



Designed for progress™

Infor Nordics EAM

OCTOBER 2019

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Partner Director Nordics

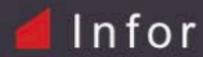
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INFOR MOMENTUM

17,300+

**Infor employees delivering
success for our customers**



Do you know Infor?

4,500+
Global EAM
Customers

200+
Countries
and Territories

68,000+
Global Infor
Customers

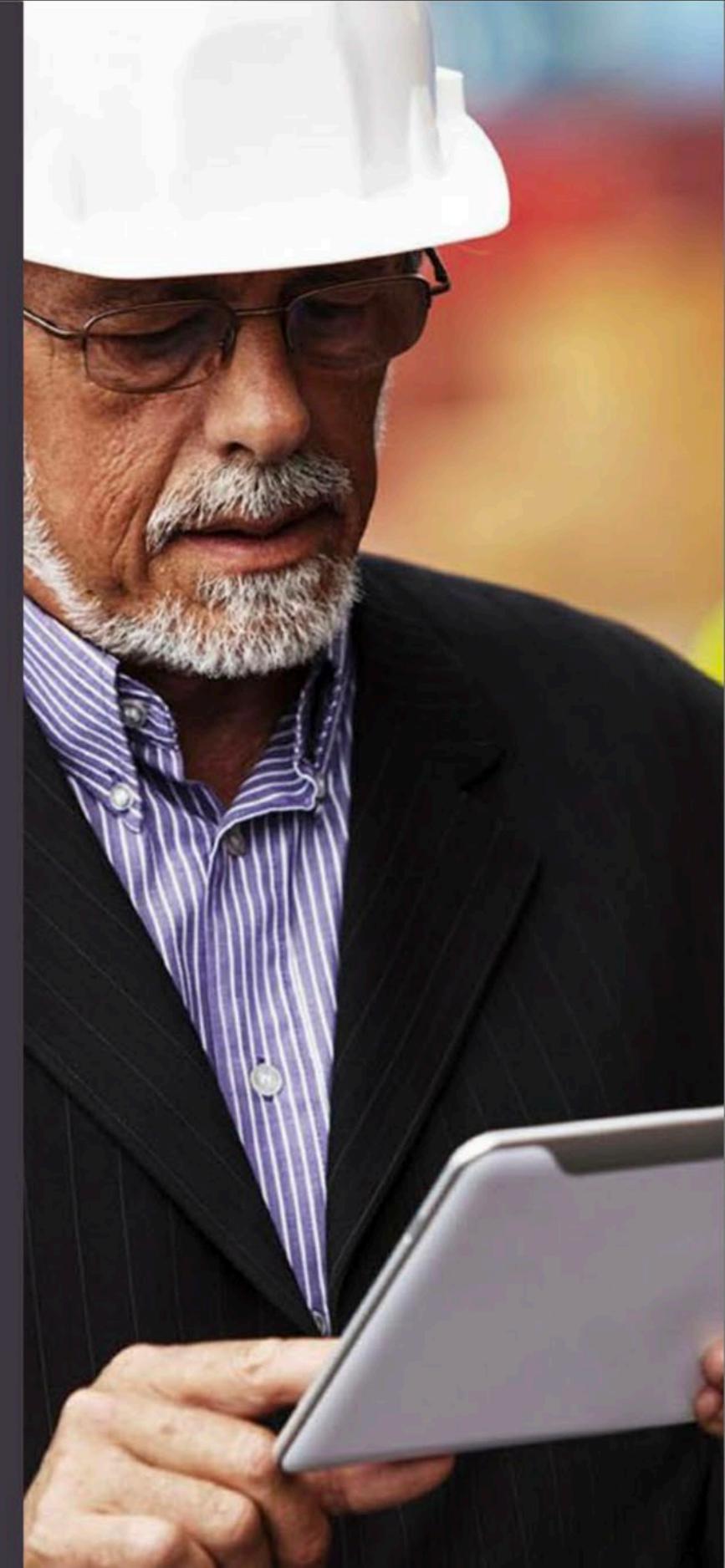
3rd Largest
Business Application
Provider

