



portable
intelligence inc.

The Strategic Warehouse

May 26, 2016

ABOUT OUR COMPANY

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Portable Intelligence has successfully deployed its WMS solution to nearly 70 Manufacturing and Distribution customers.

With over 25 years of Supply Chain experience, Portable Intelligence is a subject matter expert with it comes to improving warehouse performance.



“Brandt Meats has been using Portable Intelligence’s WMS for over 7 years to keep track of our inventory. We use the real-time data it provides to deliver superior customer experience to our customers, which is paramount in our industry. And on the rare occasion that we have needed support, the Pi team has been very helpful. We look forward to a strong partnership for years to come”

Operations Manager, Brandt Meats, Mississauga Ontario



PORTABLE-INTELLIGENCE.COM

About Jeff Lem, President

Founded Portable Intelligence in 2015 after successfully exiting his data collection company which he ran for over 20 years.

With over 100 WMS implementations to his credit, Jeff has an MBA from one of Canada's top business schools and a professional certification in Materials Management. On the fun side, he recently obtained his Spin instructor certification and will be setting up a studio in the office.

Jeff is also on the steering committee of the local Visual user group for Eastern Canada.

“You can't always be the smartest guy in the room but you can certainly be the most prepared.”

Ted Rogers, Great Canadian Entrepreneur



The Issue

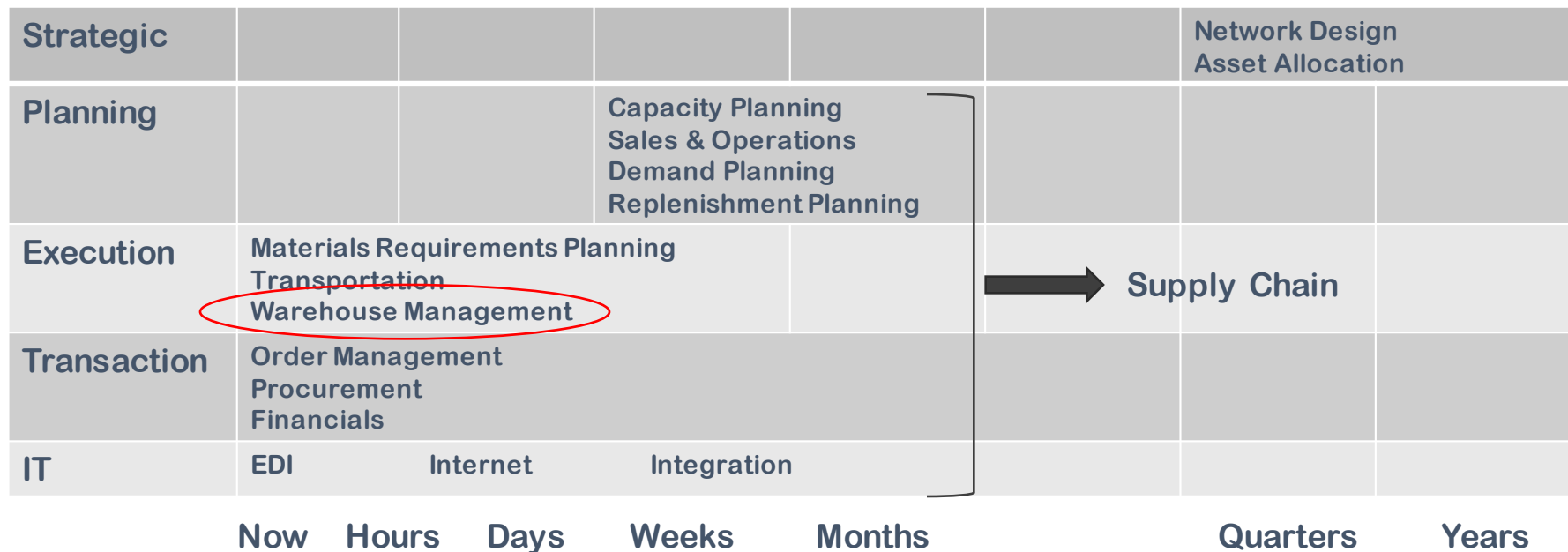
**“40% of aggregate inventory in
North America is obsolete”**

WERC Study

Strategic Warehouse Defined

“The strategic warehouse is aligned with a company’s sales, operations, manufacturing, supply chain partners, and customers.”

