

EXAMPLE



RETURN ON INVESTMENT

September 2019

PROJECT SCOPE

EXAMPLE



Repair Parts Warehouses.

Global Food & Bev currently has 100 + warehouses throughout the country divided into 26 regions. Many of the warehouses are small storage areas while the largest are 20k+ square feet. Warehouses serve the regions where they reside and occasionally transfer parts to other regions.

Stores.

Grocers are the end consumer. Stores maintain inventory levels of certain perishable items and are replenished on a min/max basis. Replenishment orders are communicated with warehouses who picks, stages and holds for grocer personnel to pick up.



Display Vans.

Personnel who service display equipment use company vans that are stocked with tools, common replacement parts and hardware. Parts and hardware are supposed to be replenished on a min/max basis. For larger or less common parts, the maintenance personnel will pick up the parts from warehouse locations, order from other warehouse locations outside of the region or order the parts from a supplier.

Chemicals.

Global Food & Bev manufactures their own proprietary chemical mixes into 55-gallon drums, in some instances may produce less than a full drum of product.



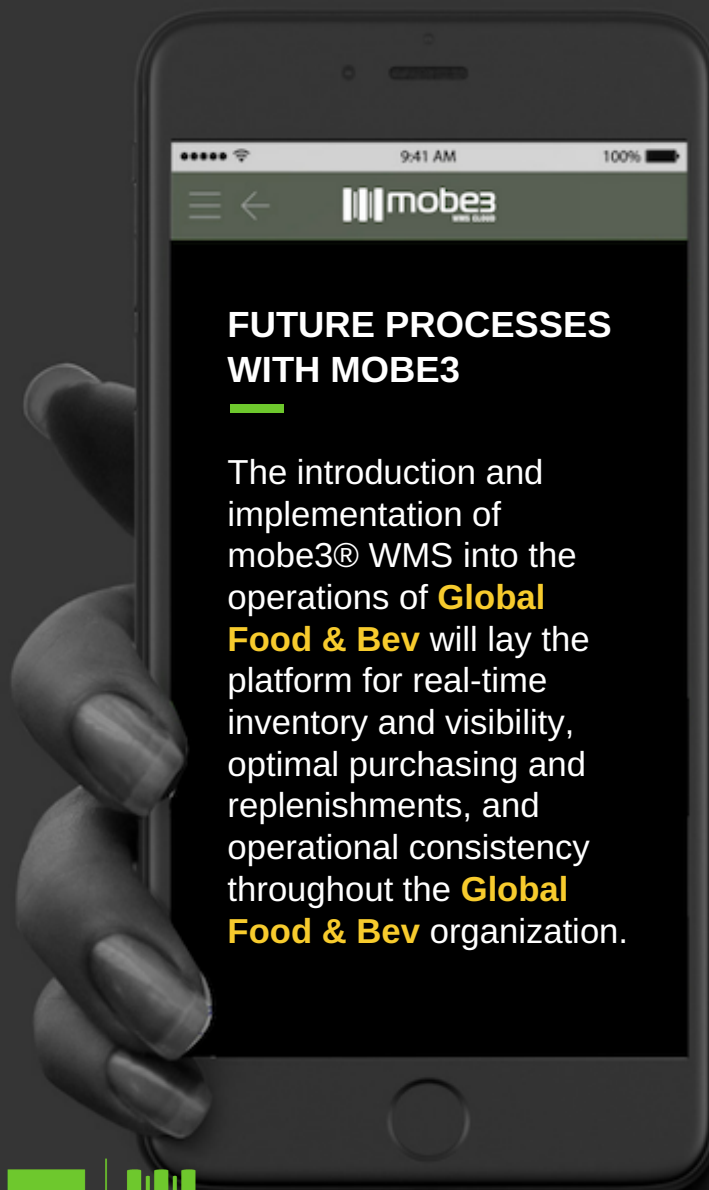
CURRENT STATUS

EXAMPLE

Inventory in all warehouses, stores and vans is currently manual and transactions are kept in Excel spreadsheets by the accounting department. As an organization, **Global Food & Bev** maintains millions of dollars of inventory and repair parts but has no visibility to what is on hand or where it is located.

