



Warehouse Management Consultants

Designing Distribution Excellence

Warehouse Management Consultants

Warehouse Management Consultants (WMC) specializes in developing simple, practical, and cost-effective solutions to distribution problems. Our success is rooted in our 15 years of experience working in warehousing and distribution environments. WMC can help to improve labor efficiency, simplify work processes, reduce costs, save space, and maximize profitability. We provide expert advice quickly, giving you immediate results.

Although WMC is experienced in all aspects of distribution operations, we focus on those areas that provide the greatest return on your investment. Order picking and shipping frequently provide the greatest opportunities. Our expertise includes small order picking for catalogue/e-commerce, store order picking for retailers, and material order picking for manufacturers.

WMC evaluates all elements of the operation, focusing on product storage and slotting, order picking methodologies, and packing/transport functions. We advise you on supply chain considerations, business processes, material handling equipment, and distribution software systems. We emphasize teamwork in our efforts, bringing together your employees from various disciplines to create a unified team.

Results-Oriented Consulting

WMC differs from other consulting firms in that we choose to earn your trust through superior performance and rapid results. Your project is broken into “bite-size” pieces, starting with our first analysis and report. The initial report is designed to give you expert recommendations and immediate money-saving results – normally in less than 30 days.

In the initial report, WMC sets forth recommendations and suggestions for you to consider. Each recommendation is presented with an objective risk-cost-benefit analysis, and educational background for ideas that are new to your company. Using this report, WMC works with your team to brainstorm both short- and long-term plans. From this process, your team decides which avenues are best for your company and what resources you will use to pursue them. WMC intentionally positions the initial report at the start of the project, which differentiates us from most other consulting firms. Many firms choose to save the “bang” until later in the business relationship. By positioning this crucial report at the start of the project, your team is able to see the immediate value of our efforts, and respond with immediate feedback as to where future focus should be applied.

The initial report can stand alone and, by itself, will provide tremendous value to your company. With it, WMC will recommend future projects for you to consider. WMC’s objective is to earn your additional business, but you are free to decide how and when to proceed. We believe that the rapid, tangible, bottom-line benefits outlined in our initial report will speak for themselves and result in a continuing partnership. This results-oriented approach represents a fundamental philosophy of our company.

Value-Focused Analysis

Unlike most equipment and service providers, WMC does not have a product or service to sell, other than our advice and expertise. Our sole objective is to determine which approaches will be in the best interests of your company, for both the short and the long term. In many cases, WMC will recommend solutions that involve only modifications or improvements to existing equipment and processes. Such recommendations generally require little or no capital expense.

Of course, WMC will also make you aware of capital-based options and how they compare with lower-cost options in terms of risk-cost-benefit. In this way, you receive a continuum of options to consider, along with a comprehensive and unbiased analysis of the benefits and limitations of each option. Many clients use this approach to immediately implement low-cost, short-term changes, while they begin to learn about and evaluate the benefits and costs of more capital-intensive solutions.

Client-Driven Outcomes

WMC’s business model differs from those of many other material handling companies because we are 100% client focused. That is, we take the time to thoroughly understand your company’s unique objectives and needs. WMC evaluates multiple solutions in order to determine those that will work best for your situation, rather than trying to fit your situation to a single solution.

Your company’s short- and long-term priorities are fully discussed and analyzed. WMC will also evaluate your company’s growth expectations and the impact of growth on future operations. Finally, WMC will take time to understand your company’s current financial climate, and how decisions are made about the spending of money for improvements and equipment.

Our recommendations are always presented so you can choose from a variety of options ranging from limited and low cost to more sophisticated capital-intensive solutions. We facilitate the exploration of this range of solutions through meetings with your company’s team. In the end, using the unique business knowledge and experience of your members, it is your team who makes the final decisions and chooses the direction to take.

Available Services

■ Team Building and Facilitation of Change

In every effort, we focus on your people as well as your facility. We will include all your company's key members, both from within and outside the distribution operation. Team participation in the process generally leads to a better solution and a sense of teamwork, pride, and better cooperation between areas.

■ Consulting Studies

- **Warehouse Audit** A focused, fast-paced review of your existing operation, resulting in a report with specific advice and money-saving recommendations. The warehouse audit is normally the first phase of any project and can stand alone or be followed by other services.
- **Conceptual Alternatives Analysis** A study that builds on our initial report, and creates a collection of two or more different strategies involving changes to both layout and processes.
- **Reasonable Expectancy Study** A study that evaluates the ideal efficiency of an operation by breaking down each operation into a series of discrete tasks. This study can be used to compare your present operation with the industry standard or to compare two or more proposed alternatives in terms of their efficiency.
- **Data Analysis** A study focused on company data, in particular your customer order data, to identify characteristics which can be used to simplify the operation and reduce labor.
- **Supply Chain Review** A study evaluating your business supply chain. WMC will make recommendations for increasing efficiency by looking at your existing logistics arrangement and your relationships with vendors and customers.

