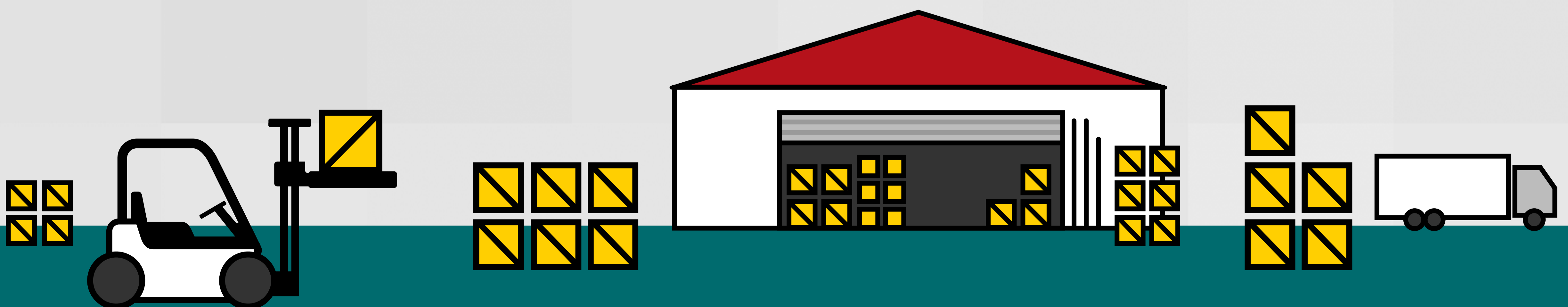
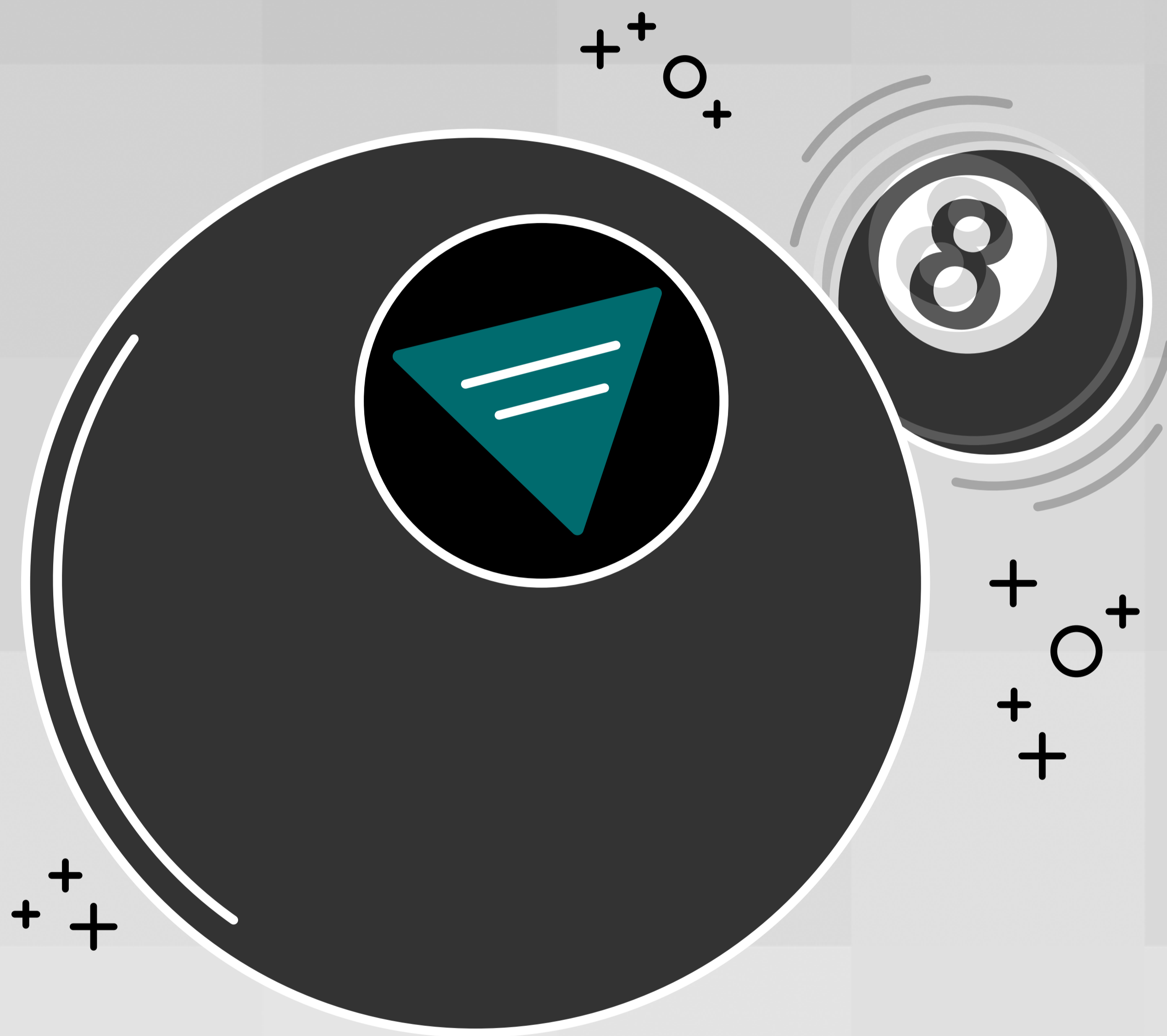


