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ARE BARCODES RIGHT FOR YOU?

Simple Business

The Fastener Industry seems like a simple business. The problem is that there are huge numbers of transactions that have to be processed with 100% accuracy. That's not all, the products often look similar and the part numbers are often identical except for one or two characters out of 15 or more. Also, the products have a relatively low value compared to other industrial products so a distributor can't afford to spend too much money trying to control them.

Human Error is a Problem

There are inevitably many opportunities for human error. A \$50.00 order can be turned into a \$500.00 mistake in a heartbeat. Once you send the wrong product to a customer, fixing that problem with a FedEx shipment or driving heavy parts out to the customer site is a very expensive, but necessary, solution. This is where bar codes come in. The error can't be allowed to happen in the first place.

Barcodes can Help

With the use of barcodes, you can help to eliminate errors every step of the way. The first and most obvious step is to begin identifying all products with bar codes as soon as they arrive in the warehouse. It is important that the products that are received be counted, inspected, weighed and properly marked for the system to function effectively. If this step is completed properly, everything else is easy. We have designed **The BUSINESS EDGE 2.0** to solve all of these problems and more for Fastener Distributors.

Wireless Warehouse

A Wireless Warehouse system that is fully integrated with **The BUSINESS EDGE 2.0** will enable a company to increase customer satisfaction by eliminating errors and reducing Order fulfillment time. While achieving these benefits, it will also result in better inventory management and cost savings in the warehouse operation.

System Components

Several components make up the system.

- Bar Code Technology
 - Wireless Networking
 - Hand Held Wireless Scanners with Keyboards and Screens
 - Wireless Printers (optional)
 - Wireless Warehouse Software



How it Works

This software will enable you to direct the put away by zone or specific location. When the product is moved into inventory, the system knows exactly where it is because the box is scanned and the inventory location is scanned. Anyone using the system can tell immediately that the product is in and what location it is in. If product that comes in is for customer orders, the system can direct the user to print customer package labels and prepare the product for shipment without it ever being moved to an inventory location.

The system directs the picking operation by sending the orders that are to be picked to hand held scanners that tell the pickers exactly where to go and what to pick. They have to pick the correct item or they get an error message.

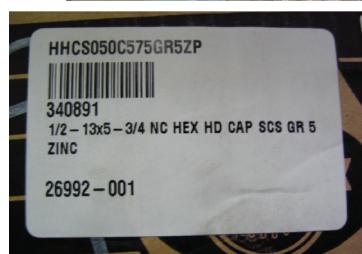
The BUSINESS EDGE 2.0

Faster Picking - Less Effort - More Accuracy

All these work together to reduce costs and improve productivity. Complete integration into **The BUSINESS EDGE 2.0** means that the users know the up to the second status of the inventory balances and order picking function. Inventory management becomes easier because there are no errors. This means no lost inventory, no incorrect shipments, no miscounts and no wrong lot numbers. All of this happens with less time and effort than the manual system.

Counter Sales

If you do a significant Counter Sales or Retail business, bar codes can speed up service to your customers, shorten the lines and eliminate mistakes. This is a very inexpensive way to use bar codes and it has a very quick payoff if you are doing this type of business.



Vendor Managed Inventory

A well run Vendor Managed Inventory system can be a big sales differentiator for a distributor. These systems not only improve customer loyalty, but they also increase margins. Since the extra services add perceived value, the distributor can charge more for their products. The customer still saves money. They don't overstock and they never run out of any product.

The BUSINESS EDGE 2.0 includes a complete Vendor Managed Inventory system. The basis for this system is the creation of bin labels for each VMI customer. The data for the Bin Labels is either entered or uploaded to **The BUSINESS EDGE 2.0**. Bin labels that are printed by the system include the customer bin location and either the customer or vendor part number. They can also include the minimum and maximum for the bin. Beyond that, with the full Able Label integration, the labels can include a drawing



of the part as well. These labels are affixed to the customer bins.

The labels are scanned so that orders can be created with an absolute minimum of effort and zero errors. They are submitted electronically so that they are entered into **The BUSINESS EDGE 2.0** without anyone ever entering a part number or quantity. Hours of order taking at the customer site turn into minutes. Hours of data entry at the office disappear completely.

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Two Scanner Options

The Bluetooth Scanner scans orders into the smart phone app which runs on all iOS devices (i.e. iPhones & iPads) and Android devices. The user can view detailed information about the scanned item instantly. The user can upload orders at any time from wherever they have cell phone coverage or wifi access.

The USB Scanner stores the order internally until the user is ready to upload it to a PC, where detailed information is then shown to the user. The order is then transmitted to the vendor's server over the Internet. This is particularly useful for customers scanning and submitting orders themselves.

Confirming Email

Upon order submission, eMail confirmations are sent to the interested parties.

The result is an efficient and easy to use system that provides complete end-to-end control of the inventory. This creates loyal customers who are much less price sensitive even in these difficult times.

Competitive Advantage

The BUSINESS EDGE 2.0 offers Fastener Distributors a true competitive advantage. Using bar codes to enhance the system efficiency makes the Fastener Distributor almost unbeatable. ◊

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