

true
business
latinoamérica **tbi**®

Infor Performance Management

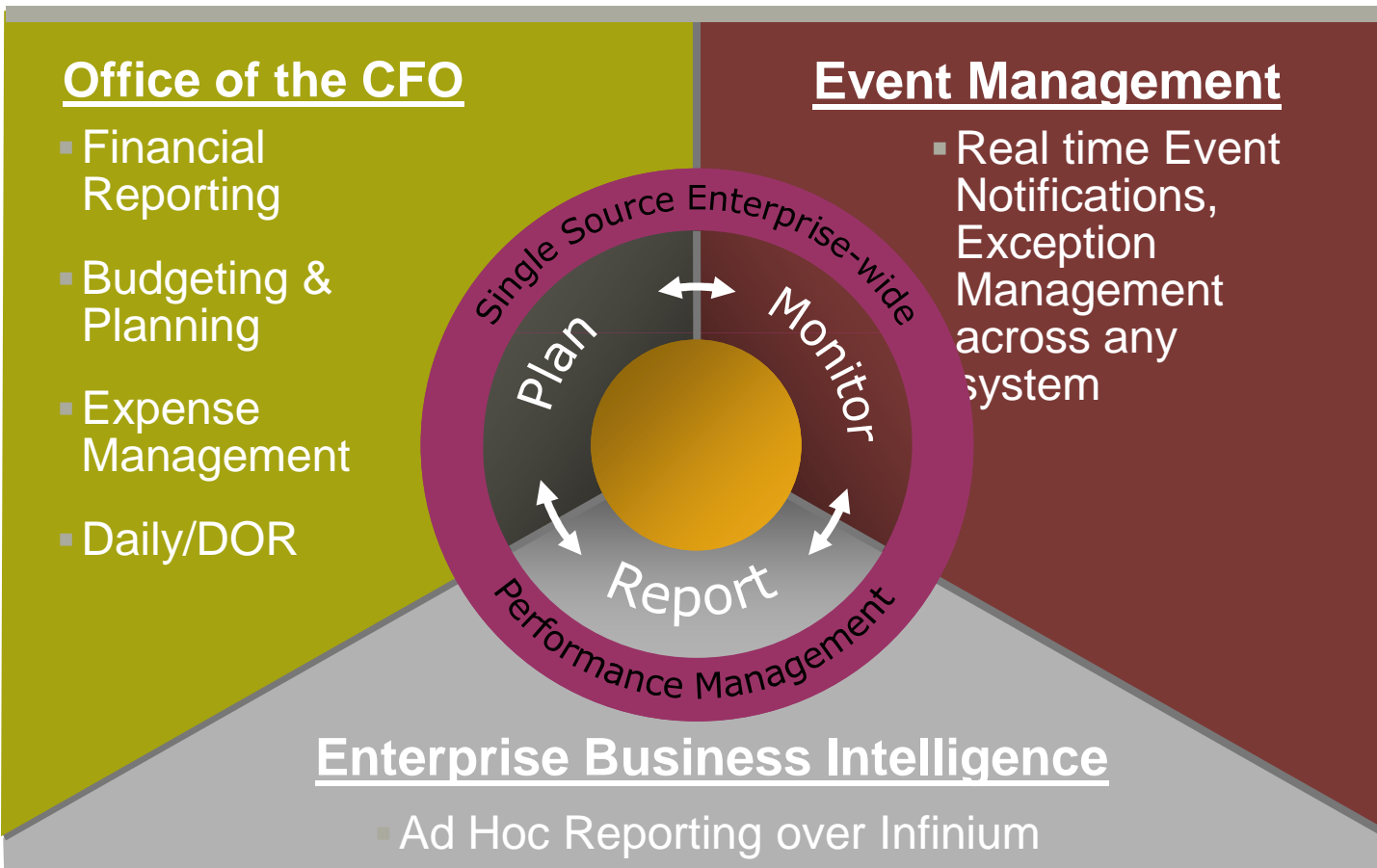
GBM.
Know how

Position in the H&G Industry

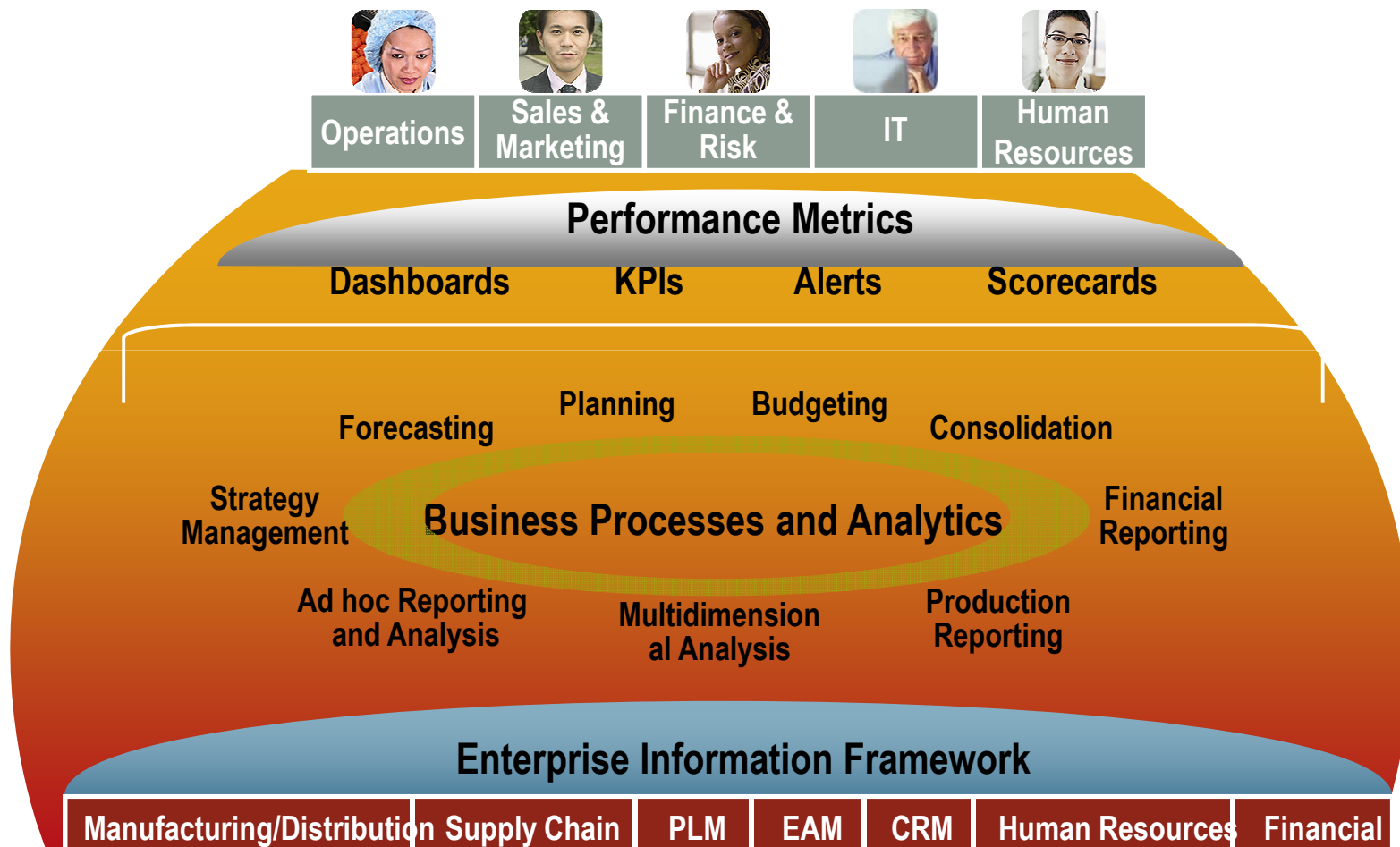
- | 23 years of industry expertise
- | 180+ customers
- | 90+% of Las Vegas Gaming & Hospitality companies run Infor Global Solutions
- | 93+% of Atlantic City Gaming & Hospitality companies run Infor Global Solutions
- | 11 California Native American Casino Customers
- | Growing market share, 30 net new Gaming clients since 2005
- | Dedicated Business Division
- | Growing Globally – Macau, Dubai, Central and South America, EMEA



