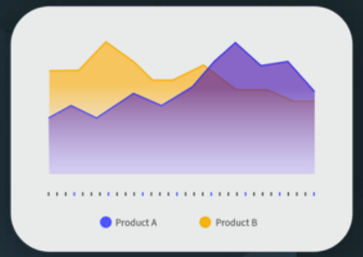

Technology & Innovation

GermanFashion Modeverband

Infor PLM for Fashion: Efficient Collaboration along the Supply Chain

Indre Martens
Account Manager Fashion

Annette Hammerberg
Solution Consultant Fashion

13. Mai 2025

CONNECTED PLATFORM

PLM CloudSuite Fashion

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Agenda – Infor PLM for Fashion

Company Presentation

Infor – who we are

Cloudsuite Fashion – Infor OS

Solution Scope

Infor PLM for Fashion

Application examples

Efficient Collaboration along the Supply Chain

Open Questions

infor

Figures & Facts

€ 3.2B
Revenue

Largest
Industry-specific cloud provider

68,000+
Customers Worldwide

1100+
Fashion Customers

30+
Years experience in Fashion

1.700+
Retail

75 Mio.
Cloud User

17,800+
Employees Worldwide

3,280
New Customers last year

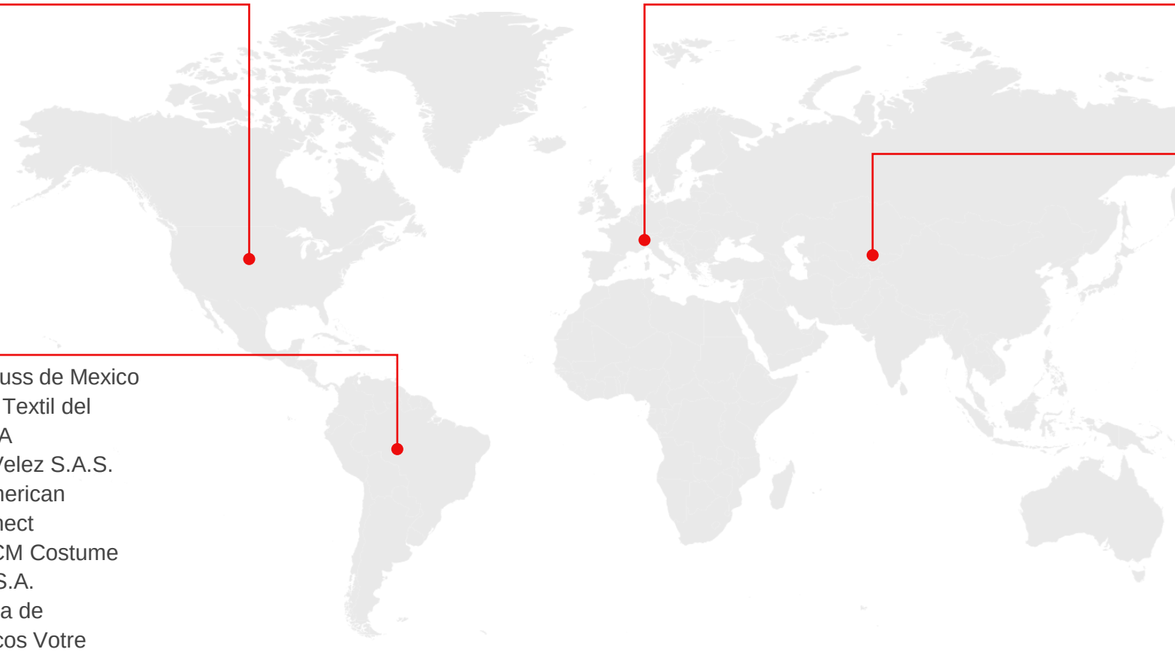
1100+ customers fashion industry

NA
Kunden

- Samsung C&T America, Inc
- Gilchrist & Soames
- Ross Stores, Inc
- Winners Merchants International L.P.
- Bauer Hockey
- The Gap, Inc
- J.C. Penney Corporation, Inc
- WALLS Industries Inc
- PVH Corp
- Pure Fishing, Inc
- Hanesbrands Inc
- Ralph Lauren Corporation
- Levi Strauss US
- adidas America, Inc
- Under Armour
- American Eagle Outfitters
- Abercrombie & Fitch
- Dick's Sporting Goods
- Jo-Ann Stores
- Nike, Inc
- VF Services, LLC
- Wolverine World Wide

SA
Kunden

- Levi Strauss de Mexico
- Industria Textil del Pacific SA
- Cueros Velez S.A.S.
- North American Interconnect
- Yobel SCM Costume Jewlery S.A.
- Compania de Cosmeticos Votre Passion SAS



APAC
Kunden

- SGS Mongolia LLC
- Levi Strauss Global Trading Company LTD
- Fast Retailing Co, Ltd
- GPC Asia Pacific Pty Ltd
- KGS Sourcing limited
- Shahi Exports Pvt Ltd
- New Balance Japan
- Puma Japan Co, Ltd
- GSM Pty Ltf t/a Billabong
- Goldwin inc
- PT S-IK Indonesia
- Vardhman Textiles Limited
- Ashimori Industry Co, Ltd
- TAL Apparel Limited
- Brandix Apparel Ltd
- Takihyo (HK) Co Ltd
- Yorozu Corporation (Japan)

EMEA
Kunden

- Primark
- Nike European Operations Netherland BV
- Pentland Group Ltd
- Ralph Lauren Europe Sarl
- Next Group Plc
- Chanel S.A.S.
- Delta Galil Industries
- Christian Dior Couture
- Christian Louboutin
- Gucci Group
- Dolce & Gabbana SRL
- adidas International Trading BV
- Puma International Trading GmbH
- Asics Europe BV
- Ascania nonwoven Germany GmbH

BROOKS · HELLY HANSEN · FRED PERRY · PUMA · Van de Velde · BURTON · STEVE MADDEN · new balance · adidas · Foot Locker · brandix inspired solutions

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References

PLM für Fashion

Infor Nexus

CloudSuite Fashion

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Customer Reference Malfini

[Intro | Malfini]

MALFINI®

Overview

Malfini is one of the leading suppliers of promotional clothing in the Czech Republic and in Europe. With the MALFINI®, MALFINI Premium®, Piccolio® and RIMECK® brands, we supply our products to 35 European countries and have a clear goal - to become the largest distributor of promotional clothing in Europe.

HQ: Czech republic
Employees: 380 / 37 countries/ 11000 product variants
Turnover: 2 574 938 CZK
Industry: Fashion

Challenge

Accelerate product launches
Consolidation of data and information into one system
Streamlining communication flow to reduce email volume and enhance clarity.
Establish clear progress timeline for style creation

Outcome

Streamlined workflows with centralized information
Productivity boost with AI plug-in
Improved compliance and quality
Advanced tracking and reporting / timeline management
Remote access (Cloud)
Improved collaboration with partners

Infor Team and Partner Columbus

Malfini confirms the decision point to choose Infors Cloud Suite PLM for Fashion as follows: High level of functional coverage Fashion Industry Know How also by implementation partner Columbus AS and intensive Alignment with the Infor Team

Infor Cloudsuite PLM Fashion

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Customer Reference Voice

https://www.voice.no/

VOICE

Voice has a fully integrated value chain and designs its own collections for 11 own brands, which make up 80% of the company's total turnover. In total, Voice has 242 stores spread across Match, VIC, Boys of Europe and Jean Paul, and more than 1,500 employees. Voice was established in 1988 and is owned by the investment company ON Sunde AS.
Industry: Fashion apparel, private brand retail
Location: Norway, Oslo
Operating Revenue: $230 million (USD)

Challenge

Outdated PLM solution, not integrated with backbone system (ERP)
Limited Flexibility to grow
Increased risk by having very little competence on older systems

Why Infor?

Multi-tenant, modern cloud PLM solution (as a strong base to evolve into moving the full M3 ERP to the cloud
Good product fit
Long-term relationship and partnership

Infor Team

Infor Cloudsuite PLM Fashion Integrated with M3 Fashion Cloud

Outcome

More agile and faster to market developing new collections

Reduced cost, risk and increased flexibility

Improved ability to react faster to market requirements

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Customer Reference salling group
https://www.sallinggroup.com

salling group

The story of the Salling Group is a tale of a business adventure that stretches back more than 110. Salling Group A/S is Denmark's largest retailer, with a market share around 34%. VRS is our own **clothing** brand exclusively available in Bilka and føtex, and it has become a recognised fashion brand in the textile industry.