The manual nature of inventory at **Global Food & Bev** requires manual communication and paperwork to manage the flow of inventory; from stores re-ordering product, service van replenishment requests and service technician inventory inquires to find specific repair parts. This current state also opens opportunities for the organization as a whole to maintain excess and duplicate inventory, as purchasing personnel have no visibility on whether a part is on-hand or not.

The current manual process flow at **Global Food & Bev** relies on each team member to manage their area of responsibility and inventory manually. With such numerous and disbursed operations, there is no “company way” to do processes that can be managed at a corporate level.



EXAMPLE

FUTURE PROCESSES WITH MOBE3 WMS

The introduction and implementation of mobe3® WMS into the operations of **Global Food & Bev** will lay the platform for real-time inventory and visibility, optimal purchasing and replenishments, and operational consistency throughout the **Global Food & Bev** organization.

REAL-TIME INVENTORY AND VISIBILITY

Expected Annual Cost Savings



mobe3® WMS will provide the platform for all inventory transactions to be recorded throughout the organization; purchase order receipts, transfer requests/fulfillments, part consumption, etc. With all transactions being captured, inventory levels and locations can be seen throughout the organization.

Having accurate inventory and visibility throughout the organization will provide the following savings and efficiencies:

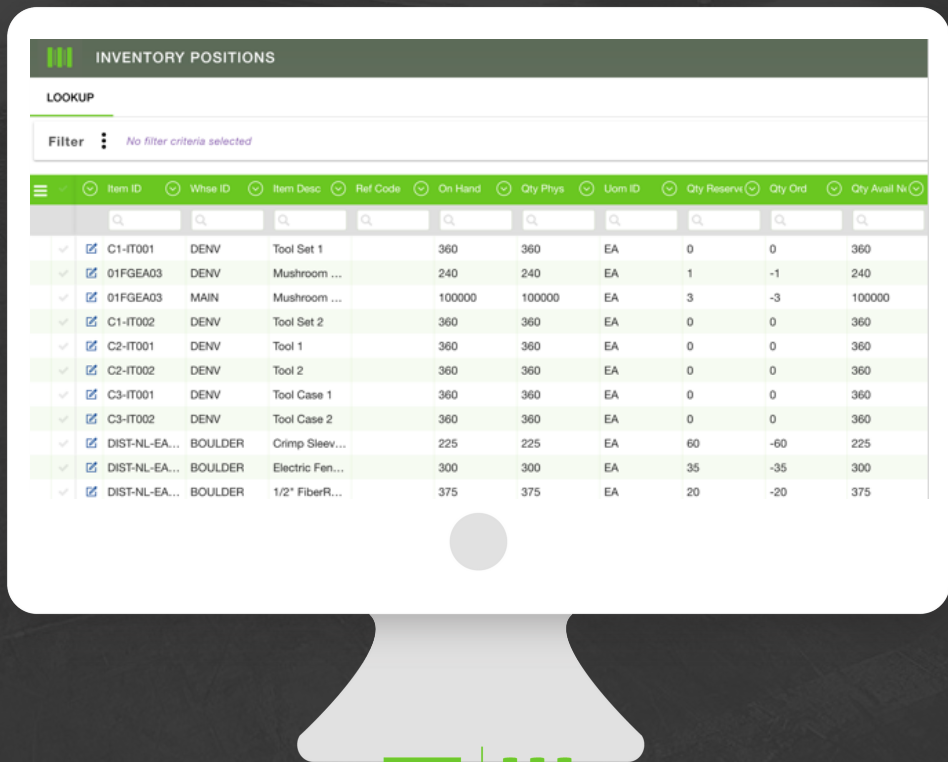
- **Eliminate duplicate or excess inventory purchases.** Since personnel will have visibility of parts throughout the organization, required parts can be transferred internally versus purchased from outside suppliers, reducing inventory and better managing cash flow. **Global Food & Bev** will also realize cost savings from expedited freight/shipping of parts that either cannot be found or were thought to be on-hand but aren't.

