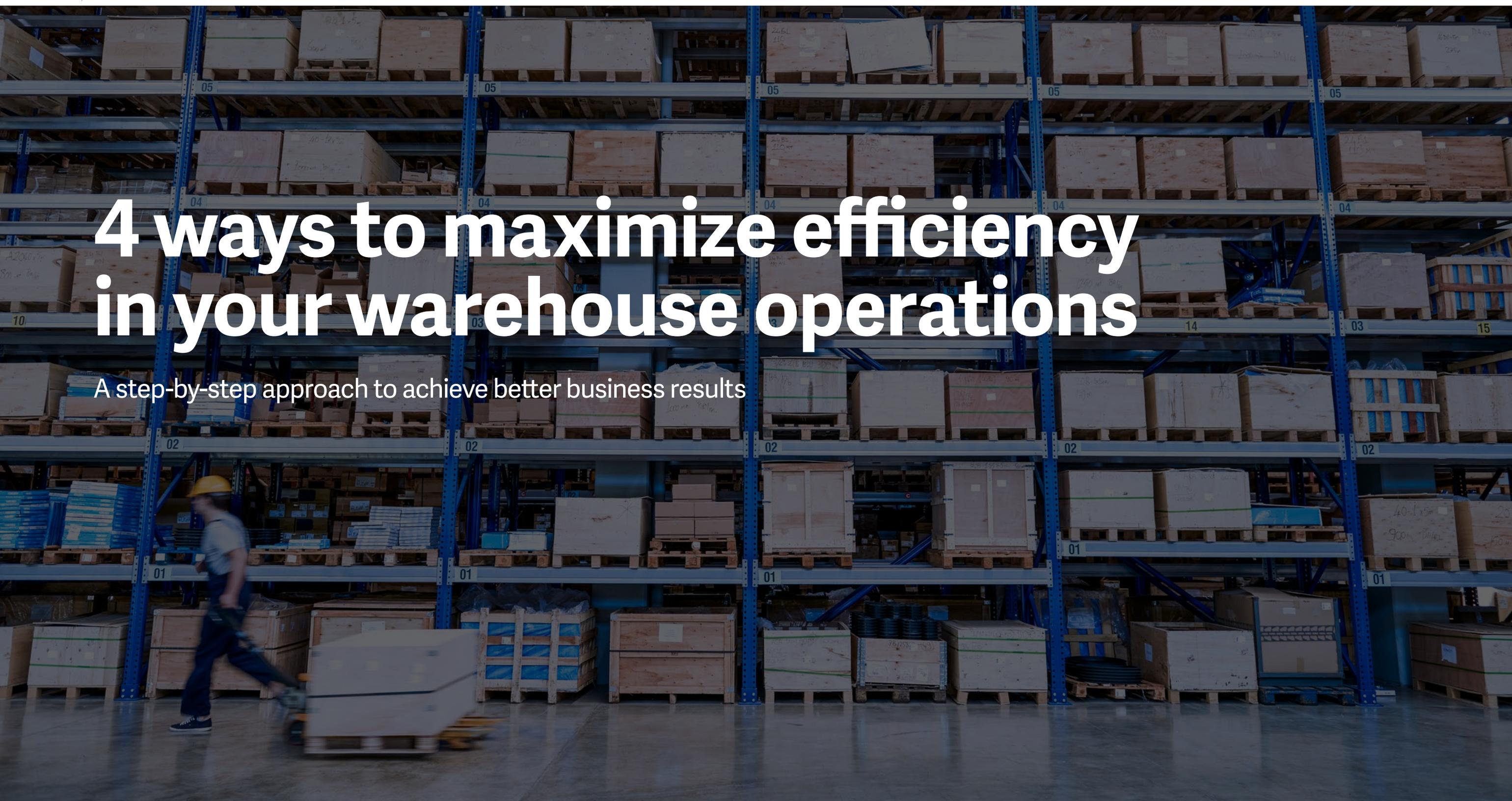


4 ways to maximize efficiency in your warehouse operations

A step-by-step approach to achieve better business results





Does this sound familiar?



