

BUDGE INDUSTRIES

Case Study

The ROI Revolution is Underway
at Budge Industries

Car cover innovator teams Accellos WMS, Edisoft EDI and ICINITI Store with Sage Accpac ERP for streamlined order fulfillment and inventory management.



★ ★ ★ **REVOLUTION**



Accellos



edisoft



Budge Industries

CAR COVER INNOVATOR TEAMS ACCELLOS WMS, EDISOFT EDI AND ICINITI STORE WITH SAGE ACCPAC ERP FOR STREAMLINED ORDER FULFILLMENT AND INVENTORY MANAGEMENT.

Some 65 years ago, Budge Industries, LLC (then Budge Manufacturing Co.) hand-crafted an innovative car cover out of a shower curtain to keep the dust and dirt off the owner's new car. The cover was spotted by one of the founders of the auto supply chain Pep Boys and soon, The Boys began to offer the new product at their stores. From this beginning, Budge went on to build a thriving business in protective covers. Budge Industries operates well beyond the automotive market, dominating its market niche and distributing its products internationally via retail, catalog and online stores as well as delivering a host of OEM applications.

Headquartered in Lansdale, Pennsylvania, Budge Industries manufactures both domestically and overseas. The company serves a customer base of more than 25,000 retail stores in the United States and Canada, including such high volume outlets as Wal-Mart, AutoZone, O'Reilly, and Car Quest (all EDI-enabled). Warehousing and fulfillment operations are located in Henderson, Kentucky, where the company occupies three detached buildings totaling about 75,000 square feet and manned by a staff of about 35 workers.

To keep pace with growing volume and evolving market conditions, the company has adopted an innovative technology solution that seamlessly integrates Accellos One WMS warehouse management software, Edisoft electronic transaction software, and ICINITI web store software with each other and with the company's Sage Accpac ERP system. The objective: clean up the flow of data, speed and simplify order fulfillment, eliminate redundancies and slash the operating costs associated with order fulfillment.

THE ROI REVOLUTION EVOLUTION

Two of the three components – the EDI solution and the web store -- have been in place at Budge for several years, with Accellos One WMS going live in spring 2011. Besides the high-level functionality of the primary solution components, a unique advantage of the integration is that it is structured for configuration, versus customization. Users simply go through checklists, selecting the functionality they need.

Budge acquired Edisoft Electronic Data Interchange solution in the early 2000s to streamline the exchange of EDI documents with about a dozen high volume retail and OEM trading partners. Edisoft's Merchant platform ensures complete EDI communication, translation and integration between a company and its trading partners; its Visual ASN module can establish a virtual order fulfillment process that culminates in the creation of both compliant X.12 856 Advance Ship Notices and the printing of GS1 shipping compliant labels; in combination with Edisoft's Business Exchange value-added network (VAN) which provides robust and secure communications.

To further streamline its operations, Budge next purchased the ICINITI web store solution for online order processing, integrating the store tightly with the Sage Accpac ERP system. ICINITI storefront order data flows directly into Accpac, with customers in effect performing their own data entry. ICINITI also records purchasing patterns, order histories, customer information, online payment capabilities, integration with major carriers, and more.

The ROI Revolution Delivers Real Results

*Seamless integration of
WMS, EDI and web
store software*

*Increased speed of
physical warehouse
operations*

*Opportunity for
fulfillment errors
virtually eliminated*

*Billing process simplified
and accelerated*

*Shipment volumes
projected to more than
double with little or no
increase in fulfillment
staff*

Accellos One WMS establishes reliable and error-free warehouse processes, including precise receiving and putaway, inventory management and order fulfillment. It employs a radio frequency network and RF/barcode devices to track the management of product door-to-door -- automating, streamlining and verifying all related processes including, as in Budge's operations, product assembly from components in stock.

The Edisoft EDI system is interfaced with the Accellos One WMS solution, providing seamless exchange of order fulfillment documentation – primarily advance ship notices (856) – with EDI-enabled trading partners. Accellos One WMS also interfaces with WMSI's Shipping Live rate-shopping and shipping solution which downloads shipping information from the Accellos software and reviews carrier options to identify the most favorable rates and schedules for LTL and/or small parcel shipments.

WORKFLOW

Tom Bagby, VP Operations, estimates that the Henderson facilities house up to 500 pickable SKUs, with perhaps four times that amount of product also on hand in the form of raw materials, finished goods in need of re-pack or other further handling, and partial assemblies with finishing requirements. Bin locations within the three warehouse/assembly buildings carry barcodes, so in implementing the WMS, the integration team replicated the warehouse layout details in the software to facilitate fulfillment and inventory control.

New stock is trucked in to the Henderson facilities on a daily basis. Accellos One WMS' flexibility allows Budge to store product via directed putaway, with instructions provided by the software to lift truck drivers equipped with the handheld RF devices; assigned putaway, with certain bin areas reserved for specific categories of product; and random putaway, with drivers accessing unassigned empty bins and forwarding the bin locations to the database.

Arriving EDI orders are translated to Accpac-readable ERP data format and with a few mouse clicks are posted to the ERP system's sales order entry module, after which they are synchronized in real-time with the Accellos software. Similarly, orders arriving through the ICINITI web store and the various associated websites are directed to the ERP web order entry module and scheduled for fulfillment in the warehouse software. Some orders arrive via traditional means – fax and phone -- and are input manually to the Accpac software and relayed to the floor.

Where previously Edisoft's Visual ASN module would perform a virtual pick/pack/ship process, all of this activity is now performed by Accellos One WMS. Pickers scan barcodes on downloaded pick sheets, move to the pick locations, remove the merchandise and proceed to the packing and shipping station.

"Orders download from Accpac to the Accellos software with the shipping information included," says IT Director Carl Davies. "Once the orders have been picked, packed and shipped, the shipping information is uploaded to Accpac for invoicing and customer notification. The same information uploads directly from Accellos One WMS to Edisoft Visual ASN for preparation of the Advance Ship Notice to EDI-enabled customers."

RESULTS AND PROJECTIONS

Bagby expects the new workflow approach to effect dramatic improvements in the company's warehouse and business management operations by eliminating the remaining manual activity associated with the processing of customer orders, meanwhile also ridding it of the time-consuming and labor-intensive data entry associated with maintaining redundant databases.

Physical warehouse operations are faster and the opportunity for fulfillment error has been virtually eliminated. Billing and collection data flows seamlessly across the components of the integrated software system, simplifying and accelerating the billing process.

Eyeing the future with optimism, Budge projects that shipment volumes will more than double in the near term, but with little or no increase in the size of the fulfillment staff – a strong case for the ROI Revolution. And with the combined solution in place at Budge Industries, Accellos, Edisoft and ICINITI and are now offering the ROI Revolution jointly as a standardized, configurable, retail-oriented package that Sage Accpac users can put in place quickly, simply by clicking through its extensive menu of options.

For more information, email sales@edisoft.com or visit www.edisoft.com