Headquarters: Brabrand, Denmark
Industry: Fashion private brand retail

infor

> We work on many styles at the same time and with many different suppliers. So, first and foremost, we needed to ensure lightning-fast speed, so that all data related to the style including product information, bill of materials, measurements, colorway and washing instructions to suppliers, and process status are being updated in real-time. We needed to reduce response times to a maximum of a few seconds."

Karen Tretow-Loof,
Senior Process Expert in IT Development & Support, Salling Group

Challenge

Old legacy platform with slow response time
Systems became obsolete
Weak ability to keep up with changing market
Not being fast and agile to manage change

Why Infor ?

A modern, scalable PLM solution
Ability to move faster, be more agile to change
Faster development and innovation processes
Ability for suppliers to access solution, collaboration efficiencies
Ecosystem transparency to meet sustainability requirements
Embracing industry best practices

Infor Cloudsuite PLM Fashion

Customer Reference LC WAIKIKI
www.lcwaikiki.com

LC Waikiki

LC Waikiki is a leading Turkish multi-cultural fashion brand that offers a wide variety of fast-fashion and basics apparel and footwear for women, men and children. With 1200 stores in over 50 countries the brand caters for a huge variety of local demands and tastes. The omni-channel business supports their own stores and multiple e-commerce sites, as well as selling through partners and franchises
HQ: Turkey, Istanbul
Industry: Fashion-Retail

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The extensive capabilities and intuitive interface of Infor PLM for Fashion mean that we can continue our growth journey with the very best tools and absolute confidence in our performance. Product lifecycle management is a critical process for our business, and therefore our project with Infor is highly strategic”

Serafettin Ozer, Chief Digital Office, LC Walkiki

Challenge

Creation of 18,000 new styles a year took significant time and effort
Old FlexPLM system was slow, a challenge to maintain and could not keep up with modern requirements
A need for a scalable PLM solution to support 2400+ users
Goal of reducing operation time by 30% across design, product development, buying and sourcing

Outcome

58% reduction in operation time for design of new styles
24% reduction in operation time for product development
64% reduction in operation time for buying and sourcing
75% of manual process digitalized
Ensures reliability and integrity of PLM master data sourced from legacy systems
Tight integration with Adobe Illustrator, LC Waikiki’s chosen design tool

Infor Cloudsuite PLM Fashion

Infor CloudSuite für Ihre Industrie

Industriespezifische Analysen

Industriespezifische Unternehmensanwendungen

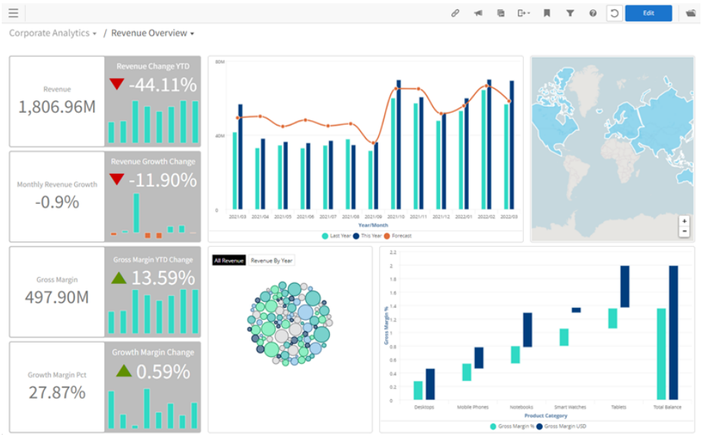
Integrierte Technologie-Plattform

Cloud-Infrastruktur Provider

powered by aws

Industriespezifische Analysen

Auswertung Ihrer Unternehmensdaten über eine integrierte Analysefunktion



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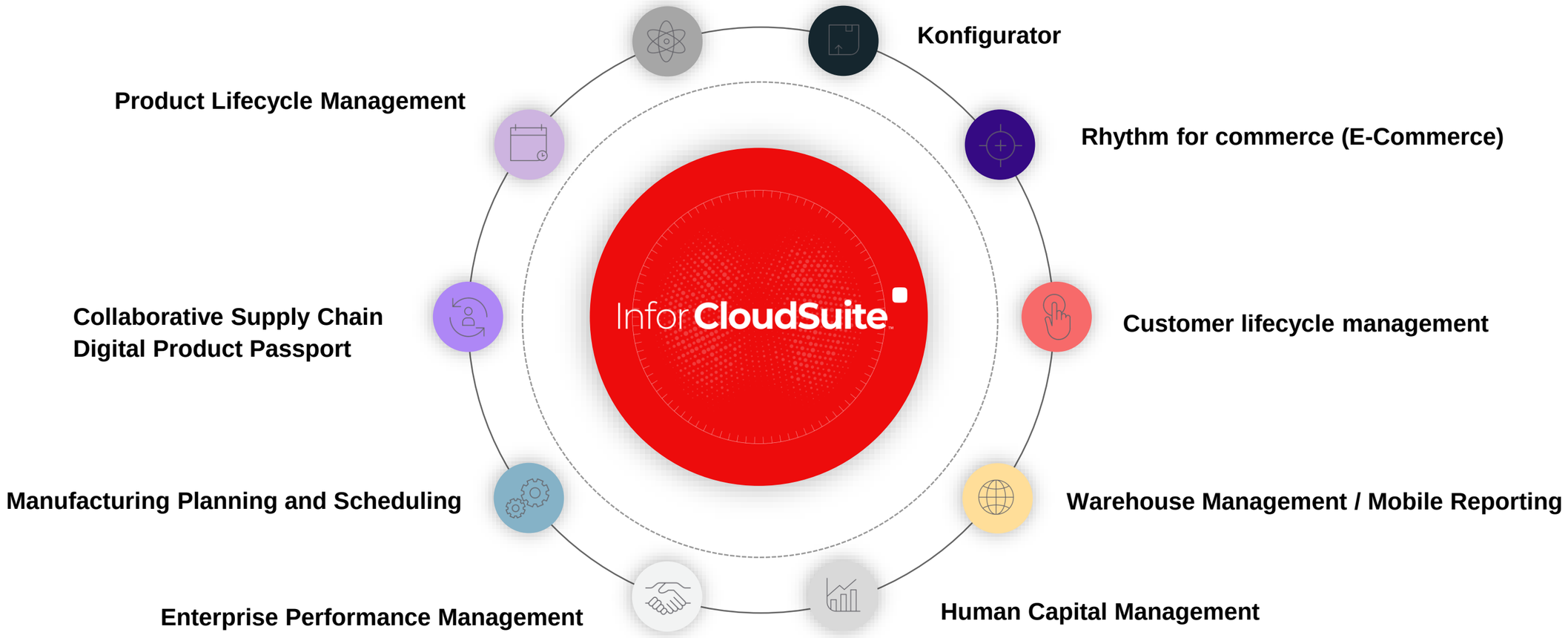
Infor CloudSuite Fashion options und Add-Ons



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Solution Scope
Infor PLM for Fashion

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PLM for Fashion
Built for competitive advantage

- No more **upgrades**
- A **true business application** platform
- Architecture for **innovation**
- Reduced complexity, **Easy to Learn**
- Faster **time to value**
- Committed partnership

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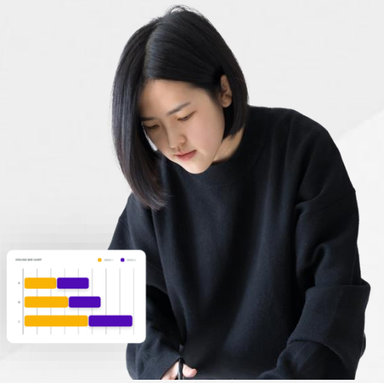
Embedded with micro-vertical leading practices



Fashion expertise, woven-in

Apparel
- Flexible attributes
- Product development with style specifications
- Supply chain transparency

Footwear
- Leather/hide attribute control
- Pre-packs
- Unit of measure for handling pairs

Accessories/Jewelry
- Discrete vs style-based items
- Attributes/characteristics (ex jewelry, diamonds)
- Leather goods

Home fashions
- Manufacturing (carpets, furniture)
- Textile/fabric material control
- Kitting for sales

Sportswear/Outdoor
- Development of technical fabrics
- Bulk season commitments
- Contract manufacturing

Workwear/Embroidery
- Embellishment/decoration
- Sub-contracting
- Product configurations

Intimate apparel
- 3-dimensional style attributes
- Quality control
- Raw materials management

Luxury/Watches
- Multi-level BOMs
- Serialization of products
- Warranty management
- Workshop, repair services

