



CASE STUDY

Hose and Fitting Manufacturer Increases Sales after Digitization Initiative in Inventory Management by Deploying CipherLab's 9700

The German Cologne-based technical hose and fitting manufacturer has been thriving for more than 60 years. Its warehouse area has increased for the third time since 2000 in order to meet demands due to its ever-expanding product range and logistics. This hose manufacturer always focuses on providing quality products and services and applies as much to their long-term relations with customers and suppliers, which enables it to remain one of the leading companies in its market sector.



The hose manufacturer has traditionally used manual and paper-based processes from order entry through to the end of the process chain. It has recently become painfully apparent that picking slips in paper form were sometimes lost and overall processes slowed down. In addition, customers tended to appreciate the fact that the products were almost completely available from stock, and what's more, customers also expected their orders to be delivered on the same day. Therefore, the decision was finally made to advance to digitization in both the warehouse and the logistics workflow.

The manufacturer immediately formulated a plan to move forward and achieve digitization, and it quickly became clear that they needed the right mobile data capture solution that can be integrated with the ERP software. The system integrator of the company recommended CipherLab's 9700 industrial mobile computer to fulfill their data capture needs from receiving to storage, picking and packaging, provisioning, preparation and control of outbound shipments.

By deploying 9700s, scanned data can be transferred to the ERP system via a stable WiFi connection. The CipherLab 9700 brings the advantages of an integrated solution: significant improvements in terms of transparency, material availability, processing speed, error avoidance, and considerable efficiency. Employees quickly adapted to and became familiar with the using the 9700. It has also been proven to be extremely robust and reliable with a supremely rugged design and long battery life in demanding operating conditions. By using the 9700, everything that is scanned can be immediately shown on the ERP system. The 9700

provides the reliability coupled with real-time tracking of goods and a better overall control of work processes.

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