30+ years
Best of Breed EAM
experience for the
Global Market

\$4B+
Recent Investment
into Infor

99.9%
Cloud Uptime,
delivered through
AWS

70+ Million
Infor Cloud Users



32+ years of Leadership & Innovation

Infor EAM Roadmap & Vision

Rapier-R5

Character based
Terminal Host

MP2

15,000
Customers
Worldwide

MP5

Asset Tracking
Linear Asset
Management

Datastream 7i

Web-based / Cloud
Multi Site

Infor EAM

Call Center
Facilities Management
Sustainability
Advanced Mobile

Infor 11.x EAM

RCM & Risk Mitigation
Mobility Re-Envisioned
Alert Management
ION Expansion

Life Cycle Mgmt
PAS-55/ISO-55000
Transit Edition
Infor OS

1986

MP2



1990

MP5



2006

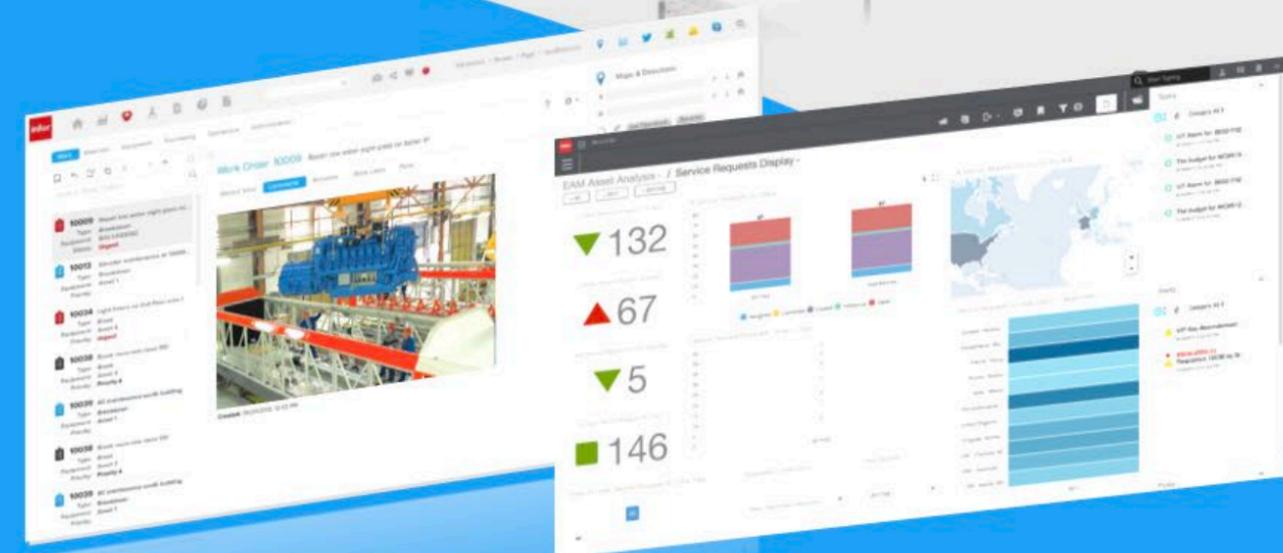
Infor EAM

2012-2019

openCAD



SPEAR 4i



32+ years of
Leadership and
Innovation



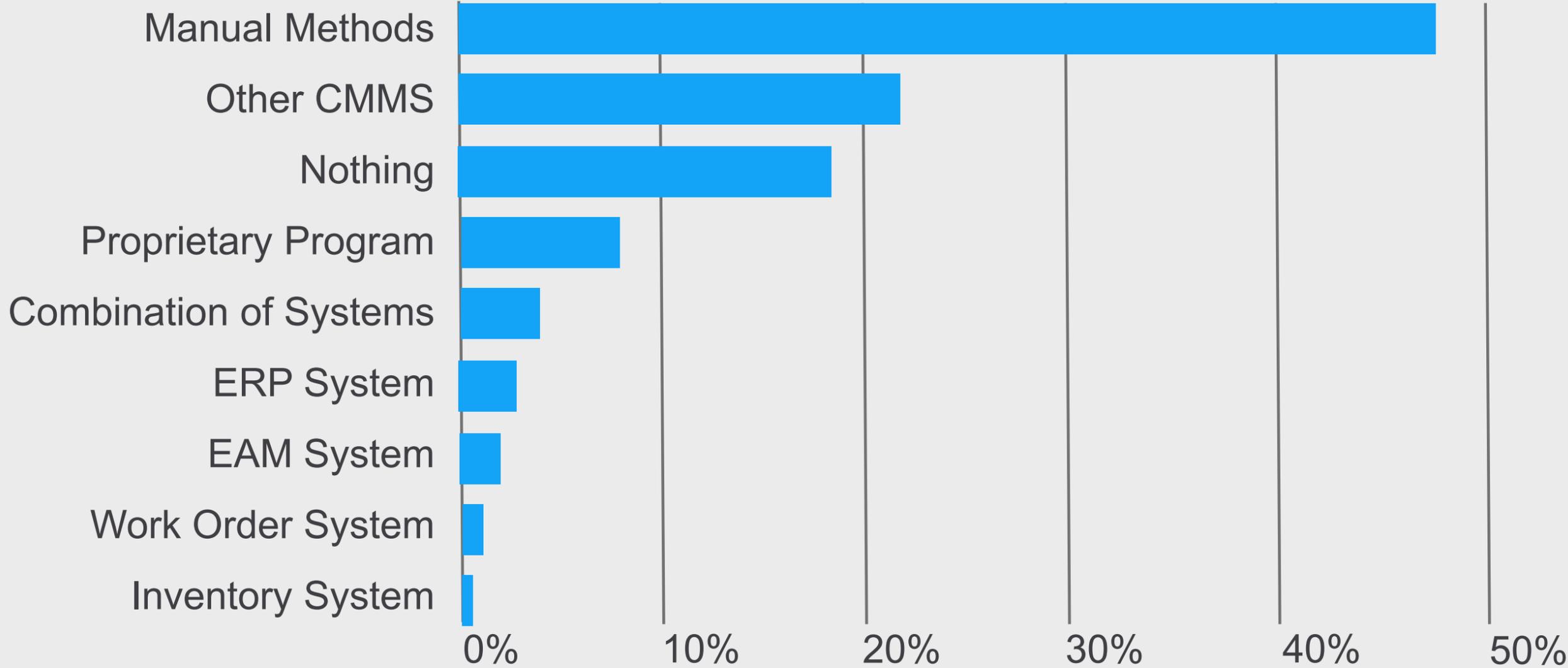
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\$4.23B

