

DESCARTES™ Mobile Warehouse™ For NetSuite

Built for
ORACLE®
NETSUITE



Hybrid SuiteApp



WMS Buyer's Guide for NetSuite Users

Contents

Introduction.....3

Am I Ready For a Warehouse Management System?4

Our Solution5

Why Use Descartes Instead of Other WMS Solutions?.....7

Our Customers9

How Much Does Descartes Mobile Warehouse Cost?.....10

Our Buying Process11

How Does This Solution Integrate With Existing Systems?12

Our Implementation Process13

How Can I Prepare For Implementation?14

About Descartes Systems Group15



The key to accurate, efficient, on-time fulfillment.

Hello...

Are you a NetSuite user considering purchase of a warehouse management system? Your business is growing, and your manual, paper-based warehousing and fulfillment processes no longer work as well as they used to. You know technology can help, and you want to build a solid tech stack to support your growth.

This buyer's guide will attempt to answer your most important questions and provide a clear picture of how purchasing Descartes Mobile Warehouse for NetSuite™ could impact your business.

For over 15 years, Descartes has partnered with NetSuite to help people like you solve critical supply chain and logistics challenges. By uniting the people and technology that move the world, we help businesses grow.

Our #1 goal is to help distributors, wholesalers, and ecommerce businesses fulfill orders quickly and accurately, ensuring happy customers. We're here to help you take the first step into barcode scanning.

Thank you for taking the time to explore our solution. We are confident that you will make the best choice for your business and wish you success.

If you have additional questions, please request a demo [here](#).

Warm regards,

The Team at Descartes

"Descartes OzLink Mobile Warehouse (OMW) has consistently helped Chembio to meet our business needs in an efficient manner. With numerous transactions and movements happening every day, the OMW SuiteApp streamlines the process so that users are not spending their whole day manually entering these transactions in NetSuite. I strongly recommend the OMW SuiteApp to anyone looking to reduce inefficiencies and streamline warehouse processes."



Am I ready for a Warehouse Management System?

Businesses that are ready for a WMS like Descartes Mobile Warehouse for NetSuite generally share these common factors:

- Fulfill at least 50 orders per day
- Have at least two warehouse workers
- Struggle with picking errors and picking speed
- Experience customer complaints about receiving the wrong items
- Receive customer complaints about orders being delivered late
- Want to switch from a manual or paper process to a mobile barcode scanning solution

Is my business big enough to need barcode scanning?

Barcode scanning is designed to eliminate picking errors, keep inventories accurate, and increase picking speed. If your business consistently struggles with any of the following issues, then you are big enough to need barcode scanning:

- Unable to send customers the correct items on time
- Must cancel orders because of overselling out-of-stock items
- Missing opportunities to sell overstock items buried in the warehouse and not listed as “available for sale”
- Reallocating staff to help fulfill orders
- Preparing to hire another warehouse employee

Is my business big enough to need multi-order picking?

Mobile app-based multi-order picking strategies equip warehouse workers to pick more items in fewer steps. In fact, using these strategies can decrease walking time by up to 90% over single order picking time.

If your warehouse workers struggle to pick all the orders on time every day, your business is big enough to need multi-order picking.

A WMS with multi-order picking will increase overall picking efficiency by 30%.

Our Solution: Descartes OzLink Mobile Warehouse for NetSuite

Our mobile WMS is built for NetSuite and designed to eliminate warehouse chaos. With this user-friendly app, warehouse workers can easily navigate the transition from paper to digital processes, remove the capacity for human error, increase speed and efficiency across all warehouse functions, and deliver lifetime return on investment (ROI).



