

# Industry Process Catalog (IPC)

**An overview for LN-based  
CloudSuites**



# Outline

- IPC Positioning & Solution Overview
- IPC for CS Industrial Enterprise
- IPC for CS Automotive
- IPC for CS Aerospace & Defense
- IPC for CS Engineering & Construction
- Pre-configured Golden Company Set
- Tools & Templates

# IPC supports your entire lifecycle

Your Infor relationship is supported by Industry content



## Engage

Collaborate to align your targeted outcomes with Infor industry processes using Infor's Industry process framework



## Deploy

Implementation starts quickly with predefined data and is supported by predefined tools & templates



## Achieve

Begin realizing value from your new solution with faster go lives and reduced risk



## Evolve

Understand your business with documented processes, and increase capability by expanding adoption of prescriptive methods



## Evolve



## Achieve



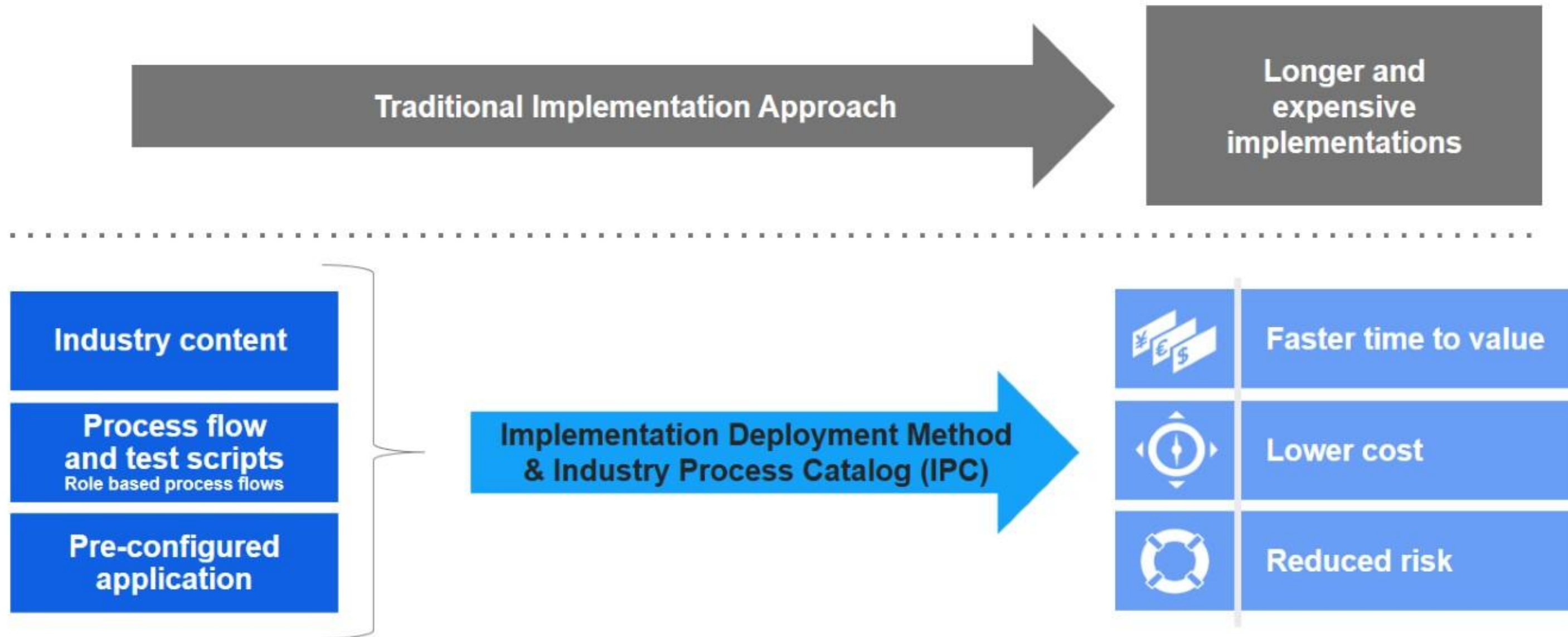
## Engage



## Deploy



# IPC reduces implementation effort and risk



# IPC Solution Overview

1

## **Business process repository in Process Intelligence**

- Prescriptive end-to-end business processes by industry
- Organizational Roles and responsibility mapping
- Application configuration support
- Supporting materials

2

## **Pre-configured LN Golden Company Set**

- Automatic installation of standard LN Golden Company Set to newly provisioned customer tenants
- Preconfigured master data and configurations
- Preconfigured integrations with other CloudSuite apps

3

## **Tools & Templates**

- IDM playbook artefacts based on IPC business processes
- Test case documentation and automation

1

### **Business process repository in Process Intelligence**

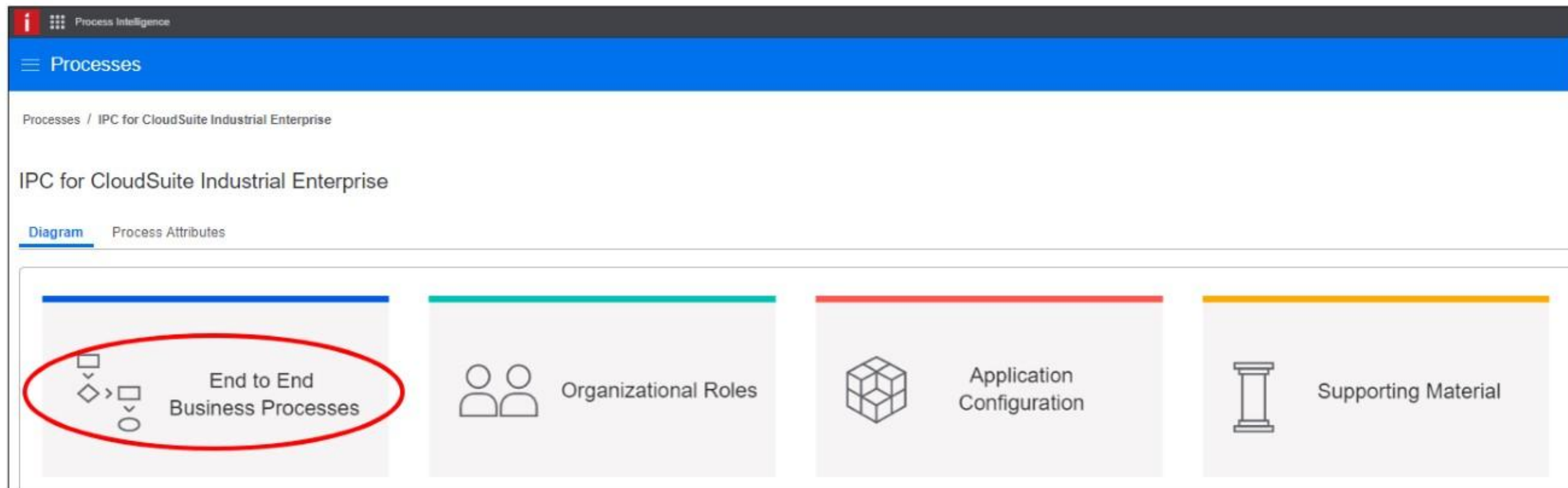
- Prescriptive end-to-end business processes by industry
- Organizational Roles and responsibility mapping
- Application configuration support
- Supporting materials