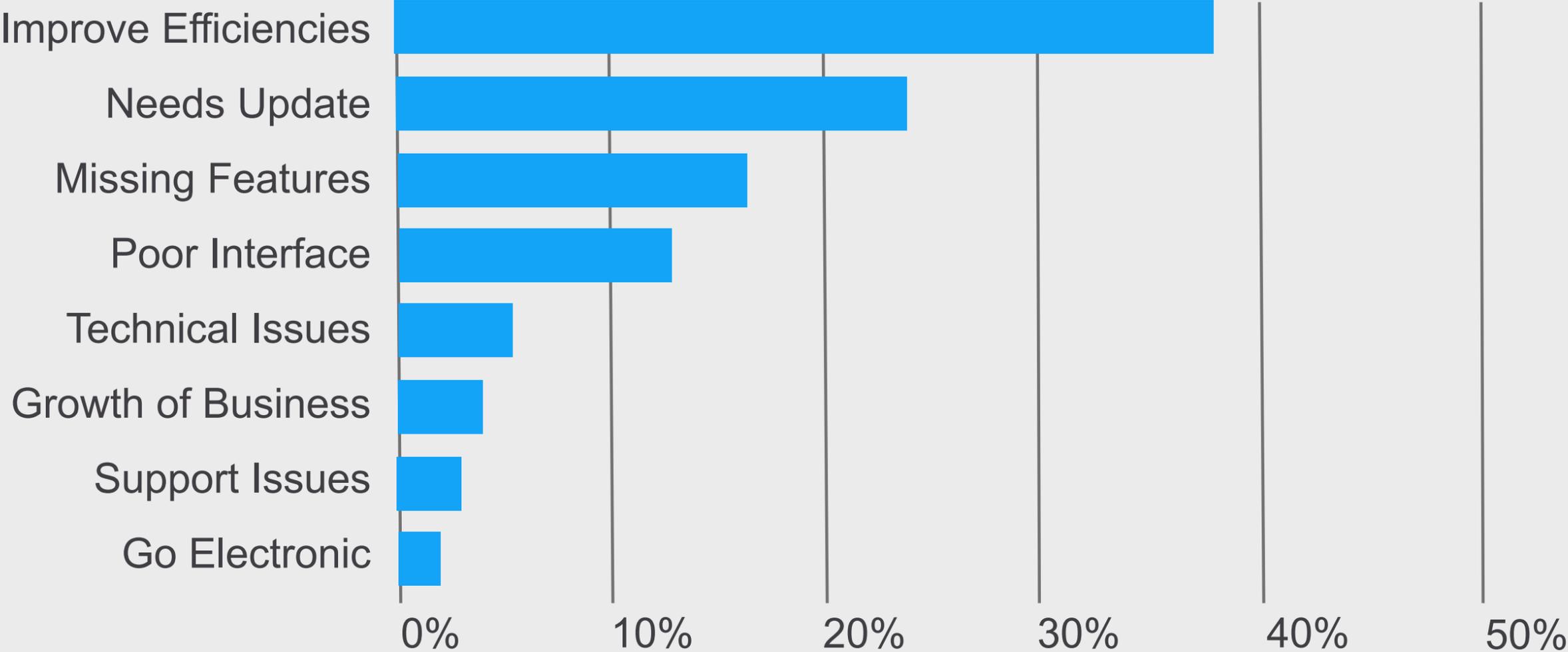


Maintenance Management Methods Used

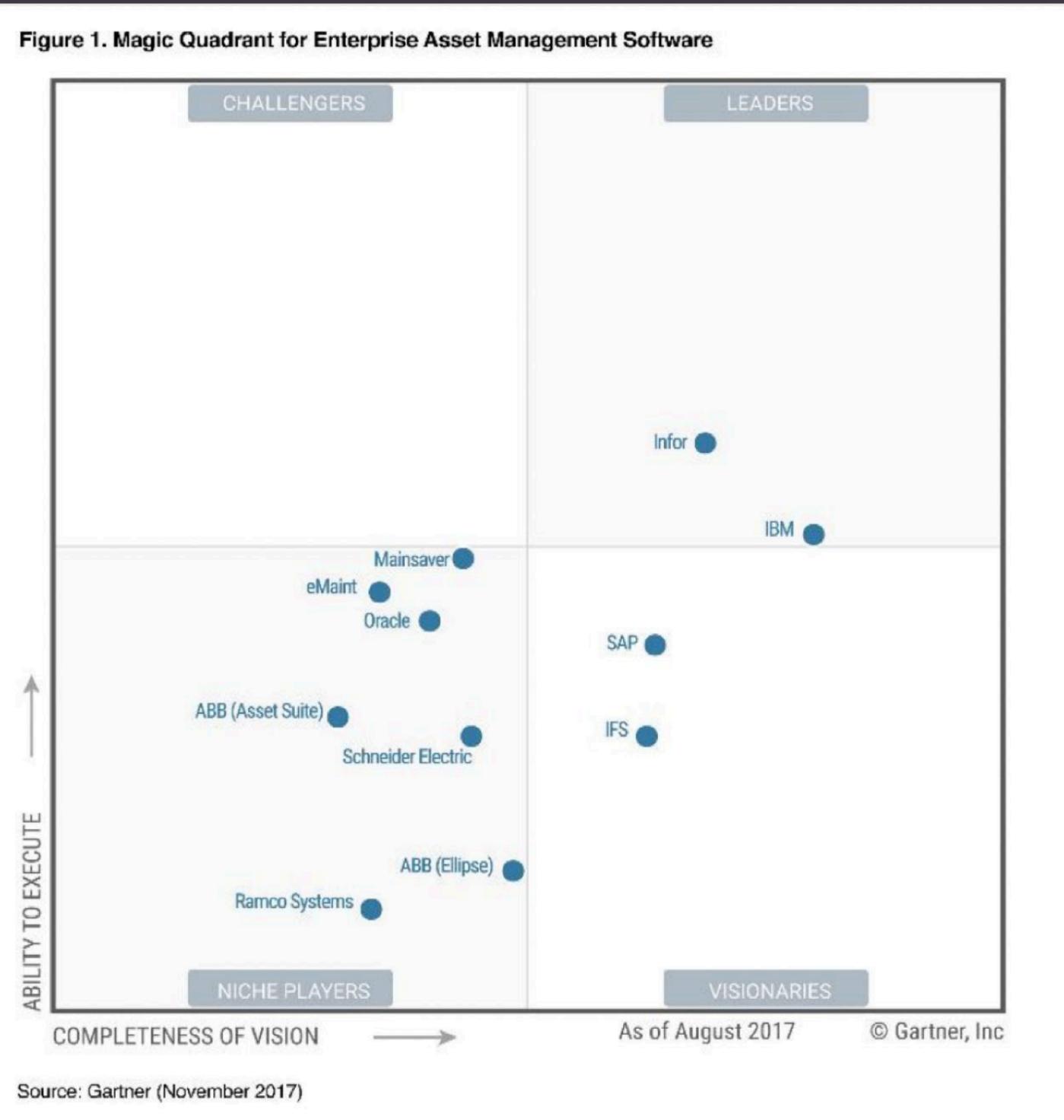