Your competition is increasing



Manufacturers and large retailers are bypassing distributors and selling direct to consumers

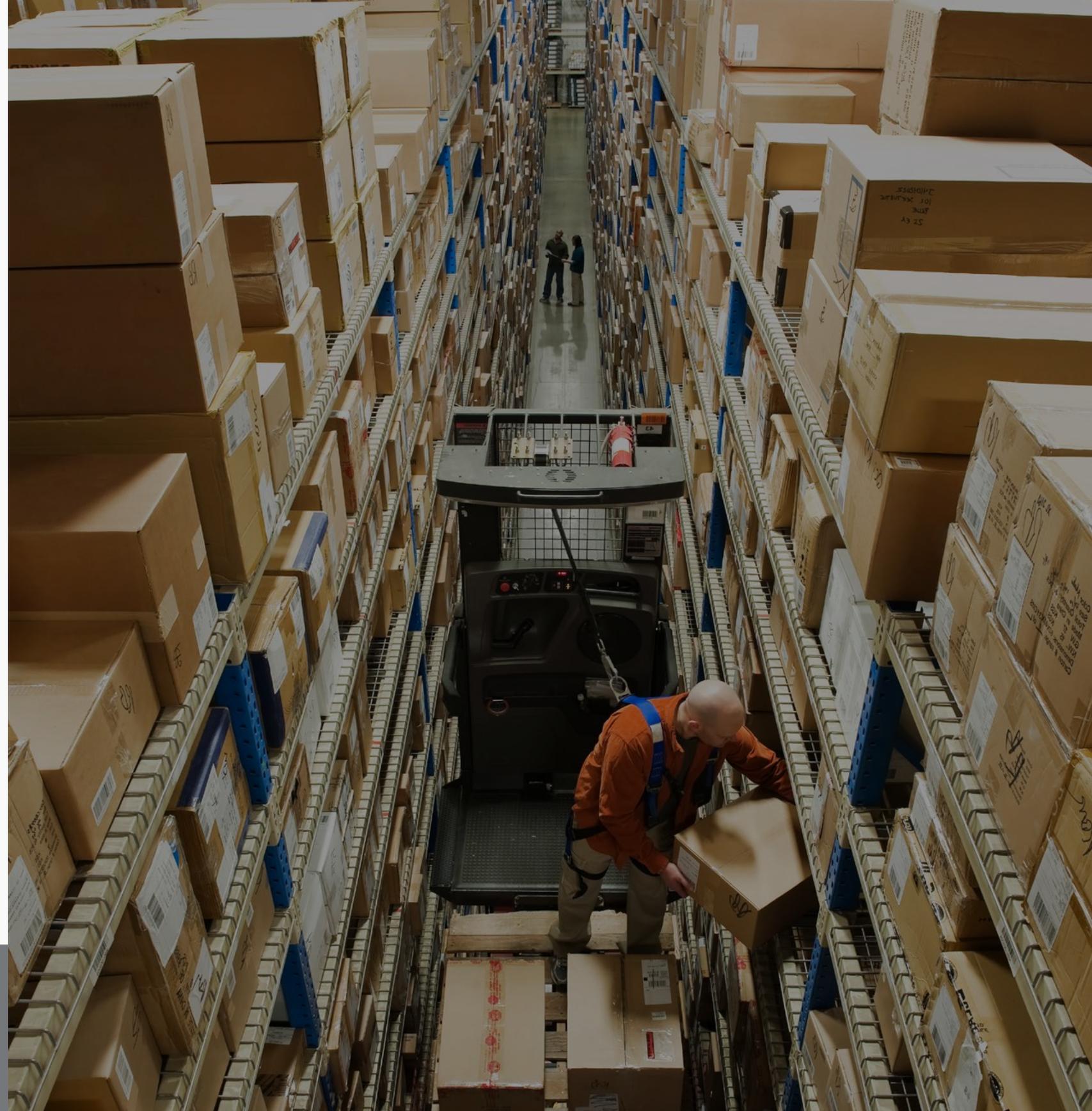


Big retailers are operating their own warehouse systems to manage their inventory



