



SETRA -

Infor Warehouse Management Executive Proposal

Agenda



- 1 Who we are
- 2 Our strategic partners
- 3 Our customers
- 4 Infor WMS overview
- 5 WMS Plug & Play modules
- 6 What savings can a WMS generate
- 7 Why SNS
- 8 SNS project team sample
- 9 Implementation
- **10** Commercial details

Who we are



28
Supply Chain

Consultants

4 Offices



45

Projects Completed Last Year

100%

Success Rate

The 1 thing we do

Supply Chain





SPAN-GROUP

Our customers

























































Infor warehouse management



Infor WM is an Advanced Warehouse Management System that will Control and Monitor all the activities performed within the 4 Walls of your Warehouse.

Infor WM will organize work and align resources and labor to satisfy your customer requirements.

Infor WM Main Modules



- Receiving
- Inbound QC / Quarantine / Incubation
- Putaway/Storage
- Cycle Counting
- Replenishment
- Inter-Warehouse Transfers
- Kitting and Assembly
- Picking, Sorting and Loading
- Billing

System Directed Operations



Compatible with PDA (RF) and Voice Technology

No Paper Required

Real-Time Integration between the Device and the WMS

 Screens and Voice Instructions are Multilingual and Customizable

If Required can be Run with a Paper Environment



Receiving





Main Features:

- Inbound Planning
- Truck Appointment and Dock Scheduling
- Paperless Receiving
- System Support in Palletizing
- Customized Receipt Validations
- Shelf Life Validation
- Immediate System Hold of Stock
- Lot and Pallet Tracking
- Inbound KPIs & Supplier Score Cards
- QC Sampling
- Cross Dock Receiving

- Minimal Data Entry Errors
- Online Stock Updates
- Overall Increase in Receiving Productivity
- Better Utilization of Staging Areas

Putaway





Main Features:

- System RF Driven Putaway
- Putaway Stock by Product Velocity
- Flexible Putaway Strategies
- Intelligent Task Assignment by Equipment
- Location Level Visibility
- Mixed Pallet Putaway
- Easily Configured Putaway Strategies

- Increase in Cube Utilization
- No Human Intervention
- Real-Time Update of Location
- Overall Increase in Inbound Productivity
- Increase in Inventory Accuracy
- Increase in Safety & Security

Cycle Count





Main Features:

- Paperless RF Counting
- Setup Cycle Count Strategies
- Real-Time Update of Count Results
- Scan to Minimize Human Mistakes
- Ability to combine Counting Tasks with Picking

- Eliminate the need for Physical Counts
- Increase in Sales Revenues
- Can Cycle Count while Operating Warehouse
- Reduce Data Entry Errors
- Minimal Reconciliation Effort

Picking





Main Features:

- System Directed Paperless Picking
- System Driven Stock Allocation
- FIFO, FEFO, or LIFO Rotation
- Dispatch of Tasks by Area and Equipment
- Batch, Order, and Cluster Picking
- Management of Shelf Life by Customer
- Back Order Management
- Capture of Serial Number, Weight, etc...
- Accurate Picking KPIs
- Real-Time Shipment Order Status Updates

- Reduction in Picking Travel Time
- Increase in Picking Productivity by up to 30%
- Increase in Picking Accuracy
- Reduction in Damages

Loading & Shipping





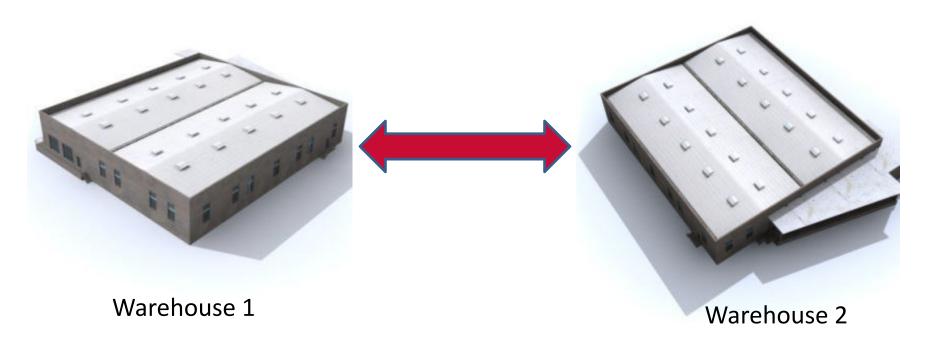
Main Features:

- System Driven Staging Instructions
- Outbound Paperless QC
- System Driven Load Management
- Link Orders to Trucks
- Reverse / Forward Loading
- Comprehensive Outbound Reports
- Loading & Shipping KPIs

- Reduce Theft
- Better Traceability
- Share Order Status Info with Customers
- Increasing in Loading Productivity
- Better Utilization of the Staging Area

Inter-Facility Transfer





- Visibility of In-Transit Stock
- Speed up Receiving at the Destination Warehouse
- Ability to View Inventory Levels in Multiple Warehouses
- Ability to Generate Periodic Replenishments between Warehouses

Kitting & Assembly



Main Features:

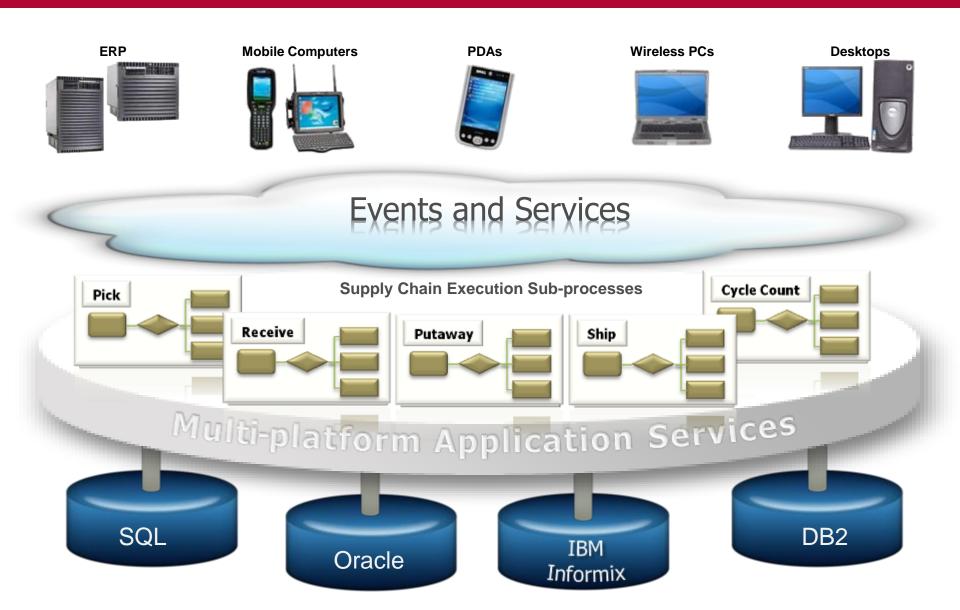
- Bill of Material Setup
- Paperless Kitting/Assembly Operation
- System Driven Instructions
- Real-Time Progress Update

- Online Visibility
- Eliminate Data Entry Errors
- Ability to Measure Productivity
- Increase in Sales Efficiency