Hospitality Performance Management (PM) Executive Overview



Infor PM 10



Infor PM 10 Advantages

I Unified

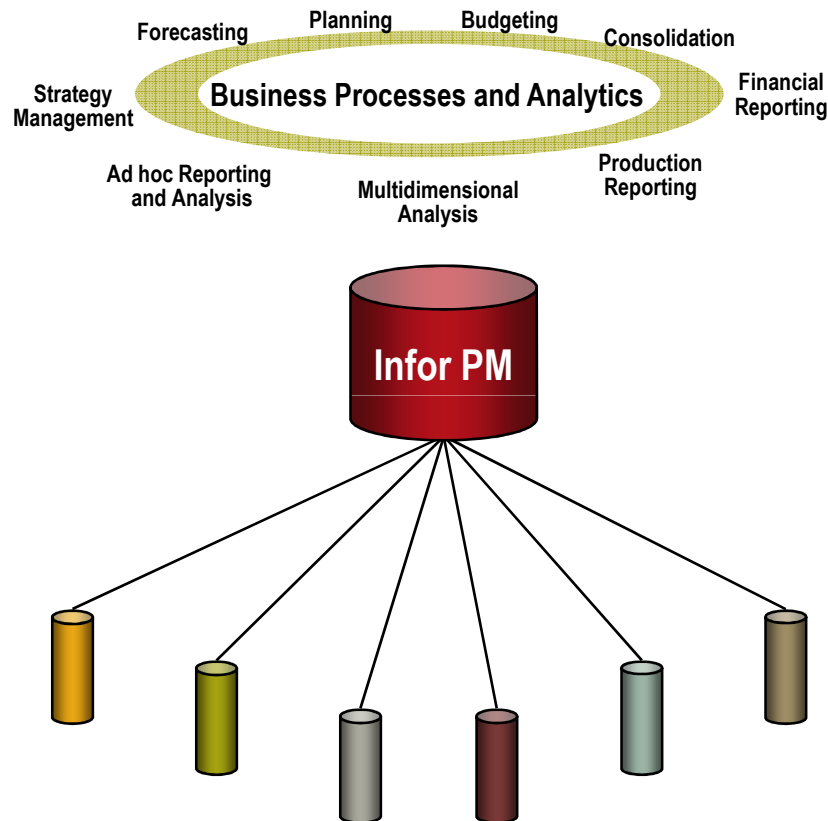
- I Single platform for Budgeting, re-Forecasting, Financial Reporting
- I Web or Excel UI

I Integrated

- I Infor FMS
- I Non-Infor systems

I Easy to Use - Comprehensive

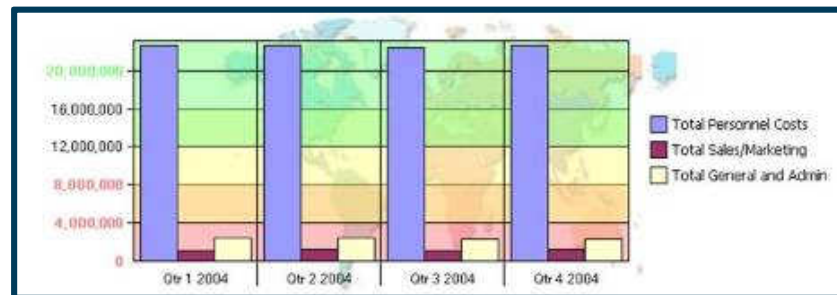
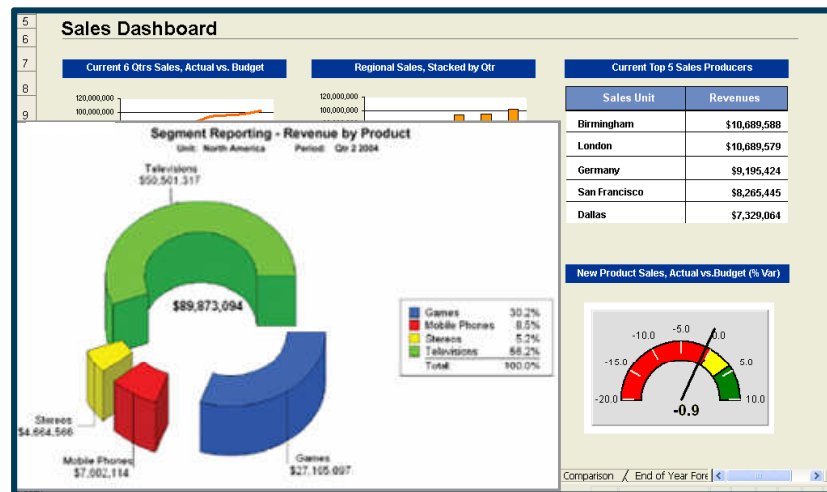
- I Ease of creating budgets, forecasts, financial reports
- I Gaming/Hotel “Core”



