

## WMS & Business Performance: Ohio Logistics Shares Success Story



Industry: Third-Party Logistics

Argos Software Customer since: 2008

Ohio Logistics started out in 1988 keeping inventory on index cards that needed to be manually updated each night. As the business grew and technology became more prevalent, the company moved to a homemade inventory system on a single PC. While this seems quaint and almost humorous today, it showed us the great potential for technology for our quickly growing business. Today, Ohio Logistics is one of the largest privately held logistic firms in the Midwest with over 6,000,000 square feet in 6 different states all depending on Abecas Insight by Argos.

### Seeking A Scalable & Flexible Warehouse Management System

The predecessor for Ohio Logistics to Abecas Insight was a home grown system called "George" after the designer. Chuck Bills, President & CEO explains: "we wanted another configurable system with more resources. It was critical to offer our customers flexibility, not a shelf system but one we could design for them."

As a public warehouse, none of their hundreds of customers wanted the same:

- Customers wanted different reports, billing methods and data stored for their items.
- Their inventory was bar coded differently or not at all.
- Customers wanted to use the web portal to look at their inventory.
- Some of them wanted inventory reports after midnight or activity reports at 7 am or over 300 different scenarios of data presented to them exactly when, where and how they want it.
- Customers wanted flat file csv data exchange or copies of BOLs emailed to them or X12 EDI.

"Abecas Insight was the only WMS that Ohio Logistics found to offer the flexibility to respond quickly and exactly to all of our customer requests. Our boss doesn't allow us to say "no". We have to have a WMS complex enough to never say "no" to us. That is the reason why Ohio Logistics has been committed to Abecas Insight for over 8 years" says Marci Stalh, IT Coordinator at Ohio Logistics.

### Implementation & Training

The implementation of the system is usually completed within 2 to 3 months after purchase.

"Abecas Insight is easy to train new users in the functions that they need to accomplish their jobs but vast enough for our "super users" to learn new things every day." indicated Marci.