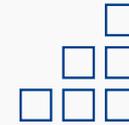
Your market share is threatened

Improve warehouse logistics and the accuracy of order fulfillment:
One of the top 3 priorities among distribution businesses¹





Make efficiency a priority



Utilize space more effectively »



Monitor your inventory closely »

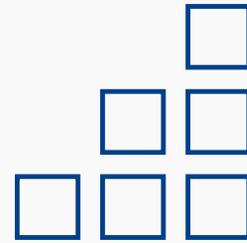


Increase the accuracy of order fulfillment »



Rethink labeling and shipping compliance »

The right business management and warehouse solution can help you do that.

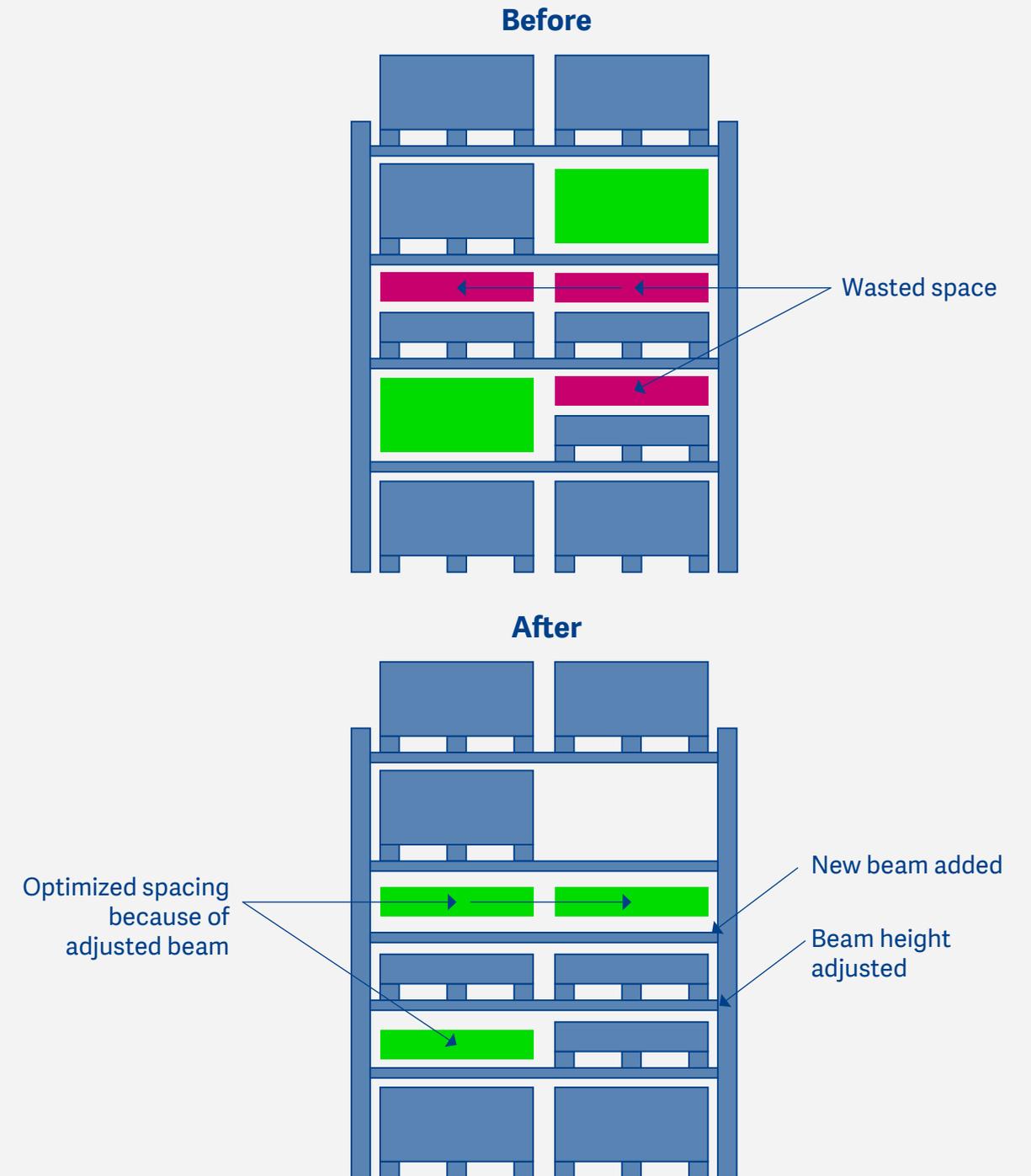


1. Utilize space more effectively

- ✓ Minimize excess inventory and maximize every square foot of your warehouse space
- ✓ Reduce the width of aisles and avoid storing multiple products in single bin locations
- ✓ Incorporate vertical slotting to keep most of the manual picking activity between the knees and shoulders (the “strike zone”)
- ✓ Improve cube utilization with varied storage location sizes to minimize the “honeycombing” effect.

Sage pro tip:

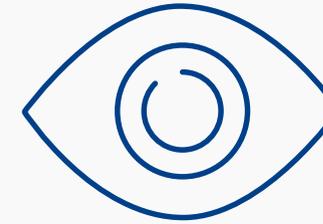
A modern warehouse management system allows you to measure and monitor storage space utilization and provide you with space optimization tools to improve labor productivity and storage space utilization.



A photograph of a warehouse aisle filled with tall stacks of large cardboard rolls. The rolls are arranged in rows, creating a perspective that leads the eye down the aisle. In the foreground, a pallet jack is positioned on the floor, with one roll of cardboard resting on its forks. The lighting is somewhat dim, and the overall tone is muted, with a dark blue overlay. The text is overlaid on the left side of the image.

“Keeping the right mix of products on hand without costly overstocking is key. Sage helps us do that. It’s quick and responsive software that provides us with a great deal of insight and control over our inventory.”

John Giczewski, purchasing manager
St. Joseph Paper and Packaging



2. Monitor your inventory closely

- ✓ Incorporate a dashboard to oversee warehouse activity, order status, and outbound activity in real time
- ✓ Centralize data in one cohesive system so you make the right decisions quickly