Textiles
- Dye lot planning, mills, tanning
- Rolls management with attributes
- Lot control, quality and tracking
- Asset management

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Built for fashion

Fashion expertise, woven-in

Last mile functionality

- Controlled time-to-market
- Compliant and Transparent
- 24x7 available for Partner collaboration
- Platform for Digital Product Innovation
- Ease of use, fast user adoption

Data source

Infor PLM for Fashion

Infor OS

Extensibility

Integration (APIs)

Security Internal users

PLM for Fashion – Core Components

Track Critical Path and Experience

Infor Foundation – Infor OS | Infor GenAI Assistant *

Inspire & Plan	Design	Develop	Compliance	Cost, Source & Order	Collaborate
Get Inspired Inspirations / Images Line planning	Be Creative Virtual Sampling CLO 3D* & AI* integration * 3rd part product	Right Fit Develop Products Specifications	Environment Info for Digital Product Passport (DPP) Tests/Compliance	Know Your Margin Margin evaluation Compare Cost Purchase finish goods	Efficient 24/7 Co-develop with trusted suppliers Easy Commenting

Workspaces & Widgets

Infor Open Network (ION)

Workflow & Notifications

Document Management

Security External Users

Integration (APIs)

Infor Data lake

Analytics

Infor CloudSuite Fashion

Infor OS GenAI AI/ML

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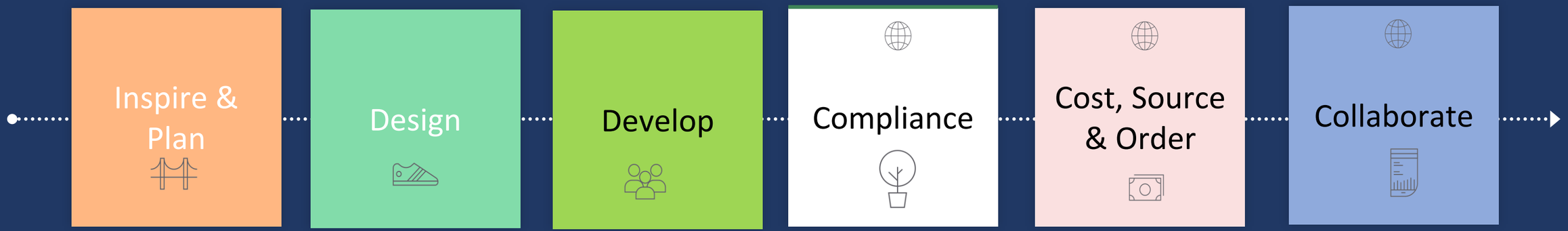
PLM for Fashion – Core Components

Track Critical Path and Experience

Infor Foundation – Infor OS **Infor GenAI Assistant ***



Get Inspired
- Inspirations / Images
- Color Management
- Line planning

Be Creative
- Virtual Sampling
- CLO 3D* integration
- Adobe Illustrator* Extension & integration
- Product Creation

Right Fit
- Develop Products
- Specifications
- BOM
- BOO - operations
- Measures
- Sampling

Environment
- Info for Digital
- Product Passport (DPP)
- Product Impact
- Made2Flow
- ESG info
- Quality
- Tests/Compliance

Know Your Margin
- Product / Landed Cost
- Margin evaluation
- Request for Cost
- Compare Cost
- Purchase finish goods

Efficient 24/7
- Co-develop with trusted suppliers
- Easy Commenting
- Easy Access
- Requests for samples, quotations

* 3rd part product

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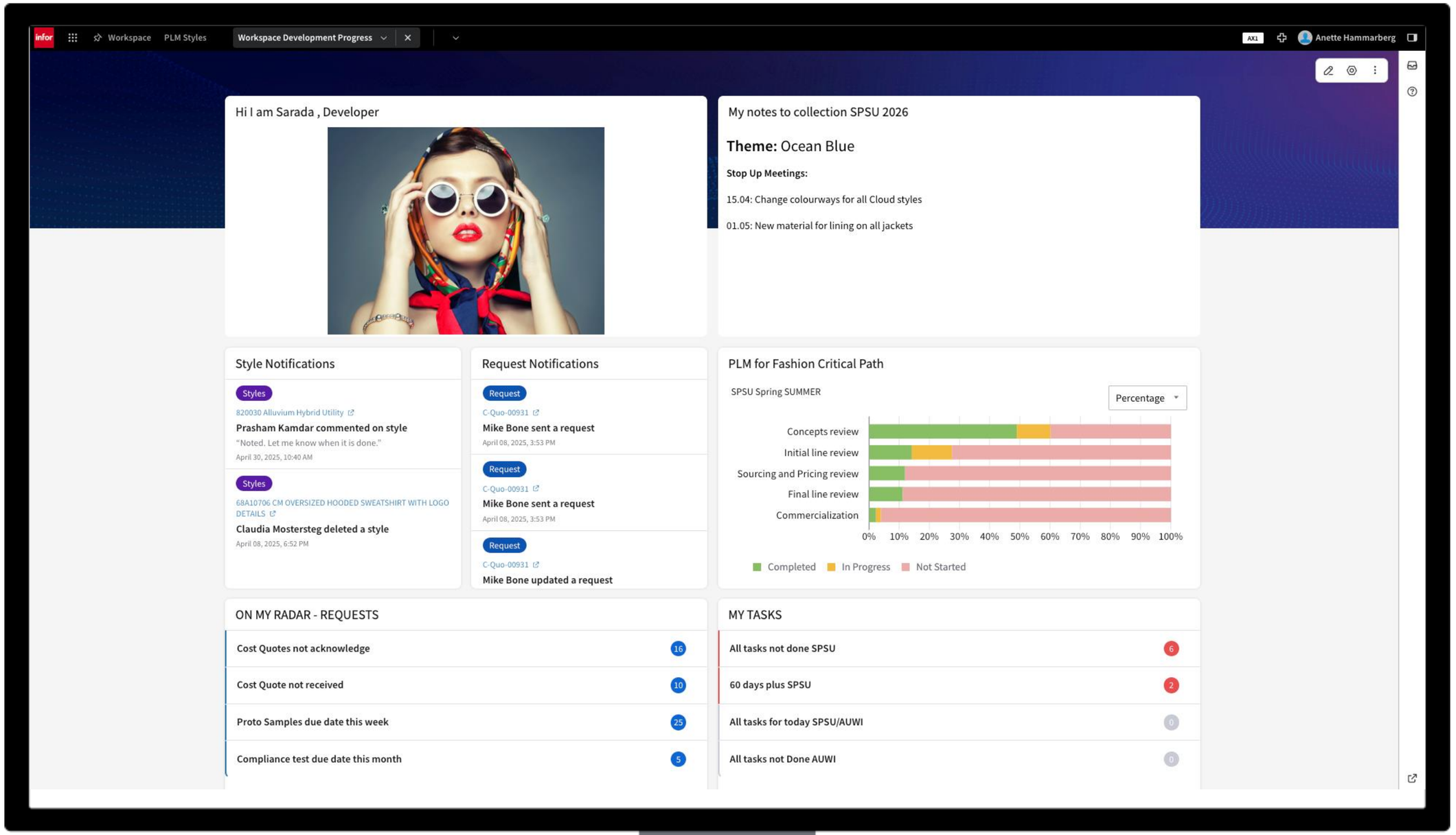
LOOK & FEEL



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Inspirations with Infor GenAI

Ready to embrace AI?

- Proof of Concept for Infor GenAI Assistant
- Generate inspirations / photos
- With “persona” in mind

Text to Image

The user enters a text or a prompt only to generate Style Image Inspirations.

Image to Image

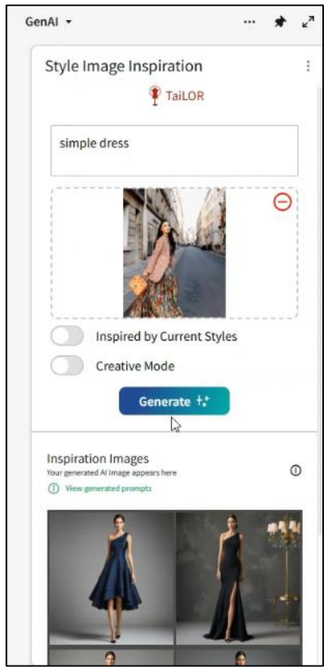
The user uploads an image format only to generate a Style Image Inspirations.

