

Introduction To Datex



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EXPERIENCE

In business for over **40 years**, Datex has helped companies across the globe enhance their profitability by implementing leading edge technology to optimize their supply chain operations.

By cultivating talent and promoting from within as much as possible, Datex helps ensure that our software is backed up by a group of seasoned, experienced professionals who will treat your company as a valued partner, an extension of our “family”. Many team members have worked for Datex for over five years and have had previous experience working in supply chain operations.





How Dutex Can Help Your Business

Dutex can provide turnkey solutions to enable your company to simplify your purchase, implementation and support of technology. Dutex clients love that “one call does it all”: no finger pointing or confusion between multiple technology solution providers. Select Dutex and we can handle your project from *soup to nuts*.



Industry Solutions

3PL WMS
 Cold Storage WMS
 E-Commerce Fulfillment WMS
 Warehousing & Distribution WMS
 Pharmaceutical WMS
 3PL WMS for Pharmaceutical
 Pharma CMO/CPO WMS
 Healthcare WMS
 Precious Metals WMS
 Courier, Transportation & Logistics WMS
 Manufacturing WMS

Optional Add-on Modules

Shipping Management System
 Procurement Management System
 Manufacturing Management System

Full suite of features for inbound, outbound, order processing, shipping, labor management and much more plus notable features:

Cartonization
 Workflow-driven processes
 “Drag and drop” configurable reporting
 Best 3PL Billing engine on the market today
 User friendly customer portal
 Leading Edge Query Builder

WHY DO YOU NEED A WMS?



Datex Footprint® WMS Can Help Your Organization To:

- Streamline, optimize and automate operational processes for increased consistency
- Reduce errors
- Improve flexibility and responsiveness
- Enhance customer service
- Maximize labor productivity
- Improve inventory management and inventory control capabilities
- Optimize picking
- Increase real time data visibility across your enterprise
- Keep costs under control