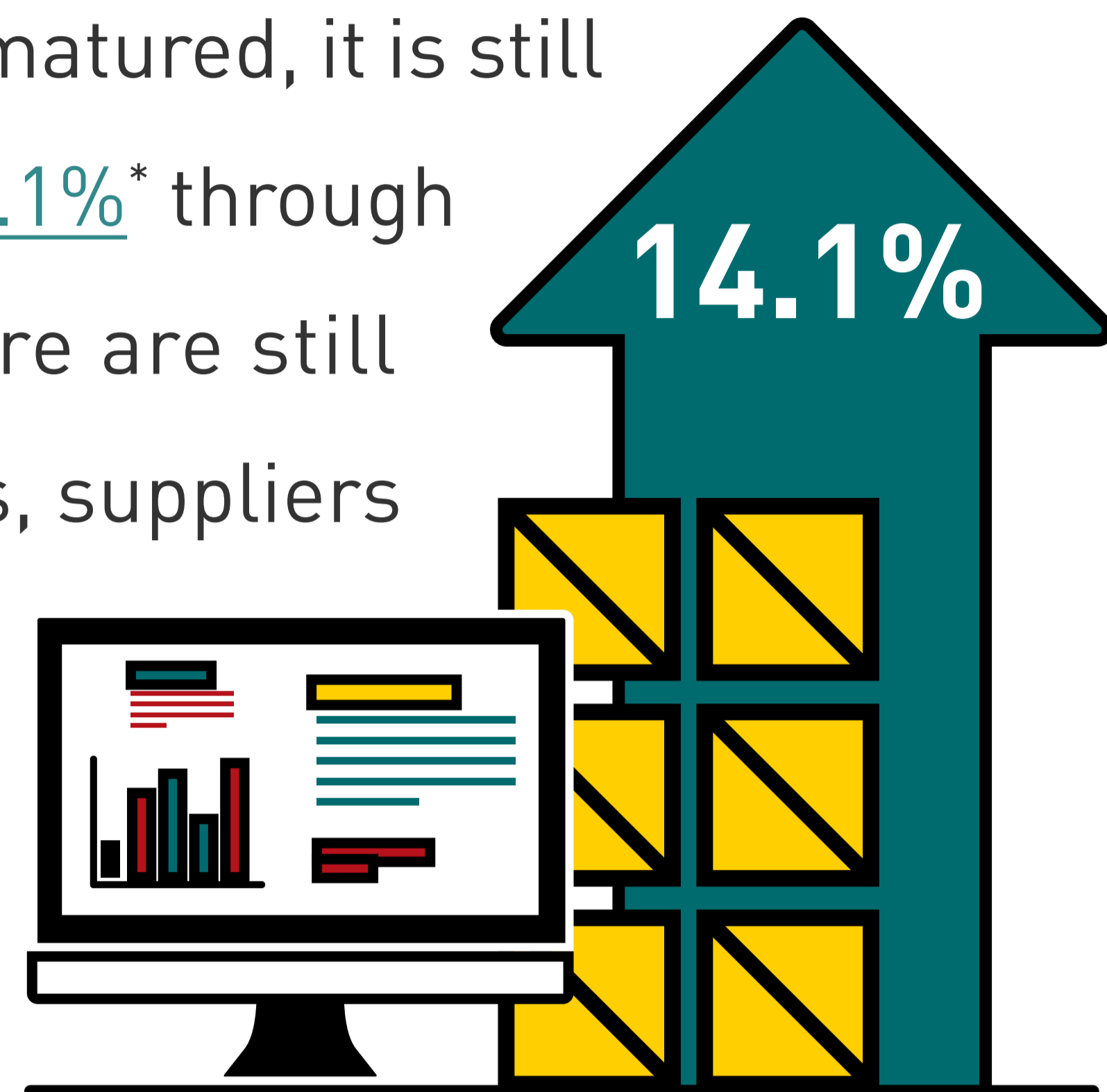
# The Magic 8 Ball Answers Your

# WMS Questions



## WMS Still a Growth Industry

Even though industry analysts believe the market for warehouse management systems has matured, it is still expected to grow at a healthy rate of 14.1%\* through 2025. By default, this means that there are still many warehouses, distribution centers, suppliers and manufacturers that are looking to deploy their first WMS, or they are looking to upgrade to a better solution to help solve supply chain issues.



Implementing the right WMS will not only make processes more efficient and help manage a workforce, it can also position an organization for growth and greatly improve a customer's experience. But not all warehouse management solutions offer identical capabilities and features.

If you're tasked with looking for a WMS, don't throw your hands up. Let's shake the Magic 8 Ball for affirmative answers to the questions you need to ask to ensure the right WMS meets your company's current and future needs.