99% Picking Accuracy



30% Faster Picking



30-Minute Training



Eliminate Paper



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99% Picking Accuracy

Eliminates picking mistakes and entry errors; updates NetSuite inventory in real time; increases efficiency



Mobile-Based Software

Information at your fingertips; use anywhere in the warehouse; cloud-based data



Multi-Strategy Picking

Flexible picking options; boosts efficiency; up to 90% less walking time



Inventory/Cycle Counting

No yearly shutdown for counting; make sure you are selling what inventory you have, help prevent inventory shrinkage



Receiving Inventory

Automatically updates NetSuite inventory; no double data entry; make items available for sale



Inventory Putaway

Know where every item belongs in the warehouse; increase putaway efficiency



Assembly Building

Create pick lists of components; display assembly instructions; view component inventory; build assemblies on a mobile device



Shipping (Optional)

Print labels in the warehouse; carrier rate shopping; quickly scale order fulfillment



Android Application

Works on any Android mobile device; trusted technology; supports all Android updates



License Plating

Move items in bulk with a single scan; always know each item's location; same or mixed SKUs



Why use Descartes Mobile Warehouse for NetSuite?

What does your business need from a warehouse management system? As a savvy decision-maker who has already said yes to NetSuite, you need to figure out how to make NetSuite truly useful in the warehouse.

For small to mid-sized businesses struggling with fulfillment processes, four main things matter in choosing a WMS:

1. Ability to deliver fulfillment quality and accuracy
2. Seamless integration with Netsuite
3. Ease of use
4. Affordability

Getting this mix right sets OzLink Mobile Warehouse for NetSuite apart from other WMS solutions.



“This is a simple and easy solution for NetSuite, allowing for accurate picking and receiving, keeping our warehouse very efficient.”

*Paul Nanawa
Operations Director
Edelrid*

Here is a breakdown of how Descartes stands out from other solutions in these four areas.

Built for Accuracy: **Satisfying Your Customers**

What do your customers want? Accurate order fulfillment, fast. Today, ecommerce customers expect Amazon-type turnaround times, which poses a difficulty for small to mid-sized businesses. To keep customers happy and minimize picking mistakes, OzLink Mobile Warehouse is built for accuracy.

Our customers experience 99% picking accuracy and up to 90% less walking time with our multi-strategy picking and mobile barcode scanning capabilities. As a result, their customers receive the correct order faster than ever. Increased effectiveness and efficiency in the warehouse mean more accurate fulfillment and happier customers.

Built for the User: **Simple & Quick to Learn**

Unlike many other WMS solutions, OzLink Mobile Warehouse is easy to learn. From a productivity perspective, adding too many complex product features clutters the screen and slows workers down. To make the program as efficient and user-friendly as possible, we provide a simple user interface that immediately makes sense to warehouse personnel.

To help businesses train new hires and seasonal workers two times faster, we engineered our mobile app to make it simple for a new person to learn in just 30 minutes. The company saves money on training hours, and workers become confident and productive sooner.

Built for NetSuite: **A Seamless Integration**

Many businesses outgrow paper-based recordkeeping and invest in Oracle NetSuite's enterprise resource planning software to manage orders, inventory, accounting, and more. Often warehouse management is an afterthought, and people later realize they urgently need mobile barcode scanning capabilities to make NetSuite more useful in the warehouse.

Descartes understands this, so we supply a "built for NetSuite" SuiteApp solution to get businesses productive in weeks rather than months. Because the solution is already built for NetSuite, it takes the pain out of implementation and solves your warehouse problems faster. OzLink Mobile Warehouse seamlessly integrates with NetSuite to immediately provide mobile barcode scanning capabilities and much more.

Built for Your Budget: **Affordable Software**

Many WMS solutions for NetSuite are costly. They justify charging higher prices because the WMS includes many features and modules. However, most warehouse workers don't need a broad, complex feature set to solve their problems and achieve the desired level of productivity. Many extra features go unused, and the company pays extra money for little benefit.

Because affordability is essential for many small to mid-sized businesses, Descartes offers OzLink Mobile Warehouse at a very budget-friendly price. That way, you don't have to skimp on other important budget items to afford a great WMS for NetSuite.