■ Specification Documents, Analysis, and Vendor Support

- **Equipment/Service Requests for Proposal (RFPs)** A document providing information to vendors to facilitate a competitive bidding process. WMC can create the RFP for any type of material handling equipment or service and then perform a competitive comparison of RFPs returned from multiple vendors.
- **Specification of Warehouse Management Systems (WMS)** A document used to define functional specifications for prospective WMS system providers. WMC can create a formal specification to enable your company to go out to bid with or to use as a source document for a chosen WMS company. WMC can do this before or after a vendor is involved in the process, and can then assist with the vendor customization and the implementation process.

■ Management Services

- **Vendor Management** WMC can ensure that you are being treated fairly by your vendors and that you are getting the "biggest bang for your buck". We will work to make sure that the vendor provides you the very best solution in terms of risk, cost, and benefit.
- **Project Management** WMC can provide you with project management assistance. This assistance can include making sure that vendors comply with contractual requirements and coordinating site resources. WMC can also manage distribution software projects.

■ Design Services

- **Facility Computer Aided Design (CAD)** This service provides conceptual engineered layout using AutoCAD, which precisely locates all recommended equipment in your facility.
- **Visual Imaging and 3-D Rendering** 3-D visualization images can be created for any ideas we suggest, including full facility visualization. These images can be instrumental in presenting concepts in a way that both staff and senior management can understand.

Our People

Every project undertaken by WMC is managed by an experienced industry expert, ensuring that you receive the highest possible quality of work. We employ only seasoned professionals from the industry, making use of specialized expertise on an as-needed basis. The people you meet during the sales process are the same people who will be working on your project.

Our Integrity

Because WMC values the trust you have placed in our firm, we honor this trust by making the following commitment:

Warehouse Management Consultants will work exclusively in your company's interest to achieve the very best possible outcome. We hold all other relationships as secondary. We never allow an equipment provider, service provider, or other material handling firm to interfere with this primary commitment to your company.

Our Industry Experience

WMC's experience is broad-ranging, from shop floor picking to spare parts distribution to e-commerce and retail order picking. We've done both small and large order fulfillment – from single line orders to large store orders. We've worked with a wide range of product sizes – from items as small as a tiny transistor to as large as a 5-ton transformer.

MAIL ORDER

E-COMMERCE

RETAIL STORE
DISTRIBUTION

WHOLESALE
DISTRIBUTION

SPARE PARTS
DISTRIBUTION

MANUFACTURING
MATERIAL SUPPLY

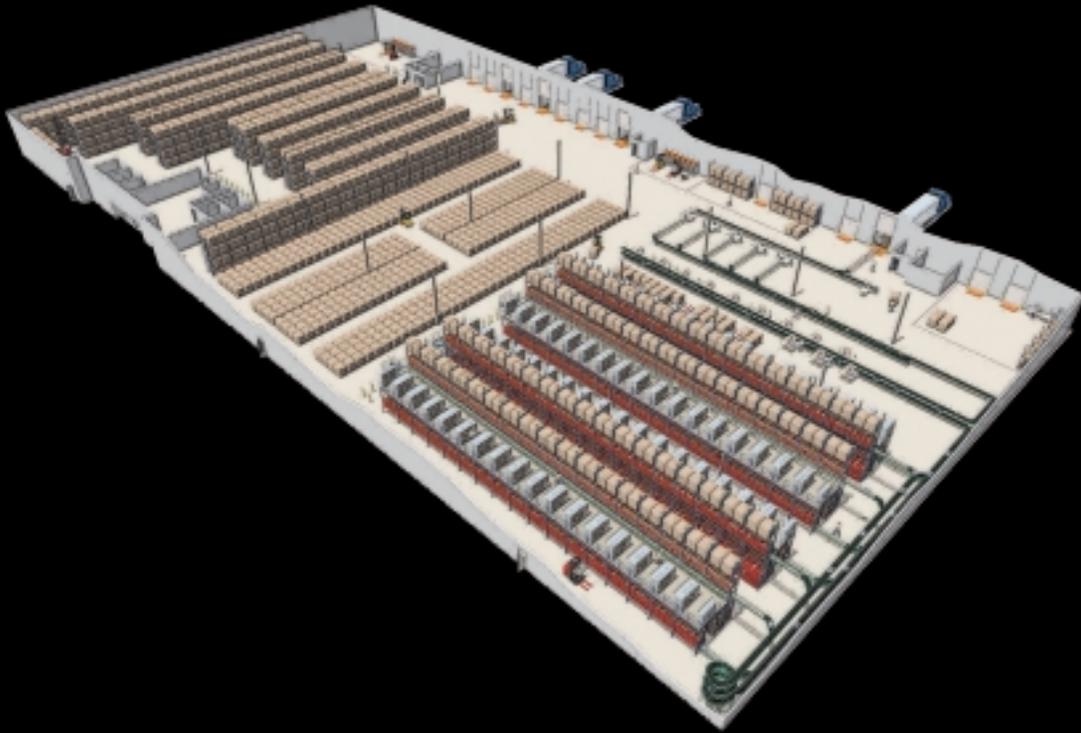
GROCERY
DISTRIBUTION

UTILITIES



Warehouse Management Consultants

Designing Distribution Excellence



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