The Strategic Warehouse – why it matters



*Courtesy Schulich Supply Chain Masters program

What are my Warehouse Strategies to support these goals?

- Open new facilities?
- Consolidate facilities?
- Support new geographic markets?
- Increase headcount?
- Add additional shifts?
- Add new products?
- Improve customer service levels?
- Support e-commerce (online shopping)
- Improve operational efficiencies

Most Common Roadblocks to Warehouse Efficiencies

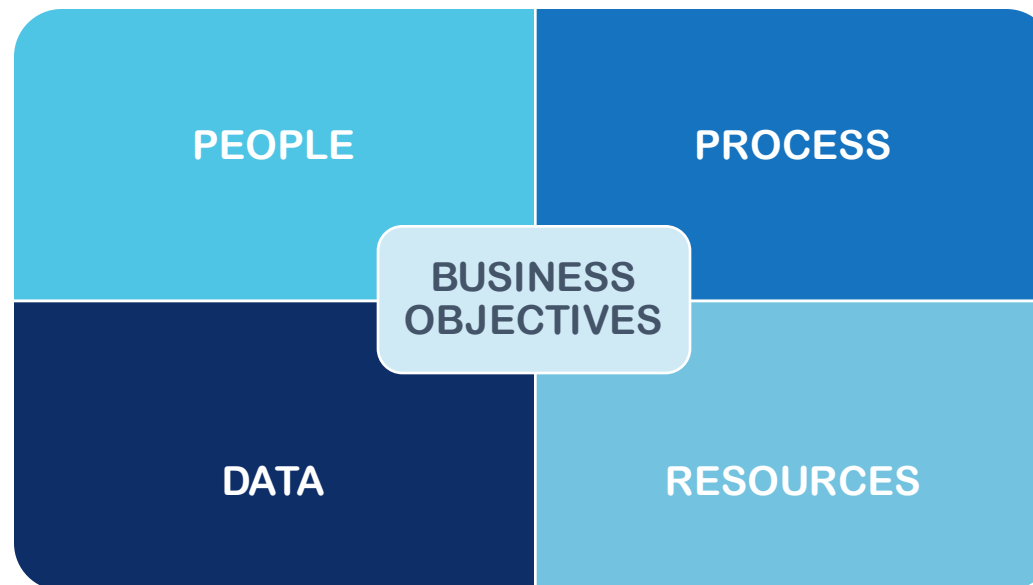
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- Warehouse Storage
- Product Allocation
- Too Much Travel
- Inventory In-accuracy
- Inefficient Processes
- IT Systems
- Safety
- Equipment Maintenance
- Dock Facilities
- Training / Certification
- KPI and Metrics



Operational Efficiencies - The 4 Pillars

Effective warehouse management will always consider the 4 pillars



Best in class warehouses excel in these areas

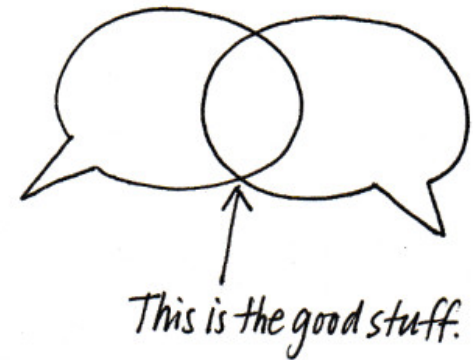
The Steps

- 1) Get involved in the conversation
- 2) Make sure your warehouse staff understand and are aligned to the business objectives
- 3) Examine current processes & identify gaps that may be preventing you from reaching those goals
- 4) Collect data to help make decisions, don't just rely on 'feel'
- 5) Ensure your facility is set-up to deliver what you're promising
- 6) Create an Early Warning System

1) The Conversation(s)

Where you Can Insert Yourself into the Conversation

- Budgeting with Finance
- Production Planning with Manufacturing
- Procurement Scheduling with Purchasing
- Systems with IT
 - EDI, e-Commerce, and Supply Chain integration
- HR
 - Certification training, hires, safety
- Join a Professional Organization (SCMAO, MMHS, VMUG)
- Take Courses





2) Staff Awareness

Expecting your staff to always know what's expected of them would be foolhardy. If head-office announces plans for 30% year-over-growth, or the addition of new marquee customers that will greatly impact workload, you need to let your teams know what this means for them.

