform (CE) through Infor ION Enterprise Connector for e-Invoicing.	FY19 Q4
Infor Mobility for Field Service	16.1.0	Enhance configurable sync points. Support for viewing and structure As Build module. Additional support for cause of breakdown.	FY19 Q4
Infor OS	12.0.30	For tracked features, refer to Infor OS release notes in Doco wiki site	FY19 Q4
M3 Customer Lifecycle Management	16.1.0	Easy access to Document and Notebook on lists. Allow to customize mobility colors and company icons. Add new criteria Business Area in Sales Budget. Add new leads quick entry management. Additional function of importing all quotes from M3 BE.	FY19 Q4
Opentext Extream	16.4	M3 Support for latest OpenText StreamServe version with a set of instructions on how to move existing implementations from StreamServe 5.6.2 to Extream 16.4. Plus std layouts	FY19 Q4
M3 Integration for AvaTax	1.0	M3 integration to third party product AvaTax, used for sales tax in USA and Canada.	FY19 Q4
Infor Supplier Rebate	11.0.0	Enhance AccountingEntity BOD mapping for on-prem compatibility. Additional display of actual values for alerts. Restructure of user interface Add link buttons to pre-filter reports per agreement, browser icons for each field of the main form Implementation of DataView as home page. Accrual accumulation on incentive level	FY19 Q4
M3 Rental Market Metrics	1.0	New Analytics content based on American Rental Association Rental Metrics delivered via Birst platform.	FY20 Q1
M3 Core Infrastructure and Technology - Platform refresh	13.4.0	Introducing support for Infor STS, Windows Server 2019 and SQL Server 2017,	FY20 Q1
M3 Core Infrastructure and Technology – Support for Open JDK	13.4.0	Amazon Corretto Open JDK. KB #2033057 here	FY20 Q1
M3 Business Engine BODs	15.5.0.0.(6)	Accumulated corrections and enahncements	FY19 Q4
M3 Business Engine	15.1.4 MCP10	Corrections and country updates as of 2019-05-17. Including translation updates for the supported languages.	FY20 Q1

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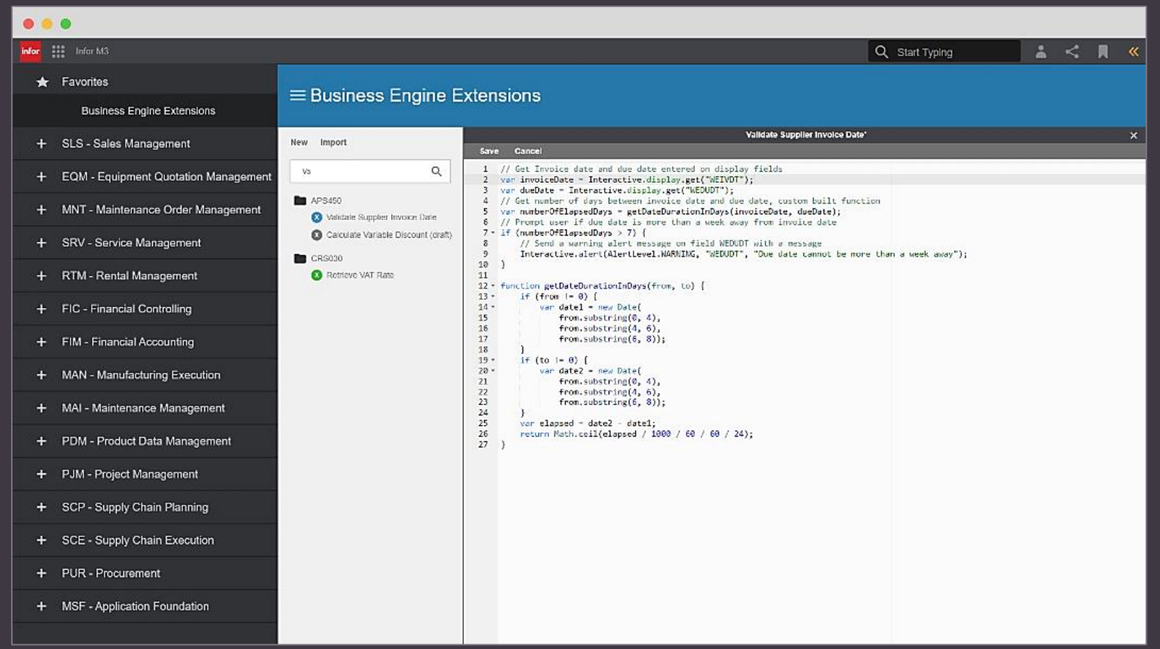
M3 BE Extensibility

