

# *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



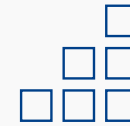
Your market share is threatened

**Improve warehouse logistics and the accuracy of order fulfillment:**  
One of the top 3 priorities among distribution businesses<sup>1</sup>





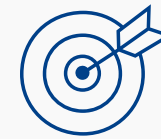
## Make efficiency a priority



**Utilize space more effectively »**



**Monitor your inventory closely »**

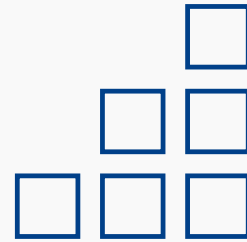


**Increase the accuracy of order fulfillment »**



**Rethink labeling and shipping compliance »**

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

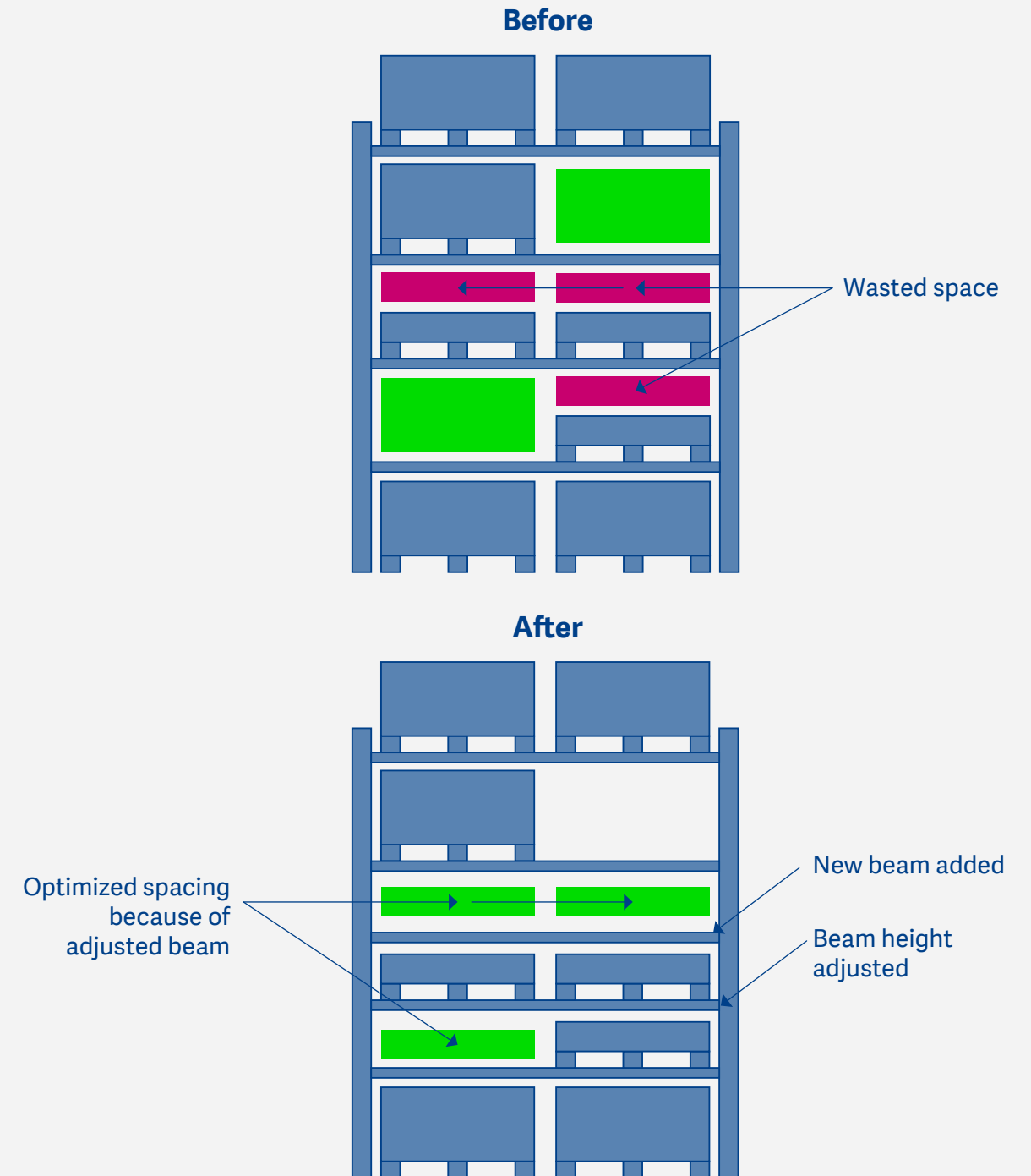


## 1. Utilize space more effectively


- ✓ 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 provides you with space optimization tools that measure and monitor how you utilize your storage space, leading to greater productivity.