- ✓ Identify product and material shortages ahead of time so you can be prepared to meet customer demand
- ✓ Gain a clear picture of what's available: in transit, in manufacturing, and in inventory

Sage pro tip:

Mobile technology can help distributors better serve customers by giving sales and customer service representatives information at their fingertips when they visit customer sites or make deliveries.

The screenshot shows a software interface for managing suppliers. On the left is a table with columns for Supplier ID, Company name, and Short description. On the right is a detailed view for a specific supplier, including fields for Category, Supplier ID, and various metrics like Lead time, Price, Quality, Quantity, Free, and Total rank.

Supplier	Company name	Short description
A0051	NeoPreus - Componentes e Preus	NeoPreus
A0052	SuperBikes - Acessorios	SuperBikes
A0053	EPRONI - Electronica e Informatica	EPRONI
A0054	NetCPU - Componentes	NetCPU
A0055	LabExpress - Farmaceutica	LabExpress
A0056	CHEMOR - Corantes e Quimicos	CHEMOR
A0057	ANGNOX - Apos e Metais	ANGNOX
A0058	AgroFresh - Industria Alimentar	AgroFresh
A0059	ANGOLEMB - Embalagens Industriais	ANGOLEMB
A0051	Dundee Electronics	Dundee
A0052	Ukuru Manufacturing	Ukuru Manf
A0053	Pacific Supplies	Pacific Sp
A0054	Macquarie Industrial	Macquarie
A0055	Kakadu Corporation	Kakadu
A0056	Eye Ingredients	Eye
A0057	Reef Chemicals	Reef Chem
A0058	Fraser Products	Fraser Prd
A0059	Daintree Labs	Daintree
A0060	Kimberleys Associates	Kimberleys
B0051	Cyclebel	Cyclebel
CH001	Foxconn	Foxconn
DE051	Hylican Desktop AG	Hylican
DE052	Dell GmbH	Dell

Suppliers

Category: FR (French supplier) | Active: | Supplier: FR051

Identify | Addresses | Commercial | Management | Financial | **Ranking** | Bank

Notes: [] Conversion factors: []

Lead time: 15.00 | 1.000000

Price: 12.00 | 1.000000

Quality: 18.00 | 1.000000

Quantity: 16.00 | 1.000000

Free: 15.00 | 1.000000

Total rank: 15.20

This screenshot shows the same supplier details as the previous image, but with a radar chart added to the right. The chart has five axes: Lead time, Price, Quality, Quantity, and Free. The values for these metrics are plotted on the chart, showing a green pentagon shape. The 'Lead time' axis has a value of 2, while the other axes are at 1.000000.