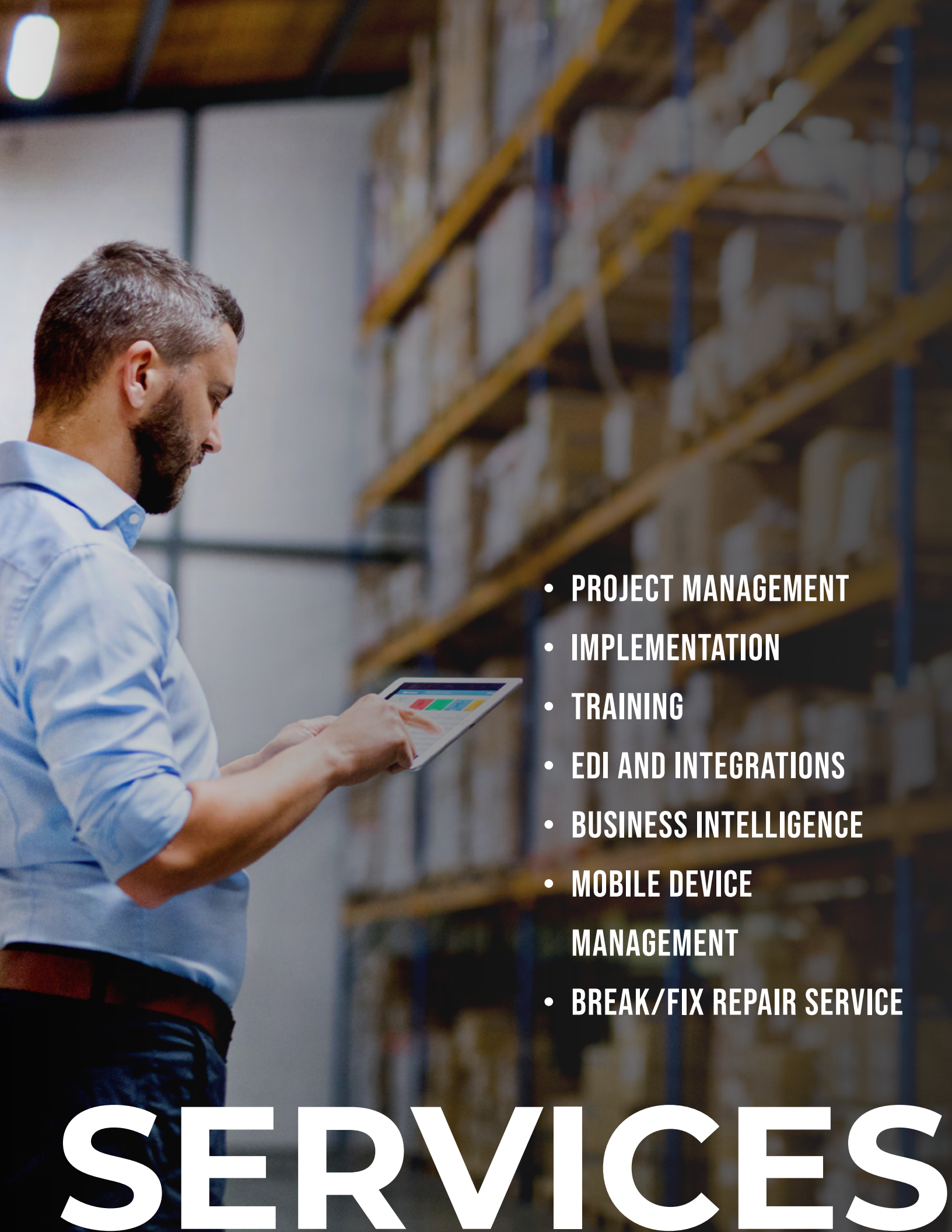
THE DATEX DIFFERENCE

Datex warehouse management software was designed from the ground up to be able to handle the complex rigors of the dynamically changing warehouse environment and 3PL operations. Readily configurable at a fraction of the cost of other warehouse management systems, Datex software relies on workflow to ensure your operations run seamlessly, efficiently and accurately. Changes to business processes can be made quickly and cost effectively, even by your trained IT resources.

Datex provides a full suite of user friendly “drag and drop” reporting capabilities. Now you can have exactly the report you want, in the format of your choice whenever you need it.

Because we understand the value of our expertise and service, most services are performed by Datex employees.

Our clients are our top priority.

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- A man with a beard, wearing a light blue button-down shirt and dark trousers, is shown in profile, looking down at a tablet computer he is holding with both hands. He is standing in a warehouse or industrial setting, with tall metal shelving units filled with boxes visible in the background. The lighting is somewhat dim, with a bright light source visible in the upper left corner.
- PROJECT MANAGEMENT
 - IMPLEMENTATION
 - TRAINING
 - EDI AND INTEGRATIONS
 - BUSINESS INTELLIGENCE
 - MOBILE DEVICE
MANAGEMENT
 - BREAK/FIX REPAIR SERVICE

SERVICES



For more than 40 years, Datex has helped businesses invest in the latest technology at the lowest price. Our longstanding relationships with companies such as Zebra, Honeywell and CipherLab enable us to pass along additional manufacturer discounts and other special savings to our clients to ensure you get the lowest price on hardware.

Datex hardware experts have more than 20 years of expertise in helping clients use technology to boost profitability and are ready to go to work solving your challenges.



HARDWARE SOLUTIONS

ADDITIONAL BENEFITS OF BUYING HARDWARE FROM DATEX INCLUDE:

- Free device configuration
- Device buyback program
- Mobile device management to help ensure maximum uptime and workforce productivity



INTRO TO OUR SALES PROCESS

Real time online software demonstrations are where our product really shines. A Datex expert will show you how our software works, not simply an online presentation.

Once the initial discovery effort has been made, a software demonstration will be provided online. Software demonstrations can be provided for each department or functional area such as operations, IT, customer service, etc. or for specific individuals only, at your request.

To help ensure that your stakeholders are comfortable that our software can meet your company's needs, Datex suggests holding at least one scripted software demonstration. This will enable your stakeholders to see our software in action, using scenarios and data you provide.

A Datex expert may visit your operation. We understand the value of meeting face-to-face and seeing a business function in real time. While not always necessary, some prospective clients feel reassured by having a Datex expert come on site to make sure that "all the bases have been covered". Datex is happy to extend this courtesy when needed and will work with you to determine the optimal time for a visit to your location.



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graph TD; A[DISCOVERY PROCESS] --> B[ONLINE SOFTWARE DEMONSTRATION]; B --> C[PROPOSAL REVIEW]; C --> D[SCRIPTED DEMONSTRATION]; D --> E[REFERENCE VALIDATION]; E --> F[CONTRACT];
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DISCOVERY PROCESS

ONLINE SOFTWARE DEMONSTRATION

PROPOSAL REVIEW

SCRIPTED DEMONSTRATION

REFERENCE VALIDATION

CONTRACT

UPGRADES & SUPPORT



Datex provides dedicated account management resources for every client. Our account management team is highly experienced in helping businesses thrive and grow and stands ready to advise, evaluate or intervene whenever our clients need help.

The Datex Support and Maintenance team helps keep our clients working day-after-day. From product upgrades to database tuning and simple fixes, our support team is staffed by Datex employees who care about each client. A variety of options are available for support and maintenance to help ensure that your business can operate at optimal uptime and meet your business requirements.