Private tenant specific code

- Loosely coupled server side code using Groovy framework separate from standard code
- Defined and triggered on standard & dynamic exit points, for example:
  - before/after panels on interactive programs
  - before/after certain methods on batch/autojobs
- Aware of current context i.e. can access programs parameters & resources, easy call of APIs
- Includes Tenant transportation capabilities
- Next steps:
  - Database extensions
  - More tooling




```
// Get Invoice date and due date entered on display fields
var invoiceDate = Interactive.display.get("WEIVDT");
var dueDate = Interactive.display.get("WEDUDT");
// Get number of days between invoice date and due date, custom built function
var numberOfElapsedDays = getDateDurationInDays(invoiceDate, dueDate);
// Prompt user if due date is more than a week away from invoice date
if (numberOfElapsedDays > 7) {
   // Send a warning alert message on field WEDUDT with a message
   Interactive.alert(AlertLevel.WARNING, "WEDUDT", "Due date cannot be more
than a week away");
}
```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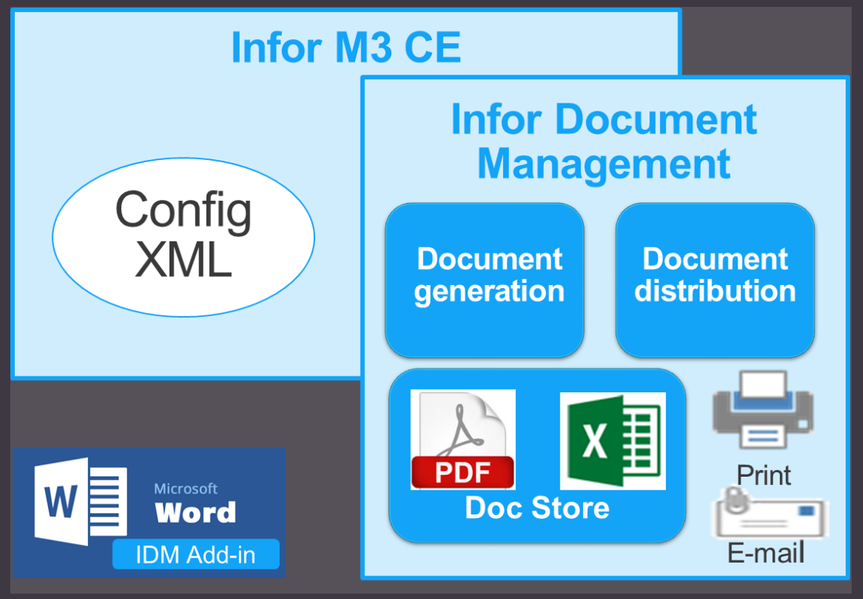
IDM Output Management for M3 CE

- M3 CE includes a built in output management module
- Business Documents and Reports (pdf and Excel)
- Based on new component within IDM
- Utilizing well known MS Word for template design
- Document generation and distribution defined within M3
- Templates and generated documents all stored in IDM
- Strong extensibility and flexibility thru Configurable XML
  - Related tables, add fields, calculations, etc.