Suppliers

Category: FR (French supplier) | Active: | Supplier: FR051 | Cyclehouse

Identify | Addresses | Commercial | Management | Financial | **Ranking** | Bank ID number | Contacts

Notes: [] Conversion factors: []

Lead time: 15.00 | 1.000000

Price: 12.00 | 1.000000

Quality: 18.00 | 1.000000

Quantity: 16.00 | 1.000000

Free: 15.00 | 1.000000

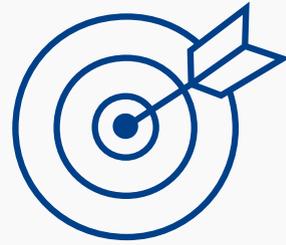
Total rank: 15.20

Radar Chart: Lead time (2), Price (1.000000), Quality (1.000000), Quantity (1.000000), Free (1.000000)



"In just five months, Sage helped Hubert Glass Oil save more than \$300,000. The savings comes from an overall reduction in inventory thanks to our ability to order just what we need, just in time. We've weeded out slow-selling items and are focusing on the high-volume, high-profit items."

Les Johnson, controller
Hubert Glass Oil Co.



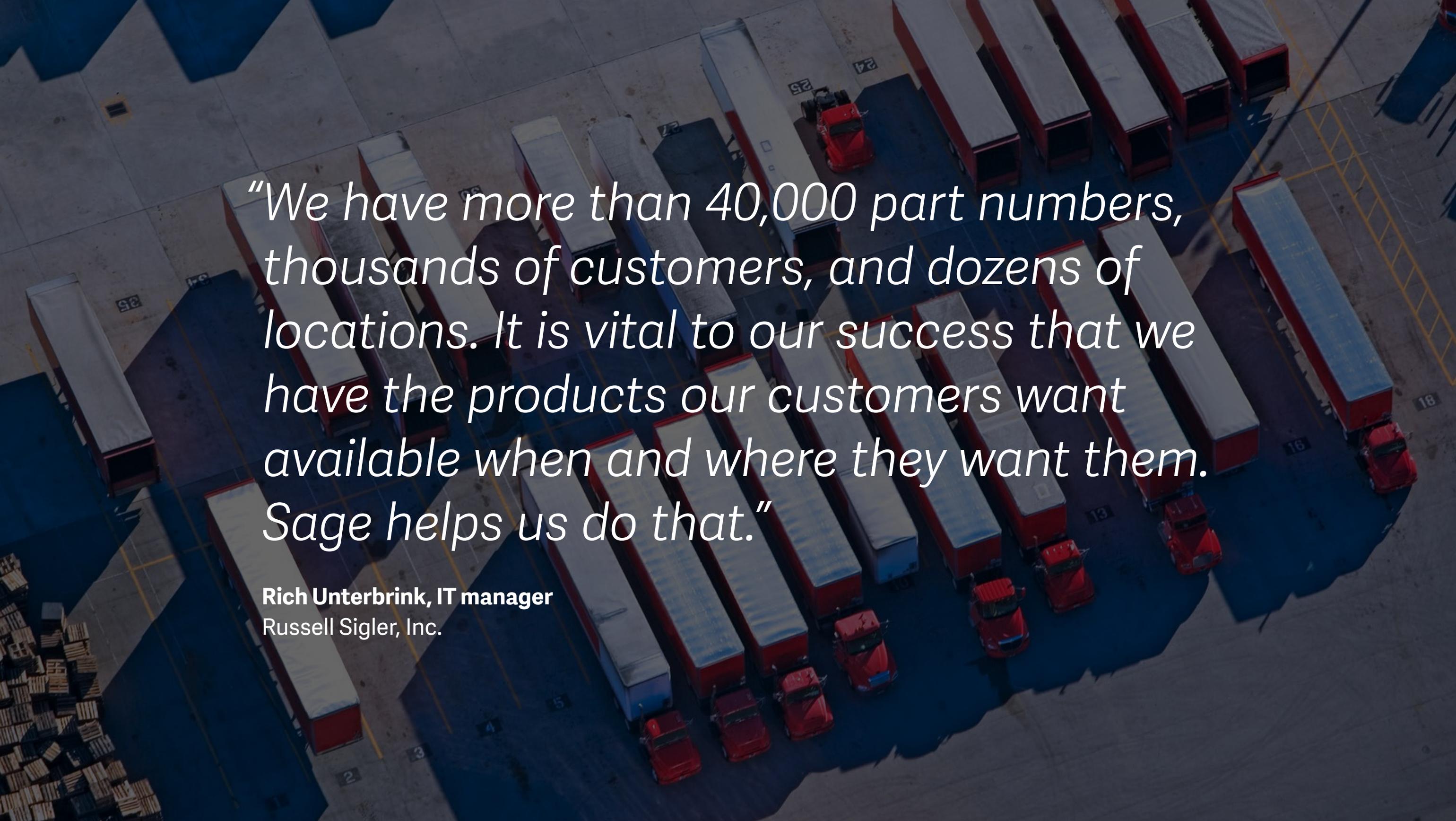
3. Increase the accuracy of order fulfillment

