

Strategies for WMS Renewal With Work Execution

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About The Session

- Our Format – A Discussion
- The Legacy Challenge
- Extending A Legacy WMS at Rotary
- Discussion and Q&A

The Legacy Challenge

WMS In Use ¹		Picking Technologies in Use ²	
Legacy or Custom WMS	35%	Barcode	55%
ERP as WMS	39%	RF (w or w/o scan)	41%
Best of Breed	11%	Voice	14%
SaaS/Cloud	3%	Tools to Man	14%
None	17%	Pick to Light	11%
		Robotic/Automation	6%

CUSTOMIMIZE?

UPGRADE?

REPLACE?

¹Peerless Research Group, Evaluation of Warehouse Operations & Trends, November 2016

²Supply Chain Management Review, 2019 Warehouse/DC Operations Survey, November 5, 2019

Legacy Renewal With Work Execution

- Enhance Existing Capabilities
 - Improve processes and visibility
 - New functionality at a fraction of the cost
- Transition To New System
 - Immediate improvements deliver benefits and buy time
 - Insulate users from future change (WCS and WMS)

Rotary Corporation

Donald Fountain, Chief Operations Officer

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About Rotary Corp.

- Leading US manufacturer and world's largest supplier of outdoor power equipment replacement parts, tools & accessories
- World Headquarters: Glennville, GA
- Founded: 1957
- 8 Strategically Located US Distribution Centers
 - Glennville, GA; Largo, FL; Evansville, IN; Richmond, VA; Albany NY; Columbus, OH; Mesquite, TX; Fresno, CA;
- 1 European Warehouse
 - Office: Zweibrücken, Germany
 - Warehouse: 3PL France
- Service customers in all 50 states and 68 countries
 - Mass Merchant Retailers
 - OEM's
 - Domestic and International Distributors
 - Equipment Dealers and Repair Shops.



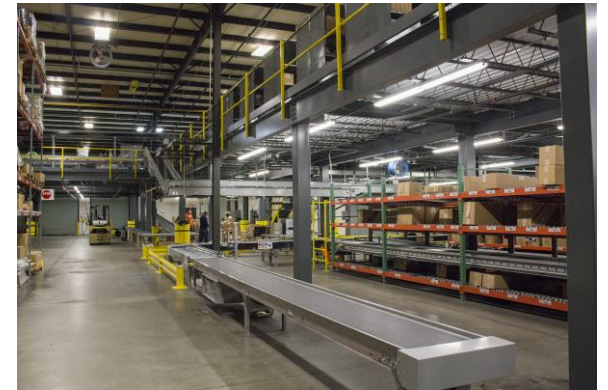
Manufacturing and Distribution



- Products Manufactured: Lawn Mower & Edger Blades, Trimmer Line & Air Filters
- Products Distributed: Over 9500 different parts, tools & accessories
 - Over 500,000sf total storage space
 - Ship to customers. regional DCs, & 1 3PL in France
 - 99.9% of orders are shipped same day
 - 99.7% order accuracy
- Next Day Delivery to over 80% of the USA with a 95% fill rate

DC Expansion and Redesign

- Objectives
 - Increase throughput and optimize space utilization
 - Efficiency and productivity gains
 - Improve flow, layout & processes
- Physical and Process Transformation
 - New and reconfigured pick modules
 - Conveyors and sorters
 - Rule-based order batching – zone grouping, single line orders, label sorting
 - Mobile voice-directed picking and replenishment
 - Enhanced work management and visibility



Results

- Gains in Throughput and Efficiency
- Productivity Improved: Reduced daily picking hours 25% despite higher throughput
- Accuracy Improved: 99.9% same-day shipping
- Other Benefits
 - Employee satisfaction/training
 - Management visibility
 - Employee ownership
 - Customer satisfaction

Discussion and Q&A

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