CaseStudy | ShipERP

MCR SAFETY: HOW A PPE MANUFACTURER PIVOTED TO A HIGHLY CONFIGURABLE SOLUTION FOR **LTL AND PARCEL**

Company Name | MCR Safety

Industry | Personal Protective Equipment (PPE)

Equity Type | Private company

Products | Protective gloves, glasses, and garments

OVERVIEW AND CHALLENGES

RELYING ON EXTERNAL CONSULTANTS TO MAINTAIN SHIPPING SOFTWARE

MCR Safety first went live with order processing and traceability development using an outsourced consulting company, which implemented and maintained a custom web-based interface using a mixture of programming languages and databases, including Visual Basic, C, SQL, and Access. The need to be self-reliant to implement multiple enhancements and updates for the software with regard to the shipping application was made apparent after major changes within the outsourced consulting caused them to be ineffective at scaling configurations and maintaining the system. Furthermore, the lack of an SAP-integrated shipping solution caused the operations team to depend on the information systems team to retrieve information for shipping reports. After becoming frustrated with relying on outsourced consulting to continuously manage shipping software operations such as interface modifications with ConnectShip and FedEx, MCR Safety knew that something had to change; these modifications were so costly and slow to implement that they interfered with its internal processes.

ERP Integrated Solutions, Inc. is an SAP Silver Partner that provides ShipERP™, the SAP-integrated shipping and compliance software dedicated to increasing supply chain efficiencies for businesses.

MEHRWERK is German-speaking partner and general importer of ERP Integrated Solutions for the DACH region. As an SAP Gold Partner, MEHRWERK accompanies companies throughout the entire project.

SAP Gold Partner

> "MCR Safety saved $30,000 per year in residential and address correction fees by implementing ShipERP."

- Tim Thomas, MCR Safety's VP of Information Technology

SOLUTION

CONSOLIDATION OF SHIPPING PROCESSES WITHIN A CONFIGURABLE SAP-INTEGRATED SOLUTION

Exhausting resources on maintaining and adjusting customsoftware to align with FedEx and Connectship's modificationsinstead of making enhancements and upgrades inspired MCR Safety to instigate a large scale self-sufficency project.

With this in mind, it sought to acquire a solution that would fulfill the following requirements:

_ **An SAP Graphical User Interface (GUI)**
_ **Full integration with carrier web services**
_ **An SAP-certified solution**
_ **Shipping software written 100% in SAP ABAP**

After learning about ERP Integrated Solutions' product ShipERP™, which houses sales order, parcel, LTL, and TL processing capabilities in SAP, MCR Safety chose to install ShipERP™ since it met all of their requirements.

RESULTS

Due to corporate initiatives and the initial need for real-time freight rating at sales order, MCR Safety chose to divide the project up into three phases:

Phase 1: Sales Order Processing

Empowered sales and customer service teams to make cost saving decisions based on freight information on request, such as rate shopping and tracking.

Phase 2: Parcel Processing

An updated user-friendly interface allowed the warehouse operations team to thrive in a "lightning-fast" hands-free shipping process.

Phase 3: LTL and TL Processing

Propelled delivery consolidation for shipment and custom bill of lading. Furthermore, the company benefitted from effectively managing fuel surcharges, discounts, and minimums. In fact, "MCR Safety saved $30,000 per year in residential and address correction fees by implementing ShipERP," according to MCR Safety's VP of Information Technology Tim Thomas. Overall, MCR Safety was able to take advantage of real-time integration with shipping carriers, streamline shipping processes, reduce shipping costs, and generate real-time visibility.

THE FUTURE

Even with the successful full integration of sales order, shipping, and warehouse order processing, MCR Safety decided to evolve its robust shipping solution with ShipAVM, ERP Integrated Solutions' address validation module. Looking forward, MCR Safety is confident that the "ShipERP™ freight auditing module will save MCR Safety approximately $50,000 per year in freight auditing expenses," states Thomas.

> "They (ERP Integrated Solutions) allowed us to have a lot of input into the roadmap of the product especially the Sales Order processing and the LTL/truckload processing."
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> VP of Information Technology Tim Thomas

MCR SAFETY ONBOARDS SHIPERP™ MODULES

ShipERP™ Core	**AuditERP** | Freight Audit
ShipSOI | Sales Order Integration	**ShipAVM** | Address Validation
ShipSTM | Shipment Planning and Transportation Management	

BENEFITS

| Full integration with FedEx and UPS web services
| Efficient interconnectivity between SAP and processes
| Updated user-friendly interface
| Cost savings via supply chain efficiencies
| Comparative analysis between carriers and services