WISYS

The Flexible and Scalable WMS

COMMON MANUFACTURING & DISTRIBUTION

CHALLENGES
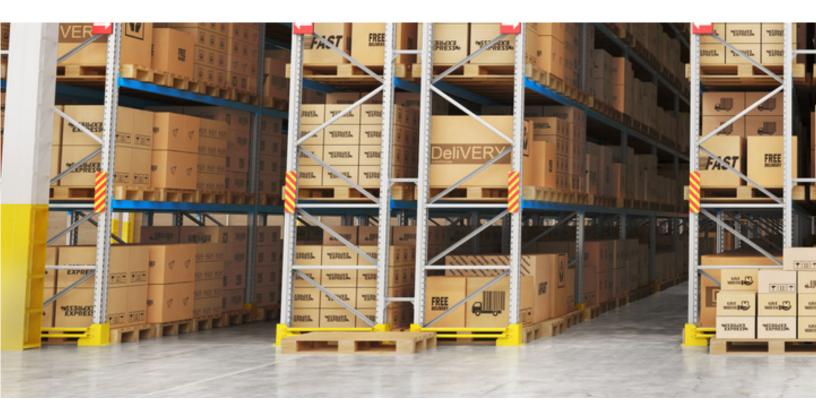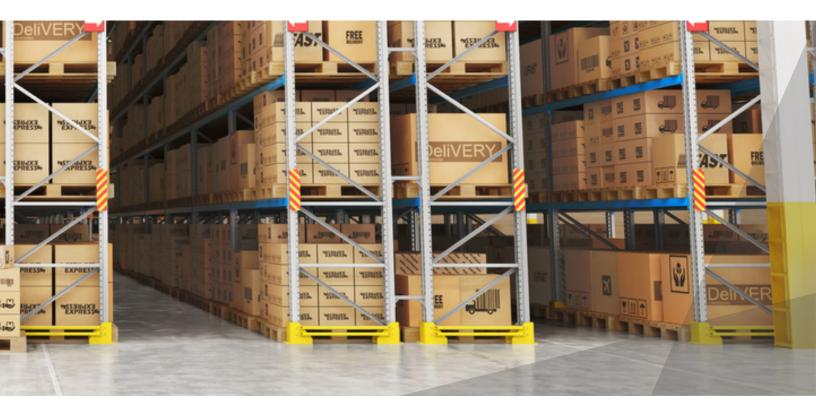
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ABOUT WISYS

- 15 years experience delivering WMS Solutions

- 375 customers across many industries and countries

- Solutions are purpose-built to fit unique business processes

- We integrate directly with Macola Software

CHAPTER 1:
How A Comprehensive Warehouse Management System Makes Everything Better

Since the dawn of time, we've understood the importance of working together. Whether that took shape in a victory of war, the eradication of a detrimental disease, or the creation of some cliché – we know the power that connection facilitates.

And yet, there is still rampant disconnection in working America, among our departments and between our systems.

Can you say differently about your business?

If your company works in silos, with the back and front office using separate data systems, there is more at stake than just a delay in communication. This issue has a widespread effect that is felt by the front office end: sales, marketing, and customer service and the back end, too, such as billing, shipping, and inventory. These gaps in knowledge create misinformation which ultimately hurts your customer's experience, and nobody wants that.

Perhaps you're in a different group, one where both front and back office is working in tandem on the same system, but your customer service team and shipping department aren't. If that's the case, it's particularly difficult to quickly and accurately address customer questions about the status of an order. Can you see what we're getting at here? Unless your departments are
using the same system across the board, your communication is more or less just noise.

Not only do these situations damage customer perception, they also hit you where it hurts: your wallet. 7 out of 10 Americans said they were willing to spend more money with companies they believe provide excellent customer service, a study conducted by the American Express Survey reports. And if your competitors are sensitive to the pull of customer needs and using an effective system, you can count on 70% of your customers being up for grabs.

CHAPTER 1 CONT:
How A Comprehensive Warehouse Management System Makes Everything Better

To prevent this from happening, implementing a few purpose-built warehouse management solutions can help immensely.

Mobile Tools

Mobile tools like handheld barcode scanners give plant floor workers the ability to update info in real time — from receiving to production to shipping, everything runs smoother when using a mobile data collection device and barcodes.

Automation

Let the power of technology do the heavy lifting for you — if you aren't automating processes where the action is (usually the back office and the warehouse), then you aren't improving your business. Worse even, you're getting left in the dust by the competition.

Real-Time

Shift away from a paper-based system, where things are entered into the system after they happen, to recording transactions as they happen. This seems minor, but its major effect will lower you data entry errors, resulting in lower costs and ensure better compliance and customer service.

CHAPTER 2:
Common Manufacturing and Distribution Challenges

Manufacturers today are faced with many challenges, from consumer demands to government and industry regulations.

Challenge: Order Management

"I don't know what orders need to be fulfilled."

Can you imagine spending several hours every day organizing orders? Without a WMS, someone would need to manually determine what items go into each order and which customers are the most important and should get priority.

If you do business with big-box retailers, your reputation is very important. If orders do not arrive on time, you may experience hefty chargebacks or your fulfillment score will go down and you could lose the business.

With a Warehouse Management System, you can organize orders by customer to prioritize fulfillment. A process that once took two hours of manual work can be done in six minutes with WMS.

> *We were able to reduce the number of transactions that one would normally do in a day to day situation taking 5-6 transactions down to one transaction done via a WiSys Agility grid.*

JOHN SLOOTMAKER, IT/ERP MANAGER, CHEMAID LABORATORIES, INC.