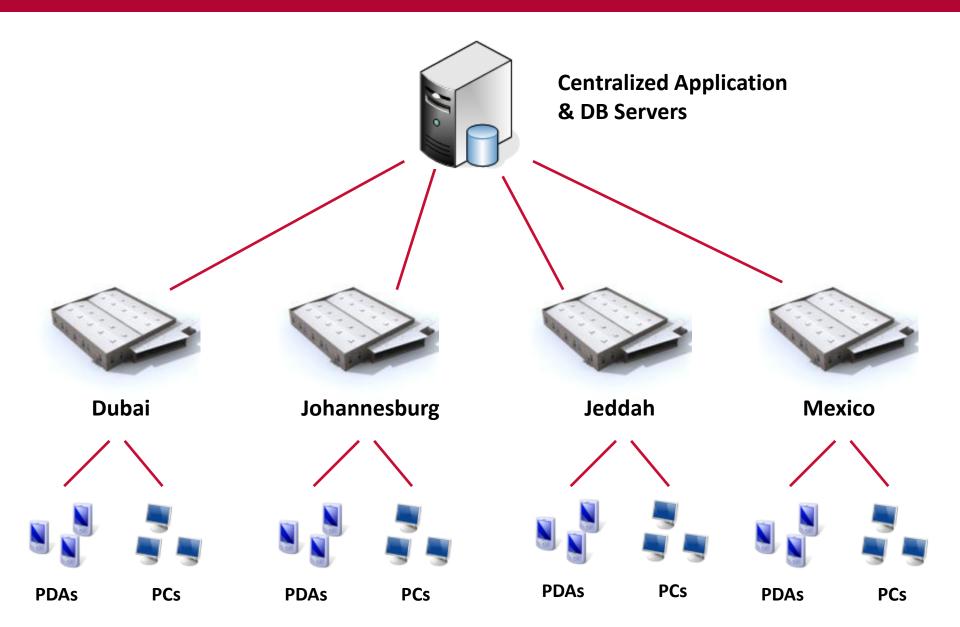
Architecture





Centralized Environment





ERP Integration



Over the years, we have successfully integrated the Infor WMS with the following ERPs:

- SAP
- Oracle
- Baan/Infor LN
- Infor LX
- Orion

- JD Edwards
- eMIS
- Axapta
- Great Plains
- Navision

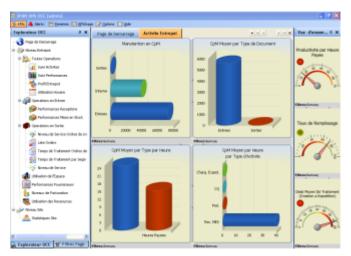
WMS Plug & Play Modules



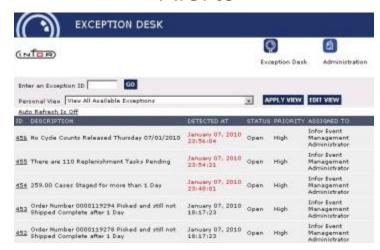
WMS Portal



Warehouse Dashboard



Alerts



Voice Management



WMS Portal: Online access



- Customers Real-Time access to their inventory
- Suppliers Update POs Online
- Customers Create Shipment Orders Online
- Online Order Tracking
- Publish Business Critical KPIs
- Publish Customer Specific Orders

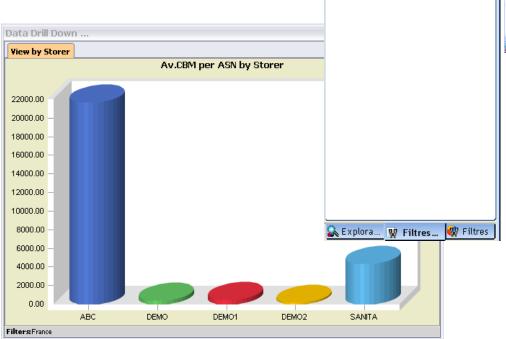




Warehouse Dashboard



- More than 100 Warehouse KPIs
- Compare Performance of Various DCs



Filtres Page

Compagnie

Territoire

Entrepot

Deposant

Date Range

From

To

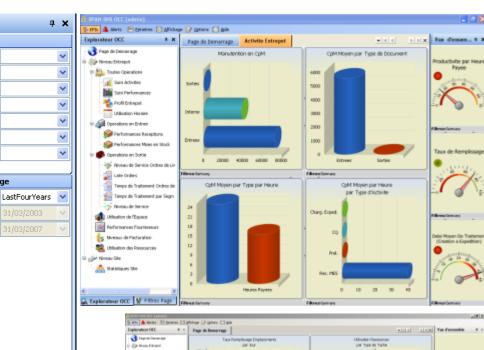
Storer Group

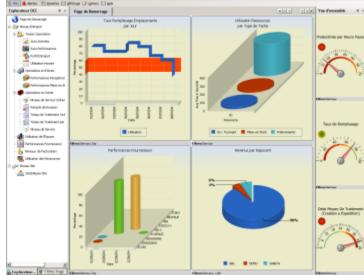
Pays

Site

Levels

Date Range





Infor Event Management: Proactive Alerts



- Monitor the execution of all your systems and processes.
- Intelligent alerts and messages shared across the company and escalated to the proper resources.
- Flexible reporting and analysis tools.
- Example Monitors:
 - ASN Approaching or past scheduled date.
 - Order not shipped by scheduled date; late delivery.



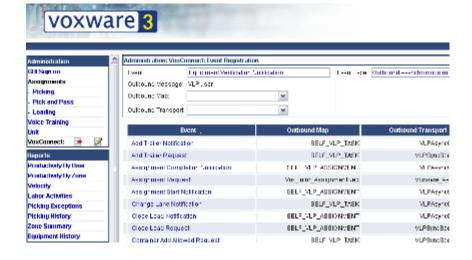
Voice: Work faster

SINSsupply network solutions

- Fully integrated with Infor WM.
- Increased Productivity.
- Increased Picking Accuracy.







