



focus on essentials

Vanguard National Alliance Forms Private Trading Exchange

Community of Allen-Bradley Distributors Chooses Infor Global Solutions for National Accounts Solution

Press Contact:

Joel Kremke

VP of Sales and Marketing

tel 719.264.4696

fax 719.528.1465

distribution.info@infor.com

Colorado Springs, CO: September 12, 2002 – Vanguard National Alliance, Inc., the recently formed community of Allen-Bradley distributors, has announced the development of a private trading exchange. The private trading exchange will serve as the single e-business solution for national accounts, will coordinate sales activities, and will standardize multiple databases and back-office systems among the members and help ensure consistency and utilization of best practices throughout the Vanguard National Alliance (VNA) community. Infor Global Solutions (formerly NxTrend Technology Inc.®) was selected by VNA to provide the technology to support their private trading exchange. Infor will employ its bizLinx Commerce Connect and Private Trading Exchange technology to deliver solutions for the Vanguard National Alliance.

“We’re very proud that Vanguard National Alliance has joined our growing list of private trading exchange customers,” said Joel Kremke, Vice President of Sales and Marketing for Infor. “The selection of Infor as the solutions provider for VNA national accounts tells me that our private trading exchange strategy is on target and well suited for the electrical industry.”

VNA Aims at Capturing National Accounts

According to David Pratt, Managing Director of Vanguard National Alliance, individual distributors face many obstacles when trying to service national accounts alone. How does a single distributor meet the demands of the largest customers in the supply chain while keeping administration and transaction costs to a minimum? “The benefits of vendor consolidation to the national customer are obvious,” Pratt said. “They have fewer transactions, lower purchasing costs, and lower overhead and administrative responsibilities. Yet the challenges to the distributor can be costly.” Vanguard National Alliance knew that the answer to the national accounts dilemma could be found in bringing the Allen-Bradley distributor channel together to collectively service their national customers, but to be truly cost-effective, they needed a technology solution that would integrate the many disparate back-office solutions of their members.

Pratt also added “Each member runs a different distribution system. While some are running Infor solutions, many are running other systems and databases as well.” To truly deliver on the promise of a national accounts strategy, these 49 individually operated members needed to function as efficiently and as coordinated as a single distributor. Infor’s bizLinx solutions bring all of these disparate systems together into a single private trading exchange. “What is unique about Infor is their ability to coordinate these multiple databases so that it seems like Vanguard National Alliance is really operating on one single system.” To the national accounts customer, doing business with the 49 members of VNA is as easy as doing business with a single, local distributor.

To better compete for large national accounts, Vanguard National Alliance made a careful analysis of the market and what national customers were looking for from their suppliers. The typical needs of a national customer include single-source purchasing, total cost reduction, level pricing, process improvement, and overall inventory reduction. While VNA was ready to deliver these needs both contractually and operationally, they knew they needed a sound technological backbone for their efforts. The other technology options they explored were not quite ready for such a large undertaking. “Infor clearly has the most complete solution for private trading exchanges and national accounts strategies in the industry,” said Pratt. “From the very beginning they demonstrated a deep understanding of the needs of our members, our national customers and electrical distribution.”

Infor’s bizLinx is Proven and Trustworthy

The Vanguard National Alliance turned to Infor because of their history of reliable distribution solutions and their particular experience in developing private trading exchanges. Infor has successfully developed many private trading exchanges in the distribution industry using its bizLinx solutions and will bring that experience to the Vanguard National Alliance. “We looked at several technology providers,” said Pratt, “but only Infor had the proven experience we needed to develop our exchange quickly and efficiently as well as the long-term commitment to private trading exchanges that we were looking for in a partner. They are the clear leader in e-business technology for distribution, and with so much at stake, we knew we could trust Infor to deliver.”

Allen-Bradley Distributors

For the first time, the Allen-Bradley distributor channel has created a truly collaborative entity to serve the needs of the channel and national account customers. Allen-Bradley distributors offer the highest quality electrical and automation products, technical services and support unequaled in the electrical distribution marketplace.

About Vanguard National Alliance, Inc.

Vanguard National Alliance, Inc., provides large multi-site industrial companies with electrical and automation supplies and solutions such as technical support, repair services, logistics, procurement, MRO inventory management, and other critical plant services. Comprised of independent companies as well as large national and regional chains representing more than 95% of the authorized US Allen-Bradley distribution network volume, Vanguard National Alliance is positioned to deliver consistent technical, training, and service capabilities across all markets. Vanguard National Alliance will focus on industrial customers that place a high priority on automation solutions and productivity enhancements. For more information contact Vanguard National Alliance directly at 781-772-1219 or email to: info@vnaweb.com.

About Infor Global Solutions

Infor provides vertical specific, enterprise-wide business solutions to select manufacturing and distribution industries worldwide. With 30 locations globally and a base of over 13,000 customers in 45 countries, Infor delivers best-in-class products that address the essential challenges our customers face in areas such as supply chain planning, performance management, demand management, ERP, warehouse management, marketing-driven distribution, and business intelligence. Infor process group serves food, beverage, consumer goods, chemical, pharmaceutical and biotechnology clients around the world and we are proud to provide solutions to some of the largest and most respected companies including Coca-Cola Enterprises, Cargill, Heinz, Heineken, Godiva, Valvoline, GlaxoSmithKline, and Bristol Myers Squibb. For additional information, visit www.infor.com.

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11720 Amber Park Drive
Suite 400
Alpharetta, GA 30004

678 393 5000 iPhone
678 393 5001 IFax