

# CLIENT CASE STUDY



Today's Distribution Centers are driven by automation. Integrating ERP, Order Fulfillment, Inventory, and Shipping is critical to streamlining processes, ensuring accuracy, and controlling costs.

*"FASCOR's integrated WMS and Shipping solution saves us nearly \$500,000 each year in freight and labor costs."*

*Chris Milby, Corporate Distribution Manager*

## BY THE NUMBERS

600

Manufacturers and suppliers represented

7

Distribution Centers

1

A single solution to drive distribution, manage shipping, and integrate with Microsoft Dynamics GP



## Growing Challenges

Each day ORR's nine distribution centers process orders for equipment from 600+ suppliers. As the company grew a solution was needed to:

- Increase order fulfillment efficiency and accuracy
- Effectively manage shipping
- Seamlessly integrate with Microsoft Dynamics GP

## A Single Source Solution

An earlier WMS had failed. Because processes and systems could no longer operate as islands, ORR set out to find an expert single-source WMS provider who could deliver results.

## FASCOR WMS Expertise

"FASCOR understands distribution," explained Purchasing Manager, Chris Milby. "FASCOR's integrated WMS and shipping solution saves us nearly \$500,000 in yearly freight and labor costs."

## Bridging the ERP Gap

Failure to integrate Microsoft Dynamics GP with WMS creates bottlenecks, manual work, and duplicated tasks.

As a Microsoft development partner, FASCOR has the expertise and experience to deliver a seamless flow of data between Dynamics GP and your in-house systems.

## Delivering Results

FASCOR's WMS solution provided:

- Annual Freight & Labor cost savings of nearly \$500,000
- Seamless Dynamics GP integration

- An integrated environment that doubled annual revenue growth
- New levels of order fulfillment speed and accuracy
- Minimal headcount increase
- Real-Time visibility in orders, SKU movements, inventory status, individual/team productivity and more.



## Continuous Improvement

FASCOR continues to work with ORR to help define, develop and implement improvements.

Adopting a box building/pick-to-box process has improved productivity and guarantees use of the correct box. This is important as small package carriers have moved to an aggressive pricing model that relies on dim-weighting.

FASCOR's Web Tools provide ORR with real-time data viewing allowing critical decisions to be based on up-to-the-minute information.



PH: 513-421-1777 [www.fascor.com](http://www.fascor.com)

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