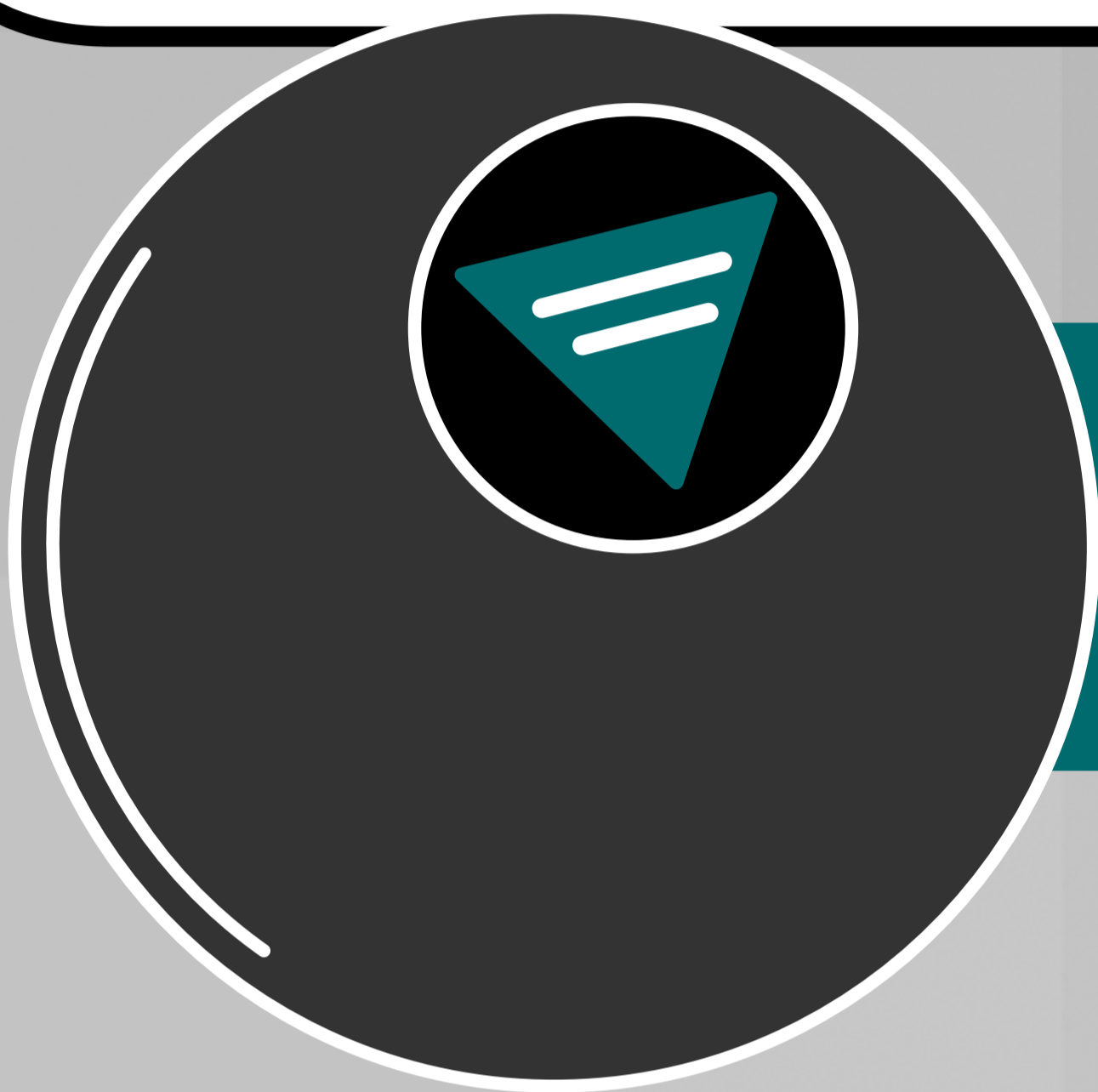


\* Transparency Market Research Warehouse Management Systems Market (Component - Software (On-premise and Cloud) and Services (Consulting, System Integration, and Operations and Maintenance); Application - Retail, Electronics, Food and Beverage, Pharmaceutical, 3PL, Books & Publishing, and Home Improvement) - Global Industry Analysis, Size, Share, Growth, Trends and Forecast 2017 - 202



## How Well Do You Know Me?

Does the WMS vendor thoroughly know who you are and specialize in your warehouse/distribution industry?