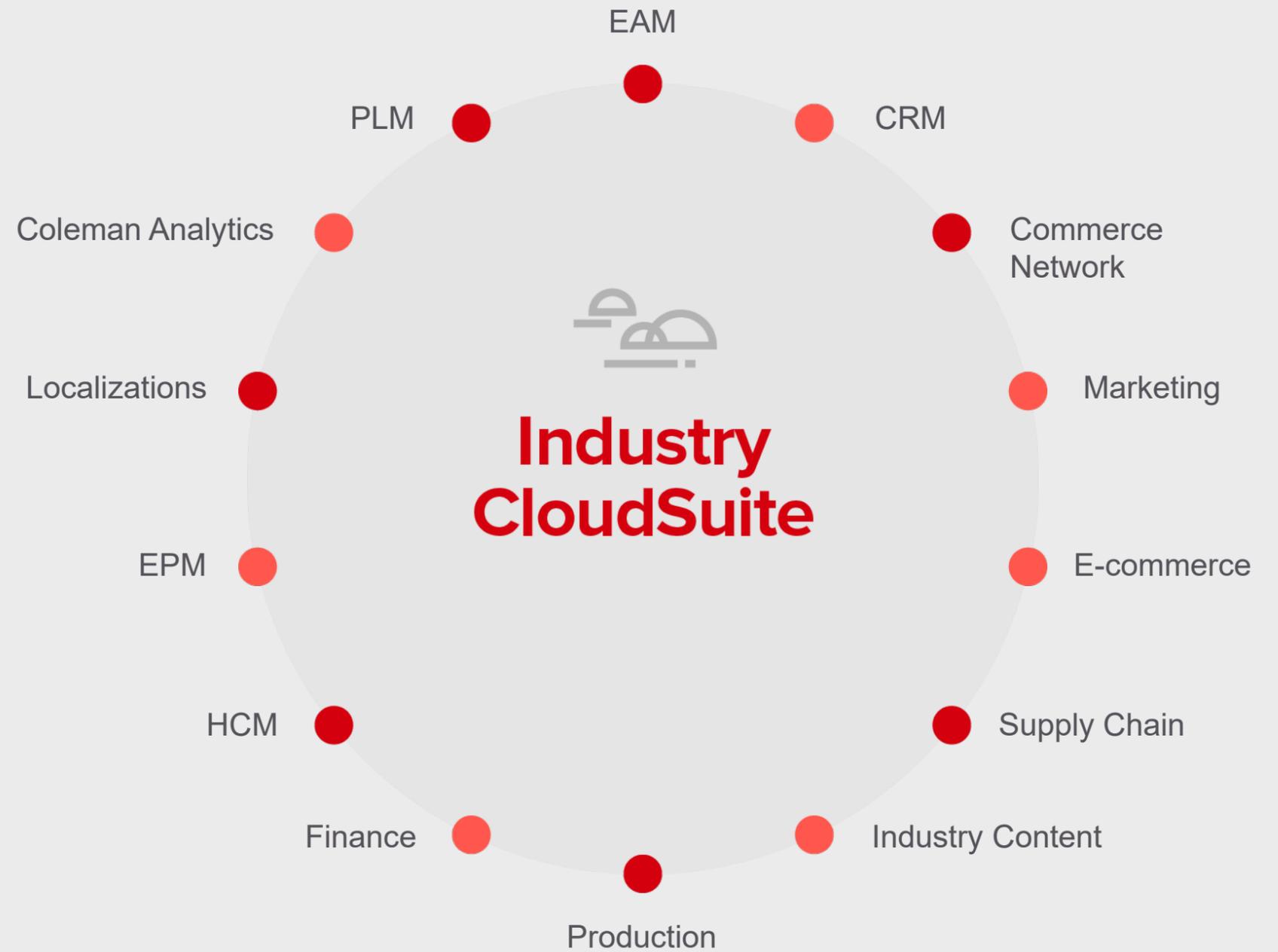
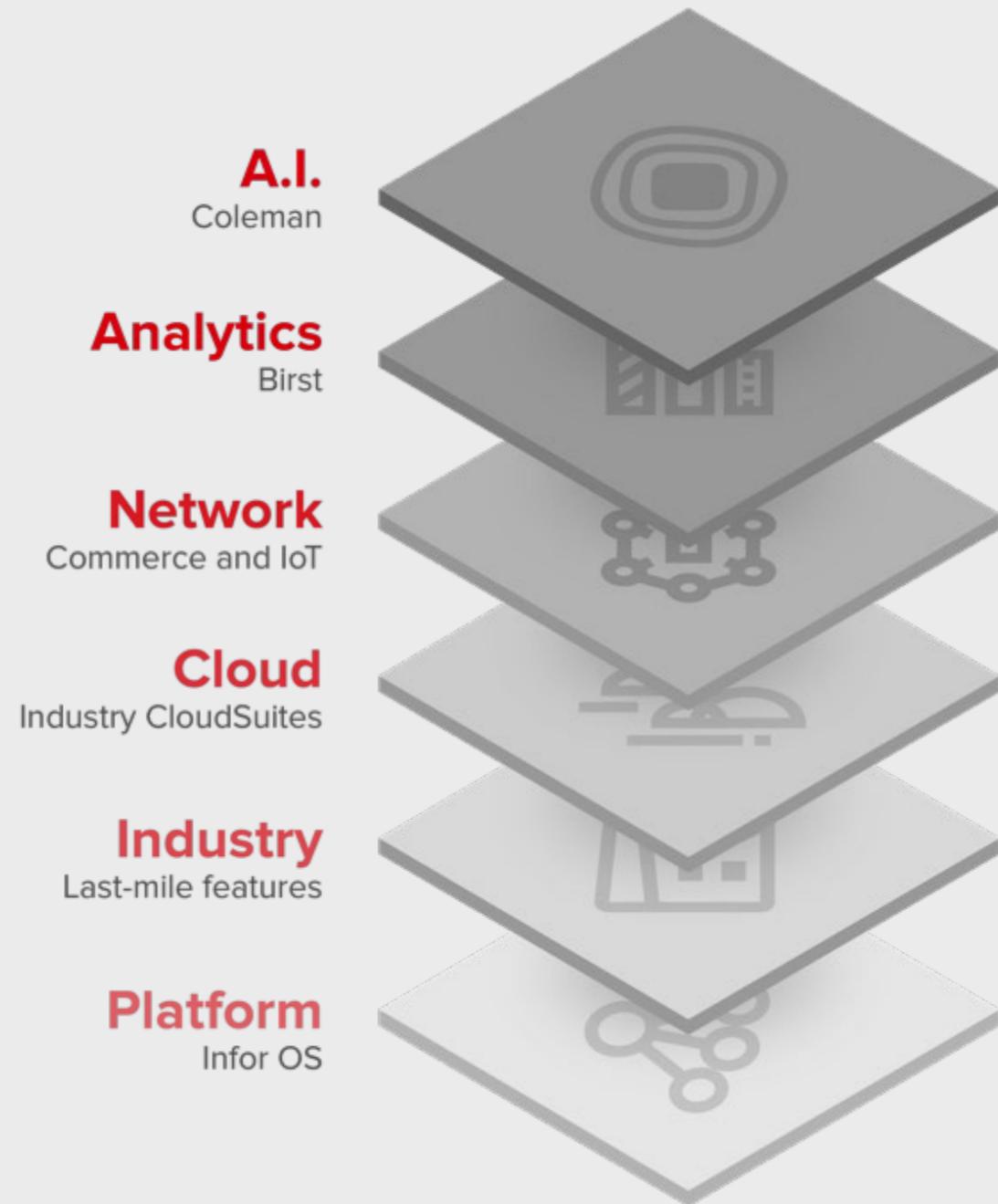
Top Reasons for Replacing Software