- ✓ Automate the pick/pack process to eliminate errors and improve efficiencies
- ✓ Manage lower inventory levels with visibility across the entire supply chain
- ✓ Drive savings with multichannel order-fulfillment services
- ✓ Integrate sales and purchasing processes with solutions that connect directly with your business management solution

Sage pro tip:

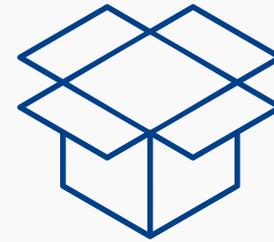
When you incorporate Electronic Data Interchange (EDI), you can send information to another company electronically, eliminating errors and increasing order to payment.





"We have more than 40,000 part numbers, thousands of customers, and dozens of locations. It is vital to our success that we have the products our customers want available when and where they want them. Sage helps us do that."

Rich Unterbrink, IT manager
Russell Sigler, Inc.

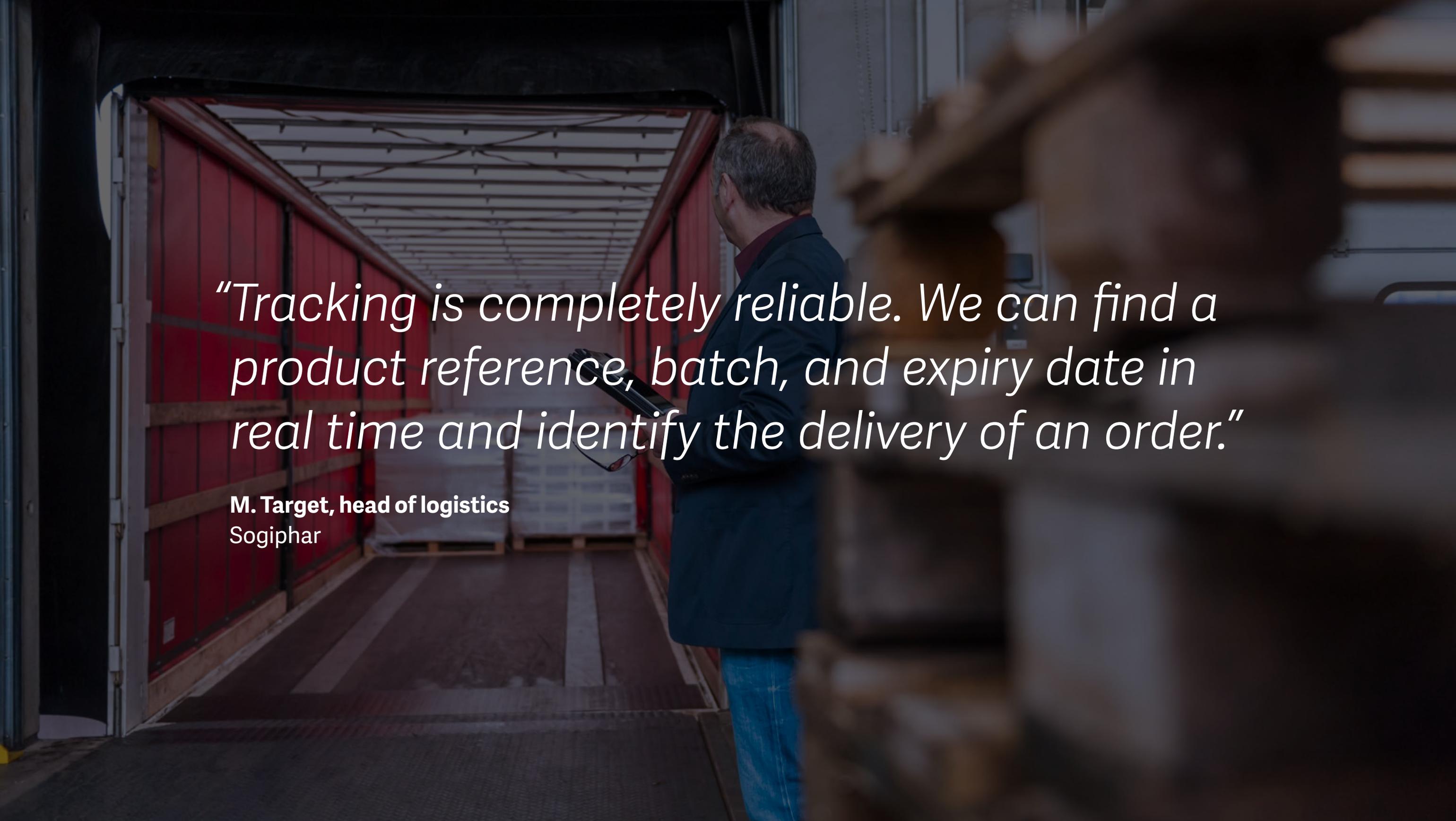


4. Rethink labeling and shipping compliance

- ✓ Integrate flexible labeling options into the pick workflow
- ✓ Provide specific directions on GS1 shipping labels in terms of format and positioning on the package to ensure accurate shipping and delivery
- ✓ Enable end-to-end traceability