CASE STUDIES

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Crane Worldwide Logistics Case Study

About Crane Worldwide Logistics

Headquartered in Houston Texas, Crane Worldwide Logistics is a full-service air freight, ocean freight, trucking, supply chain solutions, customs brokerage and transportation logistics company. Founded in 2008, Crane Worldwide Logistics (CWL) is a relationship-based organization that has a firm belief in "the personal touch" with its customers. In rapid growth mode, CWL has over 113 offices in 28 countries and provides services to a wide range of industries including aerospace, automotive, energy, healthcare, hi-tech/electronics, industrial/manufacturing, retail and trade shows.

Although transportation is the primary specialty, CWL warehousing services have been expanding worldwide. CWL also provides freight consolidation services, deconsolidation services FCL, LCL, and temperature controlled transportation. With 18 warehouses across the globe and sales exceeding \$574 million, CWL continues to expand.

At the time of this case study, Datex Footprint WMS had been implemented in 15 warehouse facilities.

The Challenge
Warehouse Management Software Requirements

CWL began the search for a warehouse management software solution because its existing system was unable to keep pace with its growth and increasingly complex customer demands. In searching for a warehouse management system, CWL needed a more robust, customizable supply chain software solution. A number of deployment models and options were evaluated before selecting Datex Footprint® WMS.

In using its original warehouse management system, CWL encountered challenges that inhibited its ability to onboard new clients and scale its business. The existing WMS architecture featured individual environments for each customer account. This made adding new customers to the WMS problematic and cost prohibitive in terms of implementation.

In addition, the existing warehouse management software solution lacked flexibility. "3PLs are not a one size fits all type of business. Having the ability to quickly make changes to meet customer requirements helps our operations run much more efficiently. Before Datex, this was a problem we were always trying to solve" explained Kevin McKay, Product Manager.

They need to be able to accommodate the varying needs of many different types of clients and their various requirements. They felt that using workflow would provide them with the flexibility needed to run their operation.



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Merchandise Warehouse Company Case Study

Merchandise Warehouse Company

In operation for over 60 years, Merchandise Warehouse Company operates a 400,000 square foot multitemperature warehouse strategically located in Indianapolis Indiana and includes inside rail. A second warehouse is under construction.

Experienced in providing first class warehousing services for the food, grocery, pharmaceutical and general commodity industries, Merchandise Warehouse Company (MWC) relies on leading edge technology to ensure the proper handling and storage of inventory. By using CCTV, EDI, WMS, radio frequency mobile computers and scanners, MWC is able to ensure optimal handling and warehouse services. A web portal enables MWC customers to have real time online access to activity reports, temperatures, climate monitoring and vital information about inventory.

MWC provides a wide array of value added services including blast freezing, tempering, inspection, labeling, temperature monitoring, lifting and assembly, import/export and packaging.

The Challenge
Warehouse Management Software Requirements

MWC was seeking new warehouse software in order to resolve communication issues, eliminate redundancy in paperwork and provide the flexibility needed to meet customer requirements. In addition, there was a need for real time information, greater accuracy and optimization of labor resources. In evaluating warehouse management software, MWC wanted leading edge technology that would:

- Provide the seamless flow of real time data visibility across its entire operation
- Enable systematic quality assurance control with comprehensive traceability including inspections and holds
- Automate billing and enable the use of any kind of billing scenario to ensure customer needs are met
- Enable reporting via subscriptions and emails rather than relying on human intervention for increased reliability
- Help improve operational efficiency and labor productivity
- Enable use of multiple mobile computing devices including forklift, handhelds and others
- Enable cycle counting
- Enable the use of lot codes and serial numbers with traceability
- Include transload and crossdock functionality
- Enable temperature reading and recording
- Include the ability to track pallets and create pallet transactions
- Integrate with Sage software
- Include EDI services



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Hear from Datex Clients

"We use Footprint® at Ocean Cold and without it we would never have been able to keep up with the SKU sprawl we have encountered over the last 2 years. Going from 20 to nearly 2000 SKUs has been little challenge with the help of a true RF WMS. Our parent companies decision to build a large cold storage coupled with our decision to use Footprint has saved our corporation millions during the economic downturn."

Ross Rydman
General Manager, Ocean Cold, LLC - Seattle, USA

"3PLs are not a one size fits all type of business. Having the ability to quickly make changes to meet customer requirements helps our operations run much more efficiently. Before Datex, this was a problem we were always trying to solve."

Kevin McKay
Product Implementation Manager, Crane - Houston, USA

YOUR “YES” WMS.



With Datex Footprint WMS, intricate tasks become straightforward, enabling you to say “yes” to more

- Accelerates onboarding and time to revenue
- Captures every billable activity
- Seamlessly integrates with third-party solutions
- Provides total visibility and helps to proactively solve problems
- Transforms the user experience, boosting productivity and throughput

**Contact Datex today and see how
The Yes WMS can transform your
operation**

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