CHAPTER 2 CONT:
Common Manufacturing and Distribution Challenges

Challenge: Production Management

"I don't know what orders can be produced and filled."

How long does your new inventory sit around in the warehouse before it is updated in your Macola system? If you have to wait for every item to be manually written down, it could take days before the inventory actually shows up in Macola as available. You know what orders **need** to be filled, but you don't know what orders **can** be filled because your inventory isn't accurate.

A WMS instantly connects to Macola so the information is updated in real-time. By using handheld scanners and barcodes for bin control, you know exactly what inventory is in the warehouse and where is it in the building so you can find it. So you can immediately look at your sales orders and see which line items could go against which orders.

When production data is up to date, when that data is up to date, you know what items can be pulled for production. As soon as you report a finished good and receive it into inventory, the people that are managing orders can see the visibility of the material instantly. There's no guess-ing whether or not it is done.

> *We started this up last year and it has improved our inventory tremendously. We went from maybe a 70% accuracy on our cycle counts to averaging well over 95, even getting closer to 100 now.*

JOHN WHITEHEAD, CAMCO, POWDER ROOM MANAGER

CHAPTER 2:
Common Manufacturing and Distribution Challenges

Challenge: Communicating Status of Orders to Customers

"A customer wants to know where their order is."

Your warehouse is an important part of your customers' buying experience. Making sure inventory for products ordered is in stock and customers get what they purchased in a timely manner is crucial to providing good customer service. Not being able to do this effectively can result in lost business.

A Warehouse Management System (WMS) automates inventory management using handheld scanners and barcodes so inventory is tracked starting at the first touch point in your organization. With WMS, you know exactly what is in stock and where materials are located so you can easily and accurately fill orders.

WMS also connects the back and front office operations so that everyone is looking at the same information in real-time. If a customer has a question about order status or needs to change their order, this information can be accessed quickly and easily to accommodate their requests.

Warehouse automation and real-time inventory information leads to increased accuracy and better customer service.

> *WiSys has already paid for itself and then some. Customer Service is very pleased with it. If a customer calls now, they know right where the order is.*

JOY CAMPBELL, ACCOUNTING/IT MANAGER, AUBURN MANUFACTURING

CHAPTER 2 CONT:
Common Manufacturing and Distribution Challenges

Challenge: Inventory Accuracy

"I don't know if the inventory in my system matches the inventory in my warehouse."

Controlling your inventory successfully means more money in the bank.

When inventory information is wrong, people become frustrated, don't trust the information in the system, and have to search for the correct information. People's time and effort cost money. If Purchasing buys too much product, your money is tied up with the wrong items. If Purchasing buys too little product, you might miss a customer delivery and that really costs you money. Or you have to stop a productions line – ouch! All because inventory information is inaccurate.

Inventory errors often happen when material is moved without being recorded. Using a mobile WMS solution with handheld scanners and barcodes will help keep track of your inventory as it moves through the warehouse and updates your Macola system in real-time.

The moment you scan an item, your inventory information changes instantly. This eliminates inventory errors and creates a system you can trust.

" *After implementing WiSys, we saved $1 million in reduced inventory levels over a 2-year period. Our orders now have a 96% efficient pick rate and 95% same-day ship rate.*

MANNY MARTINEZ, GPA, DIRECTOR OF IT
"

CHAPTER 2:
Common Manufacturing and Distribution Challenges

Challenge: Compliance

Manufacturers today are faced with many challenges.

In the food industry, for example, food safety, traceability and product recall preparation are growing concerns. Food manufacturers produce products using materials from many different sources that have the potential to reach millions of consumers across the country. Traceability is necessary to ensure the safety of food and prevent foodborne illness.

Chemical manufacturers and pharmaceutical companies also face compliance requirements. Products and substances need to be tracked through the entire supply chain, from suppliers to stores and down to customers. When dealing with planning and manufacturing, inventory accuracy is necessary to ensure all required raw materials are available to meet production dates with customers.

A WMS gives manufacturers the tools needed to be competitive while also staying compliant with regulations. This is accomplished through real-time data, better business intelligence and purpose-built solutions that automate unique business processes.

Implementing a Warehouse Management System can satisfy government and industry compliance requirements as well as provide you with better visibility and control while minimizing risks to your customers and company.

> *We use WiSys for receiving, quality control, production, shipping, invoicing and real-time reporting. It gives us the complete lot traceability we need to satisfy our partners.*

MICHAEL WENTHE, LIL' DRUG STORE PRODUCTS, INC., DIRECTOR OF IT SERVICES

CHAPTER 3:
Wisys Solutions

The Flexible, Scalable Out-of-the-Box WMS for Macola

Agility Essentials by WiSys is designed and built to be an out-of-the box WMS solution for your Macola ERP system. Easy to install and configure. Install in the morning and begin scanning your inventory in the afternoon.

REAL-TIME
By pushing transactions out onto the floor where they really happen, a lot of the day-to-day work is eliminated.

FLEXIBLE
If the out-of-the-box processes aren't perfect, you have the flexibility to customize on your own without writing a single line of code using Agility Design Tools.

SCALABLE
Agility Essentials is a highly scalable WMS that grows with your business. You can start with one single device and evolve to a sophisticated, multi-device environment.

- Goods Receipt PO and Put Away
- Inventory Trx: Receipt, Issue, Transfer, Transfer Request
- Sales Order Delivery
- Picking and Directed Picking
- Packing
- Production Issue, Return, Receipt
- Cycle Counting
- Bin/Batch/Serial control with Native Tables
- Document and Label Printing
- Item/Bin/Batch/Serial Views

CONTACT US

Ready to learn more about how WiSys can help?

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