

Are you WILLING to make your WMS Supplier your Business Partner?



Buying Warehouse Management System is different from buying any other software packages.

The first thing is that the potential vendor is required to spend some times in your company studying your operation. To ensure that the system you intend to buy meet your requirement you have to disclose:

- ☞ What information and reports do you need in your decision-making?
 - ▲ How your company is being managed
- ☞ Who provides the reports?
 - ▲ Where is the information gathered
- ☞ How is the information being generated?
 - ▲ How do the company functions
 - ▲ Who is managing what department
- ☞ How is the invoice being generated?
 - ▲ What is your cost of sales
 - ▲ What is your profit margin
 - ▲ How is your net price calculate

The list goes on...

In short, you need to tell your potential WMS supplier(s) how you run your business!

Yet how many companies perform a study on the WMS vendors that they invite to look at their operation and quote. How many managers realise the risks they put their company in, given that each study done your companies' business secrets are published.

Always ask yourselves:

Are you prepared to have the WMS vendor as your business partner or invite them to sit on your board of directors?

If NO, then you better look for some other vendors.