



## // INTRODUCTION

This Korean company was founded in 1978. Since inception it has continued to grow and now offers a wide array of products for the vehicle parts industry. The company's products include cooling parts, engineered plastic parts, fuel delivery parts, as well as manifold parts and sensors. The client maintains offices in Germany, Hungary, Italy, India, China, Japan, Australia, and the US. The company distributes its products within their domestic market (capturing a more than 90% share of the Korean engine cooling systems market) as well as to overseas markets.

Particularly in today's competitive environment, maintaining exponential growth means that the company has to continue to excel at its core business — supplying highly efficient, reliable and cost competitive parts to different customers all over the globe. This expansion creates another challenge though — the company needs to manage its supply chain and distribution effectively as it grows. This necessitates automating inventory management and workflow processes, as well as quickly meeting customer requirements for electronic integration order to send and receive critical, time sensitive data.

## // CHALLENGE

When the company established a business relationship with Chrysler, one of the biggest automotive manufacturers, back in 2014, Chrysler imposed certain specific requirements for organizations supplying them production parts. Chrysler mandated the company to exchange EDI documents with them instead of trading paper-based and email communications. The company was also mandated to utilize an automated and integrated system to manage their inventory and manufactured products. The company was opening a new warehouse in the Detroit area from which they planned to accommodate the new Chrysler business and they were starting from zero.

## // SOLUTION

After a comprehensive evaluation of needs and capabilities, Meade Willis proposed a cloud based web portal which integrated Chrysler's mandatory EDI (Electronic Data Interchange) transactions with Meade Willis' XRP Warehouse Management System. The solution provided automation of their material-handling, warehouse and inventory

functionality, as well as data integration with Chrysler's EDI platform.

The system allowed for the management of receiving via handheld barcode scanners, repacking, stocking and replenishment, as well as the integration of business documents, such as orders, schedules, shipping labels and shipping notices. The automated EDI interface also included real-time monitoring and alerting as well as tracking their product movements.

Meade Willis' solution provided inventory control and accuracy through the use of mobile wireless terminals and bar code scanners, ensured product traceability with configurable workflows, created reports to ensure that proper procedures and controls were working, and enabled rapid availability of information and reports. Multiple clients, suppliers and locations could be integrated with the system and all manner of electronic documents were supported. For example, the solution allowed for the creation of Chrysler's specific Advanced Ship Notice format, and could generate labels for both internal use and for shipping, all in compliance with the Chrysler's requirements.

Meade Willis' solution was also set up to handle multiple connectivity methods: direct file uploads, as well as manual and automated data flows to and from each organization. In this company's case, the XRP system connected directly to the Chrysler's EBMX data network to send and receive electronic business data.

The solution enabled stock visibility and traceability, improved accuracy and avoided losses made through typical human entry errors, incorrect quantities and non compliance fines. XRP's industry leading security, system infrastructure, and support allowed the company to minimize their IT costs and focus on their core competencies.

Meade Willis' XRP WMS is highly configurable and accommodated both the client's unique business rules and requirements, as well as those of their customers'.

## // RESULTS

Four years later, the company's business has continued to increase and their service levels are well in line with their targets. The company's productivity has also increased dramatically, providing more time for strategic initiatives with minimal resource allocation. Real-time reports and downloads keep their operations running at maximum efficiency.

Meade Willis' customizable system provides rich functionality, adaptability and extreme scalability for long-term growth. The collaborative business partnership between the company and Meade Willis allows them to address both existing and future customer requirements and has strengthened the company's value proposition to its clients. The customer is now fully equipped for additional client acquisition and able to provide the same high performance service for which it is known.