

Driving growth by streamlining and automating processes through ERP implementation



Our client is a family-owned company and has been in operation since 1987. The company sources finished product from overseas for retailers and has a thriving wholesale business.

The Need

Our client was experiencing rapid growth. The company realized they needed to streamline processes to keep pace with growth. They decided to implement an ERP system to achieve the benefits of integrated information systems.

Marlabs Solution

Products are sourced from Chinese contract manufacturers and sold through large US retail chains. Our client hires third-party inspectors to inspect products at the contract manufacturer before they are shipped to the US.

ERP modules implemented include Sales, AR, AP, Inventory, Shipping, Purchasing, and Warehousing. In order to provide real-time visibility into the Supply Chain, Purchasing, QA, and Shipping information are replicated between US and China.

The Quality module provides up-to-date timely information. Our client thereby obtains additional time to arrange a backup or request an extension from the customer, if needed. And ensures that defect free products are not shipped. Including more detailed information with the purchase order itself streamlined the ordering process.

Key business processes to be automated included EDI, electronic receipt of orders, and batch processing of sales/shipping transactions to handle large volumes. Bad, missing, and delayed merchandise is handled through a charge-back module. Their design team develops new products that go through a Review/Approve cycle. The sample is produced in China and approval is obtained from the buyer. Feasibility analysis for new products was made possible by building an interface to design tools.

Being an open warehouse, there was no easy way to track product samples in the warehouse. An item locator was added with bins/racks information and UPC codes. Interfacing handhelds further streamlined warehousing with in/out transactions being synced to the ERP. RFID capabilities were integrated for Walmart.

Extensive reports and analytics enabled process improvement through control and oversight.

Client:
Fabrics wholesaler

Technology Platform:

- ASP
- Visual Basic
- XML

Benefits

- Acquired capability to process larger order volumes.
- Streamlined sales order processing and increased on-time delivery.
- Improved communication with suppliers through more detailed purchase orders.
- Brought down defect rates and eliminated shipping of defective products.
- Provided an integrated platform for driving business growth.