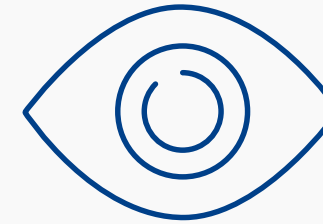


A man wearing a red hard hat and a yellow safety vest is shown in profile, writing on a clipboard. He is in a warehouse setting with large blue plastic jugs stacked on wooden pallets in the background. The text is overlaid on the image in a white, italicized font.

*"We expanded into a new facility last year, which is more than twice as big as our old location, and the efficiencies of our Sage software contributes to us having clear insight into our inventory, and keeping our prices more competitive."*

**Joe Souza, Vice President of Operations**  
CFM





## 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.

Supplier	Company name	Short description
A0051	NeoPreus - Componentes e Preus	NeoPreus
A0052	SuperBikes - Acessorios	SuperBikes
A0053	EPROM - Electronica e Informatica	EPROM
A0054	NetCPU - Componentes	NetCPU
A0055	LabExpress - Farmaceutica	LabExpress
A0056	CHEMCOR - Corantes e Quimicos	CHEMCOR
A0057	ANGNOX - Apos e Metais	ANGNOX
A0058	AgroFresh - Industria Alimentar	AgroFresh
A0059	ANGOLEMB - Embalagens Industriais	ANGOLEMB
AU051	Dundee Electronics	Dundee
AU052	Uluru Manufacturing	Uluru Manf
AU053	Pacific Supplies	Pacific Sp
AU054	Macquarie Industrial	Macquarie
AU055	Kakadu Corporation	Kakadu
AU056	Eyre Ingredients	Eyre
AU057	Reef Chemicals	Reef Chem
AU058	Fraser Products	Fraser Prod
AU059	Daintree Labs	Daintree
AU060	Kimberleys Associates	Kimberleys
BE051	Cyclebel	Cyclebel
CH001	Foxconn	Foxconn
DE051	Hyrcan Desktop AG	Hyrcan
DE052	Dell GmbH	Dell

Suppliers	
Category	Supplier
FR French supplier	FR051

Identity	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					

Suppliers	
Category	Supplier
FR French supplier	FR051

Identity	Addresses	Commercial	Management	Financial	Ranking	Bank ID number	Contacts
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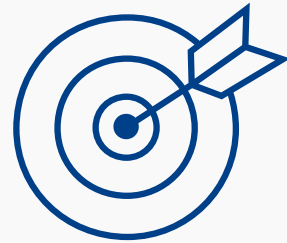




*"Sage 100cloud lets us put our efforts into selling.  
And it's given us the turn-and-burn inventory  
system we needed to streamline stock levels and  
boost profitability."*

