



CASE STUDY:

LESS MEANS MORE PROFIT



North American distributor cuts cost and improves customer service with Warehouse Services Inc. management systems.

COMPANY BACKGROUND

A \$1B North American manufacturer that markets and distributes products worldwide.

BUSINESS PROBLEM

Managing and maintaining 35 distribution centers became overwhelming for this client. The existing transportation system and warehouse management procedures were not robust enough to handle both the operation's complexity and future growth.



WAREHOUSE SERVICES INC. CHALLENGE

- Work with the client to reduce the network from 35 to 6 within a 12 month timeframe
- Consolidate and eliminate layers of management
- Implement a new WMS package (ALS) simultaneously with the installation of a Transportation Management System (TMS)
- Develop interfaces providing customer reporting and productivity

COMPELLING RESULTS / RETURN ON INVESTMENT

- ✓ Warehouse Services Inc. consolidated distribution centers to achieve reductions in transportation costs.
- ✓ Warehouse Services Inc. redirected key managers to increase productivity.
- ✓ Warehouse Services Inc. implemented ALS which provided savings to the client in excess of \$500,000.

- Transportation Savings from Network Re-design
- Reduced Operating Costs
- Accountability

**Warehouse Services Inc.
Distribution Solutions**