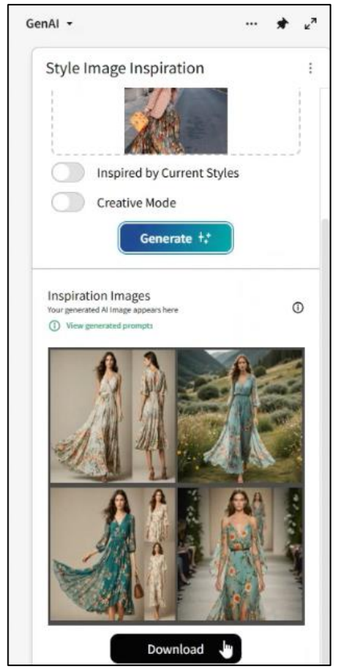
Text + Image to Image

The user combines text input and uploading of image to help generate Style Image Inspirations.

Creative Mode

The user enables this to generate Style Image Inspirations for other applicable use cases.





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Efficient collaboration along the supply chain with PLM for Fashion

Inspire & Plan

Product

Design

Design

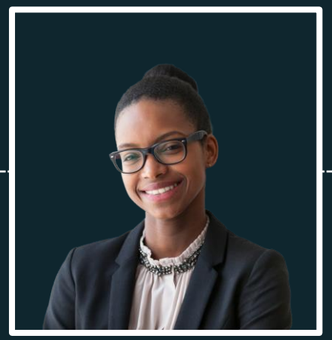
Develop

Develop

Compliance

Technical Team

Source



Source

Collaborate

Supplier

Integrate, Automate, Extensible with Infor OS and Infor GenAI Assistant

Track and Experience

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Efficient collaboration starts already in the Innovations phase

Inspire & Plan

Design

Develop

Compliance

Source

Collaborate

Product

Design

Develop

Technical Team

Source

Supplier

Integrate, Automate, Extensible with Infor OS and Infor GenAI Assistant

Track and Experience

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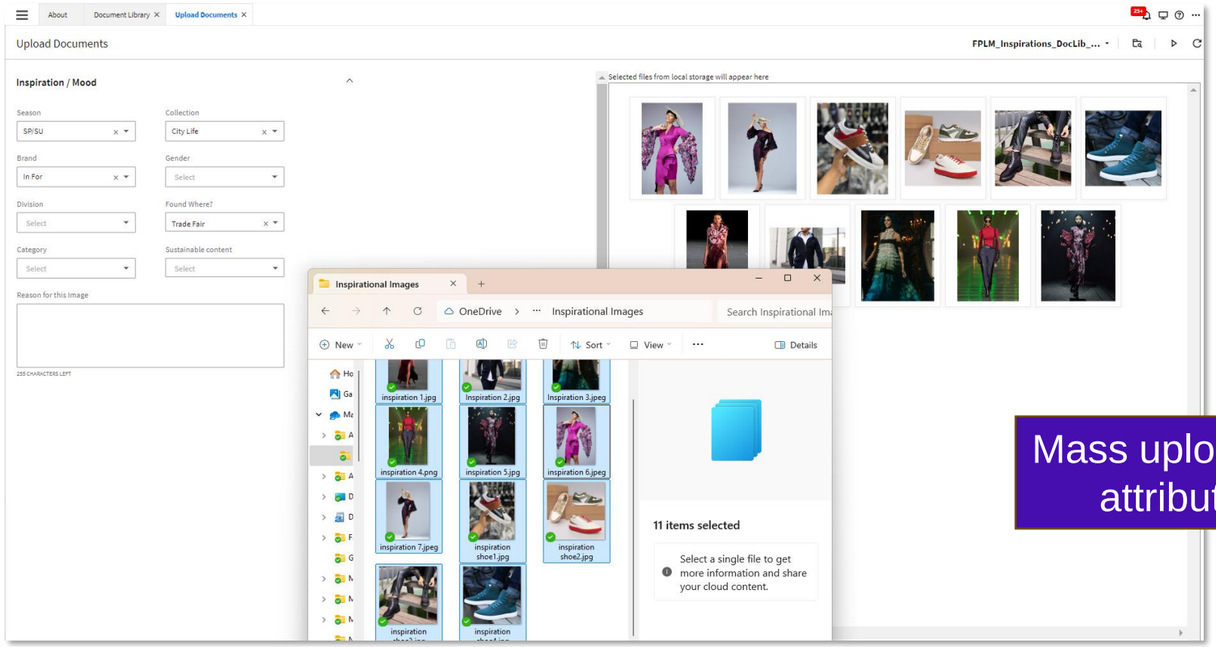
Inspirations,

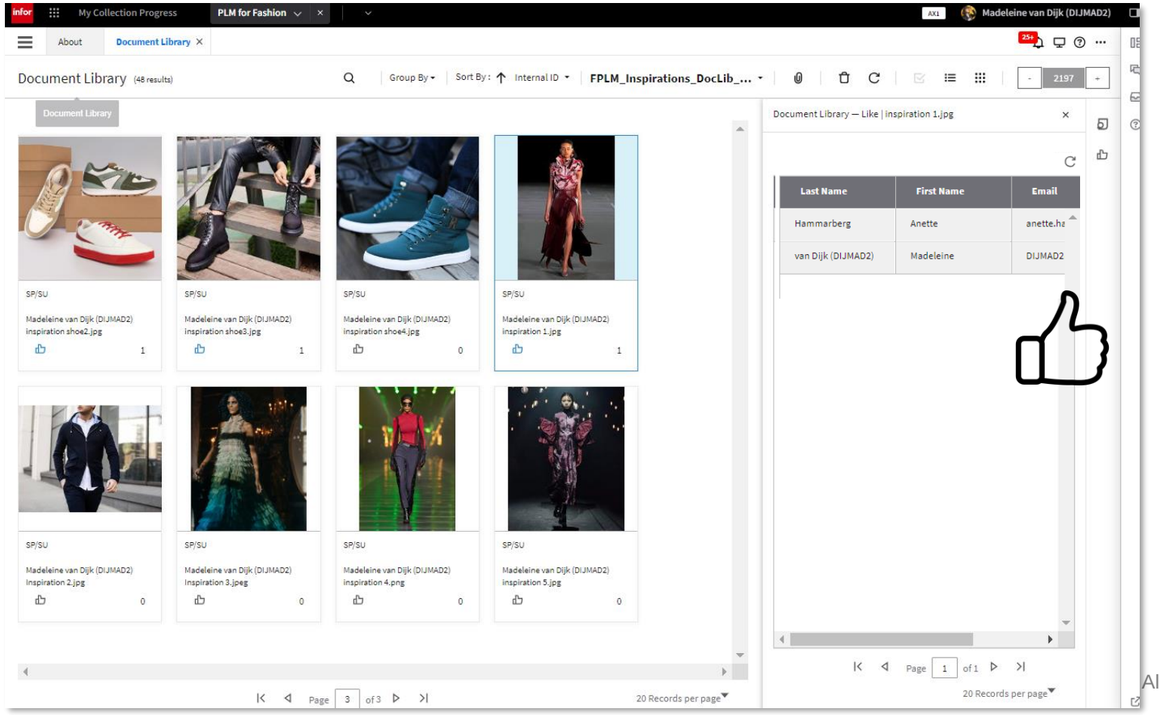
Shopping Samples, Ideas, Supplier Collection

Get your inspirations to show …

- Mass upload your trade fair images
- **Like functionality** and visible who likes
- **Suppliers can upload their collection**
- Shopping samples – easy registration
- Configurable ‘image fields”
- List, card and detailed information configurable per type of document / image