Reference Clients

DAHLGREN DUCK

“Descartes OzLink delivers the picking efficiency, scalability, and packing and shipping verification we lacked. While the size and complexity of orders vary greatly, the solution has helped us to increase order accuracy, cut fulfillment cycles, and improve warehouse performance while meeting the exacting standards of our clients.”



“With the customer experience in mind, we were looking for scalable mobile warehouse technology that could help us eliminate inefficient, error-prone manual order fulfillment. Descartes OzLink helped us increase order accuracy, save time and effort on the warehouse floor, and improve inventory control to avoid the need for frequent cycle counts. It’s totally transformed our fulfillment operations.”



“Our legacy system couldn’t provide the data points or order processing efficiency required to deliver superior customer service. By integrating Descartes OzLink with NetSuite, we’ve streamlined our fulfillment process and added a new level of visibility. We can rely on the integrity of the data to ensure inventory and order accuracy while capitalizing on insights to formulate ‘tomorrow’s plan.’”



Who uses Descartes solutions for NetSuite?

Hundreds of NetSuite customers trust Descartes’ integrated solutions for barcode-based warehouse management, parcel and LTL shipping, fleet routing, mobile proof of delivery, and denied-party screening. Our customers include many fast-growing ecommerce brands that must fulfill orders quickly and accurately. People typically choose Descartes Mobile Warehouse for NetSuite because they are experiencing growth in order volume that outstrips their current fulfillment process, they see the value of NetSuite, and they want to extend the power of NetSuite into their warehouse.

How much does it cost to implement barcode scanning for NetSuite?

Here is the pricing breakdown for getting started with our solution:

- One-time implementation cost: **\$5,000 - \$7,500**
- Monthly license fee:
 - **\$600 per month for 1-2 users**
 - **\$800 per month for 3-5 users**

If you don't already have them, you will also need to purchase mobile barcode scanning devices (Android). A smartphone can work to get started, but you will eventually need rugged devices to withstand frequent use.

- Inexpensive option: \$25 - \$300
- Mid-range option: \$400 - \$700
- High-end, rugged option: \$1,200

Why is our solution the cheapest WMS for NetSuite?

OzLink Mobile Warehouse for NetSuite costs less than most comparable solutions because we believe that overpricing software makes it cost-prohibitive for many of the businesses that need it most.

Our pricing provides affordable benefits for small to mid-sized businesses. We want you to get the tools you need without breaking your budget. This software is designed and priced for businesses new to warehouse software.



This is how our buying process works:

- 1 Discovery call to understand your requirements**

During this conversation, we'll dive into your biggest warehousing problems and determine whether we're the right solution for you.
- 2 Live product demonstration (virtual)**

We take you through a product tour that gives you a good understanding of the features you would use if you chose our solution.
- 3 Solution proposal and implementation timeline**

We provide you with a price quote that includes WMS implementation. We usually complete implementation within 4-8 weeks. If you're ready to hit the ground running, we'll build a timeline to get you live even faster.
- 4 Signing the agreement and starting implementation**

By the time you sign, you'll have a crystal-clear view of what will happen and the results you can expect from your new WMS. Your implementation timeline starts now.
- 5 Implementation and go-live**

Our implementation team will work with you to connect OzLink Mobile Warehouse to your NetSuite account, get the app set up on your mobile devices, and train your warehouse staff. By the time you reach go-live, your warehouse team will be ready.
- 6 Ongoing support**

With Descartes, you'll be working with an experienced and solid team that will support you and your business as it continues to grow. Our live customer support team will remain available, providing ongoing attention to ensure things run smoothly.

How does Descartes Mobile Warehouse integrate with NetSuite?

Our solution is a [SuiteApp for NetSuite](#). That means the program can easily connect with your existing NetSuite account, inventory, and order information to give and receive data. This requires no development work or special expertise from your company. The bridge is already built.