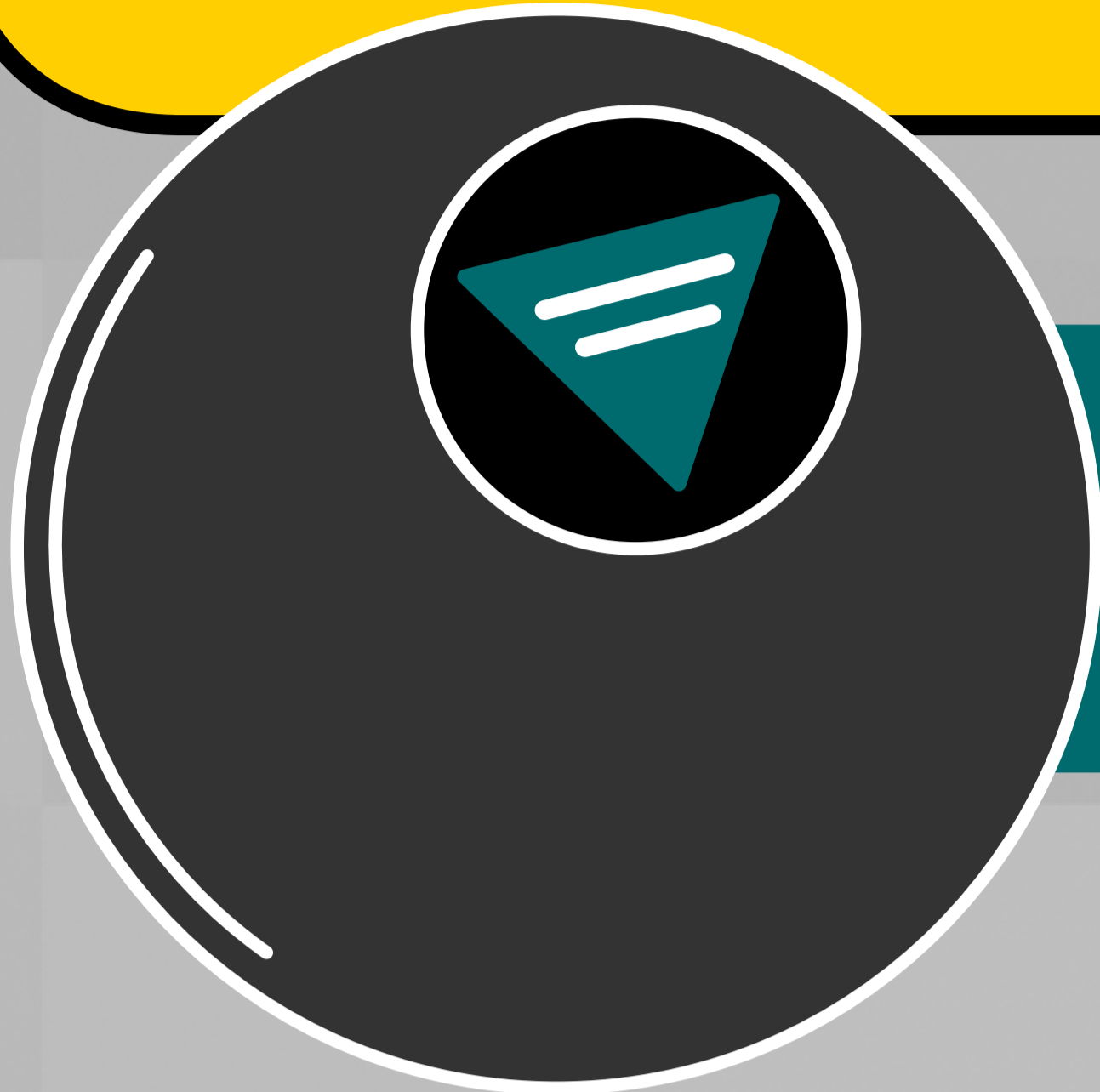


*“Yes, definitely.”*

If so, it will help you adopt industry best practices that will make your company more competitive. And, if your business operates within a particular distribution niche, ask if the WMS vendor has a successful track record with similar businesses.

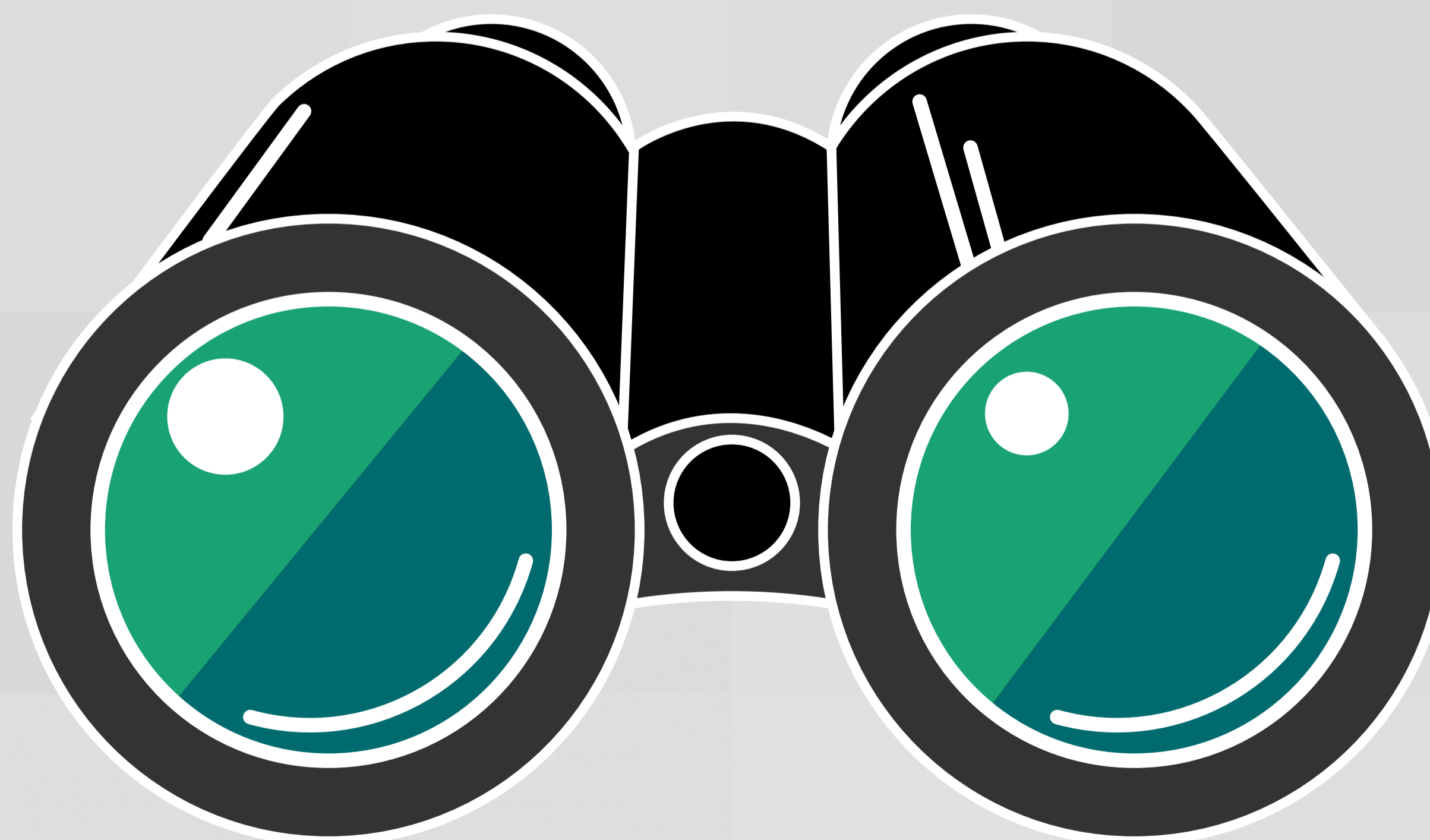


## Can You See Me Now?



*“Without a doubt.”*

The key word here is visibility. The right WMS will help management set realistic and manageable performance metrics for individual branches, across zones and for the people staffing them. The WMS should be able to identify individuals performing well and not so well, and use that data to establish benchmarks for the company as a whole. As an example, this visibility can help expose throughput impediments which, in turn, empowers management to instill improvements in worker performance and/or warehouse processes.