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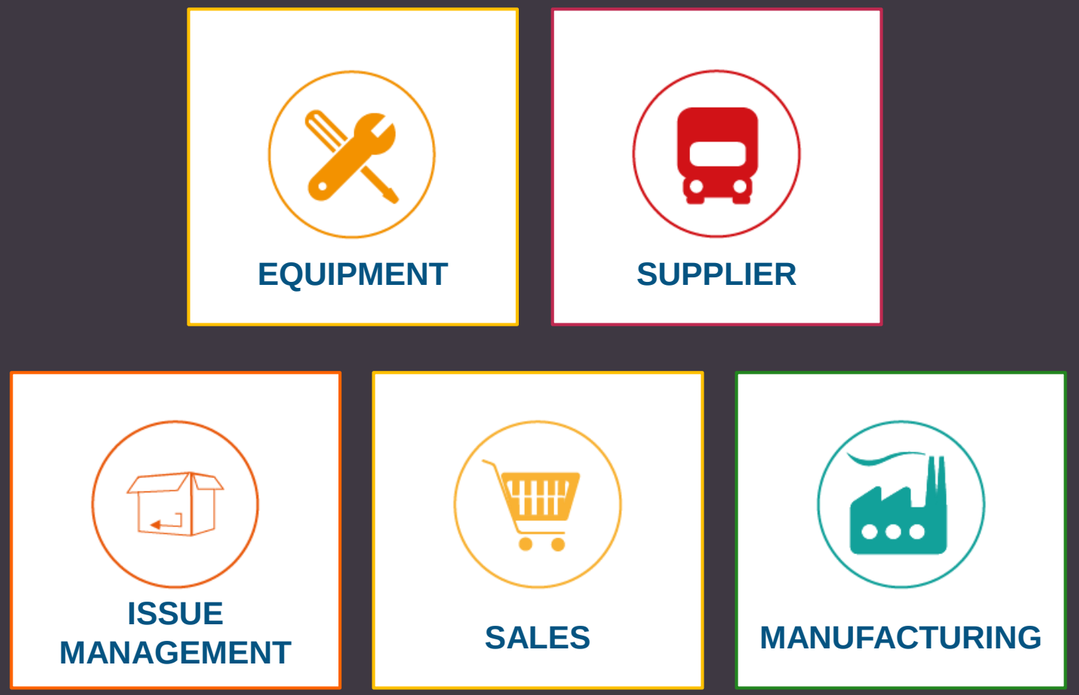
The B2B M3 Portal Industry add-on Applications

- M3 Portal – a set of industry add-on applications for M3CE
- M3 Portal has focus on B2B self-service applications
- Well proven industry applications built for cloud
- First delivery planned Q3 2019



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Factory Track 7 for M3 – highlights

- Supported M3 version: M3 13.4
- Single version release (continuous delivery model)
- Functional and technical updates
- Deployment: multi-tenant, single-tenant*, on-premise
- Infrastructure/ technical updates:
  - Multi-site capabilities
  - Built on latest version of Infor Mongoose (Infor PaaS Platform)
  - Warehouse Mobility performance improvements
- 22 built-in translations
- GA: January 31, 2019

*) Single-tenant certification ongoing.ST deployments are manual

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New and Improved FEATURES

PERFORMANCE

- Reduced time for initial load by more than 66% in RECEIVE and PICK&PACK
- Performance improvements in RECEIVE, MO-ISSUE and PICK&PACK with enhanced cache
- Net-change refresh when re-loading pick lines in PICK&PACK

RECEIVE

- Potency - report in physical quantity
- Auto Lot numbering – display and allow override / change
- Display mandatory lot input field for MO/BY return of lot items (regardless of lot numbering method)
- Multi packages receipt and Alternate Unit
- Capture Manufacturer´s serial number
- DO-"over-receive" by adding new line
- DO-receive by outer package (OPAN) improved
- Suggest stock location for package with multi balance IDs – same item
- Manual Close of line

PUTAWAY

- Manual Close of line

MOVE

- Create a new package in stock at move
- Print labels for both from and to balance ID

COUNT

- Potency - report in physical quantity
- Support new inventory count method 5 (deviation) for M3 CE

STOCK ENQUIRY

- Search balance ID by outer package (OPAN)
- Potency – Display physical quantity
- Set screen to display after printing label
- Reclassify - to a new item with auto lot numbering
- Reclassify - Print new from/to labels

PICK AND PACK

- Potency - report in physical quantity
- Managing and release active picker on pick lists
- Support for picking RO created from PO claim (search/browse balance ID)
- Packing of aggregated pick list line

OUTBOUND PACKAGE MOVE

- Default place of load from current warehouse (search packages by shipments)

WAREHOUSE MOVE

- Authority - control and limit warehouses, order types, reason codes
- Potency - report in physical quantity
- Allow to sort reason codes by description
- Configurable sorting order in list balance ID screen
- Configurable sorting order in lines screen
- Priority date in list balance ID screen
- Option to hide non allocatable/non-movable balance IDs from list of balance IDs
- Option to include only certain balance ID statuses in list balance ID screen
- Zone as filter field in search balance ID screen
- Option to default certain zone in search balance ID screen

SHIPMENT LOADING

- Default place of load from current warehouse (search shipments)