Infor releases semi-annual updates of the IPC content pack that is automatically pushed out to MT CloudSuite customer tenants



# IPC for CS Industrial Enterprise

Prescriptive end-to-end business processes for CloudSuite Industrial Enterprise are modeled in Process Intelligence and provided to the customer to reduce implementation time and cost

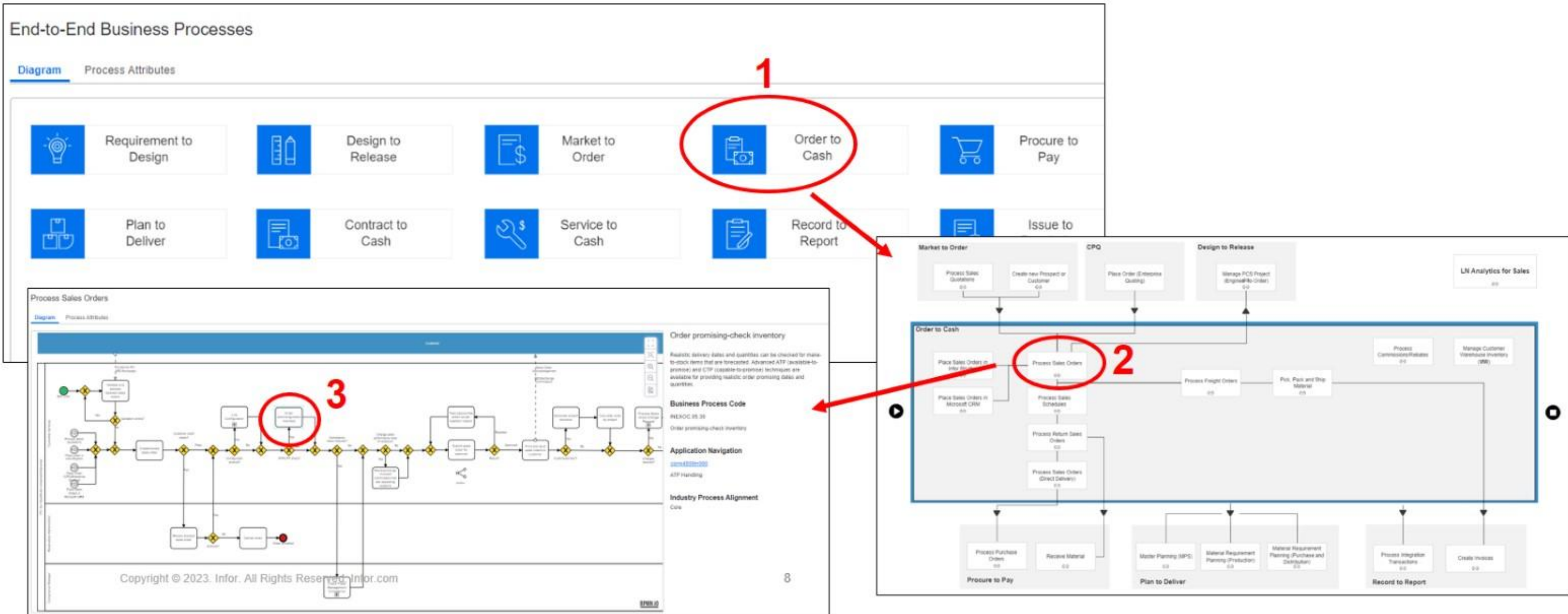


*Note: IPC for CS Industrial Enterprise is translated into German, French, Dutch, Japanese, Chinese*

# IPC for CS Industrial Enterprise

Drill-down multiple levels to visualize prescriptive business process steps

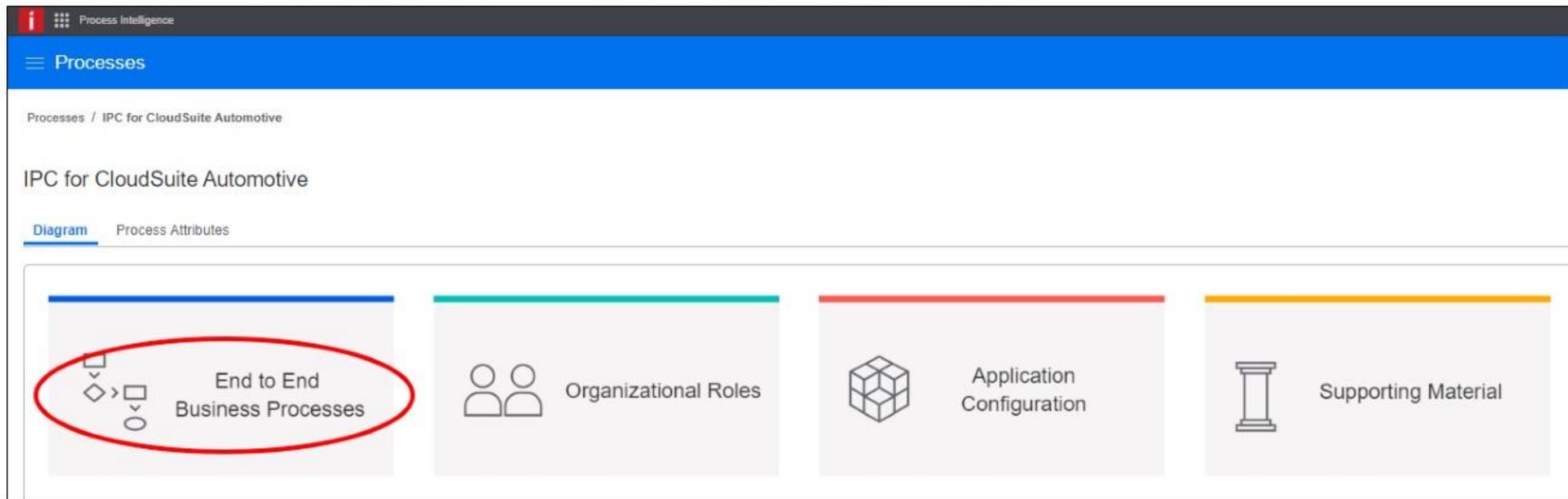
Example: Order to Cash → Process Sales Orders → Order promising check inventory





# IPC for CS Automotive

Prescriptive end-to-end business processes for CloudSuite Automotive are modeled in Process Intelligence and provided to the customer to reduce implementation time and cost