- ✓ Pack to specifications for shipping efficiency, avoid less than load

Sage pro tip:

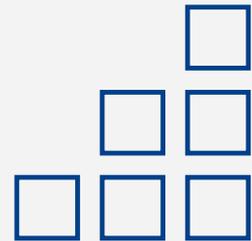
RFIDs and other means of automated tracking for goods and packages can be integrated into business management solutions, giving organizations a competitive advantage over distributors that lack access to real-time product information.



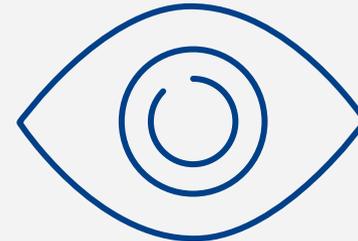
“Tracking is completely reliable. We can find a product reference, batch, and expiry date in real time and identify the delivery of an order.”

M. Target, head of logistics
Sogiphar

Embrace these 4 trends and experience the benefits of greater warehouse efficiency



1. Utilize space more effectively



2. Monitor your inventory closely



3. Increase the accuracy of order fulfillment



4. Rethink labeling and shipping compliance

Ready to change the way you work?

Take the next step and request a **complimentary business review**.

Learn more at: <http://www.iwigroup.ca>

For more information, request a **product demo** or call us at: **1-(416) 499-4821**

*Distributors Seek Edge, IDG white paper, August, 2015

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