Mass upload with attributes



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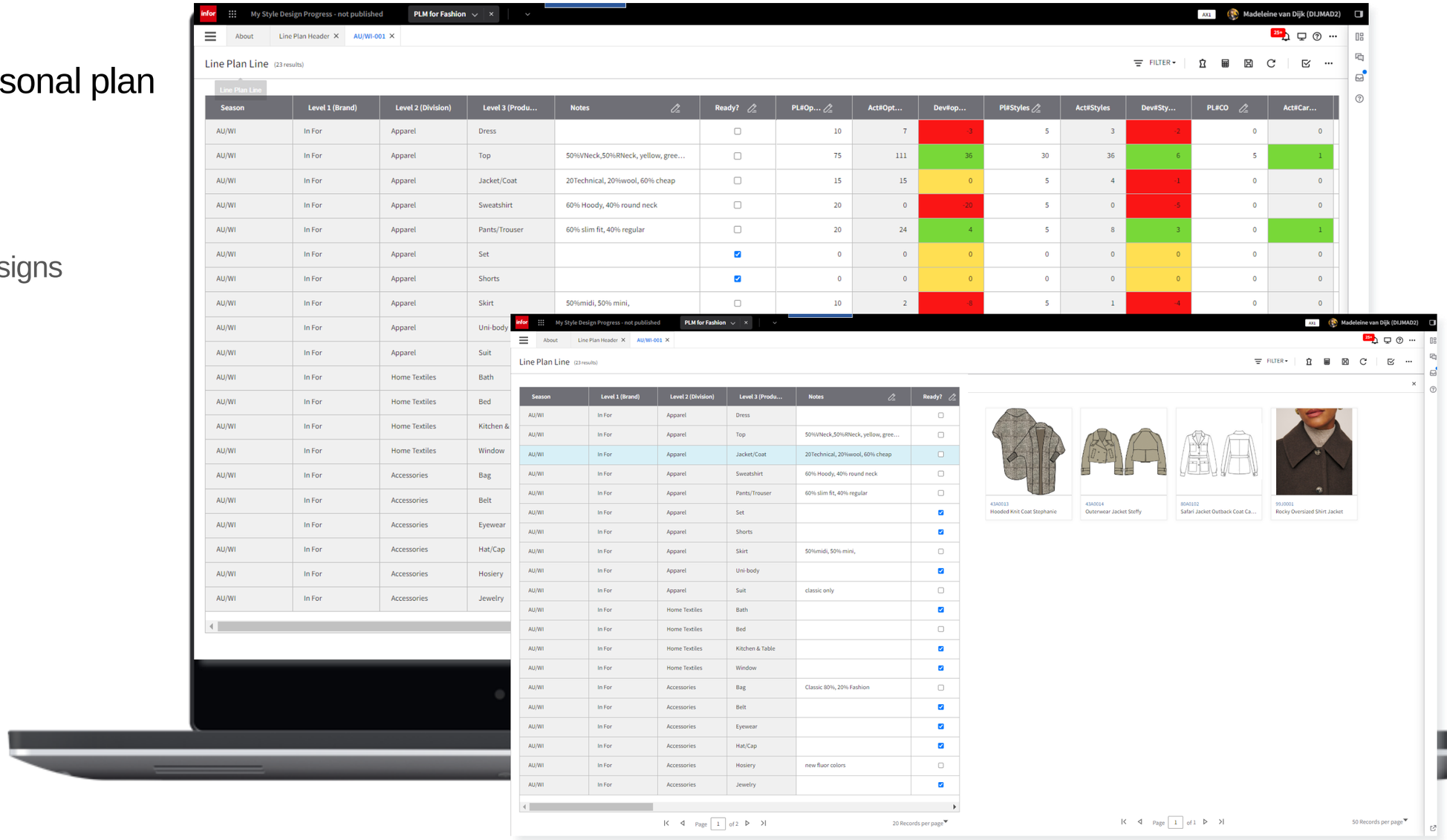
Line Planning

Get going with the seasonal plan

- Make your option plan
- Compare with actual designs
- Follow up and track
- Quick Access to styles



Efficient collaboration along the supply chain with PLM for Fashion

Integrate, Automate, Extensible with Infor OS and Infor GenAI Assistant

Track and Experience

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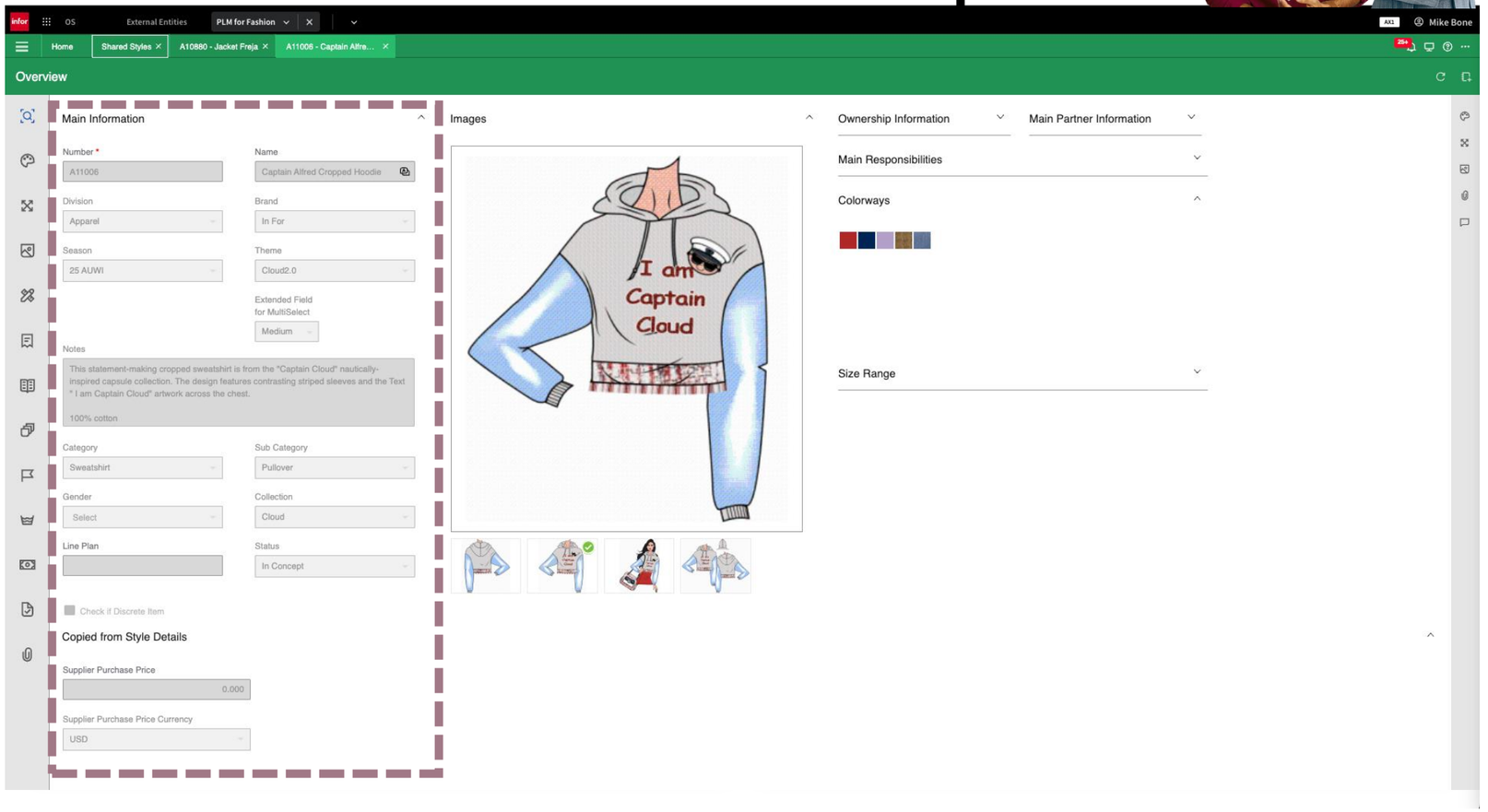
Collaborate with your suppliers

In today's presentation
External Entities* / Partners / Suppliers
Green Layout ☺

Faster and more efficient collaboration with your suppliers

- Share products and develop with partners
- Working faster and more efficient on collections
- Ensuring timelines are kept
- Improving quality working closely 24 x 7
- Controlled set up of external suppliers via Infor OS External Entity Management



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Different levels of Collaboration

Share information,
files, documents
(zprj, ai, pdf, dxf)