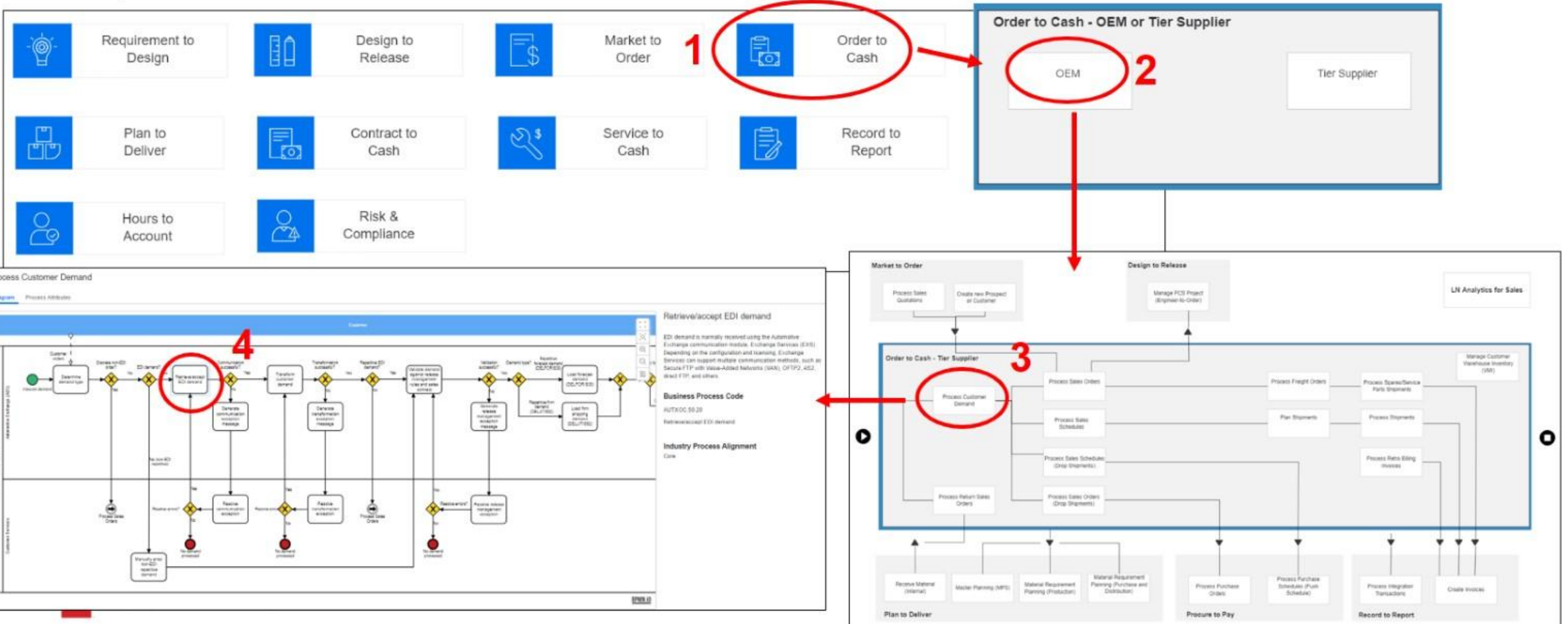


*Note: IPC for CS Automotive is translated into German, French, Spanish, Dutch, Japanese, Chinese*

# IPC for CS Automotive

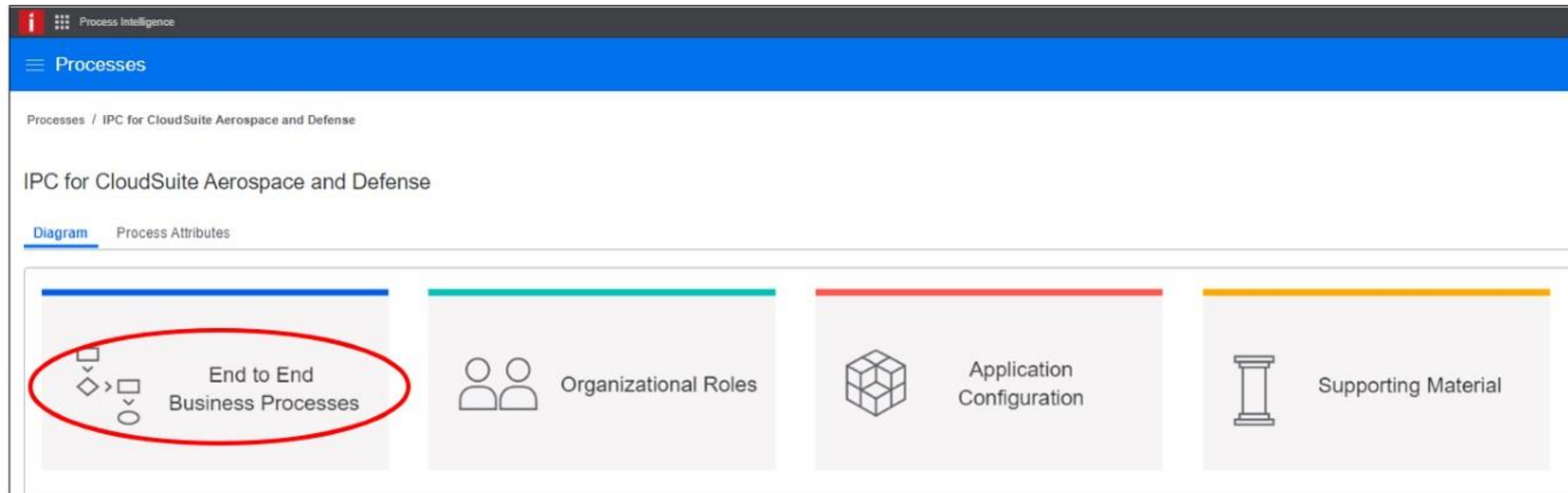
Drill-down multiple levels to visualize prescriptive business process steps

Example: Order to Cash → OEM → Process Customer Demand → Retrieve/Accept EDI Demand



# IPC for CS Aerospace & Defense

Prescriptive end-to-end business processes for CloudSuite A&D are modeled in Process Intelligence and provided to the customer to reduce implementation time and cost