This may include:

- Overtime opportunities
- New shifts added
- Higher performance expectations (ie. increased pick rate)
- New functional requirements (ie. applying customer labels)
- Training Requirements
- Daily Scrums

3) Process Review

Going back to the business objectives, you can start by looking at your current processes, from receiving of raw materials through to shipping of finished goods. Is this a scalable process, or is anything holding you back?

Such as:

- **Lack of QC upon receipt & shipping**
 - Results in accepting damaged product on one end, and high RMA levels on the other
- **Manual data entry**
 - Resulting in inaccurate inventory
- **Inadequate use of locations**
 - Resulting in material handlers wasting time looking for product
- **No pallet consolidation**
 - Results in lower shipping efficiency & higher costs
- **Lengthy Inventory Counts**
 - Cycle counts done right can eliminate your need for a yearly physical

4) Data Collection

Until now, many of your warehouse decisions were based on gut feel & experience. But, if you need to support a growing business, you need the proper data if you're going to affect real change.

That can include:

- Time it takes to get from 'dock to stock'
- Inventory that's accurate all the time
- Knowing where your inventory is at any given time
- Staff performance metrics (ie. pick rates)

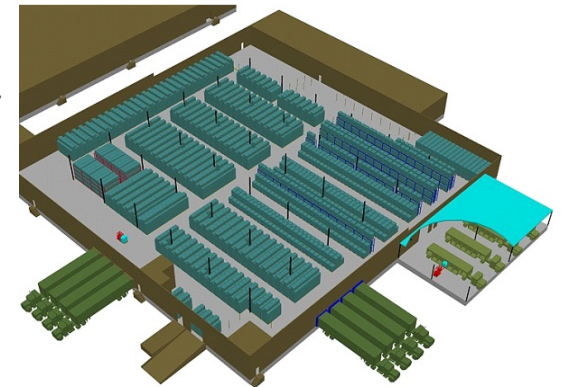


5) Facility Set-Up

Your warehouse has long been used to support your main line of business. The facility itself was purpose built and likely hasn't seen much change over the years. But now, you're expected to be able to act more nimbly, and you need to ensure your warehouse can support this.

For example:

- Pick faces with 'eaches' for online order fulfillment
- Racking set-up to support your inventory
- Location labels for easy inventory identification
- WiFi set-up for effective handheld scanner use



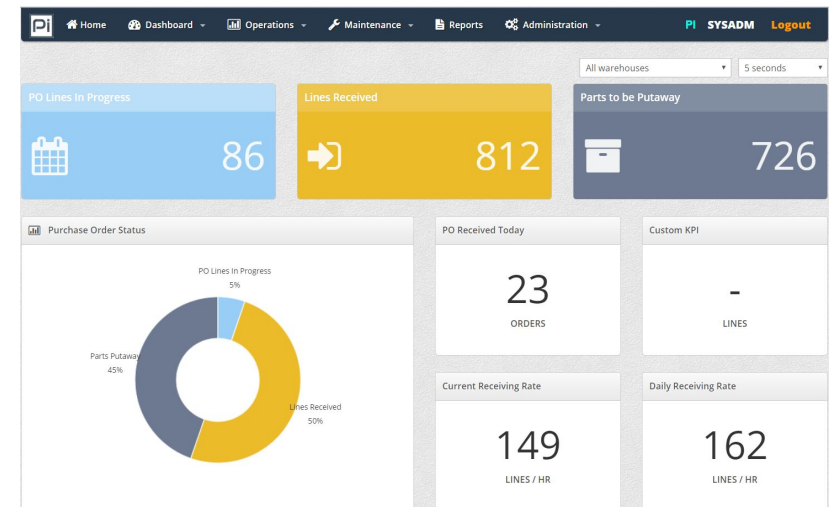
6) What's Your AWACS?

