

# Global manufacturing: many opportunities...

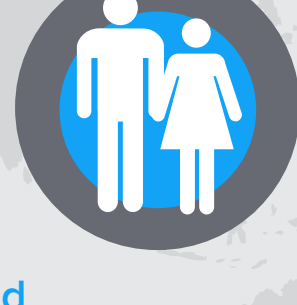


There are over **7.2 billion people** on the Earth. For today's manufacturers, **opportunities for growth** are everywhere. And they are significant.



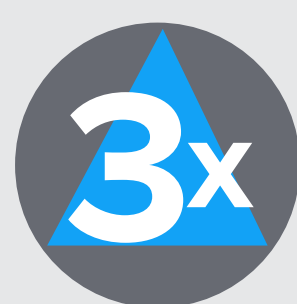
**95%** of the world's consumers reside outside the U.S.<sup>1</sup>

**70 million** people join the middle class every year.<sup>2</sup>



**\$50.2** billion in U.S. goods and services were exported to Africa in 2013.<sup>3</sup>

**10** cities in Sub-Saharan Africa are projected to triple their economic size by 2030.<sup>4</sup>



## ...And many challenges

### But...

As GDP rises in new geographies, more manufacturers will be competing for the same consumers.



**21 nations**—all in developing markets—more than doubled their GDPs from 2000-2010.<sup>5</sup>

Labor reform and public pressure are forcing manufacturers to re-examine their outsourcing strategies.

**48%** of manufacturers with sales in excess of \$10 billion plan to shift their production facilities from China to America.<sup>6</sup>



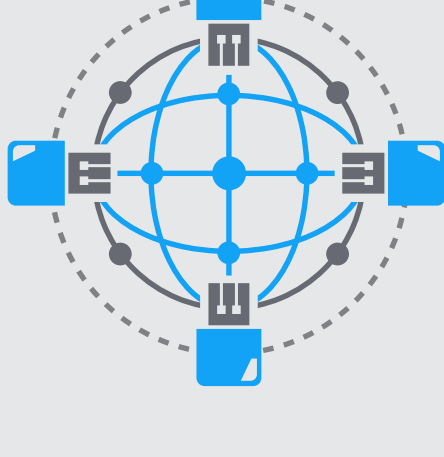
Smaller players are entering the global market in huge numbers, rapidly increasing competition for consumer dollars.



**2,400** loans to **3,500** small businesses were backed by the U.S. National Export Initiative (NEI) and Small Business Administration (SBA) through 2012.<sup>7</sup>



But what if you could **turn these challenges into opportunities** to manage global operations with greater ease, confidence, and profitability?



## Modern ERP technology can help...

It offers the analytics, reporting, and end-to-end visibility required to manage an integrated global enterprise while supporting localized operations in multiple geographies.

## ...But only if you use it right.

Attempt a global expansion without the right IT infrastructure and you may:



**Fail to align remote locations** with corporate policies and mandates



**Lack visibility** into inventory, costs, and bottom-line profitability



**Struggle to manage workflows**, uphold deadlines, and maintain customer satisfaction



**Risk non-compliance** with quality standards, fail to meet regulations, and jeopardize brand integrity



**Respond slowly** to rapidly changing operational demands and supply-chain challenges

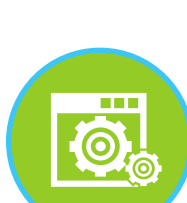


**Lose opportunities** to more agile competitors



## The right technology makes all the difference

To avoid these issues, you need to implement an ERP solution that features:



**Advanced inventory management:** Promotes visibility across the supply chain and mitigates the risk of unexpected interruptions to product availability.



**Escalation alerts:** Help you uphold regulatory obligations by providing timely warning about non-compliance.



**Product configuration and quoting tools:** Manage configurations and make it easy to implement specification changes and visualize the new designs.



**MTO and ETO flexibility:** Support short runs for localization, as well as traditional production orders and multiple SKUs of packaging, labels, and pick-and-pack rules.



**Multi-location support:** Makes managing multiple sites, languages, and currencies a holistic, integrated process.



**Quality control:** Measures final performance against engineered specifications to promote end-to-end consistency.

In addition to these qualities, the solution must be offered in a cloud-based delivery model.

The cloud offers the **responsiveness, implementation speed, and cost efficiencies** you need to be proactive in the **fast-changing global economy**. All without forcing you to invest precious resources in hardware, servers, and extensive IT support.

**45%**

That may explain why cloud-based applications are projected to represent **45%** of all manufacturing and distribution software installations in the next ten years.<sup>8</sup>



## Ready to go global with confidence?

To learn how you can enter new markets with confidence—and succeed in them—visit [Infor.com](http://Infor.com) today.



<sup>1</sup>United States Department of Commerce, "Fact Sheet: National Export Initiative," May 24, 2013.  
<sup>2</sup>McKinsey & Company, "The Great Rebalancing," June 2010.  
<sup>3</sup>National Journal, "U.S. Export Fact Sheet – June 2014 Export Statistics," August 6, 2014.  
<sup>4</sup>PwC, "Which cities hold the key to unleashing growth in Sub-Saharan Africa?" 2014.  
<sup>5</sup>Deloitte University Press, "Business Trends 2014: Navigating the Next Wave of Globalization," 2014.  
<sup>6</sup>The Economist, "Restoring Manufacturing: Coming Home," January 19, 2013.  
<sup>7</sup>United States Department of Commerce, "Fact Sheet: National Export Initiative," May 24, 2013.  
<sup>8</sup>Forbes, "10 Ways Cloud Computing is Revolutionizing Manufacturing," May 6, 2013.