CONTINUED... EXAMPLE

- **Service tech labor savings.**

- ✓ **Real-time** inventory in service vans will provide for systematic replenishments so the tech will never be on-site and not have common service parts or hardware. With 137 service techs in the field with an average pay of \$25/hour, we expect a minimum monthly time savings of 3 hours per tech by not having to run to a store from a job site to get parts.
- ✓ **When** service techs need a part, they will be able to see the real-time current inventory for that part in the region and (if they have proper security rights) the entire company thus eliminating the need to call around to find a part. We estimate a minimum of 2 hours per month, per tech savings.

- **Store Down Time.** When a service tech is required to spend multiple hours sourcing a repair part this could mean down time for a revenue-generating asset of **Global Food & Bev.** At peak times of the year, this could cost the organization thousands of dollars in lost revenue.
- **Store inventories.** Store managers will be able to do regular cycle counts of inventory and have replenishments automatically created based on the system settings for min/max inventory levels.
- **Warehouse inventories.** Larger warehouses like Atlanta, will be able to track, record and display real-time inventory levels to the rest of the organization.



INVENTORY POSITIONS										
LOOKUP										
Filter : No filter criteria selected										
Item ID	Whse ID	Item Desc	Ref Code	On Hand	Qty Phys	Uom ID	Qty Reserv	Qty Ord	Qty Avail	
✓ C1-IT001	DENV	Tool Set 1		360	360	EA	0	0	360	
✓ 01FGA03	DENV	Mushroom ...		240	240	EA	1	-1	240	
✓ 01FGA03	MAIN	Mushroom ...		100000	100000	EA	3	-3	100000	
✓ C1-IT002	DENV	Tool Set 2		360	360	EA	0	0	360	
✓ C2-IT001	DENV	Tool 1		360	360	EA	0	0	360	
✓ C2-IT002	DENV	Tool 2		360	360	EA	0	0	360	
✓ C3-IT001	DENV	Tool Case 1		360	360	EA	0	0	360	
✓ C3-IT002	DENV	Tool Case 2		360	360	EA	0	0	360	
✓ DIST-NL-EA...	BOULDER	Crimp Sleeve...		225	225	EA	60	-60	225	
✓ DIST-NL-EA...	BOULDER	Electric Fen...		300	300	EA	35	-35	300	
✓ DIST-NL-EA...	BOULDER	1/2" FiberR...		375	375	EA	20	-20	375	

EXAMPLE

PURCHASING AND SYSTEMATIC REPLENISHMENTS

Expected Inventory Reduction Cost Savings



1-time: \$25k
annual recurring: \$45k

In addition to the purchasing benefits previously noted, with corporate-wide, real-time visibility into warehouses and vans, **Global Food & Bev** will be able to know upcoming demand for common parts and hardware allowing purchasing personnel to take advantage of purchase volume discounts while not procuring additional safety stock because of lack of visibility into van inventory.

