

DM

Delivering distribution excellence

Distribution Management

From suppliers' loading docks to your customers' front doors, your distribution network extends far beyond the warehouse walls. With multiple distribution centers and scores of suppliers, 3PLs and customers around the world, just having visibility to the complete distribution process can be challenging.

"Without Manhattan's Warehouse Management solution, we could not have achieved the growth we have to date. The scalability of the solution has allowed GUESS? to target our systems and processes to the ever-evolving world of retail and wholesale distribution."

— GUESS?

Manhattan's Distribution Management

automates every link in even the most complex supply chains. Anchored by our industry-leading warehouse management solutions and built on the industry's first Supply Chain Process Platform™, Distribution Management provides a comprehensive set of

The suite includes:

- Warehouse Management
 - Slotting Optimization
 - Labor Management
- Supplier Enablement
 - Hub Management
- Billing Management

solutions to help you connect with suppliers and increase product velocity, customer service and warehouse efficiency across your extended supply chain. With our solutions, you can:

Fine-tune facilities with well-utilized resources, streamlined inventory movements and flawless order fulfillment.

Match inventory slotting to demand while considering numerous product characteristics for faster, more accurate picking with less damage.

Track workforce performance, forecast labor requirements and automate workforce planning and scheduling.

Extend supply chain capabilities to suppliers, and automate communications and record-keeping.

Give hubs and 3PLs visibility into orders, shipments and inventory. Maximize cross-dock and flow-through activities and ship directly to stores and customers.

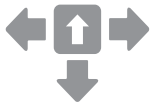
Assign and manage charges for warehouse events, providing concise client invoicing for logistics service providers.



supply chain **commerce** delivered™

Manhattan
Associates®

Leading companies have recognized Manhattan's Warehouse Management solution for delivering best-in-class performance for decades. And while we do provide the leading WMS with industry-specific domain expertise, effective distribution management is about more than just warehousing. Optimization tools like Slotting and Labor drive material efficiencies from your workforce—through facility layout, planning and management tools. And, distribution gains more efficiency with greater visibility and control over trading partner operations. Supplier Enablement and Hub Management provide case-level and lot-level visibility to enable better planning and flow-through operations.



■ Warehouse Management

Manhattan's [Warehouse Management solution](#) sets the standard for leading-edge WMS technology and innovation. Using advanced algorithms to mathematically organize and optimize your operations, Warehouse Management speeds the flow of goods and information to enable flawless execution across inventory, labor, space and compliance.

We help customers efficiently manage omni-channel distribution, monitor vendor compliance and respond to shifting demand to meet performance objectives. Enhance inventory management by increasing accuracy, improving order fulfillment and reducing order cycle time. Streamline receiving and shipping to facilitate cross-docking and expedite back-ordered products. Increase inventory turns and speed order processing to boost customer satisfaction and improve financial performance.

Features + Functions

- Streamline inventory receiving processes with cross-docking, quality audit and vendor performance
- Eliminate costly physical counts with auditor-approved cycle counting functionality
- Support sophisticated warehousing needs, including value-added services, lot management, serial number tracking and product recalls
- Accommodate omni-channel and/or multi-tenant fulfillment
- Leverage advanced fulfillment logic for wave management, constraint-based selection, real-time replenishment and advanced order cartonization

- Automate information capture via RF, voice and material handling equipment technologies
- Utilize integrated transportation execution, including freight bill reconciliation, zone skipping/LTL pooling and rate shopping

“During this time of year we can see our business increase five times our normal rate. Manhattan's WMS and TMS integration has helped us improve what was once a four to five day lead time, to delivery overnight as required. Our accuracy rate is higher than 99%, further improving customer service.” — Lennox

■ Slotting Optimization

In warehouses, like real estate, location makes all the difference. Where you 'slot' product impacts productivity, worker safety and order accuracy.

[Slotting Optimization](#) increases labor efficiency, shortens order fulfillment cycles and maximizes throughput by determining the best slot locations. Improve customer service by strategically grouping items for fulfillment and update placement based on trends and seasonal variations. Using data on a product's characteristics and order frequency, the solution calculates a relative value for each potential placement. It aggregates these values for all products, and compares millions of move combinations against user-configured strategies to determine the optimal warehouse layout.

TOP

5

WHY MANHATTAN?

Only Manhattan has customer-centered Supply Chain Commerce solutions that balance profit and performance while growing revenue and relationships.