What savings can a WMS generate



WMS Cost Savings	For All Warehouses					
	1 Month	1 Year	2 Years	3 Years	4 Years	5 Years
Paper & Printing Savings	\$2,500.00	\$30,000.00	\$60,000.00	\$90,000.00	\$120,000.00	\$150,000.00
Labor Overtime Savings	\$3,000.00	\$36,000.00	\$72,000.00	\$108,000.00	\$144,000.00	\$180,000.00
Sales Increase	\$5,000.00	\$60,000.00	\$120,000.00	\$180,000.00	\$240,000.00	\$300,000.00
Reduction in Sales Returns	\$500.00	\$6,000.00	\$12,000.00	\$18,000.00	\$24,000.00	\$30,000.00
Inventory Accuracy	\$250.00	\$3,000.00	\$6,000.00	\$9,000.00	\$12,000.00	\$15,000.00
Reduction in Inventory	\$2,500.00	\$30,000.00	\$60,000.00	\$90,000.00	\$120,000.00	\$150,000.00
Better Warehouse Space Utilization	\$250.00	\$3,000.00	\$6,000.00	\$9,000.00	\$12,000.00	\$15,000.00
Energy Savings	\$250.00	\$3,000.00	\$6,000.00	\$9,000.00	\$12,000.00	\$15,000.00
Increase Customer Satisfaction Level	\$300.00	\$3,600.00	\$7,200.00	\$10,800.00	\$14,400.00	\$18,000.00
Reduce Labor Turnover (Increase Morale/Motivation)	\$150.00	\$1,800.00	\$3,600.00	\$5,400.00	\$7,200.00	\$9,000.00
Reduce Theft/Shrinkage	\$150.00	\$1,800.00	\$3,600.00	\$5,400.00	\$7,200.00	\$9,000.00
Optimize Transportation/ Maximize Loading Capacity	\$250.00	\$3,000.00	\$6,000.00	\$9,000.00	\$12,000.00	\$15,000.00
Reduce Damages	\$100.00	\$1,200.00	\$2,400.00	\$3,600.00	\$4,800.00	\$6,000.00
Reduce Obsolete Stock	\$250.00	\$3,000.00	\$6,000.00	\$9,000.00	\$12,000.00	\$15,000.00
Reduce Labor (10%) - Optional	\$500.00	\$6,000.00	\$12,000.00	\$18,000.00	\$24,000.00	\$30,000.00
Total	\$15,950.00	\$191,400.00	\$382,800.00	\$574,200.00	\$765,600.00	\$957,000.00

Why SNS



- SNS consultants are specialized in warehouse operations
- SNS' experience in WMS implementation in the Gulf and Middle-East extends for more than 12 years with more than 45 references
- SNS consultants are fluent in both Arabic and English
- SNS in the only company with WMS implementation in every vertical in the Gulf (3PL, FMCG, Pharmaceutical, Automotive, White Goods, Electronics, Mobile provider...)
- SNS has a 100% success rate in its projects
- SNS has a unique methodology adapted to the local culture

Sample SNS Project Team





Position: Role:

Experience:



Nadim Klat

Senior Project Manager

- Supervise the project completion (quality and deadlines)
- Lead the different phases of the project
- Ensure the deliverables meet the objectives

Agility, Americana, Ali Bin Ali, Al Talayi, Tamer, Pepsi, Supreme



Position: Role:

Experience:

Hussein Naim

Operational Consultant

 Complete work related to all phases (site survey, BRS, documentation, training, integration testing, go-live)
 Abu Dawood, UWC, Pepsi, Coca Cola, Nader, Easylog



Position: Role: Experience: Elie Milan

Technical Consultant

- Complete development related to the project Abu Dawood, Danzas DHL, Fuel

SNS Rapid Implementation Methodology



Phase 1: Project Initiation

Phase 2: Business Review Summit Phase 3: Design and Development Phase 4: Deployment UAT

- Teams definition
- Project Plan review
- Defining project guidelines and deliverables by phase
- Meetings to discuss new warehouse SOPs
- Meetings to discuss integration with other systems if applicable
- Development of Customization on WMS
- Development of integration Interfaces (both SNS and Client IT)
- Deployment at client site
- System configuration based on client master data
- Super user straining
- Client testing