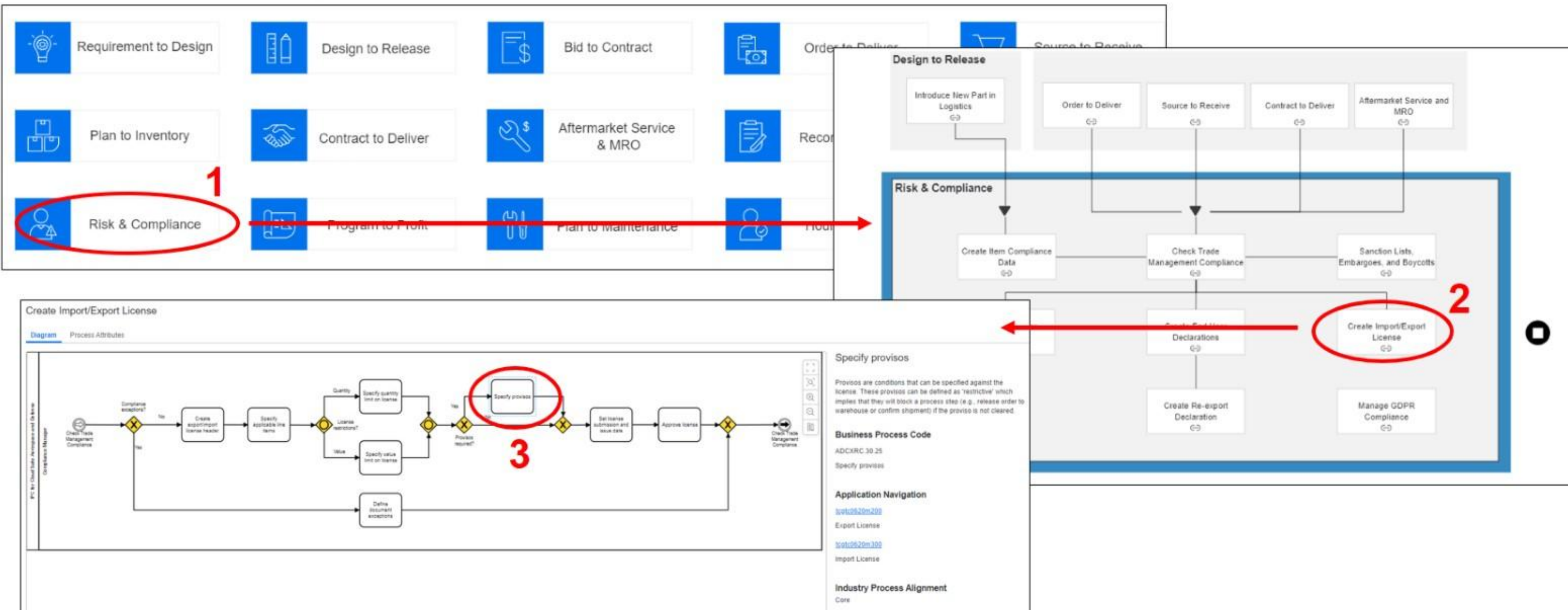




# IPC for CS Aerospace & Defense

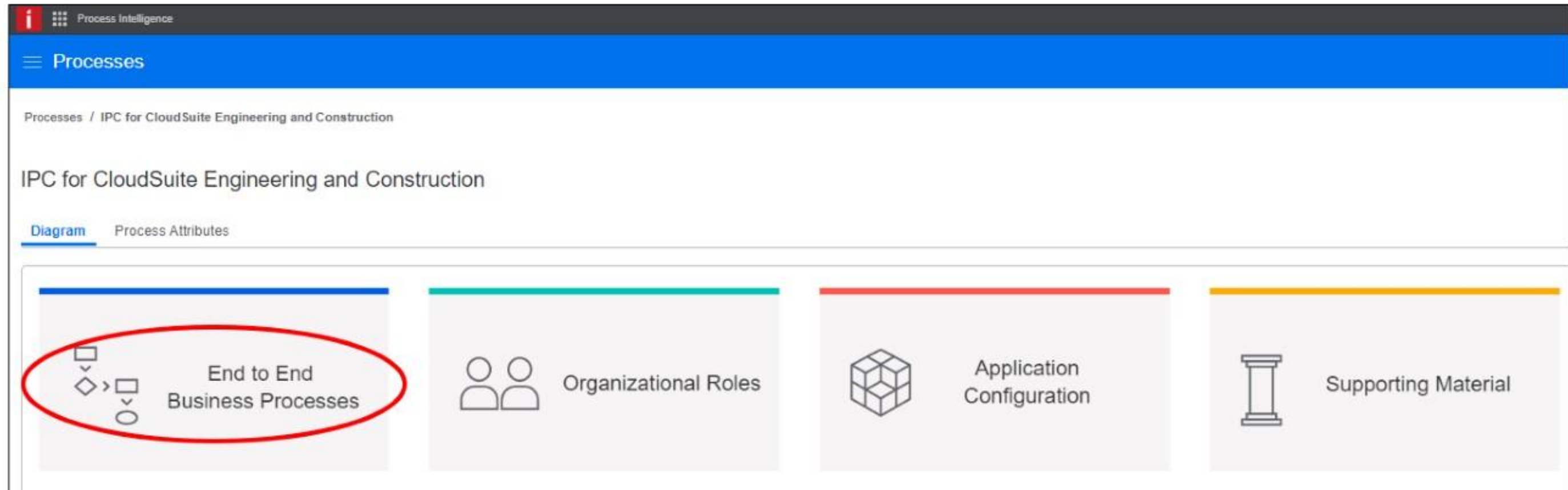
Drill-down multiple levels to visualize prescriptive business process steps

Example: Risk & Compliance → Create Import/Export License → Specify provisos



# IPC for CS Engineering & Construction

Prescriptive end-to-end business processes for CloudSuite E&C are modeled in Process Intelligence and provided to the customer to reduce implementation time and cost