Gartner Magic Quadrant for EAM – stay tuned for 2019



INFOR STRATEGY





STRATEGY



Cloud

Highly secure, redundant availability zones via global cloud leader Amazon Web Services

Best-practice cloud operations for provisioning, self service, monitoring, scalability, and business continuity

Lower cost of ownership, elastic computing power, hyper-scale, automatic upgrades, and unlimited data lake



Industry

Deep industry-specific functionality without complex, expensive customizations

Industry best practices based on decades of experience and thousands of implementations

Faster and simpler deployments with pre-packaged workflows, content, integrations, and analytics



Unique industry needs, purpose-built solutions

At Infor, we understand that one size fits all software doesn't meet your business requirements. That's why we focus on building software for key verticals that have specialized needs. We are proud to count amongst our customers:



19 of the top 20
aerospace
companies



19 of the top 20
automotive
suppliers



More than 1,700
chemical
manufacturing
customers



17 of top 20
industrial
distributors



7,000+ industrial
machinery
manufacturers



8 of the top 10
global luxury
brands



15 of the top 20
global retailers



14 of the top 15
food & beverage
manufacturers



18 of the 25 largest
U.S. healthcare
delivery networks



9 of the top 10
high tech
companies



9 of the 10 largest
global hotel brands



More than 5,500
industrial
manufacturing
customers



18 of the 20 largest
U.S. cities



17 of the top 20
global banks



STRATEGY



Analytics

Common analytics platform and data lake for Infor and third-party applications with automated data refinement and common semantics

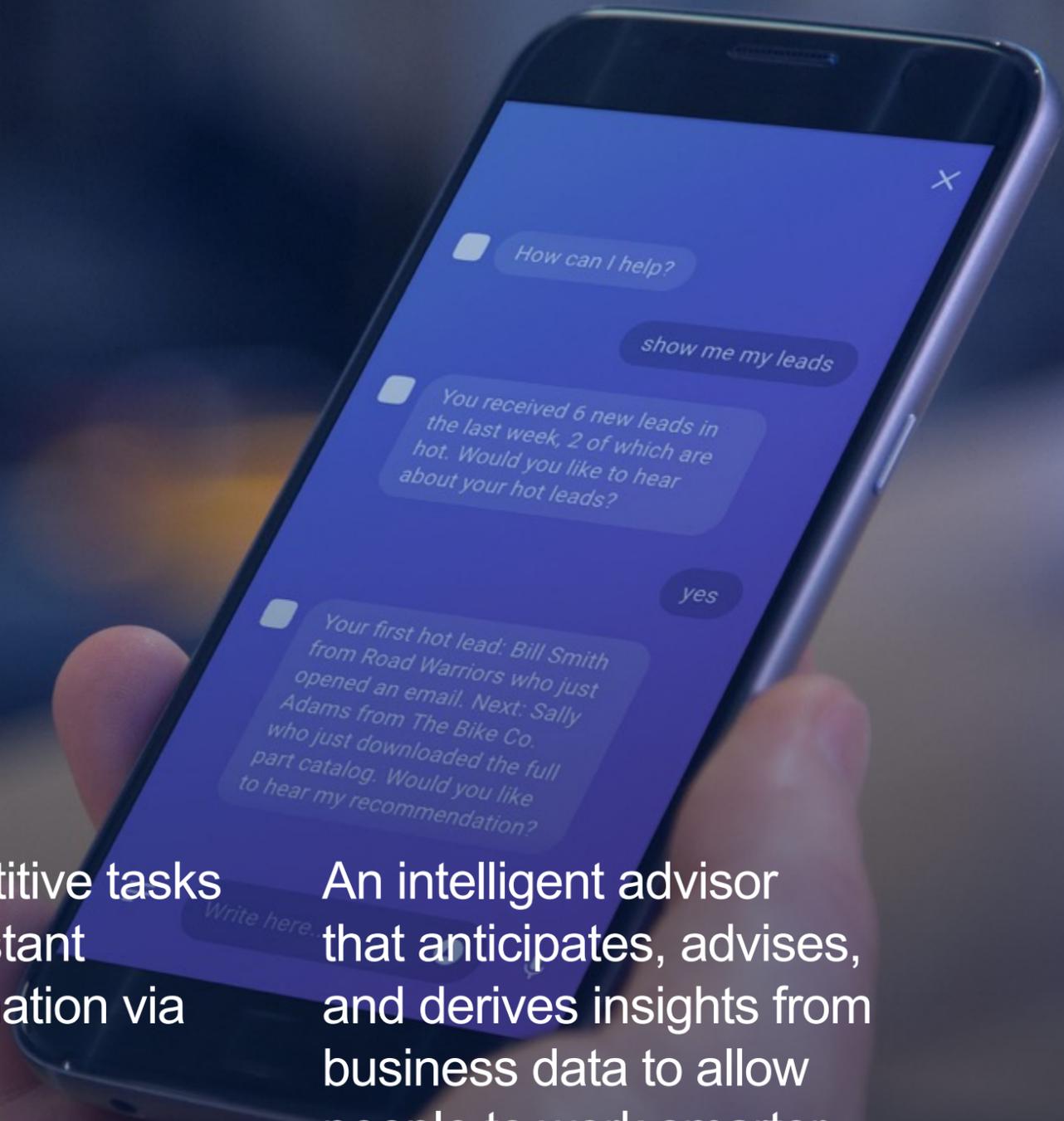
Self-service analytics for end users with consumer grade visualization, data blending, and data discovery tools

Pre-packaged industry and role-based content, data surfaced automatically to users in context





STRATEGY



A.I.