• 1 day

4 weeks

4 weeks

2 weeks

Phase 5: Go-Live

Phase 6: Project Closure Transition to CS

Activities

Dur

Activities

Dur

- Stock Count if applicable
- Go-Live
- On site support

 Transition of project to SNS customer support team

• 1 to 2 weeks

 1 day (after stability of system)

Hardware Requirements



Servers:

- WMS Application and Database Server
- RF/Integration Server
- Desktops or Laptops for warehouse supervisors
- Wireless Network in the warehouse
- RF handheld devices for warehouse operators (PDAs)

Commercial Details - Software



Component	Price USD
Infor WMS Server License with 5 Concurrent Users	25,000
Infor WMS Implementation – 1 site	50,000
Go-Live Support (Stock Count)	7,500
Support and Upgrade	20% of Licenses
Total	82,500

Integration	Price USD
Setra will use the Import/Export feature to insert and retrieve data from Infor WMS. A specific excel format will have to be used.	0
Total	0

Commercial Details - Software



Payment Terms:

- 100% of licenses will be invoiced upon sign off.
- 2. 40% of implementation costs will be invoiced on sign-off
- 3. 35% of implementation costs will be invoiced closure of BRS Phase (phase 4)
- 4. 25% of implementation costs will be invoiced on go-live
- 5. Support and Upgrade fees are invoiced yearly starting go-live date

Note: All the above fees are net of all Taxes and withholdings charges



WMS References





- Customer Name: Schneider Electric
- Countries: UAE
- Vertical: Electrical Products
- Number of Warehouses: 1
- **Total Space:** 4,000m²
- Solution: Infor WM
- SQL Server: MS SQL
- Number of concurrent users: 25
- Integration: SCALA
- Go-Live Date: 2002





- Customer Name: Ducab (Dubai Cables)
- Countries: UAE
- Vertical: Cables Manufacturer
- Number of Warehouses: 1
- **Total Space:** 8,000m²
- Solution: Infor WM
- SQL Server: MS SQL
- Number of concurrent users: 10
- Integration: BAAN
- Go-Live Date: 2008





- Customer Name: Clipsal by Schneider Electric
- Countries: UAE
- Vertical: Electrical Products
- Number of Warehouses: 1
- **Total Space:** 10,000m²
- Solution: Infor WM
- SQL Server: MS SQL
- Number of concurrent users: 25
- Integration: SCALA
- Go-Live Date: 2007







- Customer Name: Honda
- Countries: South Africa
- Vertical: Automotive
- Number of Warehouses: 1
- **Total Space:** 20,000m²
- Solution: Infor WM
- SQL Server: MS SQL
- Number of concurrent users: 50
- Integration: BPCS
- Go-Live Date: 2007

mabe



- Customer Name: Mabe
- Countries: Mexico
- Vertical: White Goods Manufacturer
- Main Brands: Mabe, GE
- Number of Warehouses: 3
- Largest Warehouse: 100,000m²
- **Solution:** Infor WM
- SQL Server: Oracle
- Number of concurrent users: 100
- Integration: BAAN IV
- Go-Live Date: 2007



DANZAS



Customer Name: Danzas



Countries: United Arab Emirates



Vertical: 3PL



- Main Storers: Huwawi, 3M, LG, Clarins, EMITAC, Richmonte,
 GM
- Number of Warehouses: 9
- **Total Space:** 100,000m²
- Solution: Infor WM
- SQL Server: Microsoft SQL
- Number of concurrent users: 150
- Integration: SAP, Oracle
- Go-Live Date: 2007





- Customer Name: Excel
- Countries: KSA
- Vertical: 3PL
- Main Storers: Olayan (Kraft)
- Number of Warehouses: 1
- Total Space: 20,000m²
- Solution: Infor WM
- SQL Server: Microsoft SQL
- Number of concurrent users: 50
- Integration: MFGPro
- Go-Live Date: 2003











- Customer Name: Tamer
- Countries: Saudi Arabia
- Vertical: Pharmaceutical, Consumer Goods, Medical
- Main Brands: P&G, Nestle, Roche Boston Scientific,
 Cadbury



- **Total Space:** 58,000m²
- Solution: Infor WM
- SQL Server: Oracle
- Number of concurrent users: 35
- Integration: Oracle ERP
- Expected Go-Live Date: 2011