Item	Item Description	Location	Needs Repl	Min Qty	Max Qty	Qty Rem	Replenish Code
LSK3	Logic Skillet, 10 1/4" Dia.	22A15	1	80	360	0	CODE RED
ZHNSCP	Handle Holder - 2 Piece Set	22A54	1	399	2333	0	CODE RED
LSK3CB	Logic Skillet, 6-1/2" Dia.	25A17	1	180	1080	0	CODE RED
A-CARECT	Carv Kit in clear plastic box	25A26	1	80	480	0	CODE RED
ASHMATTM	Silicone Handle Holder, Red, Tray Pads	25A26	1	1037	6271	0	CODE RED
AS6E1	Silicone 4" Square Orange Pot Holder	27A46	1	1037	6271	0	CODE RED
GDPCB	Logic Double Play Reversible Griddle	28A29	1	80	360	0	CODE RED
ASHNACC	Silicone Handle Holder, Green	28A31	1	778	4686	0	CODE RED
LA19	Logic Sportsman's Grill	22A02	1	8	48	0	CODE RED
L100CB	Logic 4 Qz. Camp Dutch Oven	22A12	1	16	80	0	CODE RED
ASHNAB3	Silicone Pro Logic Assist Hrs, Blue	27A38	1	778	4686	0	CODE RED
LMPEB	Logic Sauce Kit	11A37	1	80	480	0	CODE RED
LSK3CP	Logic Skillet, 10 1/4" Dia.	22A14	1	80	360	0	CODE RED
L1003CP	Logic Skillet, 12" Dia.	24A04	1	45	270	0	CODE RED
L3RG3	Logic Single Burner Reversible	24A03	1	80	360	0	CODE RED
LSQD	Underliner - Grip Side Chair	27A18	1	96	540	0	CODE RED
3PZ2	561 Boy Injured 62" W/3" Cham	25A02	1	25	151	0	CODE RED
HRH	Handle Holder, Red & White	27A32	1	768	4608	0	CODE RED
SKXASRNCB	Brushed 48" Squares Scraper	22A48	1	519	3110	0	CODE RED
SC10	Glass Covers, 10 1/4"	22A48	1	22	130	0	CODE RED
P1003	Pro Logic 4 Qz. Dutch Oven	22A18	1	15	90	0	CODE RED
SC2010	Glass Covers, 10 1/2" Square	22A18	1	45	270	0	CODE RED
P12G2RNC	Protight 12" Square Cast Iron Griddle	15A03	1	45	270	0	CODE RED
AS6E1	Silicone 4" Square Red Pot Holder	25A29	1	1037	6271	0	CODE RED
SC15	Glass Covers, 12" Round	22A15	1	22	130	0	CODE RED
CPK	dl-mex 2" - 8"	17A31	1	45	270	0	PROK BATH
SC12	Glass Covers, 12"	22A18	1	22	130	0	CODE RED
L3P3	Logic Muffin Pan	28A15	1	160	960	0	CODE RED
Total			341			222,118	

Needs REPL: 0 1

- CODE RED - Qty Remaining is zero.
- CODE ORANGE - Needs Replenishment but Qty is not zero.
- CODE YELLOW - Items exceed Max Qty value.
- CODE GREEN - No current Replenishment issues.

EXAMPLE

OPERATIONAL CONSISTENCY

Expected Savings



annual recurring: \$50k

Global Food & Bev is continually acquiring new stores and warehouses. With **mobe3®** WMS, your organization can define and operate in “*Global Food & Bev way*” of doing business. With standard procedures and systems to support the processes, your organization will better manage existing operations and easily absorb new acquisitions onto your platform.

- **Standard** process and **mobe3®** forms for purchase order and transfer order entry and fulfillment
- **Every** van will have a process and systems to support receipts, physical counts, min/max replenishment and consumption of parts
- **Every** store will have a process and systems to support spare parts physical counts, min/max replenishments
- **With** standard processes, systems to support the processes and reporting, **Global Food & Bev** will create a culture of continuous improvement
- **Accounting** will be able to pull reports on transactions from **mobe3®** for GL entry vs. having to manage Excel spreadsheets, and research and reconstruct data. We expect that **mobe3®** WMS will allow **Global Food & Bev** to avoid having to hire an additional full-time accounting staff to accommodate future growth.