Collaborate on Quotes
/ Price

Requests for Samples,
Lab dip & Compliance
Sustainability

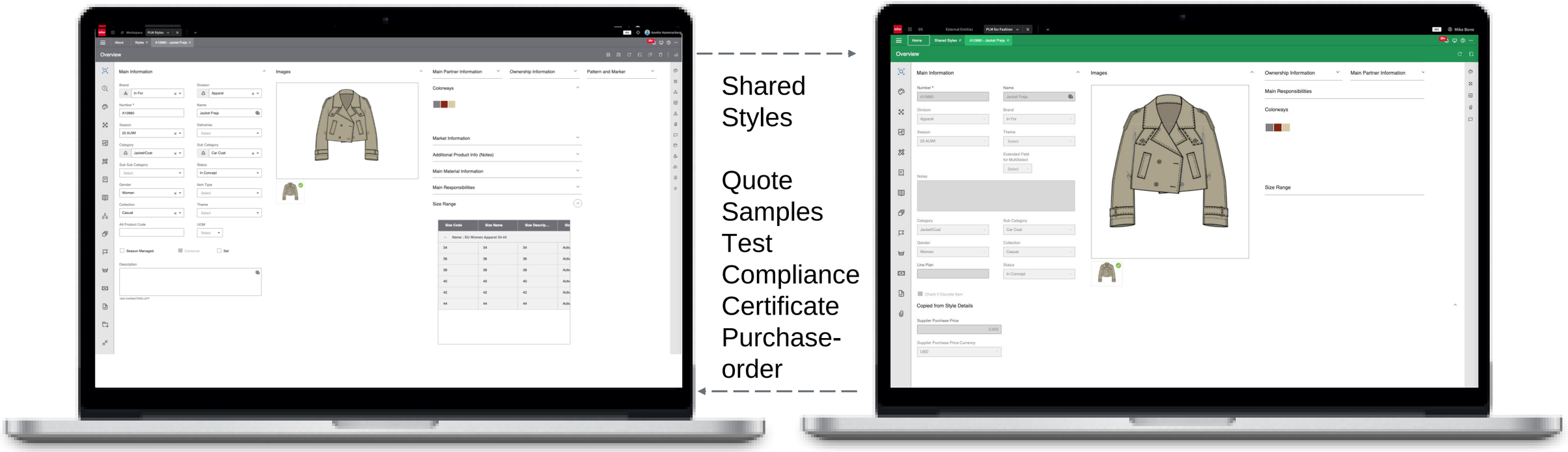
Download techpacks or
Co-develop

Sample comments –
feedback immediately

Intuitive, role based,
configurable

Collaborate with your suppliers

Real-time collaboration to improve communication - externally and internally



Create here…

Sketches, Materials, Technical, Drawings, Costing, Tech Pack, Compliance, Certificates, Tests, Samples…

Real time data shared

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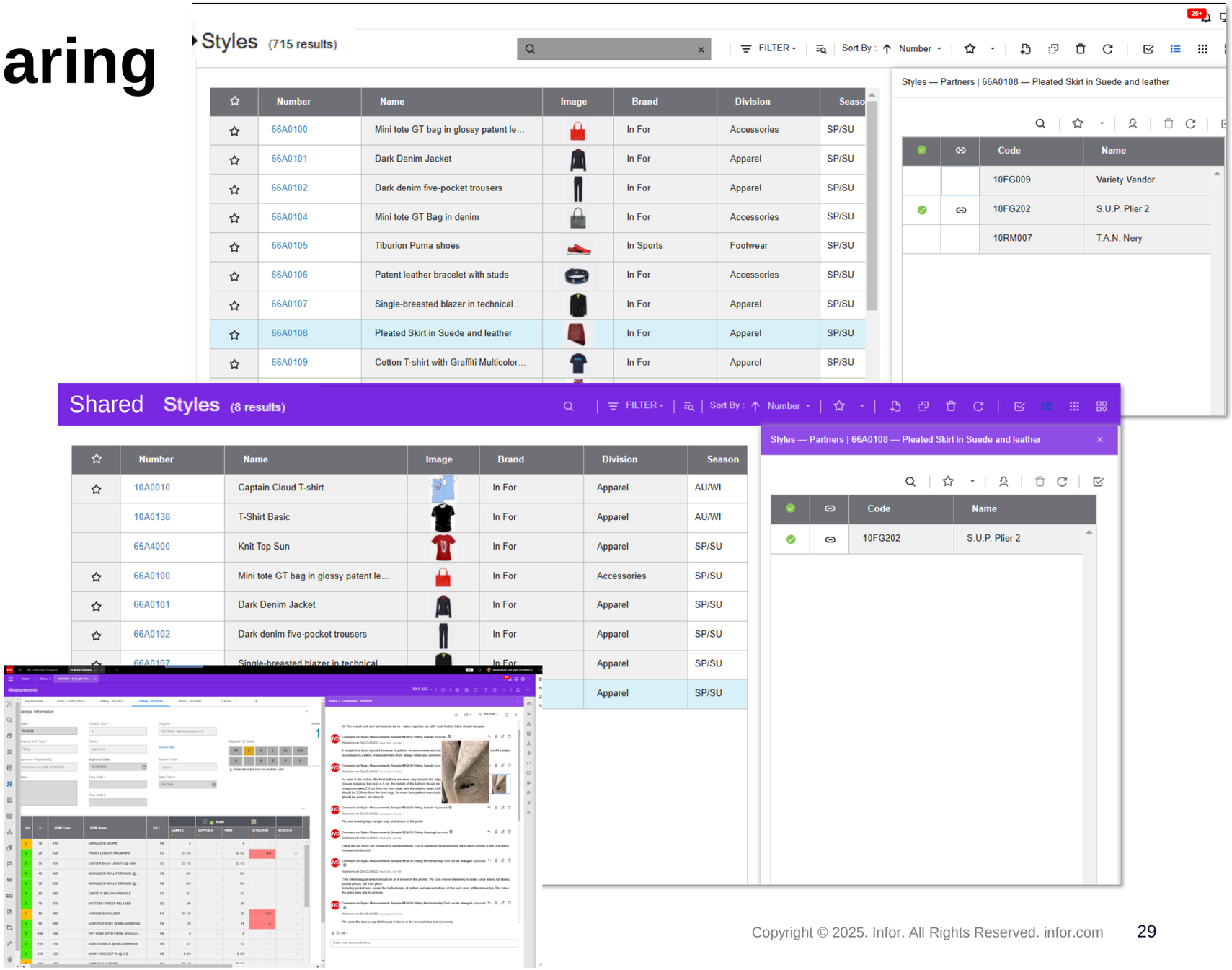
Facilitate easy sharing

Collaborate with your suppliers / partners

- Instant sharing using request
- Manual sharing
- Sharing of supplier collection for ideas
- Visibility of comments to supplier and easy to create by supplier



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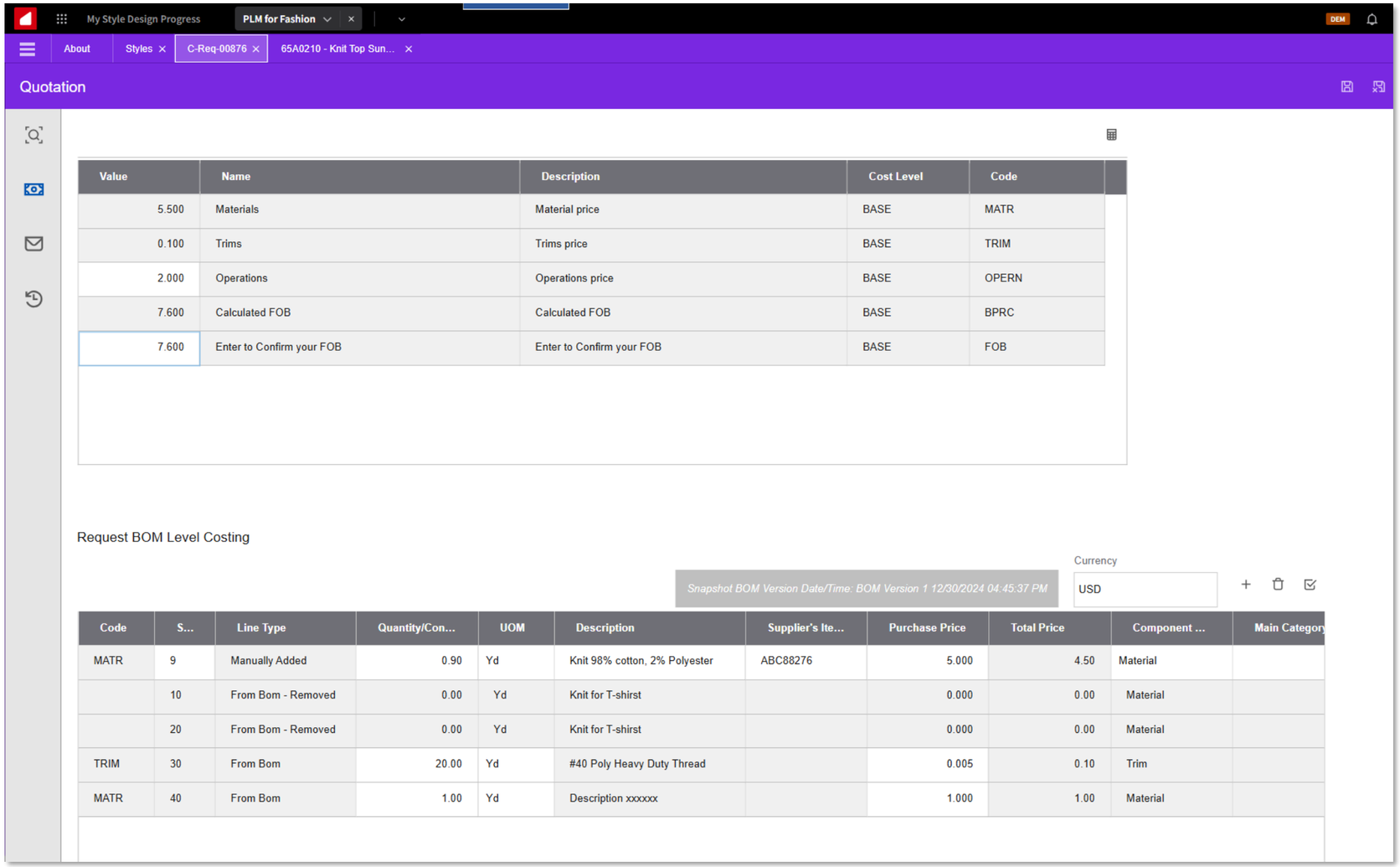
Request for Quotations

