

Plumbing, Heating and A/C Distributors



A more specific solution because Infor knows you're not just like every other PHAC distributor.

Challenge: How do you find a system that will grow with your company?

Solution: Infor knows the challenges you face and has solutions that can help solve those challenges.

"We chose Infor for two reasons. First, we recognized our present system would not allow us the growth opportunities we are pursuing; and second, we must have a system that is perfectly compatible with our major supplier, York, who also uses Infor solutions. Purchasing Infor's SX.enterprise gives us the capability to meet both of these objectives."

- Ken Baker, President of Virginia Air

Infor sales order entry features are designed specifically to meet the supply-chain needs of the PHAC industry.

Benefits Include:

- Effortlessly create orders from quotations previously entered into the system
- Place a quote and the quote pricing is carried forward to Order Entry
- Place a purchase order then see it automatically created for non-stock and special order items
- Improve data accuracy through elimination of rekeying
- Easily view product interchange information about alternative items
- Save time and increase responsiveness to customer needs by substituting profiles, which allow matching of certified product alternatives
- View superseded product numbers that are cross referenced to a manufacturer's new product number
- Use many-to-one cross references, allowing for cross reference of competitors' product numbers to your product numbers
- Suggest complementary sale items at the Order Entry line level
- Accommodate non-routine customer needs and allow more cost effective handling of special inventory items, such as non-stock, special, and rush order processing
- Immediately reference vendor catalog products online in Order Entry
- Watch as non-stocks are automatically fed to purchase orders for automatic back-filling and tracking
- Organize customer contracts and matrix-style pricing by product groups, customer groups, specific customer, and specific product
- Hold damaged goods as unavailable for vendor return for credit, replacement, or scrap
- Track seasonal product inventory control with a preseason buying report
- Assist the decision making buyer with a review of seasonal product candidate recommendations



Business Solutions:

When it comes to the solutions that run your business, results are what matter. You don't need the most expensive software or the most complex. You need solutions that deliver bottom-line results by focusing on the essential challenges at the foundation of your success.

For the PHAC industry:

- Our software is continually being improved and enhanced based on input from the Infor PHAC customer base and on emerging industry trends and technology advancements.
- Our Business Consulting Teams work closely with customers to determine needs, assist in implementation, and address specific electrical distribution needs end-to-end in the software adoption cycle.

At Infor, solving those challenges is our passion. We offer solutions that are deeply focused on the unique needs of select manufacturing and wholesale distribution industries. Our background in these industries dates back as much as 30 years, allowing us to provide solutions with decades of industry-specific research, development, and practical application behind them.

The result is software with the right combination of innovation and practicality, solutions that address your industry-specific needs without time consuming and costly customization, and products that deliver rapid ROI and world-class capabilities without long-term costs and complex implementations.

Infor understands the critical role that enterprise solutions play in running your business, and we are committed to continually expanding our ability to solve the essential issues that others cannot.

For more information, contact:



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