- 1 Offers omni-channel fulfillment capabilities to Manhattan's retail customers, which include more than half of the top 20 retailers, 16 of the top 20 apparel retailers, over two-thirds of the top U.S. mass merchants
- 2 Calculate total fixed and variable costs to improve sourcing, routing and fulfillment
- 3 Decrease overtime by accurately scheduling and forecasting labor

- 4 Improve productivity by measuring and incentivizing against labor standards
- 5 Manhattan has partnered with many Fortune 500 organizations to decrease distribution costs as a percentage of sales by 1-3%

Increase receiving productivity **20-40%**
 Lower labor costs **15-30%**



Manhattan Distribution Management: Delivering distribution excellence

Features + Functions

- Easily set and re-set warehouse pick locations by season or by demand
- Access fast-moving items quickly
- Determine optimal location by SKU
- Improve warehouse organization to ensure maximum picker productivity

■ Labor Management

On average, labor represents 50-75% of total warehouse costs. By forecasting workforce requirements, optimizing schedules, tracking time, calculating task duration and synchronizing performance reporting, you can reduce costs while improving morale. Optimize the balance of overtime, regular and temporary labor to further improve your bottom line.

With [Labor Management](#), you can be more productive with your current workforce, or find new ways to cut costs. The solution helps decrease turnover by providing feedback to employees. Actual times for task completion by an employee or team are monitored and compared to the standards you establish for each activity. Determine pay incentives based on performance to increase retention, maximize productivity and reduce costs.

Features + Functions

- Optimize labor allocation and lower costs by 15% to 30%
- Understand how staff is performing against engineered standards
- Use 'what-if' analysis to determine optimal staff composition
- Forecast and plan labor by day, shift, job and zone
- Forecast staffing requirements and optimize employee schedules
- Optimize overtime, regular and temporary labor based on demand forecasts
- Improve efficiency and reduce overtime despite seasonal fluctuations

■ Supplier Enablement

Your suppliers are scattered all over the world, speak different languages, work different hours, trade in different currencies and have varying technical capabilities, yet you share a common goal to get product to your customers quickly and profitably.

[Supplier Enablement](#) offers a secure, online, mobile-enabled portal that facilitates real-time collaboration between you, your suppliers and other trading partners to improve business process execution for your operations and across your upstream supply chain.

Distribution Management

Any supplier with a web browser or mobile device can become part of your automated supply chain.

Features + Functions

- Achieve seamless collaboration with global trading partners
- Enable centralized order management processing across all trading partners
- Generate EAN/UCC128 labels upstream to leverage cross-dock and flow-through channels to drive down inventory carrying and labor costs
- Increase receiving productivity by 20% to 40% and lower labor costs with inbound shipment visibility
- Increase order accuracy and fill rates with inspection capabilities upstream
- Measure suppliers via KPIs and initiate chargebacks to drive greater on-time delivery and compliance

■ Hub Management

Many hubs and cross-dock facilities lack the ability to electronically capture receipts and share shipping information. Providing your logistics partners with a tool to digitally manage receiving and shipping functions allows you to maintain inventory integrity and visibility across any point in your network.

Leveraging the latest in mobile technology, [Hub Management](#) offers visibility into receipts and shipments from your hubs and 3PLs. It enables trading partners to create standardized carton-level ASNs; and provide receiving, cross-docking and load-building services. By connecting all your facilities, you can consolidate shipments directly to stores and customers, bypassing warehouses altogether.

Features + Functions

- Foster collaboration and increase visibility among LSPs and suppliers with proprietary, role-based access to browser-based gateway
- Provide 'lite' warehouse management functions to manage cross-dock and flow-through DCs
- Allow direct shipping to streamline inventory flow and meet customer demand
- Achieve real-time visibility to inventory movement and LSP processing for greater inventory control and decision-making

“Slotting from Manhattan has improved so much of our already improved operations... It all paid off extremely quickly. We started seeing improvement four months after implementation. It usually takes three or four times that long...”