## How Smart IS an Intelligent WMS?



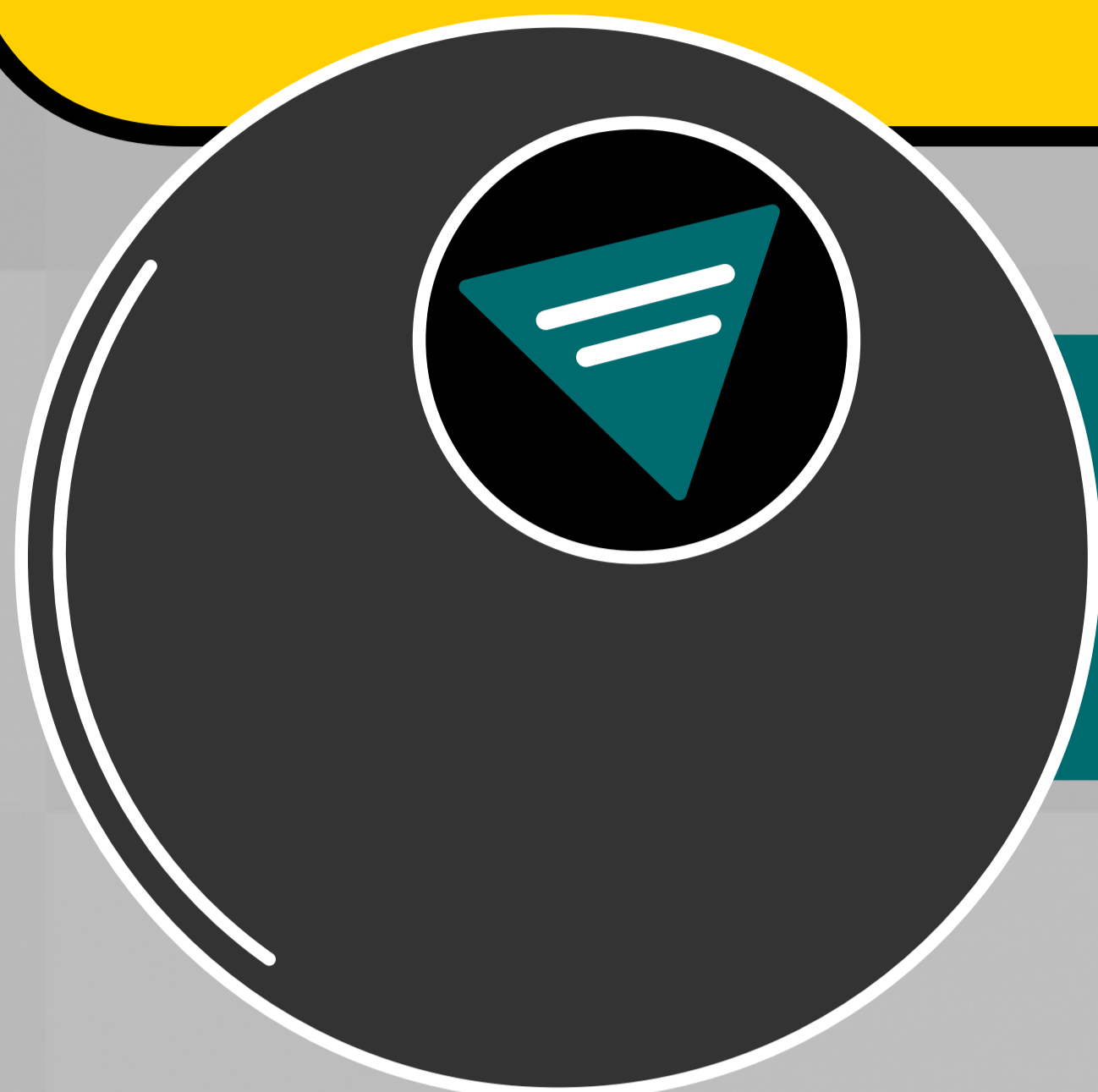
*“You may rely on it.”*

The best WMS product has built-in intelligence to drive material handling and automation systems, such as conveyors and carousels. The vendor’s product should have a proven track record in:

- 1 Slotting optimization
- 2 Serial number/lot number control
- 3 Integrated carrier compliant manifesting
- 4 Kitting & assembly
- 5 Cycle count planning
- 6 Alerts
- 7 Vendor-managed inventory (VMI)