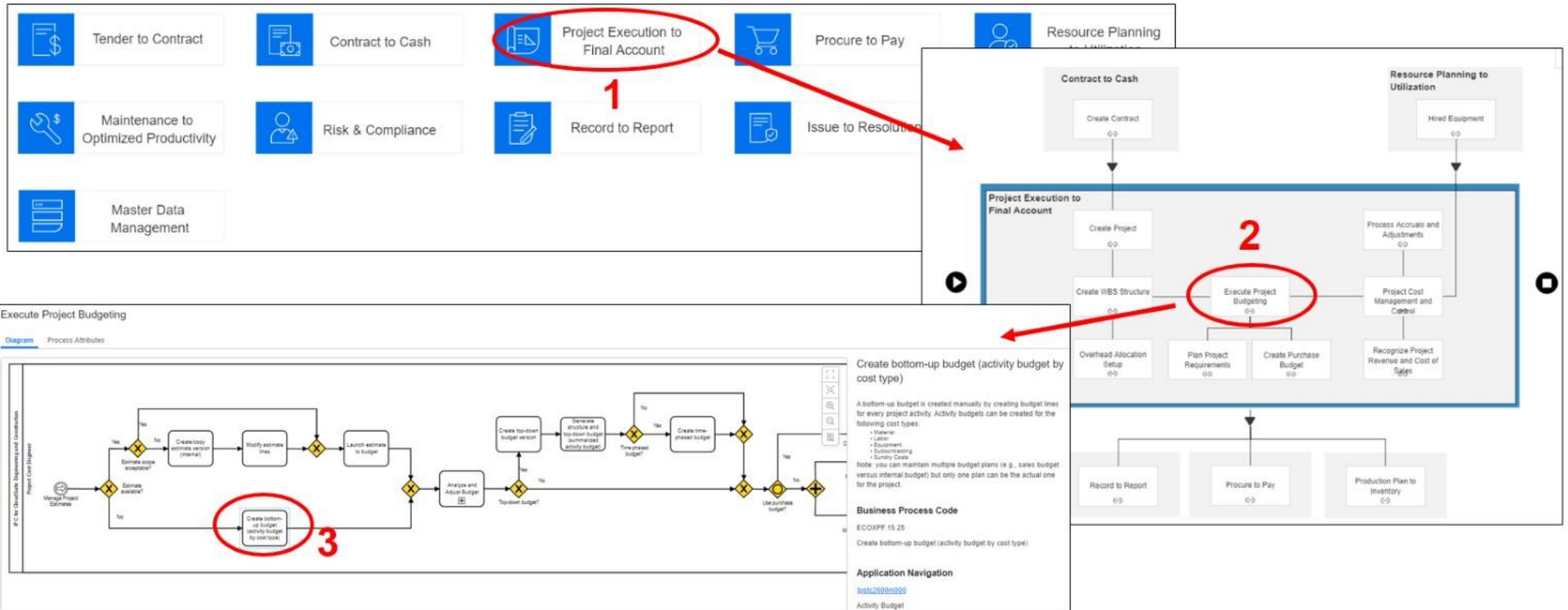




# IPC for CS Engineering & Construction

Drill-down multiple levels to visualize prescriptive business process steps

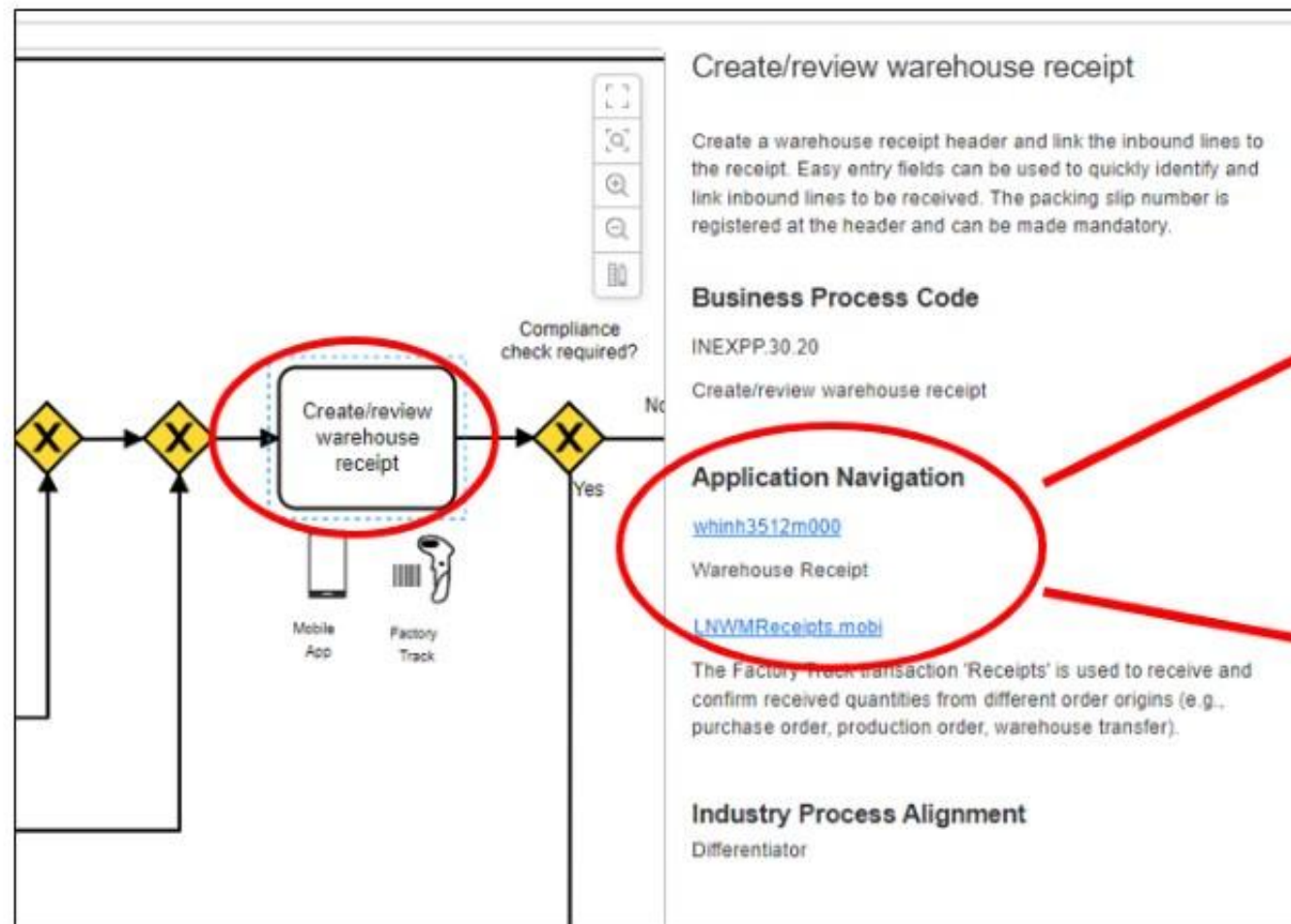
Example: Project Execution to Final Account → Execute Project Budgeting → Create bottom-up budget (activity budget by cost type)





# Application Drill-back

Capability to drill-back from IPC Business Process into CloudSuite Apps (LN, Factory Track, ION Desk, Supplier Exchange)



This screenshot shows the 'Warehouse Receipt' application interface. The top navigation bar includes 'Receipt', 'Freight Receipt Text', 'Receipt Filter', and 'Receipt Line Details'. The main form contains fields for 'Warehouse' (set to 'Raw Material Warehouse'), 'Receipt' (set to 'RC0000007'), 'Ship From Business Partner' (set to 'BP0000001'), and 'Delivery Carrier/SP' (set to 'ALPINE PULTRUD'). A 'Status' section on the right lists various indicators like 'All Lines Final', 'Inspection Required', and 'All Lines Complete'. Below the main form, there are sections for 'Delivery' (with 'Packing Slip' and 'Receipt Date' fields) and 'Receive (Easy Entry)' (with 'Name' and 'Number (Line)' fields). At the bottom, there are tabs for 'Lines', 'Handling Units', and 'Message Log'.

This screenshot shows the 'Receipts' application interface. The top navigation bar includes 'Explorer', 'Form', 'Actions', 'Edit', 'View', and 'Window'. The main form contains fields for 'Order Type' (set to 'Purchase'), 'Warehouse' (with a search icon), 'Packing Slip', 'Order Number', 'Item', and 'Position'. A 'Next' button is located at the bottom right of the form.

# Organizational Roles



# Organizational Roles & Responsibility Mapping

This section provides an overview of all organizational roles used in business processes and how they are mapped to the IPC business process activities

Internal Actor							External Actor
Account Manager	Accountant	Budget Manager	Buyer	Call Center Clerk	Change Owner	Compliance Manager	Customer
Warehouse Manager	Customer Services	Support Engineer	Demand Planner	Design Engineer	Employee	Financial Controller	
Freight Planner	Human Resource Manager	IT Administrator	Manufacturing Engineer	Master Data Administrator	Material Handler	Material Review Board	
Payment Accountant	Payroll Administrator	Process Engineer					Supplier
Project Accountant	Project Administrator	Project Cost					
Quality Manager	Receivables Administrator	Request					
Supervisor	Contract Manager	Supply (Chain)					

**Call Center Clerk**

An employee working at a call center is the first point of contact with the customer. Main responsibilities include answering phone calls, verifying customer information, and registering potential product issues that require follow up.