USER SETTINGS

- Printers and no of copies for selected or M3-printer files

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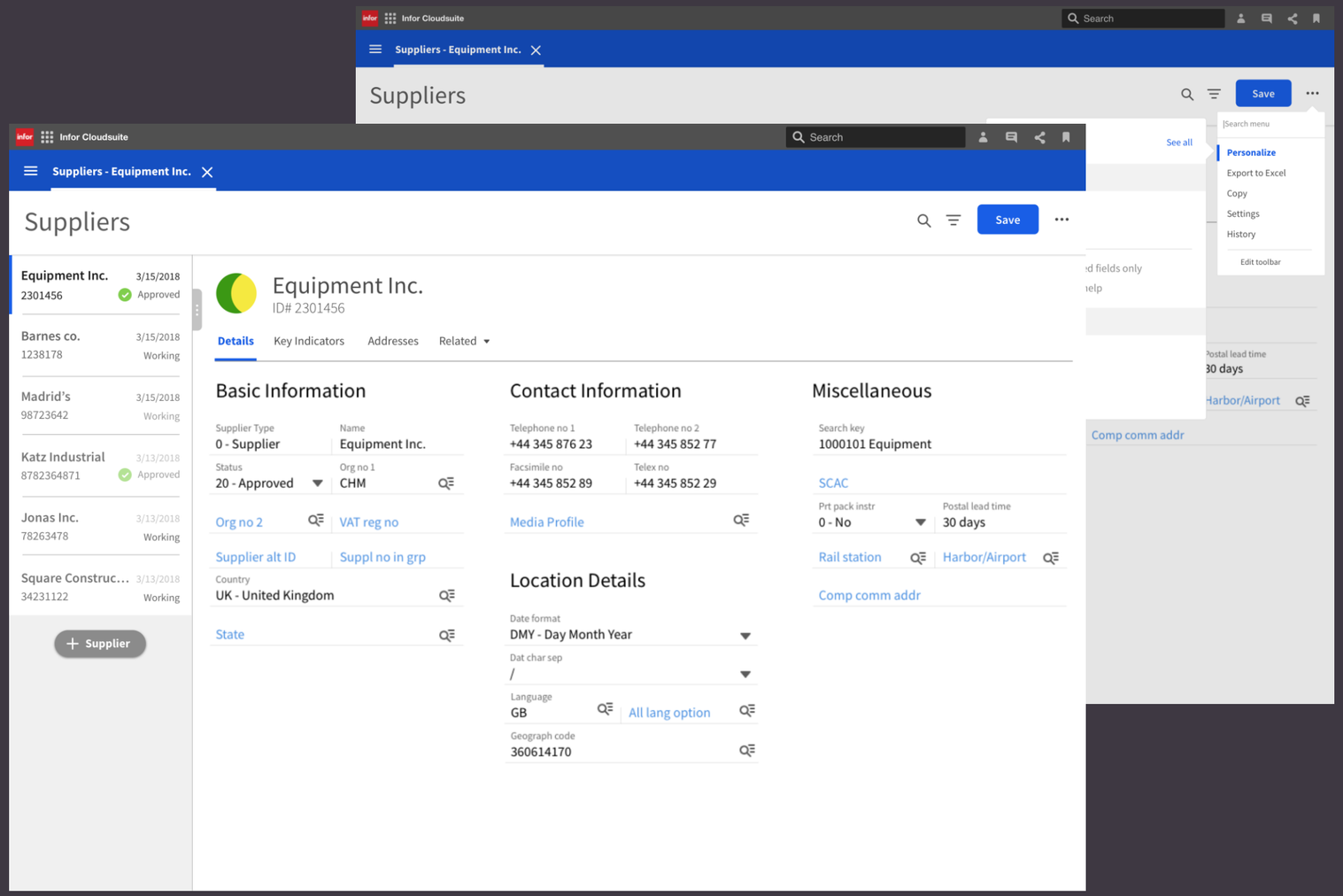
M3 User Experience UX Vision (POC stage)

Our Goal → Best in class

- New UI Architecture
- Process based design
- Responsive design
- Full lifecycle configurability
- Great look'n'feel



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Topics

01 Introduction

02 Strategic Directions

03 M3 Cloud Edition

04 Recent Updates

05 What's Next

06 Summary

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Why is 13.4 so important?