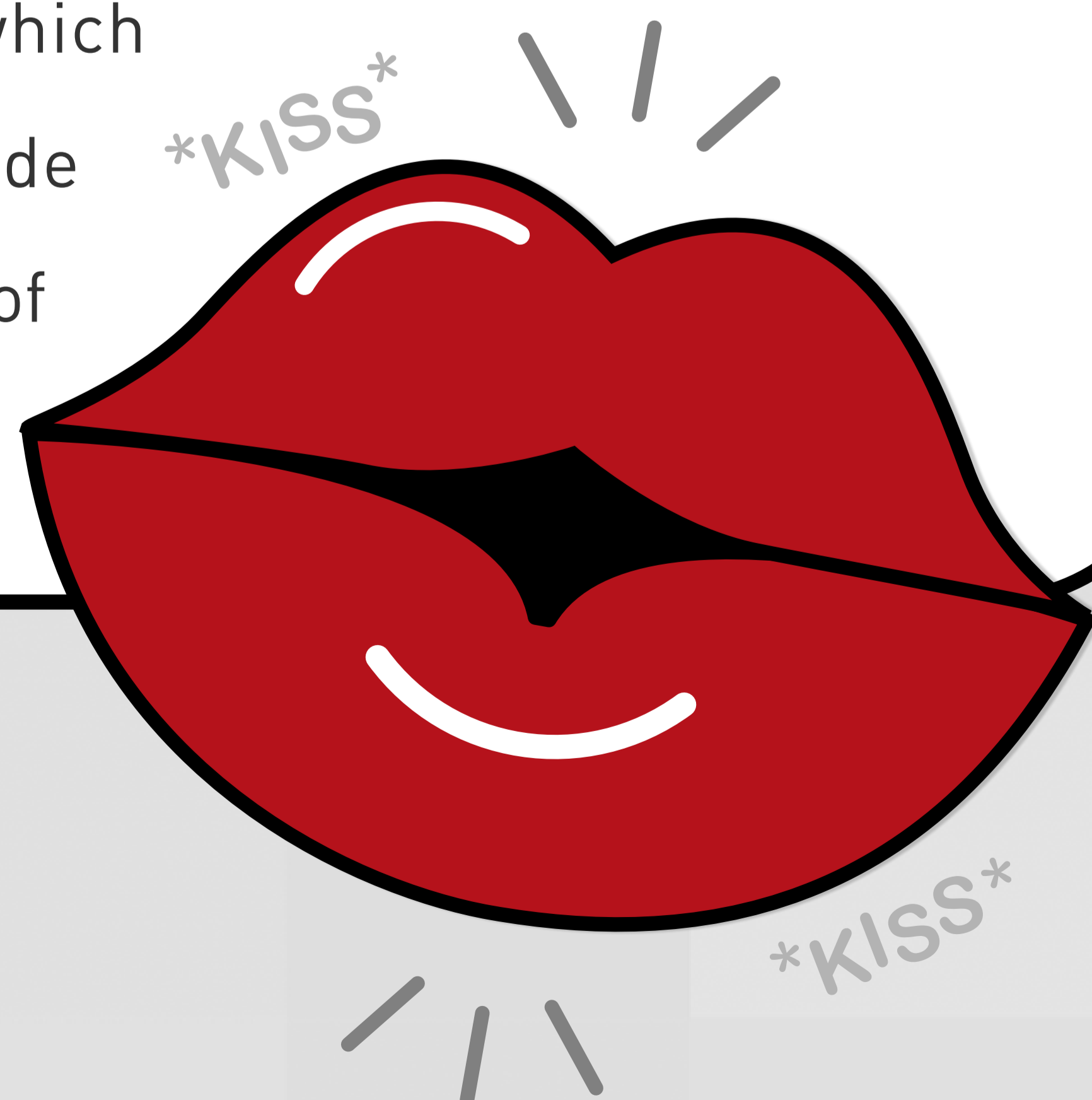
## Got a KISS\* Strategy?



*“Signs point to yes.”*

Most organizations spend more money to recruit a new employee than what they invest in training. It is important to select a WMS that is easy to use; from the start, it will reduce the amount of time you spend on employee training. A well-designed WMS enables users to spend less time setting up and monitoring daily operations; new employees can also be up and running in a matter of hours rather than weeks.

When choosing a WMS, look for a system that offers easy-to-follow menus and help screens that can improve usability. For example, make sure the WMS allows for simplified data entry and creation of template reports and charts. Similarly, dashboard views (which automatically update in real-time) provide users with a single location to access all of their most critical data.





