



# Efficiencies and revenues skyrocket for distributor with digital order and logistics management

Kinaxis order and logistics management allowed an agricultural spare parts distributor to streamline fulfillment, obtain full order visibility, and reduce shipping costs for customers.

## **The challenge**

Managing a highly complex supply chain network is no easy feat. When one of Europe's largest distributors of agricultural spare parts decided to transition to a digital supply chain, it enlisted Kinaxis to help enable the transformation. At the time, the company ran 11 distribution centers (DCs) serving more than 40,000 customers in multiple countries, where quick and reliable deliveries were critical.

While experiencing high growth levels, with increasing order volumes and more than 150,000 order lines per day, the distributor was also integrating a new acquisition into its core business. The company needed a smarter and more efficient way to gain order visibility, manage data exchanges between its 40-carrier network, control costs, and fulfill mounting orders at high speed and with pinpoint accuracy.



## The solution

Leveraging Kinaxis for order and logistics management, the distributor was able to seamlessly connect its ERP and WMS systems. This allowed it to instantly receive orders on a single platform and thereby plan and execute orders with greater agility and precision.

Kinaxis also helped streamline fulfillment. By analyzing factors such as routes, carriers, capacities, rates, and service level agreements, the platform could consistently optimize shipping costs and efficiently consolidate orders from the company's 11 DCs to a local hub for last-mile delivery.

Moreover, because Kinaxis calculates transport costs per item, per shipment, and per customer, it allowed the distributor to not only reduce internal costs, but also keep shipping costs competitively low for customers.

## Benefits of using Kinaxis



Seamlessly connect ERP and WMS systems receiving orders on one agile platform



Consistently optimize shipping costs and efficiently consolidate orders from 11 DCs to a local hub.



Obtain full visibility over customer orders with carrier-specific labeling generated in real time.



Distributors significantly boosted efficiencies and revenue growth.





Having full visibility of boxed items, pallet items, and orders in transit proved immensely valuable for keeping up with customer demands and providing higher levels of customer service.

By standardizing carrier communications and data formats, Kinaxis was also able to help the distributor better leverage its multi-carrier network and obtain full visibility over customer orders. The order and logistics management solution provided carrier-specific labeling that could essentially be generated in real time to meet the distributor's high-speed requirements. Once affixed to the appropriate boxes, these labels would be scanned on pallets and trucks, allowing customer service representatives to easily track them.

Having such full visibility of boxed items, pallet items, and orders in transit proved immensely valuable for keeping up with customer demands and providing higher levels of customer service. To continuously keep costs in check, Kinaxis also processed and matched carrier invoices to the pre-calculated agreements. As a result, the distributor managed to significantly boost efficiencies and revenue growth.

## About Kinaxis Inc.

Navigating supply chain volatility takes agility. Why? Because plans are never perfect. Kinaxis® is the authority in empowering fast, confident decision-making across the supply chain so people plan better, live better and change the world. Trusted by top brands, we combine human intelligence with AI and concurrent planning to help companies plan for any future, monitor risks and opportunities and respond at the pace of change. Powered by an extensible, cloud-based platform, only Kinaxis delivers industry-proven applications so everyone can know sooner, act faster and remove waste. Don't believe us? Ask us to prove it. Learn more at [Kinaxis.com](https://www.kinaxis.com).



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