THE CHANGING MANUFACTURING/WAREHOUSE MARKET:
HOW TO ADAPT AND SUCCEED.

scansource | INTELISYS a scansource company

Your manufacturing/warehouse customers have many pain points in common. Asking them the deep-dive questions shared here will make it easier for you to help them grow in this market. Our hardware and cloud offerings combine to minimize their pains and maximize their businesses.

Pain Points:

Too many/too few products on hand
Without an accurate view of inventory, you may have too many of one product—leading to a higher overhead; but if products aren't in stock, you can't fulfill orders quickly.

Logistics
Without proper, real-time communication between delivery trucks and cargo containers—to determine ETAs and capabilities, for example—deadlines can be missed and products delayed. Deploying automation through robotics and AI increases efficiency by eliminating human errors in the pick, pack, and ship processes.

Compliance
Social distancing, occupancy, and PPE standards must be implemented and carefully followed for employees' safety.

Cost-efficiency
Having several factories—located in the US and/or globally—requires a consistent, standardized, repeatable, IT infrastructure that's cost-effective.

Discussion Starters:

How visible is your supply chain?

Enabling a universal, communications platform—from fixed sites, mobile devices, or factory/field equipment—is critical to managing a comprehensive logistics program. Would a solution from a leader in wireless, satellite comms, and data transport that can host logistics processing be a game-changer for you?

Do you need check-in/checkout kiosks, or automated temperature scanning? Should data be stored and recorded, or discarded?

The ability to scale solutions—and yet be flexible enough to move/grow/disconnect sites without having to reconfigure them—can be critical. Is your solution meeting your network/security/management needs while staying within budget?

Deeper-Dive Questions:

- What mobile devices are used now (I.e., Android, IOS, etc.) and how are they connected/secured?
- Are there repetitive tasks you want to automate?
- Do you need a rugged mobile device?
- What type of scanner is preferred/needed?
- Do you need access control for sensitive locations?
- Do you want biometric access for your staff, instead of access cards?
- When's the last time your video surveillance was analyzed?

- Will your staff print from mobile devices? If so, printer selection is based on type/size/quantity needed.
- What will a fully managed, global WAN platform with consistent-performance guarantees do for your business?
- Do you want to reduce costs/management and increase security via threat management, zero-hour threat detection, ransomware discovery, and other data-loss-prevention tools?
- Does a solution with the flexibility to communicate over multiple channels—including voice, email, chat, and IM—interest you?
- Will you consider partnering with a company that specializes in AI, if that will increase efficiency?

We offer many industry-leading options that address what's needed in manufacturing/warehouse, and here are just a few. To create the ideal solution that's specifically tailored to your customers, please contact ignitesales@scansource.com today.

Category							
Communications	blueparrott GN						
Domestic/international WAN	gtt	Level(3)	LUMEN	MASERGY	TATA TATA COMMUNICATIONS	TELSTRA	verizon
IaaS	EVOLVE IP	Spectrum ENTERPRISE Navisite	rackspace technology	RapidScale	Synoptek	tierpoint	UNITAS GLOBAL
Printing	EPSON EXCEED YOUR VISION	Honeywell	SATO	star	ZEBRA		
Scanners	code	DATALOGIC	Honeywell	ZEBRA			
Security	AXIS COMMUNICATIONS	BOSCH Invented for life	EFFORTLESS	Hanwha Techwin America	Level(3)	LUMEN	MARCH networks	MASERGY
Security	milestone	NetWolves	Panasonic	i-PRO	VIGILANT		
UCaaS	8x8	AVAYA	calltower	CISCO	INTERMEDIA	Mitel	RingCentral	west
Wireless	aruba a Hewlett Packard Enterprise company	CISCO	Extreme networks				