



Supply Chain Innovators 2003

It takes more than ERP, WMS, TMS, and other three-letter acronyms to be an innovator. You have to get them all working together, too.

Tracking the latest acronyms in supply chain management can be difficult enough. But the real challenge is to get these systems to work together. Sometimes companies throw out the old and start fresh. Other times they take existing systems and improve them with new technology. Figuring out how to best integrate different supply chain planning and execution systems can be a daunting task, but professionals know that this is where the equivalent of a business' blocking and tackling takes place.

Bozzuto's Inc. Full-service Wholesale Distributor

Bozzuto's turned to Elogex [One Network] to streamline its logistics processes and provide the foundation for an inbound transportation department to manage the 40,000 inbound loads that arrived every year at its 1-million-square-foot distribution center.

Just in the area of freight conversion, the company estimated it saved \$500,000 in the first year and almost \$900,000 in the second by using Elogex [One Network].

Prior to the implementation, the majority of Bozzuto's freight was prepaid, meaning that the shipments came with the shipping costs already built in. By taking control over the shipping of their freight from their vendors, Bozzuto's was able to reduce overall costs by sourcing their own shipping for less.

The distributor used Elogex's OneNetwork to quantify when it made sense to convert freight from prepaid to collect, in addition to capacity sourcing, rate confirmation, load tendering, carrier contract management, online appointment scheduling, and inbound transportation management.

Benefits of the deployment include: ROI payback in six months, identification of profitable backhaul opportunities, decreased excess inventory, reduced costs, and more. Just in the area of freight conversion, the company estimated it saved \$500,000 in the first year and almost \$900,000 in the second by using Elogex.

For our Supply Chain Innovators 2003 showcase, *Supply Chain Systems Magazine* sent out requests for nominations through our weekly electronic newsletter, *Supply Chain NewsLink*, and through email requests. We looked for companies that successfully implemented supply chain management software and hardware, including ADC, advanced planning and scheduling, Enterprise Resource Planning, transportation management, warehouse management, forecasting, and the Web. Each nomination was required to include a list of user contacts and benefits achieved, some of which were provided on a confidential basis. The nominations were reviewed by Larry Lapide and John Fontanella, vice presidents, research, for Boston-based [AMR Research](#), and then voted on by *Supply Chain Systems Magazine* editors. Each editor was allowed to give a submission a vote of 1 to 10, with 10 being the most innovative, and 1 the least. The three companies that received the highest number of votes, along with the seven honorable mentions, are highlighted in [this article](#).