Financial Reporting

Information any way you want it

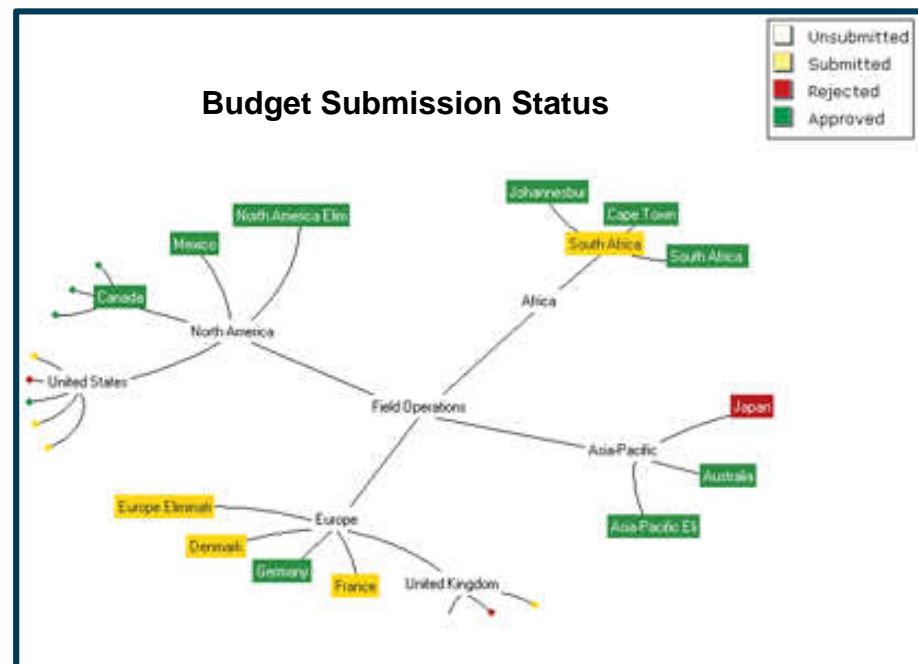
- | Perform detailed analysis on the web or in Microsoft® Excel
- | Email alerts, color-coded exception reports, charts, ad-hoc calculations, pivot-table rotation
- | Drill-down from account balances back to the details stored in other source systems
- | Highly formatted report books
- | Scorecards and dashboards
- | Facilitate compliance with detailed audit capabilities (XBRL, IFRS, OFR, SOX, FASB, Basel II, GAAP)



Budgeting

Allocate resources to achieve strategic goals

- I Manage budget and re-forecast processes
- I Reduce cycle time
- I Budget collection and tracking, and process workflow
- I Increase budget accountability and support assumptions with detail
- I Provide sophisticated analysis and alerts
- I Facilitate process compliance



Planning – Features & Functionality

- I Driver-based budgeting
- I What if modeling
- I Top Down Spreading
 - I Based on existing components
- I Cell Locking
- I Planning / Budgeting Inter-Operat
- I Access Multiple Data Sources

BPA Analysis

- Design
- Save
- Refresh
- Clear Data
- Locks / Constraints
 - Lock
 - Unlock
 - Set Constraints
 - Remove
- Analyze
- Protect Sheet
- Generate Formula Map
- Undo Last Spread

Unit	North America	July 2008	August 2008	September 2008
Allocated Net Margin	88,436	22,452	35,329	30,655
Total Sales	226,073	66,915	67,000	72,154
Sales	242,327	92,309	72,775	77,243
IC Sales	0	0	0	0

