DESCARTES™

Slingshot Sports

Gearing Up with Descartes OzLink™ for NetSuite

Slingshot Sports is a growing leader in outdoor products including wake boards, stand-up paddle boards, kite boarding gear and more. The company focuses on the innovation of its products, and this need was mirrored in the requirement for more robust technology. As the company expanded, its growth placed pressure on warehouse staff for a higher level of performance. In order to improve customer service, the company selected Descartes OzLink™ for NetSuite to streamline fulfillment processes, lower costs and maximize efficiency.

The Challenge With expanding products, annual turnover in styles and a rapidly growing business, the burden on warehouse staff was increasing. In addition to fulfillment, Slingshot Sports also manufactures its products, further driving the company to balance multiple priorities to support their growth. Primary challenges included:

- The potential for costly picking errors given the size and cost of equipment and materials

- New yearly designs and sky-rocketing sales prompted the need for better inventory control

- Similar products with different attributes led to errors and inefficiencies

The Solution Based on the success of its NetSuite investment, Slingshot Sports leveraged Descartes OzLink to connect warehouse processes to NetSuite in real-time. As a result of the Descartes OzLink for NetSuite implementation, the company streamlined fulfillment processes to support over 1000 orders per month. The results include:

- Automated wireless picking with integrated UPS shipping

- Improved accuracy and productivity for order picking, including the ability to capture serial numbers

- Real-time visibility in NetSuite of order status, inventory and tracking information

- Reduced picking errors by 75%

- Ability to leverage temporary staff more effectively during peak periods while maintaining high customer service levels

- Streamlined shipping resulting in lower costs

SLINGSHOT

" Descartes OzLink for NetSuite Mobile was a huge leap forward improving our fulfillment and increasing our inventory control. "

– Nick Stuart,
Director of Operations,
Slingshot Sports

SLINGSHOT SPORTS

Slingshot Sports is on a mission to get their customers prepared for adventure in the great outdoors by providing wake boards, stand-up paddle boards and kite boarding gear. Since 1999, Slingshot Sports has been an industry trailblazer; never shying away from dreaming big, thinking 'radically', and taking risks to create innovative new concepts. The company is stacked with a super talented group of riders, engineers, artists and craftsmen, resulting in phenomenal success.

DESCARTES™ OzLink for NetSuite

Extending NetSuite with a Range of Flexible Functions & Options

Descartes OzLink™ extends your investment in NetSuite by sharing seamless, real-time information with NetSuite. The solution also features a wide range of optional flexible extensions to adapt to operational requirements.

By further expanding the solution with optional services such as fleet management for optimized route planning; integrated mobility for planning, dispatch and delivery processes; and advanced telematics to improve driver productivity and better understand vehicle performance, businesses can also achieve added operational efficiency, reduce costs, enhance customer service and derive a potential competitive advantage.

Warehouse - Descartes OzLink for NetSuite streamlines warehouse and inventory operations. With better automation, logistics-oriented businesses can:

- Increase fulfillment accuracy and control costs with any iOS or Android-based smartphone
- Choose from single or multiple paper-based order picking or paperless order picking and barcode scanning
- Increase productivity with guided walk paths to optimize picking, put away and inventory moves
- Improve inventory control by wirelessly capturing accurate serial and lot numbers

E-commerce - Descartes OzLink for NetSuite automates fulfillment processes for online orders by integrating NetSuite with e-commerce applications. Our solutions help e-commerce-driven companies:

- Integrate orders from online marketplaces and applications such as eBay, Amazon, Magento, Shopify, ChannnelAdvisor and more into NetSuite
- Provide added customer visibility into order fulfillment status with tracking capabilities
- Create channel- and marketplace-specific branded pack slips and compliant labels
- Synchronize item master data between NetSuite and e-commerce applications

Shipping - Among the most widely-used and advanced shipping solutions available, Descartes OzLink for NetSuite quickly processes shipments with all of the necessary carrier services by sharing NetSuite information with leading applications including UPS WorldShip, Endicia, OnTrac, FedEx Ship Manager and others. With our solutions, businesses can:

- Streamline both small package and freight shipments with one solution
- Get real-time updates for costs, tracking numbers and shipment status
- Seamlessly create Advanced Shipping Notices (ASNs) and print retailer labels
- Rate shop across small package and freight carriers