



INCREASE PROFITABILITY WITH ORDER PROFILING

In today's marketplace, the ability to deliver products tailored to each consumer's specific needs is no longer optional, it's a requirement. With these requests, order picking has become the order of the day in almost every warehouse application.

The decisions surrounding how, when, and where a SKU should be stocked can significantly impact your company's bottom line. And, without proper evaluation, you could incur many unnecessary costs, especially for labor and equipment.

- + **Are you keeping up with customer demand for on-time and error-free shipping?**
- + **Are you measuring the number of touches and processing time for shipping products?**

Order profiling can help you slot your inventory and improve your layout to better accommodate how each product is received, transported, stored, and retrieved, increasing order fulfillment speed and accuracy.

ACCURATE AND ADAPTABLE ORDER FULFILLMENT

In today's next-day delivery environment, accuracy is an important capability of any fulfillment operation. However, adaptability, or the ability to handle a wide range of order profiles, is expected to increase in importance over the next several years. Given there is no single, suitable approach that will meet all needs around order picking, consider using a variety of inventory management and storage and retrieval technologies based on the characteristics of your SKUs.

ORDER FULFILLMENT BEST PRACTICES

- 1 ANALYZE CUSTOMER AND SKU PROFILES**
The structure of your warehouse layout and picking process should reflect your customer base and order profile requirement.
- 2 OPTIMIZE INVENTORY SLOTTING**
Adjustments to your order picking methods and product slotting can lead to greater efficiency and faster order fulfillment through reduced travel.
- 3 REVIEW YOUR EQUIPMENT**
With warehouse space already at premium for most businesses, the risk of running out of room to store additional goods is always a concern. The type of equipment you use to handle product directly impacts your picking efficiencies.
- 4 LEVERAGE AUTOMATED SOLUTIONS**
After assessing your order profile and optimizing your processes, automation can further enhance your throughput operations and allow you to keep up with demand more easily.

ORGANIZE AND OPTIMIZE WITH THE 80/20 RULE

PARETO'S LAW—THE 80/20 RULE—CAN HELP YOU ORGANIZE YOUR SLOTTING AND OPTIMIZE EFFICIENCY. USING THE PRINCIPLE THAT

20% OF YOUR SKUS ACCOUNT FOR **80% OF YOUR PICKS**,

YOU CAN IDENTIFY YOUR FAST MOVERS AND ARRANGE PRODUCTS BY VOLUME AND VELOCITY FOR GREATER ACCESSIBILITY AND PRODUCTIVITY.