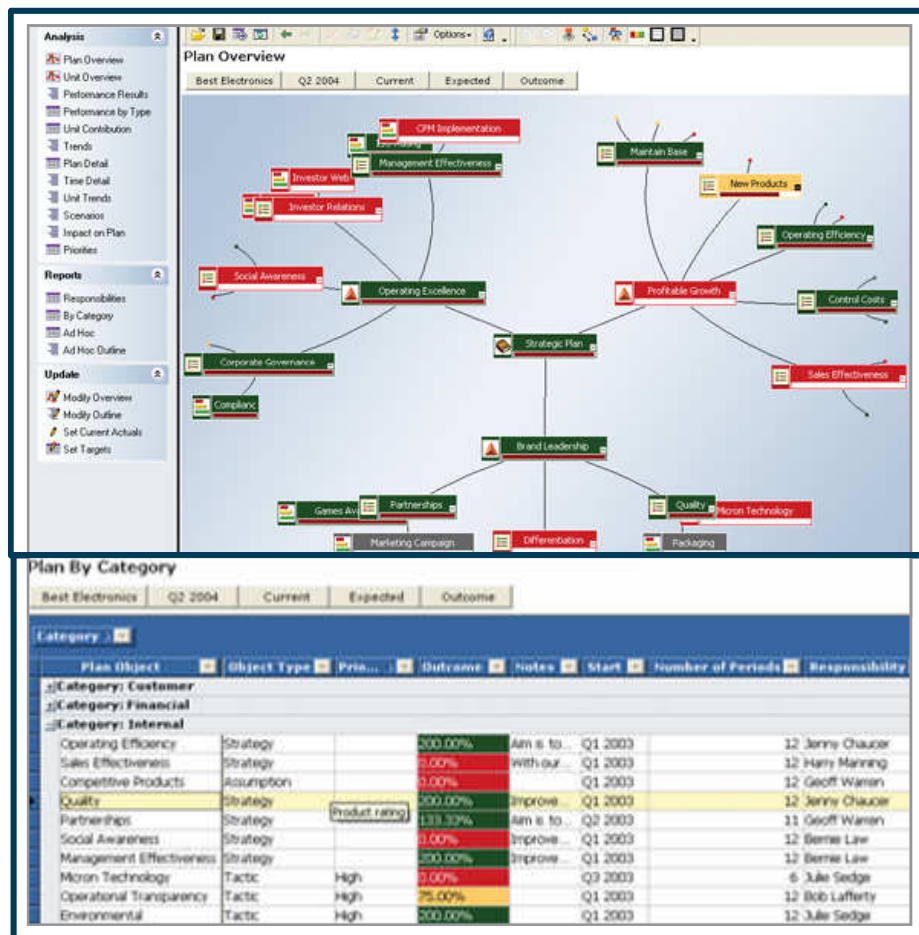
Formula Map

- double-click here to collapse the map
- Member description of formula cell
- Calculated value of formula cell
- Values and member descriptions of individual formula components
- Indicates this component is subtracted (not added)

Strategic Management

Link corporate strategies to actions and resources

- I Documents strategic plans company-wide
- I Balanced scorecard certified, supports all measurement methodologies (EVA, Six Sigma, etc.)
- I Track progress and accountability to non-financial initiatives such as quality, community impact projects



Sample Functionality

- | “Core” for Gaming/Hospitality
 - | Experience is “built-in” and out of the box
 - | Rates and Percentages for Taxes/Benefits, Distribution, COGS,
 - | Departmental driver sheets (gaming, hotel, F&B, events, spa, etc.)
 - | Departmental budget sheets
 - | Labor/expense sheets
- | Allocations
- | Formatting
- | Phasing
- | Worksheets supporting line items in budgets
- | Flexible output (web, pdf, excel)
- | Ease of re-forecasting
- | Interface to Powerpoint and Excel to rapidly create presentations

Infor PM Customers

Manufacturing



ASTON MARTIN



Sheer Driving Pleasure



SHIMANO®

RENISHAW apply innovation™

Wholesale/ Distribution/ Retail



Higher Standards
meijer
Lower Prices

Miles Kimball
Part of your life since 1935



ROUNDYS
SINCE 1872

Financial Services

AMSOUTH BANK
THE RELATIONSHIP PEOPLE™



Commerce Bank
Member FDIC



FORTIS BANK



JONES LANG LASALLE

Entertainment/ Media

BAKER & TAYLOR
Information and Entertainment Services

LUMINAR
pic

dmg world media



Note: Customers are not a comprehensive list of companies or industries

Infor PM Customers

Healthcare



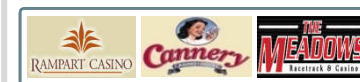
Telecommunications/ Services



Utilities/ Oil & Gas/ Energy



Hospitality Gaming/Restaurants



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