Shipping Software Integrations

Nothing beats a home-baked integration! Our warehouse management system easily integrates with each of Descartes' four shipping solutions. Choose your preferred solution, and our team will implement it with the WMS.

Each solution provides end-to-end warehouse fulfillment and shipping functionality when paired with OzLink Mobile Warehouse for NetSuite. Pick and pack your orders with OzLink Mobile Warehouse. Then, automatically select the best carrier rates and print labels with your preferred Descartes shipping solution for fast fulfillment.

Descartes Shipping Solutions

- **Descartes ShipRush**
Best for easy multi-carrier rate shopping on every order, selecting the most inexpensive shipping option to deliver your order on time.
- **Descartes OzLink Shipping**
Best for people who already use and love carrier shipping software (i.e., UPS Worldship, FedEx Ship Manager) and want it seamlessly integrated with NetSuite.
- **Descartes XPS Ship**
Best for small businesses focused on shipping with the United States Postal Service.
- **Descartes Enterprise Webship**
Best for high-volume, multi-carrier shippers who require a great deal of speed, control, and customization.



Third-Party Shipping Solutions

Can OzLink Mobile Warehouse for NetSuite work with the native NetSuite shipping capability? Yes, as well as other third-party shipping solutions. Our program feeds data into NetSuite; then, the shipping program pulls it out of NetSuite to generate labels, etc.

How is the WMS implemented?

Our modern approach to implementation:

- We complete implementation projects remotely, wherever you are in the world.
- We don't need to come to your warehouse, we don't need significant support from your IT team, and we won't need large chunks of your time to get the job done.
- We charge a fixed implementation fee, so you know exactly how much you will pay before the project starts.
- Because the implementation is 100% remote, you only pay for the time that's productive.
- We provide an accessible training plan, with sessions recorded for easy knowledge-sharing.
- We provide skills training so that you know how to reconfigure the WMS.

Implementation steps from purchase to go-live:

1. Kickoff call with our team and yours.
2. You purchase your mobile scanner device(s).
3. We enable the bundle into your NetSuite account.
4. We configure your new software.
5. We train your team.
6. Your team starts picking.

"We're a long-time OzLink Mobile Pro user, now using Descartes OzLink Mobile Warehouse. This is a simple and easy solution for NetSuite, allowing for accurate picking and receiving and also keeping our warehouse very efficient. Implementation was very easy, and customer support has always been responsive."

Paul Nanawa, Operations Director, Edelrid





Four tips for implementation

1. **Develop a project team.**

While we're perfectly happy to work with just one point of contact, projects involving more than one person tend to go smoother.

2. **Having someone with NetSuite experience helps.**

You don't need any technical know-how to make the implementation successful. But, having somebody on board with technical understanding helps us find quick answers to some trickier questions that might arise.

3. **Make sure your bins are set up in NetSuite.**

OzLink Mobile Warehouse's WMS leverages your NetSuite inventory setup for day-to-day inventory management in the warehouse. Configure your inventory in NetSuite ahead of time to speed up your implementation with us.

4. **Purchase your hardware and have it ready.**

Choose which types of Android mobile devices you want to use with OzLink Mobile Warehouse for NetSuite. Purchase the devices and have them fully set up so you can install the Android app during implementation.

About Descartes Systems Group

Descartes (Nasdaq:DSGX) (TSX:DSG) is the global leader in providing on-demand, software-as-a-service solutions focused on improving the productivity, performance and security of logistics-intensive businesses. Customers use our modular, software-as-a-service solutions to route, schedule, track and measure delivery resources; plan, allocate and execute shipments; rate, audit and pay transportation invoices; access global trade data; file customs and security documents for imports and exports; and complete numerous other logistics processes by participating in the world's largest, collaborative multimodal logistics community. Our headquarters are in Waterloo, Ontario, Canada and we have offices and partners around the world.

Learn more at www.descartes.com and connect with us on [LinkedIn](#) and [Twitter](#).

Uniting the People & Technology That Move the World.