Diagram	Activity	Business Process Code	Application Code	PL/Forwarder	Account Manager	Accountant	Bank	Budget Manager	Buyer	Buyer (Supplier Portal)	Call Center Clerk	Change Owner	Compliance Manager	Contract Manager	Customer	Customer Services	Dealer	Demand Planner	Design Engineer	Employee	Financial Controller
Process Purchase Requisitions	Create/review purchase requisition	INEXPP.05.05	tdpur2501m000																	R	
Process Purchase Requisitions	Select financial budget	INEXPP.05.10	tdpur2600m000																	R	
Process Purchase Requisitions	Submit requisition for approval	INEXPP.05.15	tdpur2600m000																	R	
Process Purchase Requisitions	Take appropriate action as per rejection reason	INEXPP.05.20																		R	
Process Purchase Requisitions	Prepare Conversion	INEXPP.05.30	tdpur2600m100						R												
Process Purchase Requisitions	Convert Requisition	INEXPP.05.35	tdpur2201m000						R												
Process Purchase Requisitions		INEXPP.05																			

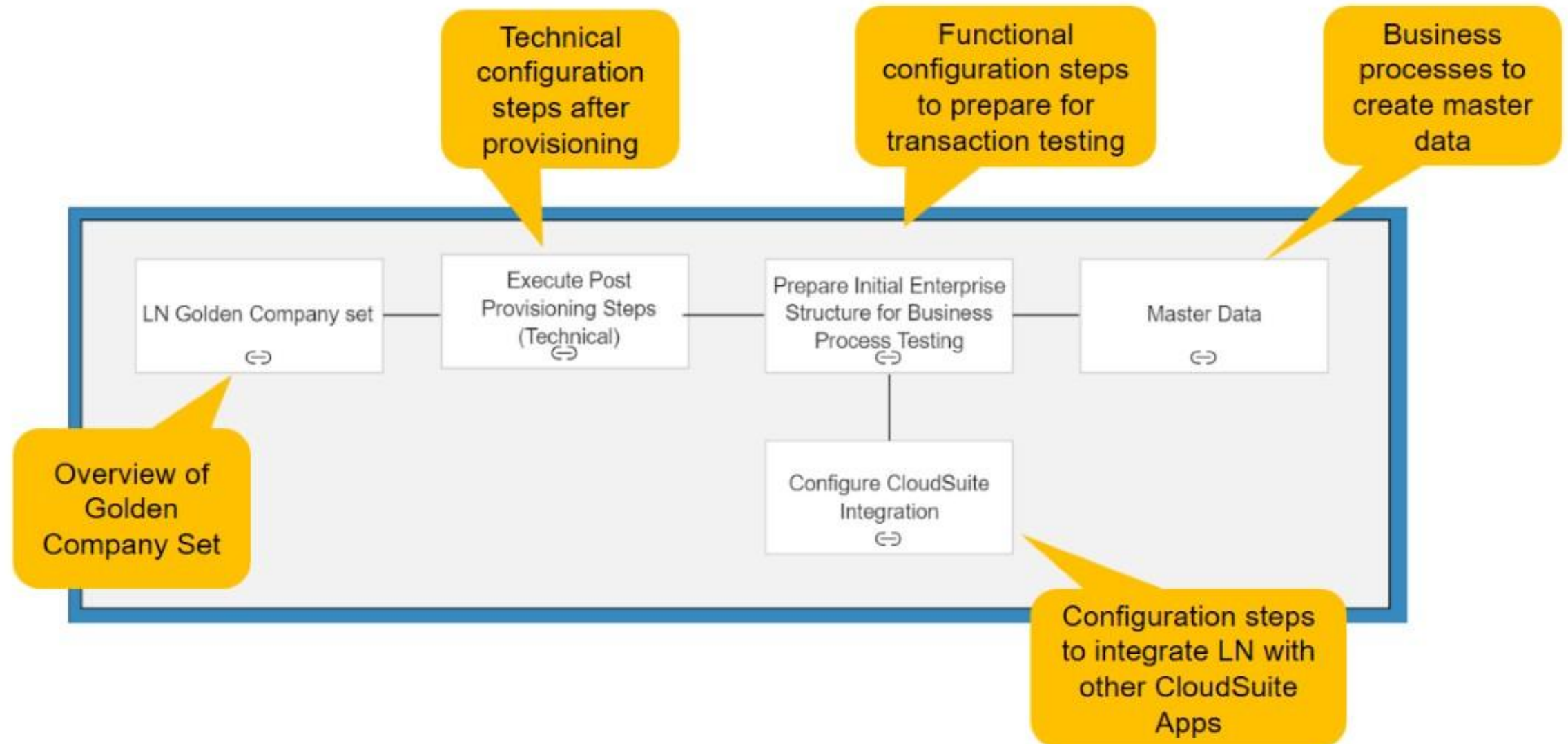


# Application Configuration



# Application Configuration

This section explains how to complete the configuration of the Golden Company Set after provisioning and prepare for transactional testing in LN and integrated CloudSuite apps