## Is Inventory Where It Should Be?

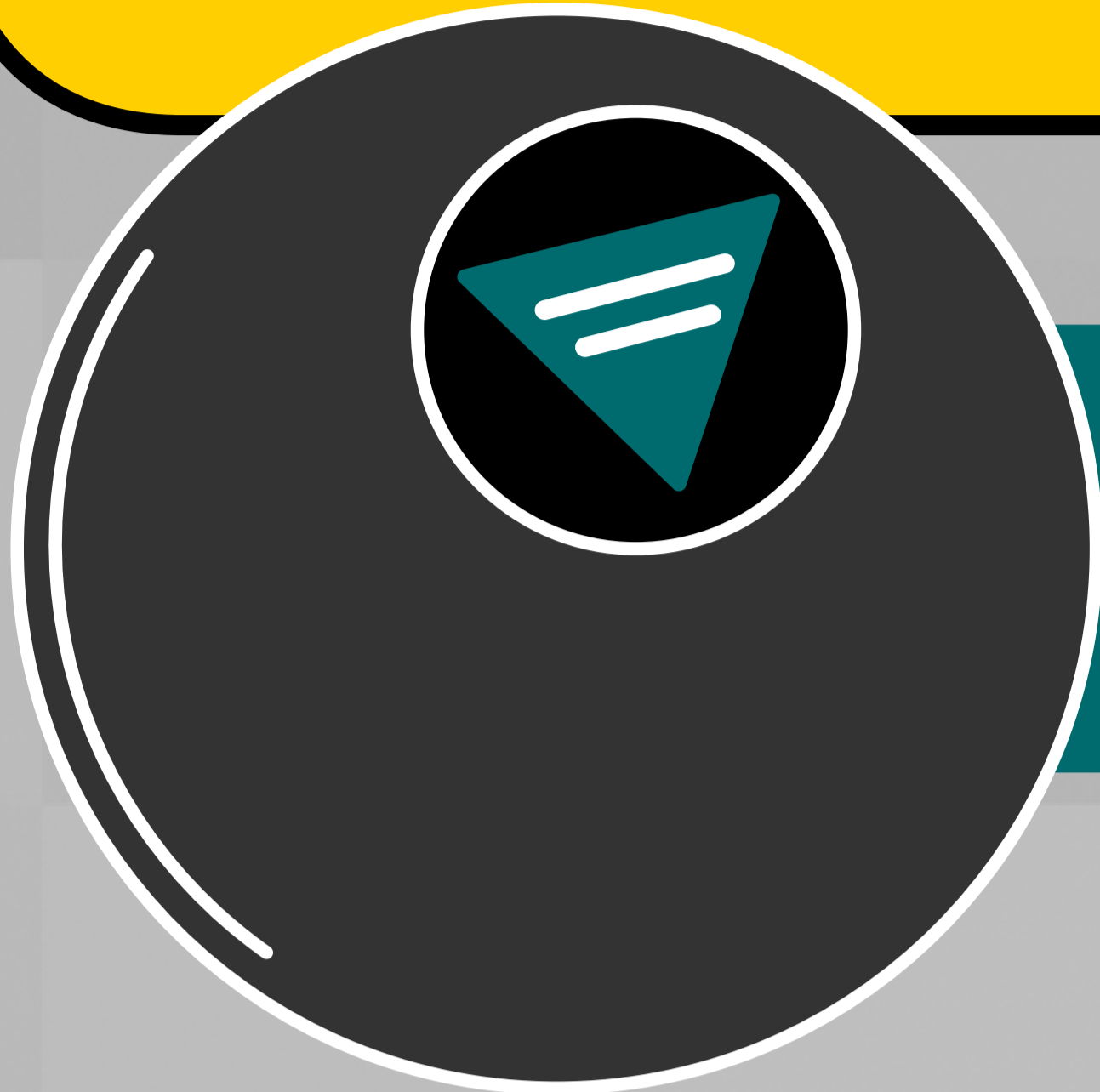


*“Outlook good.”*

At its core, a WMS needs to be good at controlling inventory. It should quickly be able to show who picked what, how much and when. By managing inventory more efficiently, companies can reduce unnecessary overstock caused by duplicate purchases or “lost” inventory. More accurate inventory data results in lower costs, increased profitability and better customer service.



## Can You Scale With Me?



“Yes.”

Your WMS should be able to scale and adapt as your business needs change. It should interface with conveyor and carousel systems and extend easily to support multi-branch operations. The WMS will ideally provide an extensive suite of software modules to handle your unique business requirements while offering the flexibility to enable user-level control of things like user-assigned menus, report design, labeling options, performance metrics, and more.



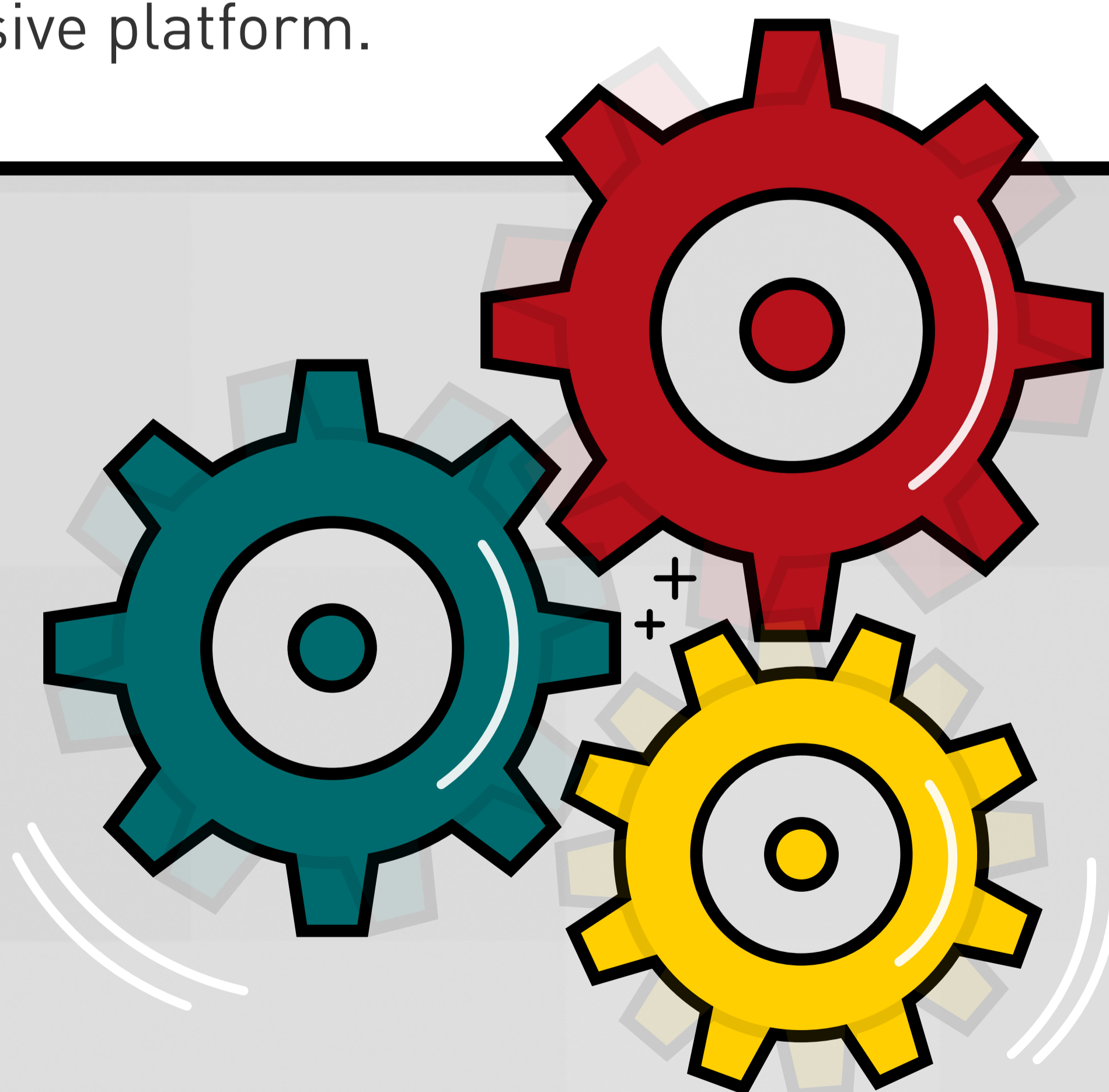


## Is It Easy to ERP?



*“It is decidedly so.”*

A top-notch WMS needs to be interoperable with ERPs from well-known vendors, including SAP, Oracle/JD Edwards, Epicor, Infor and Microsoft Dynamics. If it can't ERP with ease, there will be more headaches (and costs) as the WMS implementation progresses. One way to ensure your WMS will be compatible is to determine whether or not it is built around an open architecture. If it is, your WMS is more likely to work with future applications and operating systems rather than locking you into a proprietary and potentially expensive platform.



