Overcoming the Order Fulfillment Burden with Warehouse Execution Systems.

Presented by:

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What You Will Learn

- What is the order fulfillment process and what challenges are companies facing?
- What tools are available to overcome order fulfillment challenges?
- What are the benefits of implementing a warehouse execution system (WES) software?
- How a simplified order fulfillment process using a WES can prepare your company for future growth.
About the Presenter

Dave Williams,
Vice President of Software Development,
Westfalia Technologies, Inc.

- Over 30 years experience in software, logistics and management
  - Procter & Gamble
  - Rite Aid Corporation

Westfalia’ is proud to be trusted by:
The Order Fulfillment Process

Starts with product sales
Which translates to production demand
Space management to store inventory
Schedule transportation
Process order changes as necessary

Returns are generated as appropriate
Returns are processed at distribution location
Order arrives at customer facility
Order is fulfilled by shipping/distribution

Customer is billed
The Struggle is Real!

Many companies **struggle** with:

- Product over/under selling
- Insufficient inventory
- Limited manufacturing capacity
- Limited storage capacity
- Transportation/delivery issues
- Efficient use of labor
But what are “they” doing wrong?

**Lack of communication**
- Between sales, manufacturing, warehousing and distribution leads to more changes to customer orders late in the process.

**Unreliable transportation**
- Pickup/delivery scheduled not kept.

**Smaller “back rooms”**
- At the customer site force more JIT order placement.
So, what are my tools?

Ranges from manual to **FULL AUTOMATION**

- Must pre-determine:
  - The need/demand (requested inventory)
  - Available inventory (includes manufacturing schedule if appropriate)
  - Fulfillment resources (includes manual, as well as automated)
  - Transportation availability
  - Labor availability, skill-level, etc.
Choosing automation with WES

Warehouse Execution Systems (WES)

- Provide WMS and WCS functionality in a single, flexible, integrated solution, thus eliminating the need for multiple applications
- A Tightly integrated system which efficiently handles all transaction processing between applications, as well as with material handlers
- Easy to use
- Able to grow with you as your company grows
What Benefits/advantages WES?

- **Maximize** the benefits of automated systems
- **Scalable** solutions
- **Flexibility** to interface with other applications
- **Customizations** available for customer-specific business rules
- Creates **consistency** and typically requires shorter learning curve
Crafting a solution: Sargento Foods, Inc.

- Full Pallet, layer and case pick
- 5K+ storage positions in case pick
- 80+ outbound orders per day
- 50-60 trailers per day outbound
Crafting a solution: Sargento Foods, Inc.

High-Bay AS/RS
- 2 tandem S/RM’s
- 10 levels
- 8,806 storage positions
- 19,141 sq. ft.

Low-Bay AS/RS
- 2 tandem S/RM’s
- 6 levels
- 5,992 storage positions
- 22,635 sq. ft.

Advanced Layer Picking and Automated Truck Staging
- 2 layer-picking gantry robots
- 245 layer pick positions
- 2 transfer cars
- 630 automated truck staging pallet storage locations

All powered by a WES
Just-in-time Order Fulfillment

- Customer order management
- Order staging
- Transportation delays/reschedules/etc.
- Dynamic vs. location vs. zone replenishment for picking
How a simplified order fulfillment process using a WES can prepare your company for future growth.

Improved order fulfillment accuracy allows for:

- **Flexibility** to handle order changes, transportation delays, etc.
- **Increased labor efficiency** leading to increased profitability
- **Quicker load turn around** – happier carriers, no detention costs, etc.
Questions?
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