Long life cycle

M3 13.4 is the final 13.x release

Utilize Infor OS

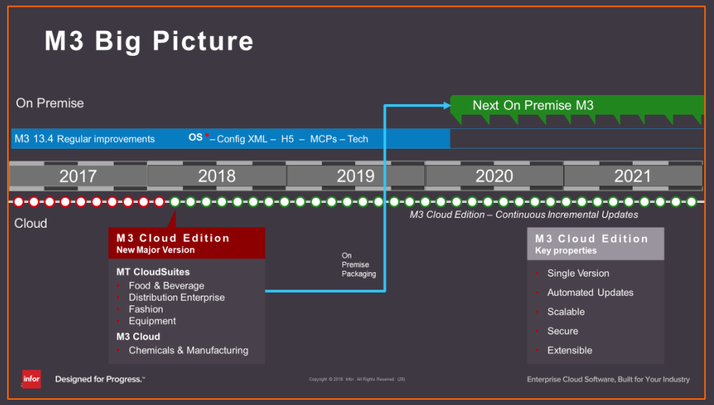
take advantage of Ming.le – ION – Workflow – IDM..

Modernize

Remove mods, use extensibility, use H5...

Prepare

M3 13.4 is the launchpad to Cloud or next on-prem



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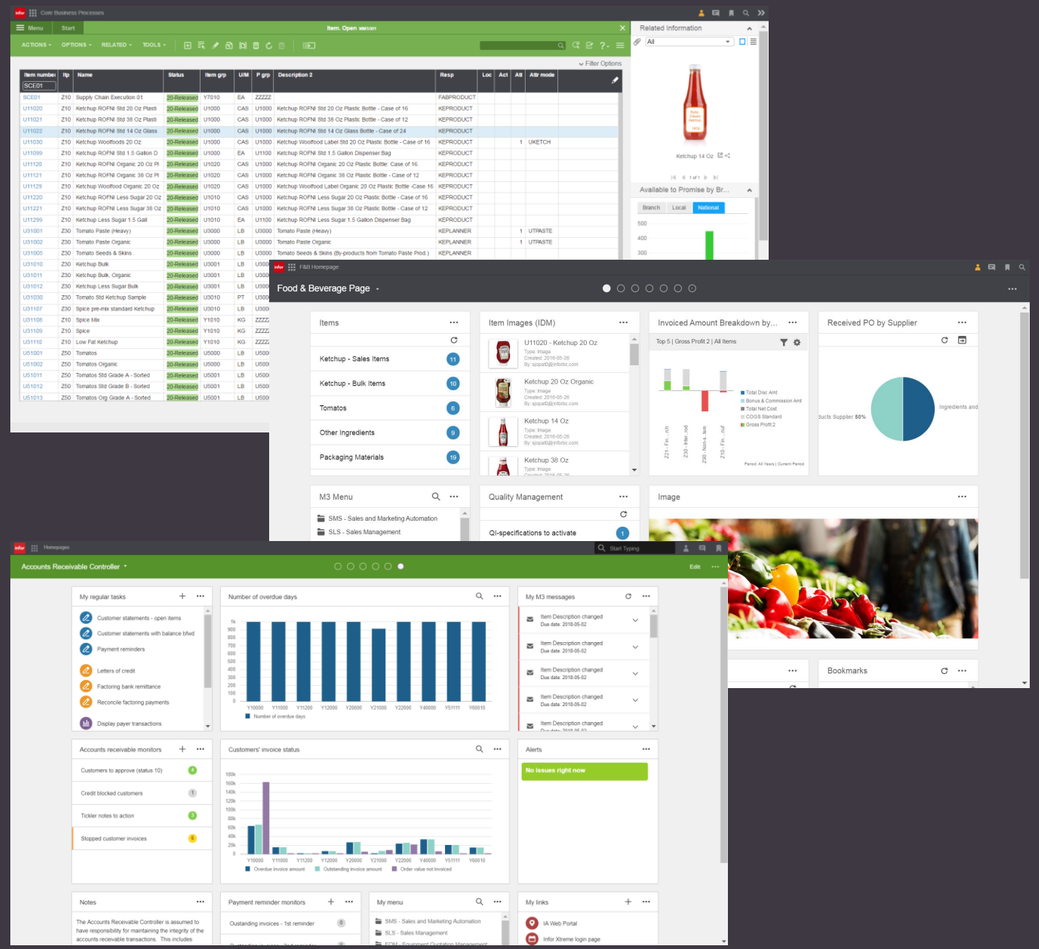
Summary

- The world is changing
- Cloud is here
- We are investing in M3
- Be Prepared!



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