Request for Quotations

- Auto generate (mass) request for quotations
- Creates automatically style costing columns for comparisons
- Automatic email when sending request
- Suppliers to add just the FOB. Some more details or details on the BOM including changes (snapshot)
- Collaborate with supplier on the request



Value	Name	Description	Cost Level	Code
5.500	Materials	Material price	BASE	MATR
0.100	Trims	Trims price	BASE	TRIM
2.000	Operations	Operations price	BASE	OPERN
7.600	Calculated FOB	Calculated FOB	BASE	BPRC
7.600	Enter to Confirm your FOB	Enter to Confirm your FOB	BASE	FOB

Code	S...	Line Type	Quantity/Con...	UOM	Description	Supplier's Ite...	Purchase Price	Total Price	Component ...	Main Category
MATR	9	Manually Added	0.90	Yd	Knit 98% cotton, 2% Polyester	ABC88276	5.000	4.50	Material	
	10	From Bom - Removed	0.00	Yd	Knit for T-shirst		0.000	0.00	Material	
	20	From Bom - Removed	0.00	Yd	Knit for T-shirst		0.000	0.00	Material	
TRIM	30	From Bom	20.00	Yd	#40 Poly Heavy Duty Thread		0.005	0.10	Trim	
MATR	40	From Bom	1.00	Yd	Description xxxxxx		1.000	1.00	Material	

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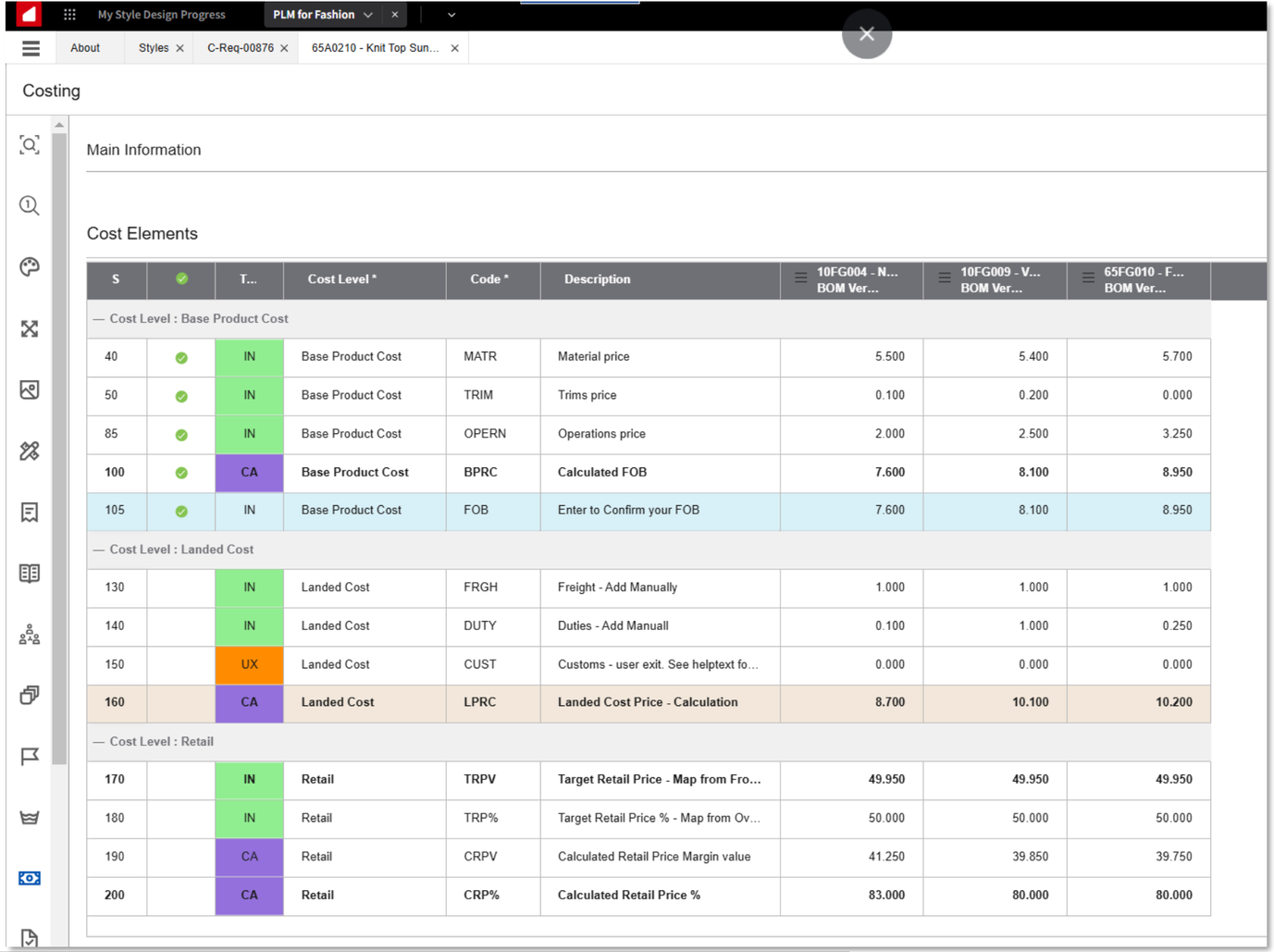
Cost

Request for Quotations

- Compare Cost
- Compare details
- Analyse potential margins



S		T...	Cost Level *	Code *	Description	10FG004 - N... BOM Ver...	10FG009 - V... BOM Ver...	65FG010 - F... BOM Ver...
— Cost Level : Base Product Cost								
40	✓	IN	Base Product Cost	MATR	Material price	5.500	5.400	5.700
50	✓	IN	Base Product Cost	TRIM	Trims price	0.100	0.200	0.000
85	✓	IN	Base Product Cost	OPERN	Operations price	2.000	2.500	3.250
100	✓	CA	**Base Product Cost**	**BPRC**	**Calculated FOB**	**7.600**	**8.100**	**8.950**
105	✓	IN	Base Product Cost	FOB	Enter to Confirm your FOB	7.600	8.100	8.950
— Cost Level : Landed Cost								
130		IN	Landed Cost	FRGH	Freight - Add Manually	1.000	1.000	1.000
140		IN	Landed Cost	DUTY	Duties - Add Manuall	0.100	1.000	0.250
150		UX	Landed Cost	CUST	Customs - user exit. See helptext fo...	0.000	0.000	0.000
160		CA	**Landed Cost**	**LPRC**	**Landed Cost Price - Calculation**	**8.700**	**10.100**	**10.200**
— Cost Level : Retail								
170		IN	**Retail**	**TRPV**	**Target Retail Price - Map from Fro...**	**49.950**	**49.950**	**49.950**
180		IN	Retail	TRP%	Target Retail Price % - Map from Ov...	50.000	50.000	50.000
190		CA	Retail	CRPV	Calculated Retail Price Margin value	41.250	39.850	39.750
200		CA	**Retail**	**CRP%**	**Calculated Retail Price %**	**83.000**	**80.000**	**80.000**

Sourcing

	Supplier	Name	Lead Time	Minimum Quantity	Supplier Pur...	Suppli...	Source	Request	Status
	10FG202	S.U.P. Plier 2	4	1,000	200.000	MXN	Sourcing		
	10FG004	New Apparel Gr...	10	4,000	7.600	USD	Request	C-Req-00876	Evaluated
	10FG009	Variety Vendor	16	10,000	8.100	USD	Style Cost - No Request		
	65FG010	FG Knit supplier	4	2,500	8.950	USD	Style Cost - No Request		