## If It's All About the Benjamins... What About the ROI?



*"It is certain."*

Price is one consideration, but more importantly, so is functionality, flexibility, integration, scalability, ease of use, customer support and more. These qualities all affect how the WMS can provide a tangible return on investment.



A poorly chosen warehouse management system can end up costing you more than it saves as you attempt to fix problems with costly integration or customization work to fit requirements. Ask yourself: does the slightly more expensive WMS do more of what you need now and offer a lower total cost of ownership in the long run?

The best WMS excels at simplifying tasks and boosting order/shipping accuracy, which directly reduce labor costs by improving warehouse throughput. The WMS can also be used to establish employee performance metrics and incentive programs that help control labor costs. These changes not only directly lead to higher profitability, they contribute to improved customer service – the real win-win.

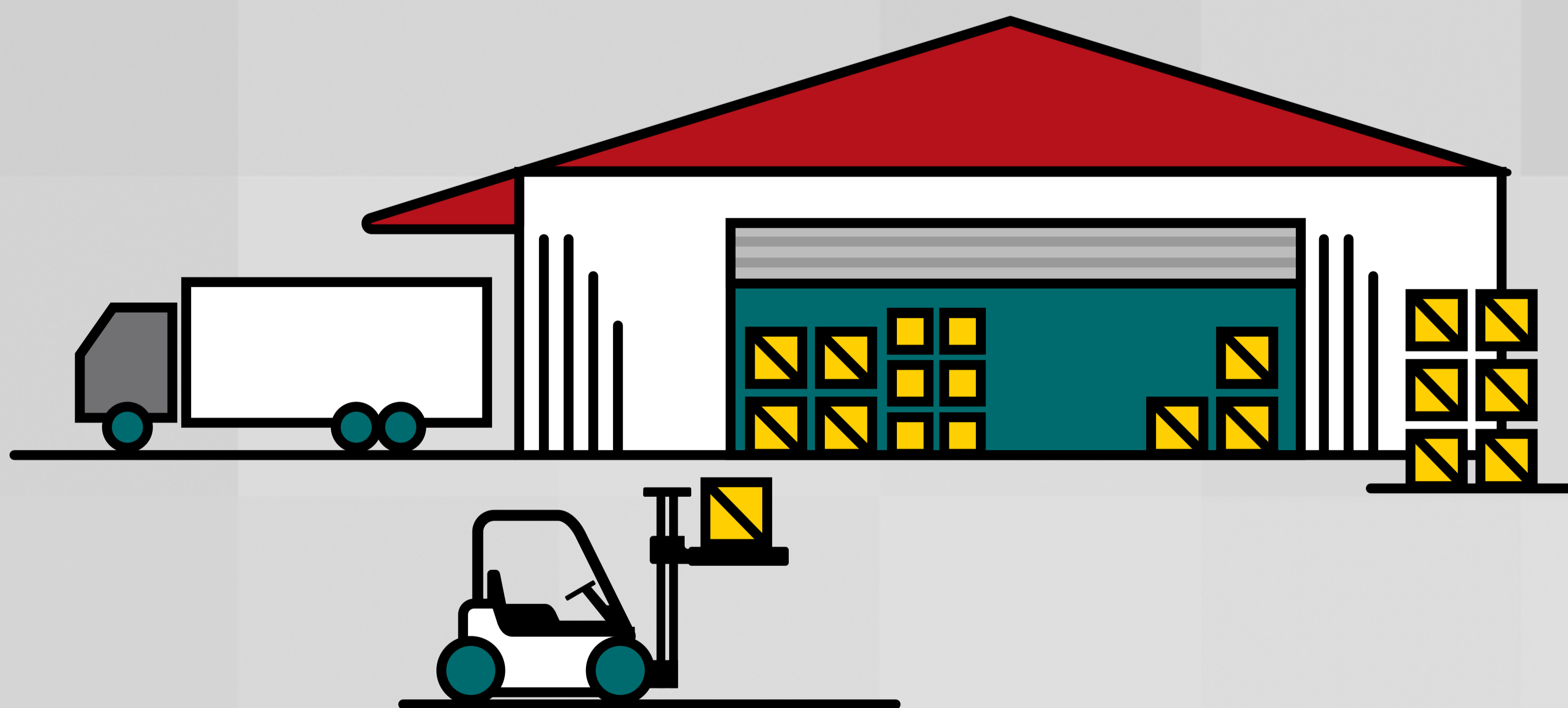


## Asking the Right Questions

You really don't need the Magic 8 Ball – you only need to ask these magic 8 questions.



The right WMS will save you time and money, and ultimately increase the efficiency and manageability of your business. The effects of that will be a happier workforce, speedier shipments, fewer errors, lowered costs and improved customer satisfaction.



*Mattel's Magic 8 Ball is a fortune-telling toy introduced to the American market in the 1950s. Filled with a dark blue liquid, its floating icosahedron offers 20 messages that are either positive, negative or non-committal. The messages are read through a window on the ball's bottom.*

While it is amusing to consider the Magic 8 Ball's answers to your WMS questions, you can get real assistance by contacting PathGuide. PathGuide has been a warehouse management system industry leader for more than 25 years, with successful implementations throughout North America. We are experts in delivering the tools to make warehouse operations more efficient and competitive. To see how we can get you there, give us a call toll-free at **888-627-9797** or contact us at [ClientServices@pathguide.com](mailto:ClientServices@pathguide.com).



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