Infor Coleman:

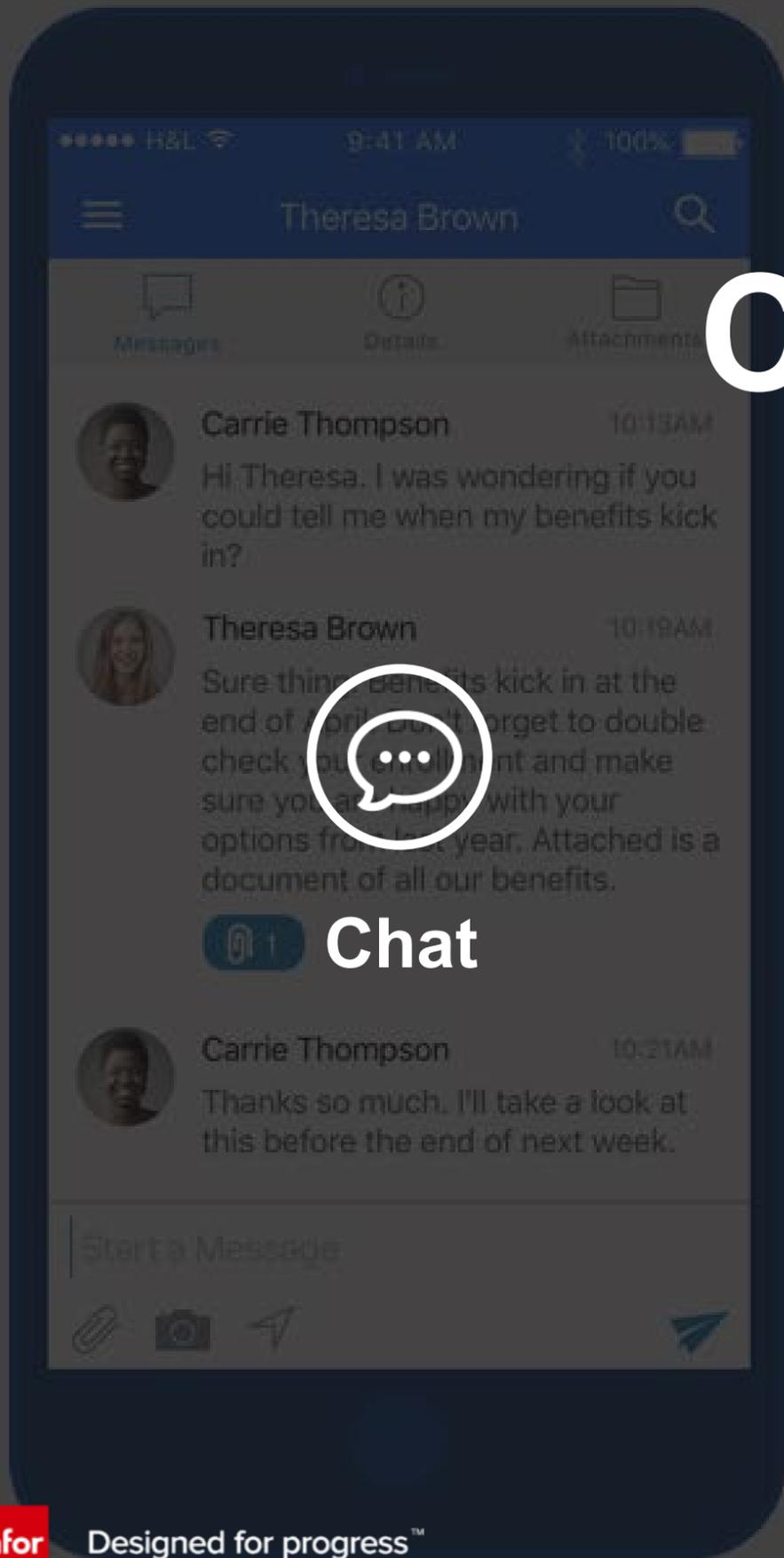
a science-driven, industry-aware digital assistant

Automates repetitive tasks and provides instant access to information via voice or chat

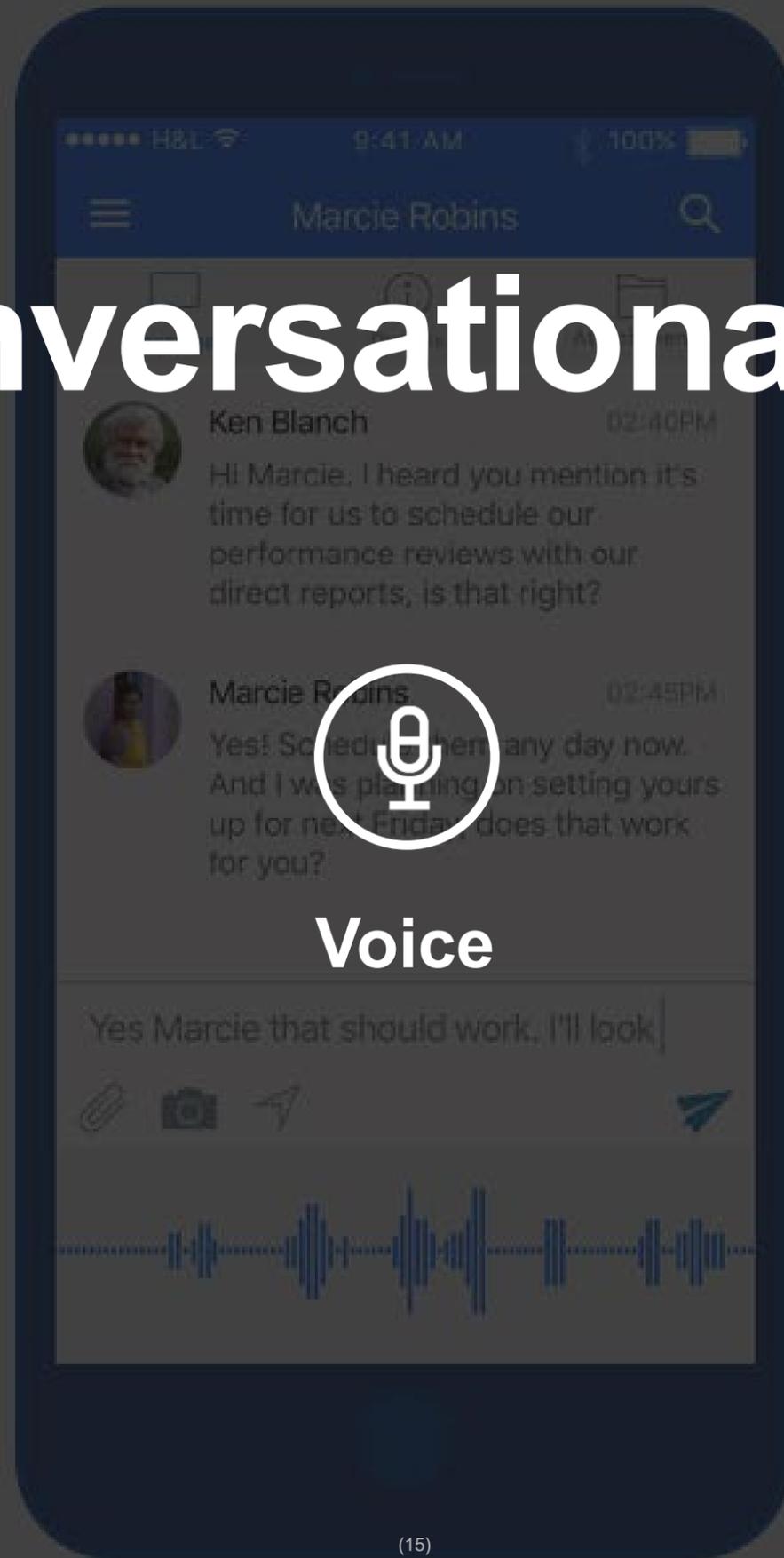
An intelligent advisor that anticipates, advises, and derives insights from business data to allow people to work smarter