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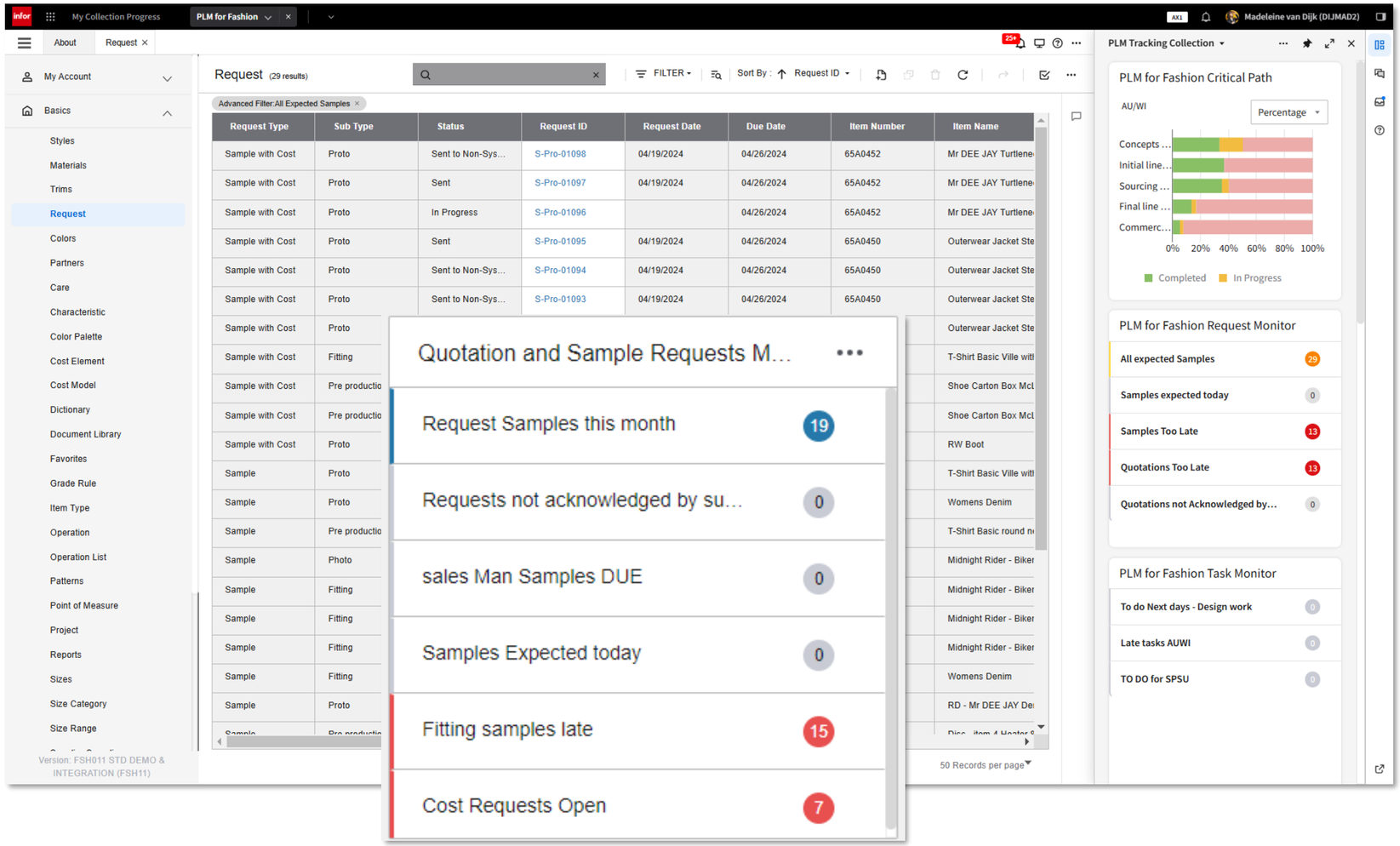
Request for Samples

Sample Request Management

- Auto generate (mass) sample requests for Samples
- Creates automatically sample evaluation page when sending request to supplier
- Automatic email when sending request including attachments / tech pack
- Collaborate with supplier on the request
- Easy Tracking when sent and due
- Full transparency for Partners / Suppliers



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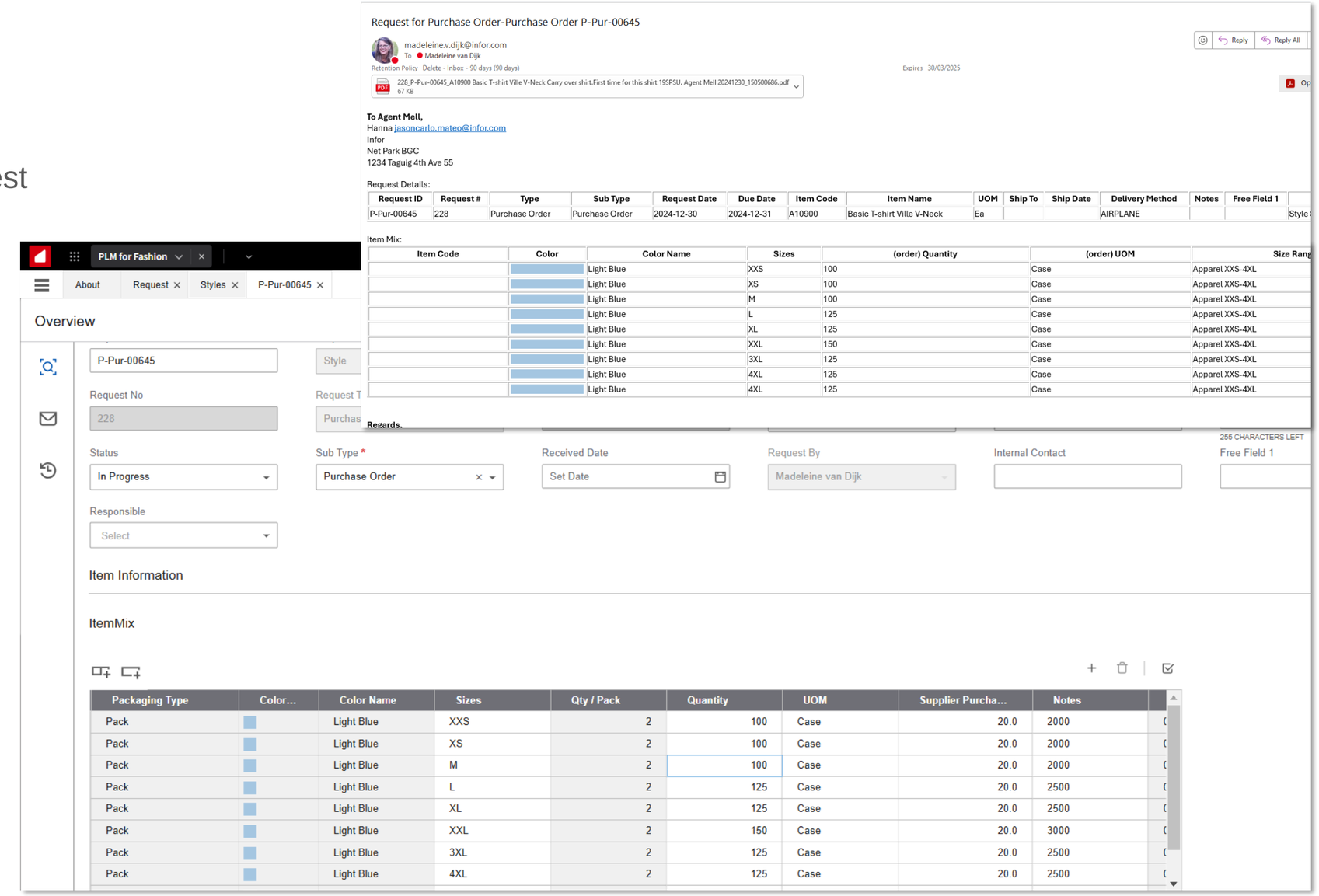
Request for Purchase Orders

Create your purchase orders

- Create your purchase order request
- For loose pieces or
- Assortment packs
- Email with content
- Pack document
- PO-document (planned)



Demo

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Conclusion and open questions

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Taking the next step

Collaborative discovery workshop or presentation

Explore how Infor's product suite can bring value to your organization

Compare and contrast our industry-leading capabilities

Participate in a business process benchmarking workshop

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