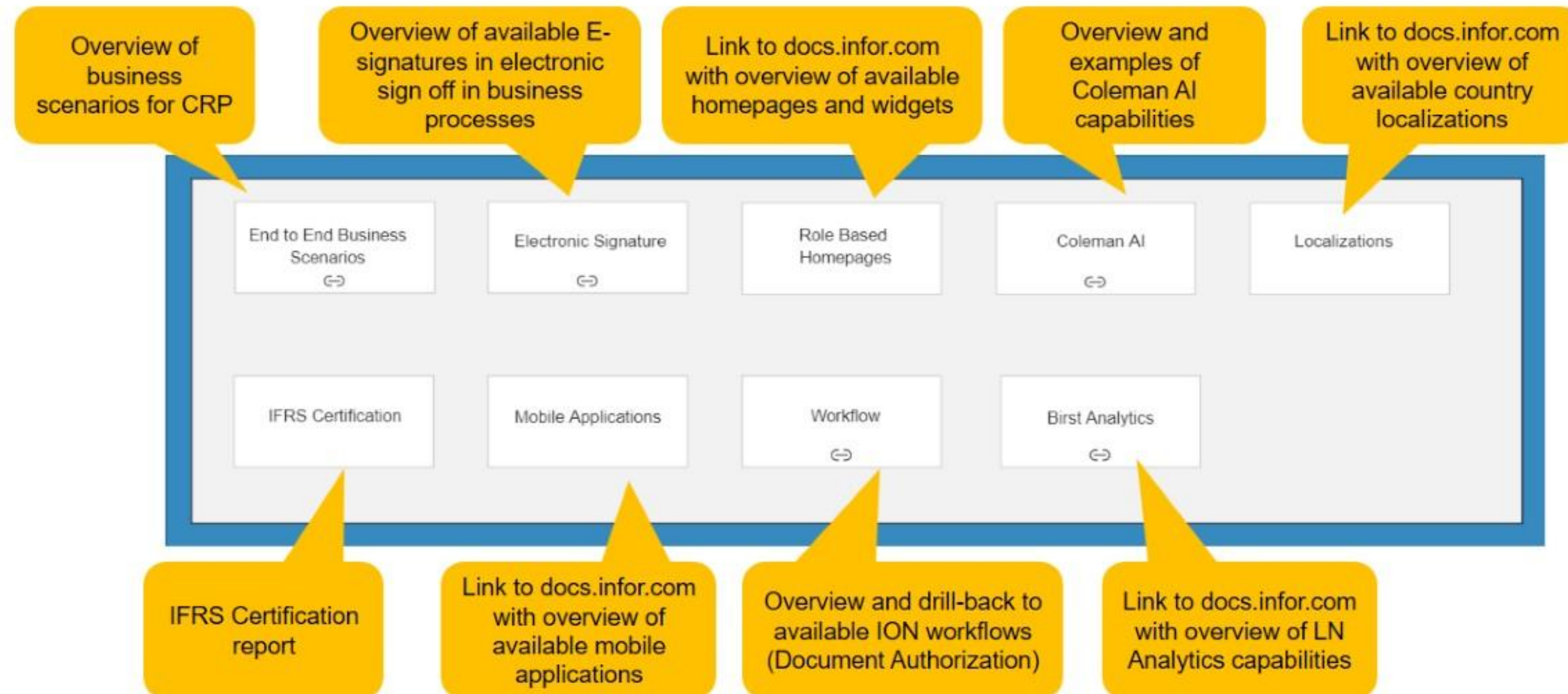
# Supporting Material





# Supporting Materials

This section provides supporting information on various topics



2

### **Pre-configured LN Golden Company Set**

- Automatic installation of standard LN Golden Company Set to newly provisioned customer tenants
- Preconfigured master data and configurations
- Preconfigured integrations with other CloudSuite apps

# Preconfigured Databases (Golden Company Set)

- LN CloudSuite customers receive a pre-configured set of LN companies at time of provisioning
  - Company 1100 – Operational company with multi-site enabled (company type = both)
  - Companies 1200 / 1201 – Finance companies for additional legal entities (company type = finance)
  - Company 6000 – Central company with Enterprise Modeler content pack
- Table sharing of common data, invoicing data, and financial data
  - Company 1100 is the physical company, companies 1200/1201 are logical companies
- Includes sample Chart of Accounts to quickly start business process testing
- Requires definition of an Enterprise Structure (i.e., enterprise units, departments)

**Start business process transaction testing  
within hours of tenant provisioning**



# What is included with the LN Golden Company Set?

- Logistical Master Data
  - Address data (countries, cities, ZIP codes, address formats)
  - Number groups and series
  - Units and conversions
  - Order types (e.g., sales, purchase, warehouse)
  - Item group defaults, Item signals
  - Blocking and hold reasons
  - Business partner defaults
  - Cost components
  - Calendars
  - Reason codes
  - Delivery terms
  - PLM master data
- Financial Master Data
  - Chart of Accounts and mapping scheme
  - Taxonomies
  - Currencies
  - Credit ratings
  - Tax codes by country
  - Payment terms
  - Invoicing batch templates / lay-outs
- Tools
  - Table sharing sets
  - Personalizations (generic, Automotive, A&D)
  - DOM/IDM document types
  - User Data Default Set / User Profile Template
  - Report Designer content pack
  - Devices
  - Jobs

Examples

3

### **Tools & Templates**

- IDM playbook work product examples aligned with IPC business processes
- Test case documentation and automation



# Playbook Work Product Examples

- Infor's engage and deploy methodology is aligned with the IPC business processes ( [Infor Deployment Method](#) )
- Industry specific playbook work product examples are available to standardize engage and deploy activities

CloudSuite Industrial Enterprise									
End-to-End Business Process Structure									
Click for detailed instructions									
				STD	ENG	DEP	STANDARD		
				Infor Leading Practice			Client's Process Adoption		
				C	C	C	Core	Differentia	Unique
PID	Level 1 (Process Area)	Level 2 (Process Flow)	Level 3 (Workflow Activities)	C	C	C	Core (Adopt or Address)	Differentia (Minor dev. Only)	Unique (Full design solution)
Leading Practice Alignment - Operational Processes									
INEXMO	Market to Order						1132	103	25
INEXMO 05	Create New Prospect or Customer						90%	8%	2%
INEXMO 05 05	Obtain approval and collect data of customer						85%	7%	4%
INEXMO 05 10	Create customer address and contact data								
INEXMO 05 12	Create customer								
INEXMO 05 15	Create Sold-to role								
INEXMO 05 20	Create Ship-to role								
INEXMO 05 45	Create invoice-to role								
INEXMO 05 50	Create pay-by role								
INEXMO 05 55	Add tax numbers by customer								
INEXMO 10	Review Sales Agreements								
INEXMO 10 05	Update sales price books								
INEXMO 10 10	Update customer discount books								
INEXMO 10 15	Update sales terms & conditions								
INEXMO 10 17	Update commissions and rebates agreement								
INEXMO 10 20	Update sales contract (prices/quantities/dates)								
INEXMO 10 25	Activate sales contract								