Conversational UX



Chat



Voice

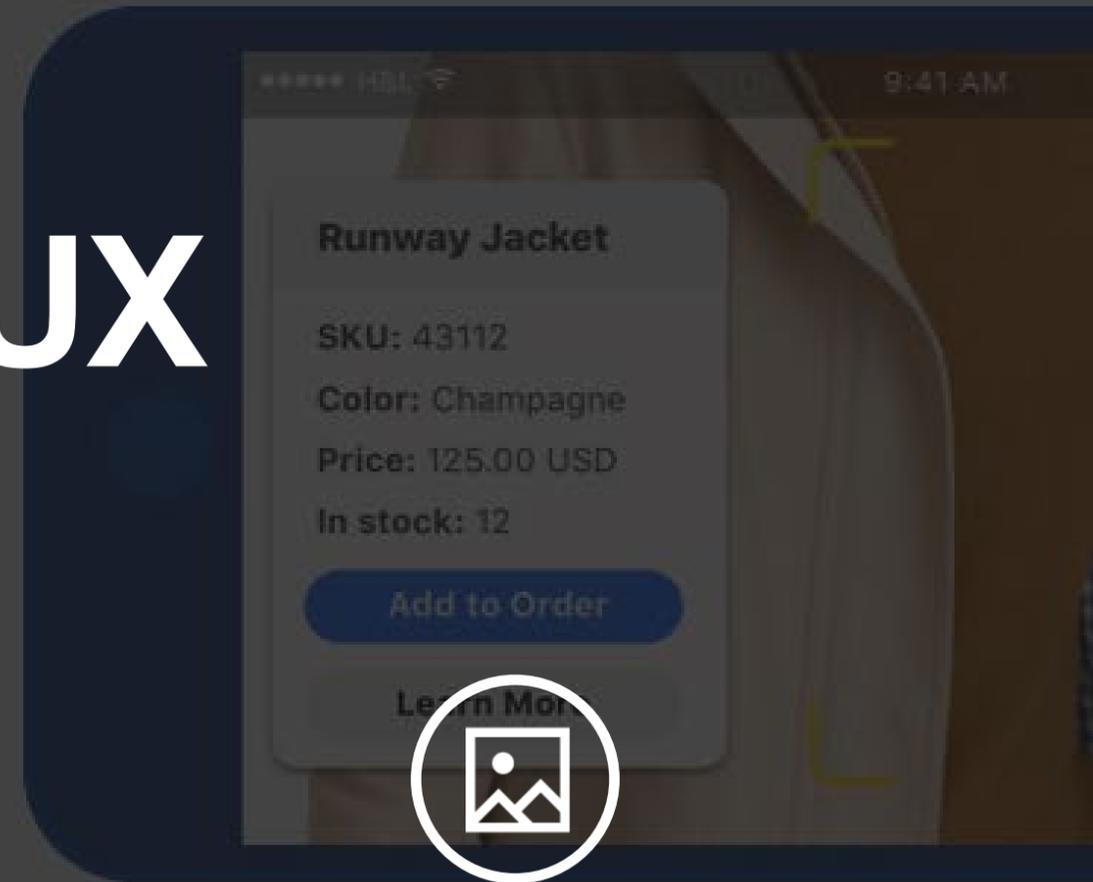


Image recognition

Advices

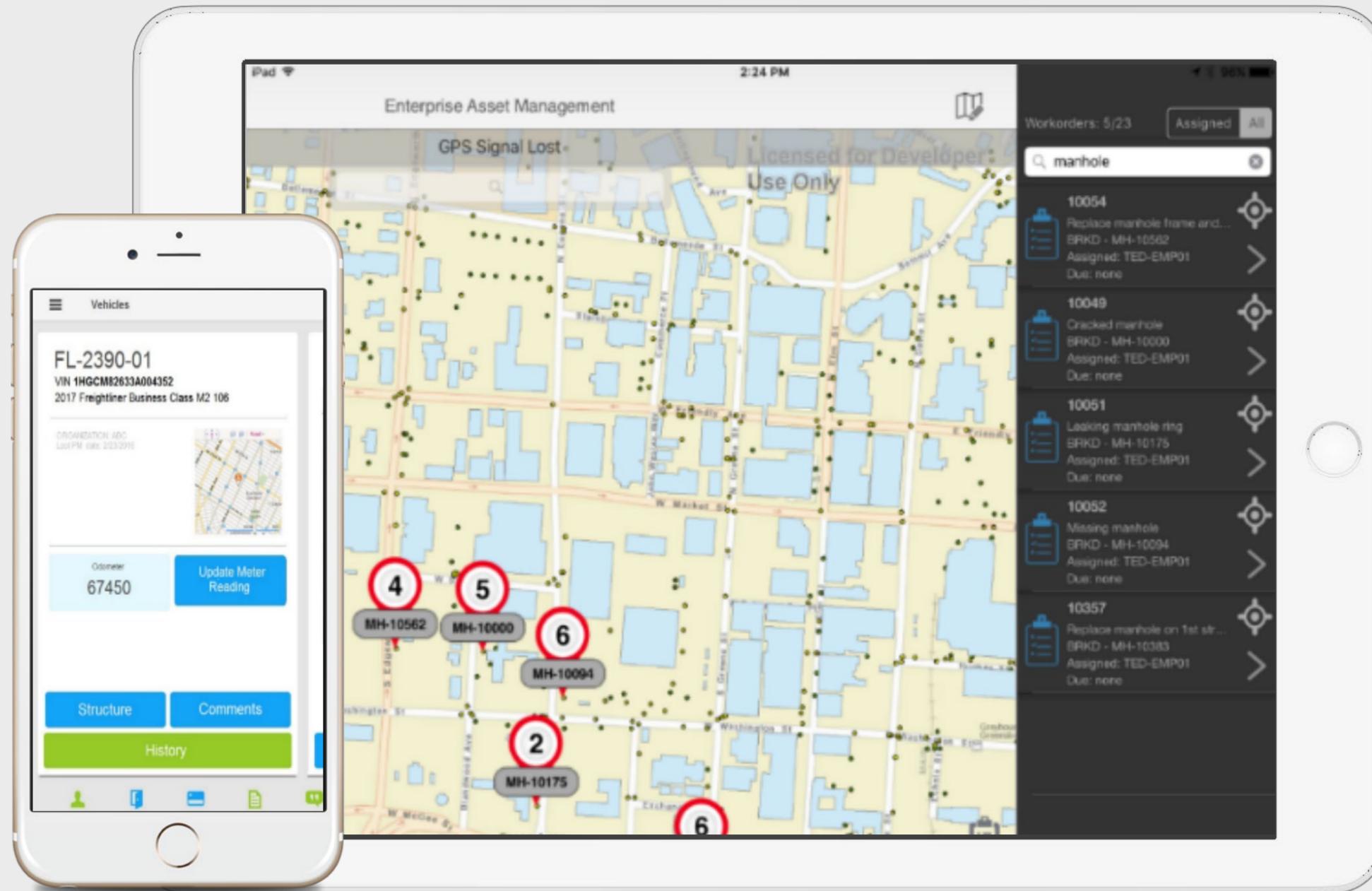
COLEMAN HELPS YOU SEIZE THE MOMENT BY MAKING THE BEST DECISION EVERY TIME

Provides recommendations

Makes expert decisions



INDUSTRY-SPECIFIC MOBILE APPS



What's new in the Nordics?

◀ Infor Nordics - news

- **New GM for the Nordics**
- **Net new sales teams for Norway/Sweden/Finland/Denmark**
- **Account Director – Staffan Olsson – EAM**
- **Kajsa Lundquist – Presales EAM – on stage at 14.10**
- **Marketing – Jeanette Kinding - new Marketing Director**
- **New Channel team – Erlend Skaar-Olsen and Jakob Strømgren**
- **We are growing!**

◀ Focus changes in Infor

- **From product focus to customer success focus**
- **Cloud innovation – design & implementation**
- **Product focused around EAM, ERP and SCM**
- **More partner focus – channel and direct sales integrated with partners - grow together**

◀ Nordic channel **focus**

- M3 partners - **Columbus**, Elvenite, DXC, CGI and UDK