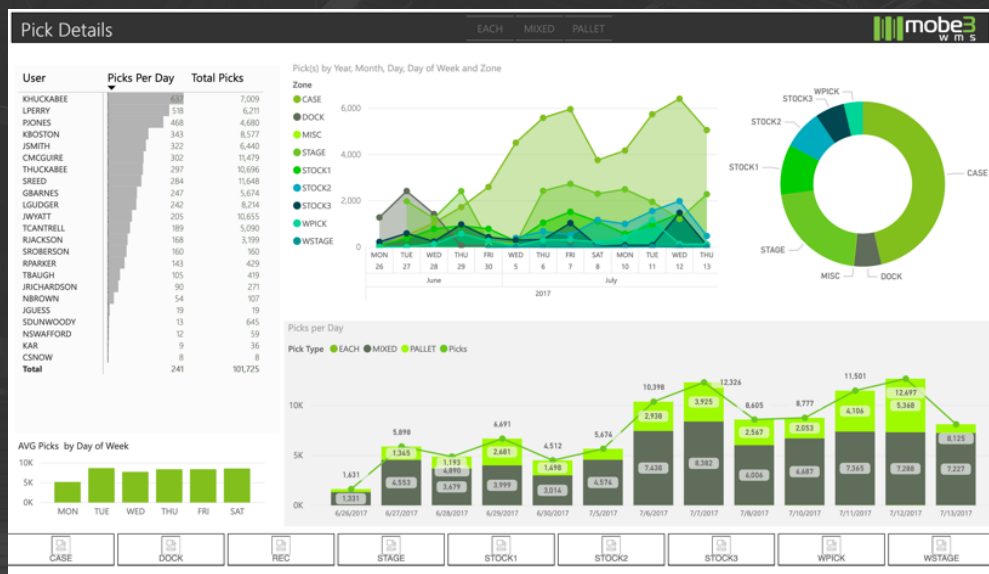
Warehouse	Item	Lot	Serial	Location	Container	Qty	UOM	Trn Type	Trn
BOULDER	DIST-LT-CA-03	9632	A1-3	FG-000100	15	CS	IN	03/2019	Inventory Container Move for DIST-LT-CA-0...
BOULDER	DIST-LT-CA-02	7896	A1-3	FG-000100	6	CS	IN	03/2019	Inventory Container Move for DIST-LT-CA-0...
BOULDER	DIST-LT-CA-02	9632	A1-1	FG-000100	-15	CS	IN	03/2019	Inventory Container Move for DIST-LT-CA-0...
BOULDER	DIST-LT-CA-02	7896	A1-1	FG-000100	-6	CS	IN	03/2019	Inventory Container Move for DIST-LT-CA-0...
BOULDER	DIST-LT-CA-03	9632	A1-1	FG-000100	15	CS	IN	03/13/19	Inventory Move for DIST-LT-CA-03 Mag Re...
BOULDER	DIST-LT-CA-02	7896	A1-1	FG-000100	6	CS	IN	03/13/19	Inventory Move for DIST-LT-CA-02 Sierra M...
BOULDER	DIST-LT-CA-03	9632	A1-3		-15	CS	IN	03/13/19	Inventory Move for DIST-LT-CA-03 Mag Re...
BOULDER	DIST-LT-CA-02	7896	A1-3		-6	CS	IN	03/13/19	Inventory Move for DIST-LT-CA-02 Sierra M...
BOULDER	MFG-RM-LT-WT...	7386	C1-1	FOOD-00000101	4500	LB	IN	03/07/19	Inventory Container Move for MFG-RM-LT...
BOULDER	MFG-RM-LT-WT...	7386	C1-2	FOOD-00000101	4500	LB	IN	03/07/19	Inventory Container Move for MFG-RM-LT...
BOULDER	MFG-FG-LT-CA...	333	A1-2		-1	CS	POK	03/03/19	Pick Sales Order for MFG-FG-LT-CA-01 Pa...
BOULDER	MFG-FG-LT-CA...	222	A1-1		-1	CS	POK	03/03/19	Pick Manufacturing for MFG-FG-LT-CA-02 ...
BOULDER	MFG-FG-LT-CA...	333	A1-2		1	CS	REC	03/03/19	Receive Manufacturing for MFG-FG-LT-CA...
BOULDER	MFG-FG-LT-CA...	8493	HOT ZONE	FOOD-00000100	50	CS	IN	02/28/19	Inventory Move for MFG-FG-LT-CA-01 Pa...
BOULDER	MFG-FG-LT-CA...	8493	A1-3		-50	CS	IN	02/28/19	Inventory Move for MFG-FG-LT-CA-01 Pa...
BOULDER	DIST-LT-CA-03	9632	HOT ZONE	FOOD-00000100	27	CS	IN	02/26/19	Inventory Move for DIST-LT-CA-03 Mag Re...

EXAMPLE

CONTINUED...



Executive leadership for **Global Food & Bev** will have extensive views into the operations and health of the company with data visualizations and dashboards, providing them the information they need to make critical business decisions.