Reactive vs Proactive
Tied to your KPI/Metrics
Easy to Access
Actionable



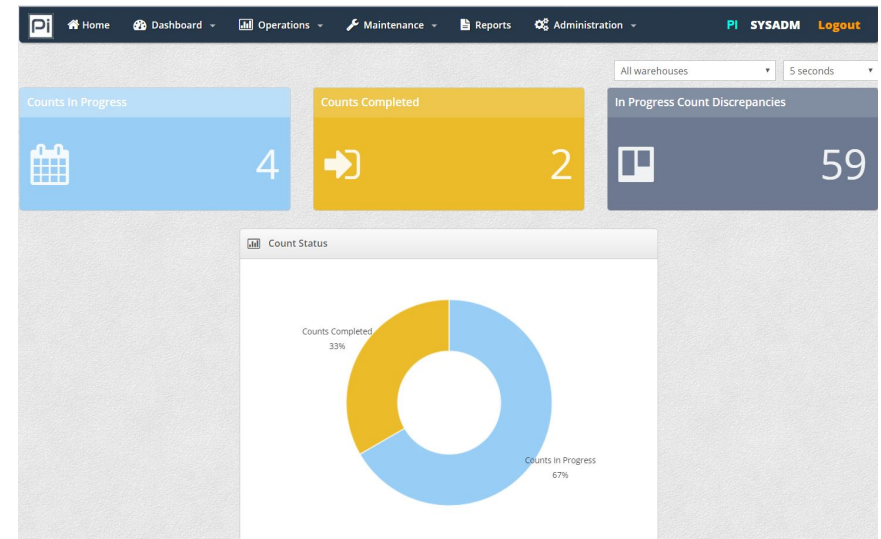
Example - Inbound

- Receiving against a P.O. activities
- What's in QC
- Are material labels being printed
- How much product is in staging
- How much product waiting to be Put away
- How many people working in Receiving



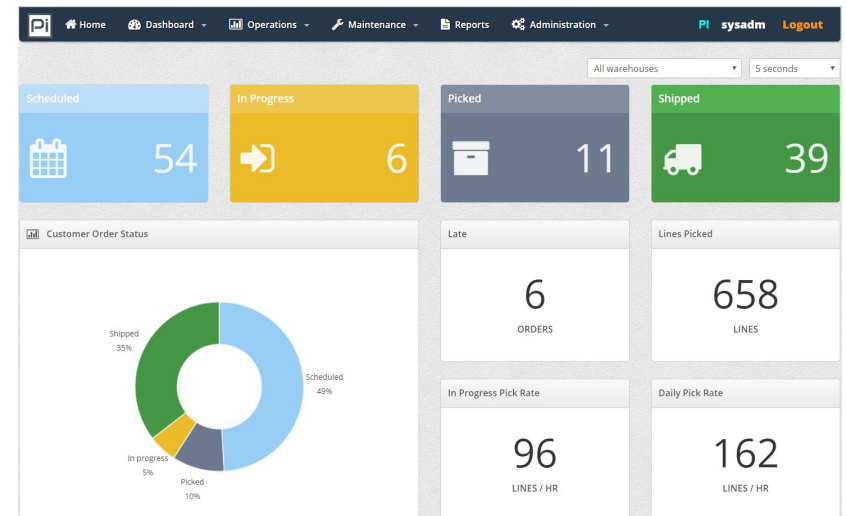
Example - Inventory

- What lot trace data is being shipped
- How is the Inventory count going
- Did that inventory get moved
- Inventory Transfers
- Warehouse Transfers
- Cycle Counts
- License Plating
- What Replenishment activities are happening
- FSN Reporting



Example - Outbound

- Picking & shipping against Customer Order
- Order Adjustments
- Order Scheduling and Prioritization
- Close order confirmation from Control Center
- Picking to staging location
- Printing Shipping labels
- Scheduling orders to specific user
- Auto-schedule picking by date range
- Customer Orders being picked



The Payoff – Scalability and Sustainability

- Grow and Change with the Business
- Create Respect and Trust
- Competitive Advantage

amazon

Walmart





THANK YOU and Q&A

If you have any questions about this webinar

Contact Jeff Lem or Josh Sugar

EMAIL

jlem@portable-intelligence.com

jsugar@portable-intelligence.com

TELEPHONE

Main 416-285-7180