- LN partners – **Midport** and Mazeppa
- EAM – **Prevas**

◀ Long lasting partnerships - Prevas

- 20+ years experience with EAM
- Serving local markets & customers
- Local knowledge
- Long partner/customer relationships
- Close relationship Infor/Prevas
- Prevas #1 partner in the Nordics

Capability to Achieve Digital Success

Next Stop: Predictive maintenance

Kajsa kl 14.10



Predicted the machine was going to fail

IoT



Ordered parts

Requisition/
parts order



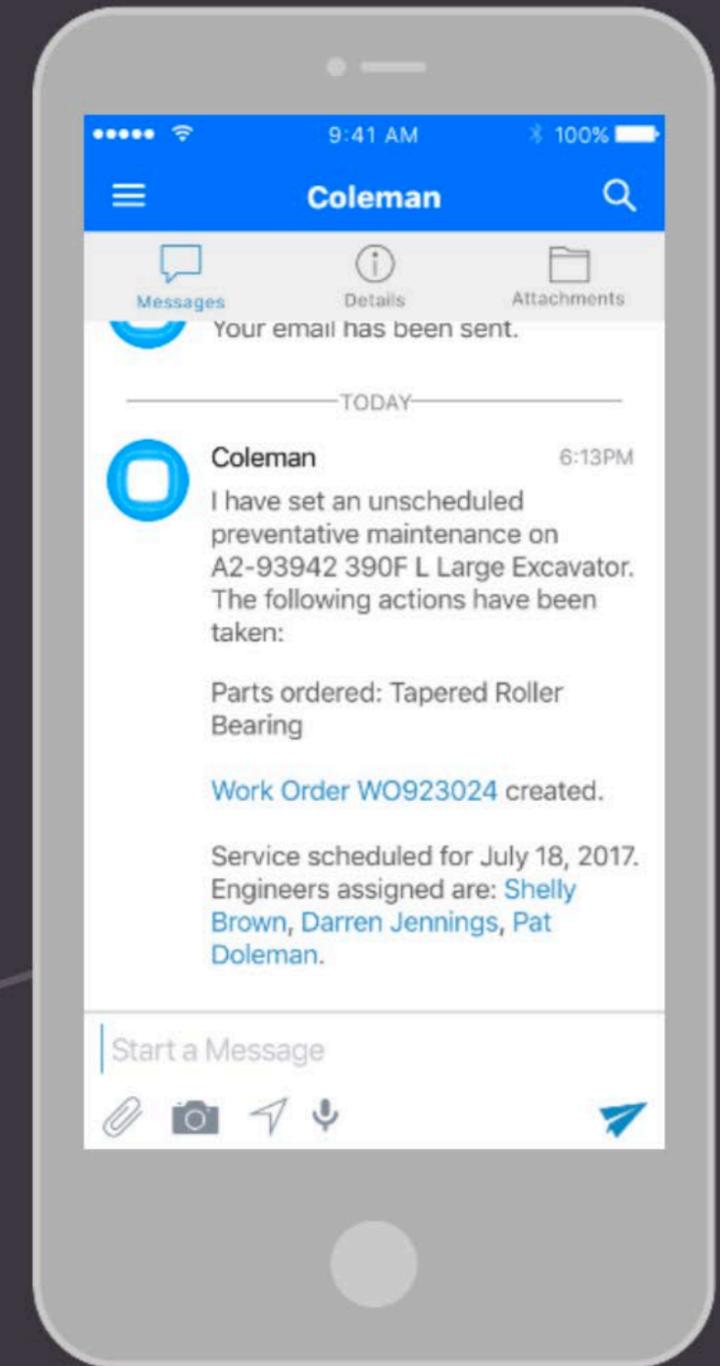
Created a work order for a service engineer

EAM work order



Re-planned production

Planner



Posted a notification to keep you aware of all this

Infor Ming.le

A person wearing orange sneakers is walking on a blue metal staircase. The image is dominated by the blue color of the stairs and railings, with the orange shoes providing a strong contrast. The person's legs and feet are visible as they ascend the stairs.

Thank you

infor

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