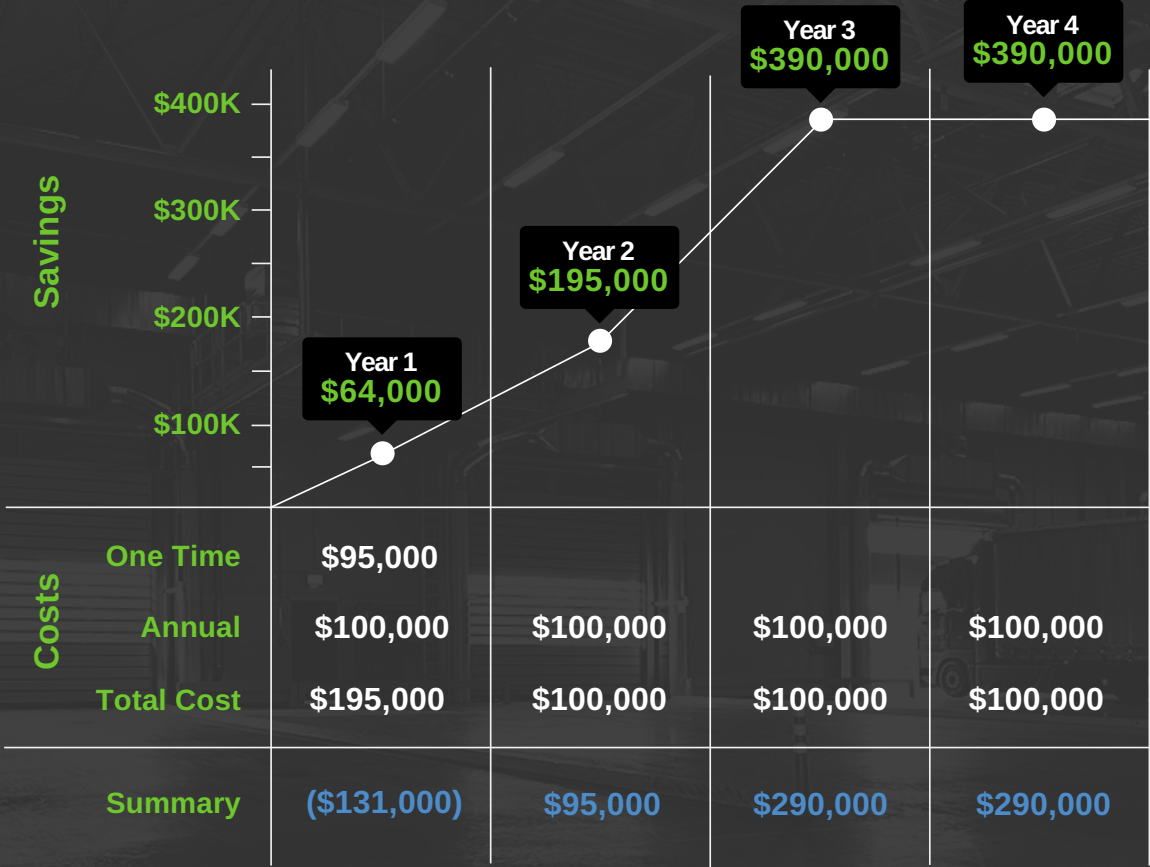
INTANGIBLE RETURN ON INVESTMENT

In addition to the quantifiable financial benefits, **Global Food & Bev** will also enjoy intangible benefits by using mobe3® WMS as well, including:

- **Better employee satisfaction.** Employees want to do great work for their employer. When a company equips its employees with modern, easy-to-use tools that provide accurate, real-time information to help them perform their duties with greater efficiency, employees feel empowered and appreciated.
- **Analytics to measure and continuously improve operations.** What you can measure, you can improve. With mobe3® WMS, your organization will live this adage. With real-time and accurate inventory, analytics about your operations and workers, you will have a view into your operations like never before. When you regularly monitor your key operational metrics, you can then improve them.

NPV CALCULATION EXAMPLE

* Year 1 assumes 10% of potential savings, Year 2 = 50%, Years 3-4 = 100%



15%
Annual Growth

18 mo.
Payback Period

\$330,000
NPV Over 4 Years



WMS SOFTWARE FOR THE MODERN WAREHOUSE

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