**Fred Dulaney, Partner**  
Premier Marketing, Inc.





### 3. Increase the accuracy of order fulfillment

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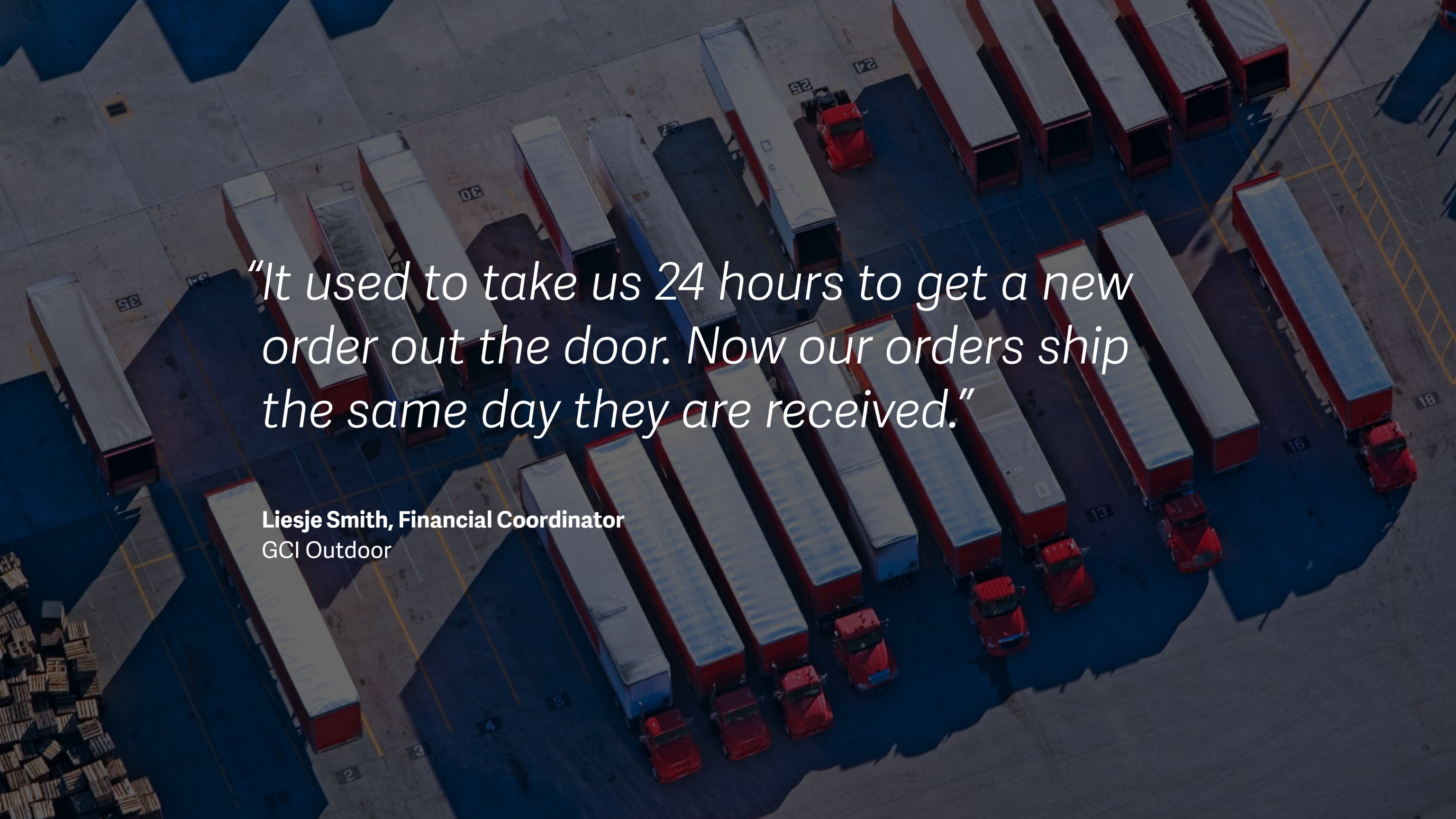
- ✓ Automate the pick/pack process to eliminate errors and improve efficiencies.
- ✓ Manage lower inventory levels with visibility across the entire supply chain.
- ✓ Drive savings with multichannel order-fulfillment services.
- ✓ Integrate sales and purchasing processes with solutions that connect directly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







*"It used to take us 24 hours to get a new order out the door. Now our orders ship the same day they are received."*

**Liesje Smith, Financial Coordinator**  
GCI Outdoor





## 4. Rethink labeling and shipping compliance


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- ✓ 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.



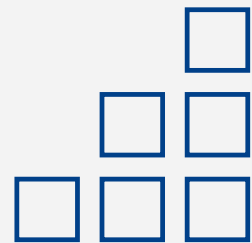
A man in a dark jacket and blue jeans stands in a warehouse, holding a handheld device. He is looking at the device. The background shows a large warehouse interior with red walls and a high ceiling. The floor is made of concrete. The lighting is dim, with some light coming from the left side.

*"We have all the information we need to complete the order and respond to customer questions. The customer's history is available, so when they want to order the same products as the last time, we can generate the order easily."*

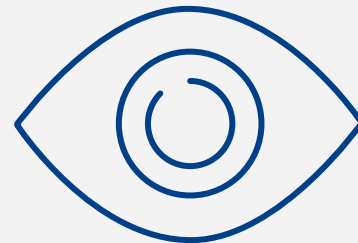
**M. Target, Head of Logistics**  
Sogiphar



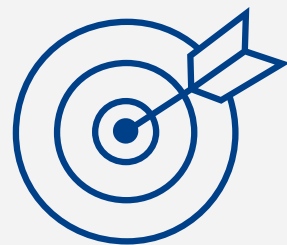
## Embrace these 4 trends and experience the benefits of greater warehouse efficiency



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: [www.e2btek.com/erp](http://www.e2btek.com/erp)

For more information, request a product demo or call us at: (440) 352-4700

<sup>1</sup>Distributors Seek Edge, IDG white paper, August, 2015

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