

iW



FLEET AND WAREHOUSE OPTIMIZATION SYSTEM
Run Better. Manage Smarter.

iWAREHOUSE
Enterprise™



Knowledge is power.

SMART SOLUTIONS BY THE SQUARE FOOT.

Every enterprise manager wants the same thing. Information. They want it provided to them in ways that are easy to access and in forms that reveal what's happening in the real world, not a jumble of numbers that obscure it. That's what the iWAREHOUSE® system delivers.

With iWAREHOUSE on the job, whenever and wherever you power up your desktop, laptop, smartphone or tablet, you're entering a world of information. Gathered, recorded, processed, and delivered to you through iWAREHOUSE's unique web portal that turns each of your devices into a management-level command and control center.

iWAREHOUSE provides you with a 360-degree picture of your entire lift truck fleet, whether you're managing a single warehouse or multiple locations. From there, you can drill down to the finest details — right to a single truck and its operator. You can immediately see detailed information on every truck in every corner of your operation.

What's more, you can see the constant ebb and flow of your operations throughout the day as iWAREHOUSE collects data and sends it your way. So if you see something troubling on the horizon, you can take corrective action quickly ... before it becomes a full-blown productivity issue.

WORKS WELL WITH OTHERS.

Not only is iWAREHOUSE the most powerful, most comprehensive fleet and warehouse optimization solution available today; it's the only one that works whether you have only *Raymond*® trucks or a mixed fleet.

HERE'S WHAT YOU CAN EXPECT FROM YOUR INVESTMENT IN iWAREHOUSE:

- » Fleet optimization system managing and reporting truck, fleet, and operator data
- » Warehouse optimization providing data and analysis for actionable business solutions
- » Integration with select labor management systems (LMS)
- » Tailored consulting services
- » Quick-turn ROI

“ We were looking at iWAREHOUSE to provide us with solutions to reduce costs and increase accountability. The light bulb for us was bringing together a reputable LMS and a state-of-the-art warehouse optimization system. We had a game-changing solution.”

DIRECTOR OF PROCESS SOLUTIONS



The data takes shape.

MORE THAN WHO, WHAT, WHERE.

Can there really be such a thing as too much information? Absolutely. A flood of data pouring in from multiple sources can make decisions as much a shot in the dark as no information at all. But that's how it is with other fleet management systems.

To design iWAREHOUSE, we started by putting ourselves in your shoes. Our goal was to provide the right amount of data, sorted, prioritized, and packaged in the right way. So that you could get down to the business of seeing the meaning behind the numbers, without wasting valuable time.

THE ULTIMATE OPTIMIZATION TOOL: RAYMOND EXPERTISE

As a manager, you face countless "what ifs" every day. What if vehicle demand suddenly spikes. Or you notice a disturbing pattern in impact alerts. Or maintenance costs are on the rise. The data that iWAREHOUSE provides can help you know the "what" but sometimes you need to get to the "why" behind the numbers... and more importantly, how to go forward. That's why Raymond offers tailored consulting services that can help you get the most out of your operational data.



OUR CONSULTING GROUP CAN HELP YOU:

Turn data into action:

- » Identify areas for potential cost reduction
- » Set up reports to track key performance indicators
- » Interpret reports and recommend responses
- » Select methods for driver feedback
- » Track immediate and long-term results

Apply advanced tools to achieve results:

- » Long-term data trending analyses for warehouse optimization
- » Fleet optimization based on vehicle utilization studies
- » Job Coding to measure productivity by specific work functions
- » Integration with LMS, time clock, and other data
- » Load sensing and trip measurement
- » Integration with over-the-road and other non-lift monitoring systems



At the end of the day...

IT'S ALL ABOUT RESULTS.

A WIN-WIN SITUATION: A CASE HISTORY

CUSTOMER: GENCO

An industry leader in 3PL



OBJECTIVE:

Evaluate labor of lift truck operators and processes to identify areas of improvement for implementation at as many as 130 facilities

SOLUTION: MERGING LABOR AND PROCESS DATA

To reduce labor costs and increase operational efficiencies, GENCO took a unique approach by partnering with The Raymond Corporation and an LMS provider (a first in the 3PL industry) to develop a plan to streamline the process of gathering and analyzing data. A 410,000 square-foot facility was chosen as a "focus site," and the iWAREHOUSE and LMS systems were implemented. Data derived through this approach provided the company with a comprehensive view of operations from an equipment and labor management perspective.

RESULT:

The end result was cost savings for the company that could be shared with employees and customers ... a win all around. Within months, the focus site increased productivity and visibility; reduced labor costs by nearly 10 cents per unit; decreased impacts; and reduced pick labor by 12%.

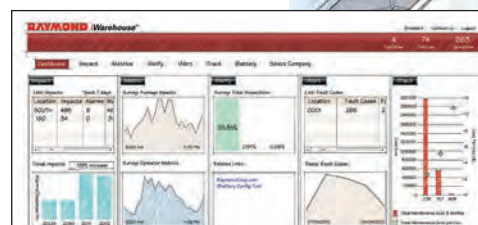
For the full story, visit www.raymondcorp.com/customer-success

A PARTNERSHIP THAT WORKS FOR YOU.

When you purchase from Raymond, you don't just get products. You get answers to problems. We look at your entire operation, and evaluate performance across the whole cycle and the whole shift. Then we use that deep understanding to make recommendations based on your unique needs.

Choosing Raymond means working with professionals who represent the leading provider of material handling solutions. A partner with the resources and technologies to help your operation run better. And help you manage smarter.

Choosing iWAREHOUSE means you have a set of solutions that provide you with a steady stream of actionable information across the entire enterprise, from the warehouse floor to the corner office.







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iWAREHOUSE
by Raymond

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