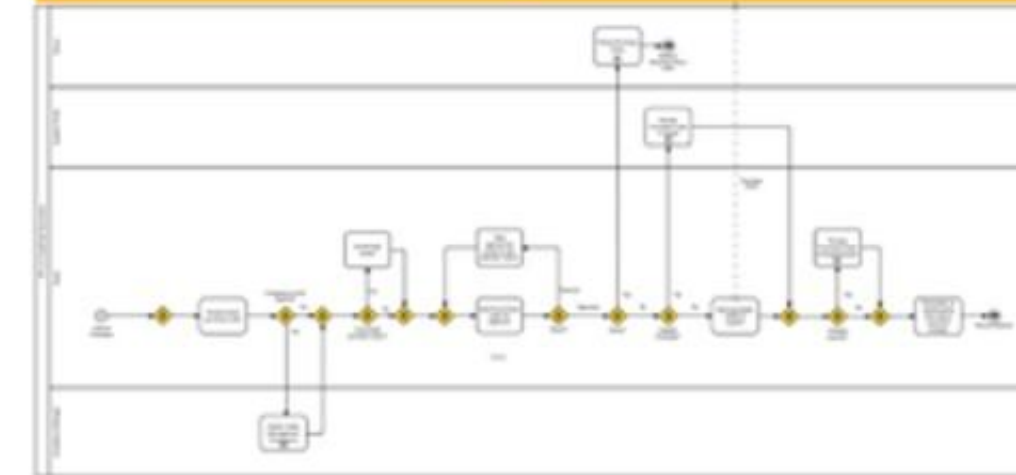
Prototype Plan Industrial Enterprise									
Processes									
Test Script ID	E2E Business Scenario	S-	Workstream	Level 1(Proc	Level 2 (Process - Flowchart)	Process ID	Level 3(Workflow Activities)		
1.07-397-INEXOC 30.67	1.07 Order to Cash (Discre	397	Warehousing	Order to Cash	Pick, Pack and Ship Material	INEXOC 30.67	Print customs invoice		
1.07-398-INEXOC 30.70	1.07 Order to Cash (Discre	398	Warehousing	Order to Cash	Pick, Pack and Ship Material	INEXOC 30.70	Confirm shipment		
1.07-399-INEXOC 30.80	1.07 Order to Cash (Discre	399	Warehousing	Order to Cash	Pick, Pack and Ship Material	INEXOC 30.80	Information to All team about expected in		
1.07-400-INEXRR 35.10	1.07 Order to Cash (Discre	400	Finance	Record to Report	Create Invoices	INEXRR 35.10	Review billable lines		
1.07-401-INEXRR 35.20	1.07 Order to Cash (Discre	401	Finance	Record to Report	Create Invoices	INEXRR 35.20	Create and process invoice batch		
1.07-402-INEXRR 35.25	1.07 Order to Cash (Discre	402	Finance	Record to Report	Create Invoices	INEXRR 35.25	Manually select and create invoices		
1.07-403-INEXRR 35.30	1.07 Order to Cash (Discre	403	Finance	Record to Report	Create Invoices	INEXRR 35.30	Send invoice to customer		
1.07-404-INEXRR 35.35	1.07 Order to Cash (Discre	404	Finance	Record to Report	Create Invoices	INEXRR 35.35	Review processed invoices in Locally		
1.11-405-INEXOC 05.02	1.11 Order to Cash (Discre	405	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.02	Validate and process received sales order		
1.11-406-INEXOC 05.05	1.11 Order to Cash (Discre	406	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.05	Create/review sales order		
1.11-407-INEXOC 05.10	1.11 Order to Cash (Discre	407	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.10	Review blocked sales order		
1.11-408-INEXOC 05.15	1.11 Order to Cash (Discre	408	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.15	Cancel order		
1.11-409-INEXOC 05.30	1.11 Order to Cash (Discre	409	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.30	Order promising-check inventory		
1.11-410-INEXOC 05.32	1.11 Order to Cash (Discre	410	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.32	Review/change involved commission/reba		
1.11-411-INEXOC 05.35	1.11 Order to Cash (Discre	411	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.35	Submit sales order for approval		
1.11-412-INEXOC 05.37	1.11 Order to Cash (Discre	412	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.37	Take appropriate action as per rejection n		
1.11-413-INEXOC 05.41	1.11 Order to Cash (Discre	413	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.41	Print and send sales orders to customer		
1.11-414-INEXOC 05.47	1.11 Order to Cash (Discre	414	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.47	Print Pro forma invoice		
1.11-415-INEXOC 05.50	1.11 Order to Cash (Discre	415	Sales & Invoicing	Order to Cash	Process Sales Orders	INEXOC 05.50	Information to warehousing team about ex		
1.11-416-INEXPD 15.05	1.11 Order to Cash (Discre	416	Supply Chain	Plan to Deliver	Material Requirement Planning (F	INEXPD 15.05	Generate Order Planning (Job)		
1.11-417-INEXPD 15.10	1.11 Order to Cash (Discre	417	Supply Chain	Plan to Deliver	Material Requirement Planning (F	INEXPD 15.10	Review/apply exception messages for ac		
1.11-418-INEXPD 15.15	1.11 Order to Cash (Discre	418	Supply Chain	Plan to Deliver	Material Requirement Planning (F	INEXPD 15.15	Review/adjust planned purchase orders		
1.11-419-INEXPD 15.20	1.11 Order to Cash (Discre	419	Supply Chain	Plan to Deliver	Material Requirement Planning (F	INEXPD 15.20	Confirm and transfer planned purchase ord		
1.11-420-INEXPD 15.25	1.11 Order to Cash (Discre	420	Supply Chain	Plan to Deliver	Material Requirement Planning (F	INEXPD 15.25	Review/apply exception messages for pur		
1.11-421-INEXPD 15.30	1.11 Order to Cash (Discre	421	Supply Chain	Plan to Deliver	Material Requirement Planning (F	INEXPD 15.30	Review/apply exception messages for acti		
1.11-422-INEXPD 15.35	1.11 Order to Cash (Discre	422	Supply Chain	Plan to Deliver	Material Requirement Planning (F	INEXPD 15.35	Review/adjust planned distribution orders		

BRE-100A  
MoSCoW requirements  
Traceability matrix

MCO-040C  
Conference Room  
Pilot Plan

## 10.4 Process Purchase Orders (AUTXPP.15)

### BUSINESS PROCESS DIAGRAM



This business process takes you through the main steps of processing a purchase order in the system. Purchase orders are typically generated from order planning (MRP) but can also be generated from other techniques such as Statistical Inventory Control (SIC). Purchase orders from different origins for the same supplier can be commingled. A workflow approval process is available to obtain the proper authorization for a purchase order. Import license checks can be evaluated as well if applicable. In case your supplier is using the Supplier Exchange portal, purchase order negotiation can take place via the portal and the supplier can create an Advanced Shipping Notice (ASN) in the portal.

BRE-050A  
Future State  
Process Model



# Industry Specific Playbook Work Product Examples for Engage

Engage	
BRE-010B.xlsm	Intake Questionnaire
BRE-050A.docx	Engage Workshop Outcome
BRE-050B.pptx	Engage Workshop
BRE-100A.xlsm	Industry Process Catalog

Industrial Enterprise



Automotive



Aerospace & Defense



Engineering & Construction



# Industry Specific Playbook Work Product Examples for Deploy

Deploy	
BRE-100A.xlsm	Industry Process Catalog
BRE-140A.docx	Business Blueprint
CMA-050B.pptx	Tenant usage definition
HRM-045C.pptx	Project Kick-off (internal)
HRM-050B.pptx	Project Kick-off (customer)
MCO-010A.pptx	Enterprise Structure Workshop presentation
MCO-010A.xlsx	Enterprise Structure Workshop
MCO-010B.xlsx	Collect Post Provisioning Configuration Data

Deploy	
MCO-040A.docx	End-to-End Testing Configuration Data
MCO-040A.zip	Test scripts
MCO-040C.xlsm	End-to-End Testing Governance
MCO-050A.pptx	End-to-End Testing Presentation
MCO-060A.xlsx	Golden Company Governance
MCO-060B.docx	Coding Manual for LN Data
MCO-070C.xlsx	Predefined LN Jobs Governance
TRN-010.docx	Project Team Training Method
TRN-020B.xlsm	Project Team Training Governance
TRN-020C.pptx	Project Team Training Kick-off
TRN-020C.zip	Project Team Training Presentation

**Industrial Enterprise**



**Automotive**



**Aerospace & Defense**



**Engineering & Construction**







Release Training

# Thank you

Infor is a global leader in business  
cloud software specialized by industry.

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