



How to Choose the Best **Midmarket Warehouse Management System**



As distributors outgrow the basic inventory management capabilities in their current system, they need advanced warehouse technology to gain end-to-end visibility, improve order accuracy and inventory management, reduce operational costs, and increase warehouse space utilization.

**But how advanced should a
warehouse management system
(WMS) be for your business?**





One size doesn't fit all.

Whether it's software, clothing or a car, we all have our unique processes and needs. So, when looking at a WMS, what are the key components that differentiate a midmarket or midsize WMS from large enterprise warehouse systems?

According to Gartner, ease of use, simplicity, time to value and lower cost of ownership continue to be compelling needs for midsize enterprises (MSE). An MSE-focused WMS primarily manages the core warehouse management operations, tasks and activities of less complex warehouse or distribution operations.

If you are contemplating or ready to take your distribution operations to the next level, here are seven key characteristics you should look for in a midmarket WMS solution.

EASE OF USE

SIMPLICITY

TIME TO VALUE

COST OF OWNERSHIP

1.

Less complexity, more simplicity

Midmarket companies are not looking for all the bells and whistles right off the bat. Your warehouse is typically not complex or intricate. You need a simple solution to take your business to the next level, without overwhelming your operations. The core processes such as receiving, putaway, inventory management, cycle counting, picking, replenishment, packing and shipping are what you should look to start off with first.

2.

Low cost, low risk

Affordability and low risk are critical to any midmarket distributor. You most likely don't have the budget for large software systems nor would you have an extensive IT team to manage and mitigate risk. A proven and affordable solution with low risk to your business is what will bring you peace of mind.

3.

Vendor industry experience and track record

Working with a vendor that understands your industry and the associated nuances is what midmarket organizations look for. You need a vendor with proven success. Find a WMS provider who knows and understands the industrial distribution industry based on their experience and track record of success. You should be able to utilize and incorporate industry best practices in their system and provide measurable industry key performance indicators (KPIs).

4.

Less worry with more security

Cloud-based solutions provide less management of hardware and added security and accessibility. Today, midmarket organizations are increasingly choosing cloud-based solutions for the security they provide. Moving forward as you grow, it is important for your business to have the ability to access large amounts of data over secure online connections. Cloud-based solutions provide disaster recovery, loss prevention and easy automatic upgrades. Not to mention, sustainability and less worry!

5.

Rapid implementation, out of the box

Midmarket distributors need to have a competitive edge and customer satisfaction is paramount. Most likely you don't have the bandwidth to dedicate time and resources to a large and time-consuming implementation. Select a WMS that offers fast deployment – days, not months – with out-of-the-box functionality to ensure you can quickly get back to fulfilling orders and providing optimal service to your customers.

6.

Intuitive software

Picture this – your warehouse workers, up and running on a brand-new system in minutes, not hours? That's what a midmarket WMS should offer. A system that's easy to learn and easy to use. Not just for your full-time workers, but a solution that also eases the burden of training temporary workers.

7.

Scalable and open to new possibilities

To facilitate growth, midmarket distributors are looking for more innovative ways to stay ahead of the competition. We hear the words 'digital transformation' often. And the reality is, all midmarket organizations are transforming daily. You need a system that can adopt and integrate to new technology such as automated systems and robots to give you that competitive edge.

Take Your Operations from Good to Great

Growth is an exciting time for any business. Don't let the whole process of deciding which WMS to use and how to justify the investment stress you out. Find a midmarket WMS with these seven fundamental capabilities. Always scalable, always supporting business growth and profitability. Then watch your supply chain operations thrive.

Speak to a warehouse distribution expert