— Nature's Best

■ Billing Management

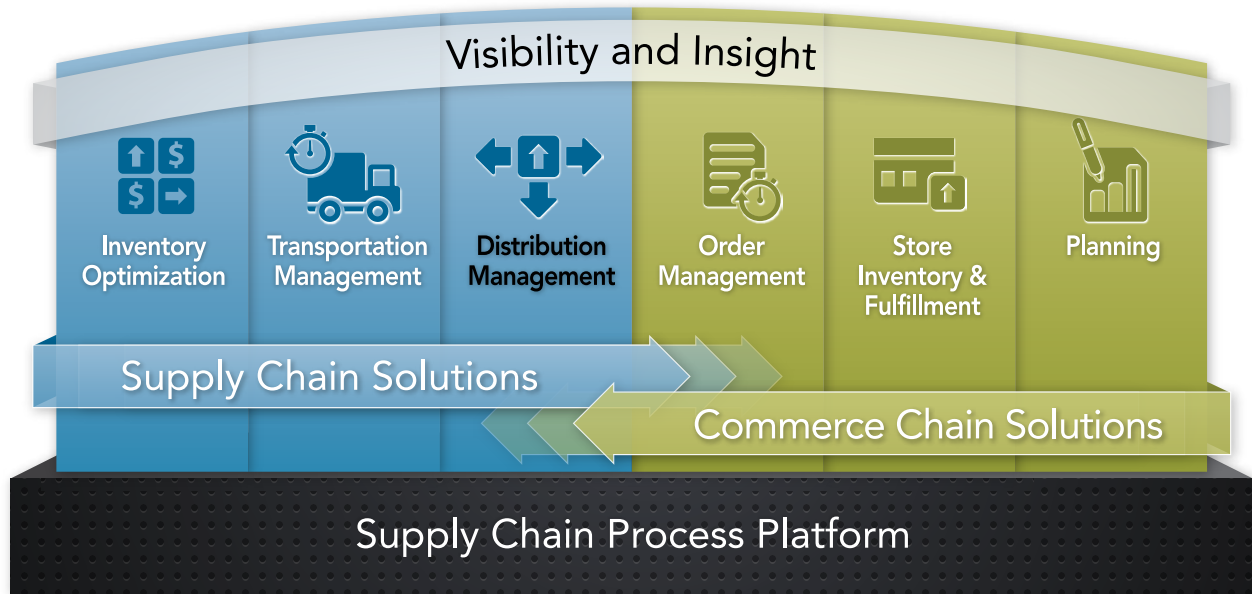
[Billing Management](#) is a flexible, activity-based solution that uses time-based rules to streamline cost tracking and analyze cost data—dynamically managing billing information across all facilities. The Billing Management process is centralized, customized to the client and accurate, no matter where the order is filled. The solution imports real-time data for activities such as receiving, put-away, pick/pack, replenishment, storage, loading and physical counting from warehouse and transportation management systems.

Features + Functions

- Implement activity-based billing to optimize profits
- Assign charges for warehouse processes including inventory storage
- Generate invoice reports for tenants or business units



As part of Manhattan SCOPE[®], our [Distribution Management](#) suite of solutions helps companies increase product velocity, customer service, collaboration and warehouse efficiency across the enterprise.



- [Warehouse Management](#)
- [Slotting Optimization](#)
- [Labor Management](#)
- [Supplier Enablement](#)
- [Hub Management](#)
- [Billing Management](#)

Manhattan SCOPE[®] is the only portfolio of supply chain commerce solutions built on a common technology platform available on the market today. SCOPE leverages the investments we've made in our [Supply Chain Process Platform[™]](#) to deliver both the traditional bottom-line benefits associated with supply chain improvements and the top-line revenue gains created by commerce initiatives.

SCOPE provides Supply Chain Solutions to optimize efficiency and performance and Commerce Chain Solutions to seize opportunities for revenue growth, complemented by Visibility and Insight applications to support functional capabilities across the platform.



Manhattan Associates continues to deliver on its 23-year heritage of providing global supply chain excellence to more than 1,200 customers worldwide that consider supply chain optimization core to their strategic market leadership. The company's supply chain innovations include: [Manhattan SCOPE®](#), a portfolio of software solutions and technology that leverages a [Supply Chain Process Platform](#) to help organizations optimize their supply chains from planning through execution; [Manhattan SCALE™](#), a portfolio of distribution management and transportation management solutions built on Microsoft® .NET technology; and [Manhattan Carrier™](#), a suite of supply chain solutions specifically addressing the needs of the motor carrier industry. For more information, please visit www.manh.com

Manhattan Associates is committed to developing supply chain solutions that foster environmental stewardship.



Learn more about Manhattan Associates and our solutions:

North & South America + 1 877.596.9208 ■ Global + 44 (0)1344 318000 ■ www.manh.com