

# ANALYSIS AND SELECTION OF A NEW WAREHOUSE MANAGEMENT SYSTEM AT THE ZANDER GROUP

## Fraunhofer-Institut für Materialfluss und Logistik IML

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### Brief description

The optimization of customer-specific processes and the reduction of throughput times is a key issue for many companies. A Warehouse Management System (WMS) tailored to the criteria of the Zander Group should help to meet the increasing demands of the market and strengthen the position of the company.

Together with the Team warehouse logistics of the Fraunhofer Institute for Material Flow and Logistics IML, the requirements for a future WMS were discussed, especially with regard to efficient, paperless warehouse control. With the aim of creating uniform processes for the branches distributed throughout Germany, the topic of standardization of warehouse processes was also an essential aspect.

The professional advice provided by Team warehouse logistics as well as the selective support during the implementation phase represented added value for the Zander Group in the selection and introduction of the WMS.



### Company

The fourth-generation owner-managed Zander Group is one of Germany's leading wholesale companies in the fields of building services and electrical engineering. The company is represented by numerous regional sister companies and subsidiaries. The Zander Group's customers include not only medium-sized companies from the trade and craft sectors, but also customers from industry. More than 45,000 stock items are permanently available in over 80 locations throughout Germany. In addition to the stock assortment of leading brand manufacturers, the customers of the Zander Group have access to an extended assortment through overnight stock exchange. This is possible due to daily, sometimes multiple deliveries with our own fleet of vehicles.



## Objective

The primary objective of the Zander Group was to replace the paper-based warehouse control system with paperless warehouse control using a new, suitable WMS. In addition, the standardization of warehouse processes in all main warehouses was an essential requirement of the company. In order to achieve these goals in the best possible way, the Team warehouse logistics was called in for support and consulting.

## Initial situation

The Zander Group has several branches for the logistical handling of its comprehensive range of modern building services. A suitable Warehouse Management System is to be implemented in 13 main buildings. The warehouse in Dortmund serves as an example as a pilot location in order to implement the WMS successively at other locations later on.

## Analysis

A prerequisite for the selection of a suitable WMS was the analysis of the current situation in the Zander Group. With the help of Team warehouse logistics, the material and information flow was recorded and evaluated. For this purpose,

an on-site warehouse inspection and a detailed examination of the existing IT system took place.

## Concept

The results of the analysis were processed in order to derive potential for improvement in line with the objectives. In workshops lasting several days, a comprehensive target concept was drawn up, resulting in specifications tailored to Zander's needs. The processes from goods receipt to goods issue were visually represented. The use of a mobile data entry (MDE) system for paperless Warehouse Management and the use of uniform warehouse processes in all locations had high priority.

The pre-selection of the providers was carried out by means of the WMS Online Selection. The Team warehouse logistics created an individual requirements profile for the Zander Group in the WMS Database. With the comparison of about 100 systems, the WMS Database is the largest of its kind in the world and is characterized by the annual validation of the systems by Team warehouse logistics. During a workshop, the knockout criteria for the WMS Online Selection and their weightings were discussed and adjusted.

As a result of the WMS Online Selection, the Zander Group was able to present a pre-selection of providers and systems that best matched the required functionalities.

## Tender

After sending the tender documents to the vendors selected by the Zander Group, the Team warehouse logistics prepared the offers for better comparability. The WMS providers still in question after the bid comparison were given the opportunity to present their systems to the Zander Group on site. The presentations were coordinated and moderated by the Team warehouse logistics. The final discussion provided the Zander Group with a good basis for decision-making when it came to selecting the right provider.

With many years of experience and comprehensive expertise, Fraunhofer IML offers companies a reliable basis for planning, concrete decision-making aids and innovative ideas for the future.

