



Commercial Lighting Specialist ROBUS LED Group Shines with Innovative ProWMS Warehouse Management Software

ROBUS LED Group

- Innovative lighting products: design, manufacture and marketing
- 100,000 sq. ft storage and distribution centre stocking 25,000+ pallets of over 1,000 products
- Supplier to over 3,000 wholesale stockists in more than 40 countries
- Founded in 1984: 250 staff in Dublin, the UK, Australia, China, France, Benelux, South Africa, New Zealand & the Middle East

LIGHTING TECHNOLOGY DESIGN INNOVATION

ROBUS LED Group is a family-owned company, manufacturing and marketing innovative domestic, commercial and industrial light fittings to the electrical wholesale trade. Established in 1984, the company is headquartered in Dublin, Ireland with distribution and offices in the UK, Australia, China, France, Benelux, South Africa, New Zealand and the Middle East.

At installation, ROBUS operated a 100,000ft² purpose-built warehousing and distribution centre stocking 25,000 pallets of over 1,000 leading products.

Sustainable and carbon neutral ROBUS employs over twenty staff dedicated to research and development, and new product development. It aims to provide its customers with 99% stock availability on its market leading physical stock.

ROBUS embraces emerging technologies and develops enduring products with low energy, low maintenance and outstanding performance. Return-on-investment is always top-of-mind.

The ROBUS product range continues to evolve in line with the fast pace of innovation in lighting technologies, in particular, in the new generation of low energy lamps and light fittings.



ROBUS

CONSIDERATIONS

- Track 000s of items passing along the supply chain and received into, stored in and despatched from the central distribution centre
- Improve on an existing business "restrictive" WMS
- Increase performance by optimising inventory control, order picking and product assembly
- Seamlessly integrate any new systems with the existing SAP Business One ERP

"Our old warehouse management system was too restrictive. For example, we couldn't have individual locations for products. We looked at a number of packages, but ProWMS seemed the best fit, especially in its ability to integrate seamlessly with SAP Business One."

**Liam Mahady,
Operations Manager,
ROBUS LED Group**

THE CHALLENGE

ROBUS's fundamental business challenge was to keep track of the thousands of items passing along the supply chain and received into, stored in and despatched from its central distribution centre. The group's ERP system was SAP Business One. It controlled sales order processing (including the automated backend systems for ROBUS Direct online) and other aspects of order fulfilment and financial administration.

Within the distribution centre, the requirement was for a complementary warehouse management system that would optimise performance by controlling inventory, order picking and assembly. The primary location would be in Clondalkin, Ireland and any solution would need to interface with other sites holding stock at any given time.



THE SOLUTION

After a review of available systems, the ROBUS management team decided on ProWMS warehouse management software from Principal Logistics Technologies. Following a 90-day analysis and preparation period, the original installation was carried out over a single weekend, effectively as a stocktaking process. Principal Logistics Technologies worked closely with ROBUS on a detailed analysis of all aspects of the business's warehouse operations, supply chain and ERP systems. Full consideration was given to the integration and functional elements to be tested.

Following implementation, order picking and assembling is performed by a warehouse team using handheld RF devices incorporating a barcode scanner. They are supported by other ProWMS users on desktop PCs while, at the server level, the ProWMS event processor and integration framework software mediates between the warehouse management and the SAP ERP systems. Detailed order information, including the customer purchase order, is pulled down from the sales order processing system into ProWMS and pushed directly to an individual stock picker's device.



RESULTS

Because ProWMS optimises the pick list, ROBUS can make the process more efficient operating in a somewhat constricted environment.

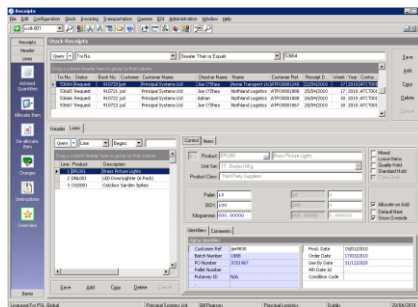
Picking check and route optimisation: The company's distribution centre processed up to 250 daily orders, usually involving multiple products, including variations in sizes and other specifications, and in various warehouse locations. The warehouse had 55 racks of two-metre-wide storage; each four bays/shelves five-high with narrow aisles. It uses articulated forklift trucks and now encounters minimal problems, even at busy periods, because ProWMS plans the picking routes for optimised efficiency with no traffic jams.

Issues flagged: ProWMS also picks up on any variations between the purchase order and the assembled order before dispatch. Anything that was unavailable in the warehouse, for example, automatically goes on backorder. Stock discrepancies, due to damaged product or packaging, are immediately flagged and audited.

Product change flexibility: A first in, first out stock rotation policy was implemented across the product range. This is highly valuable where products are modified from time-to-time as part of the company's renew and refresh product development cycle.

RESULTS SUMMARY

- Order fulfilment stabilised and accuracy increased to over 98%
- Productivity up with stock pick list optimisation delivering operational efficiencies
- A 100% record for full year in components delivered accurately and on-time
- ProWMS plans picking routes maximising efficiency and eradicating traffic jams
- Instant results reported, eradicating or improving inventory control issues
- Cross-systems product traceability added



ProWMS controls every action within the warehouse, with system-driven operator instructions optimising every process flow while ensuring full business rules adherence.

Product traceability: ROBUS now has built-in product traceability across its systems, with a unique code identifier for each purchase order and each batch or shipment. On the few occasions when a product fault is reported, a hold can be put on further deliveries by product and other criteria such as production dates or colour.

Targets achieved: The company now consistently reaches 48-hour delivery targets. With few exceptions, if an order is received by 1.00pm it is despatched on the same day and is delivered the following day almost anywhere in the world.



"All in all, the ProWMS warehouse management system has contributed to a higher level of efficiency with greater control of the stock and of ROBUS's fulfilment processes. It has functioned as specified and combines with the SAP systems to offer the group a smart and stable platform on which to build related functionality, such as its supply chain management and business intelligence applications."

Liam Mahady, Operations Manager, ROBUS LED Group

ABOUT PRINCIPAL LOGISTICS TECHNOLOGIES

For over 30 years, Principal Logistics Technologies has been a leader in the design and delivery of innovative warehouse management software (WMS) and enterprise resource planning (ERP) software. Our technology and services optimise operational performance, reduce OpEx, and increase revenue for 3PL, distribution, wholesale, manufacturing, and retail warehouse businesses.

The company supports enterprise-level and multinational businesses with complex single and multisite operations spanning 3PL, chemicals & hazardous goods, hard & soft commodities, chill picking, cold storage, cross docking, eCommerce, FMCG, pharmaceuticals & healthcare and more. We operate from offices in Dublin in Ireland and Manchester and Birmingham in the UK.