

# Axis Global Partners puts ProMax Auto Parts on the Road to Success with a New Warehouse Management System

## SUCCESS STORY

### Industry:

Wholesale Distribution

### Company:

ProMax Auto Parts  
www.autopartsdepot.ca

### Opportunity:

After a tremendous amount of growth, ProMax found themselves in need of a Warehouse Management System (WMS) that could manage their stock levels of over one million parts and streamline business processes.

### Solution:

Axis Global Partners eliminated the former paper based picking, receiving and shipping process by implementing Accellos One WMS.

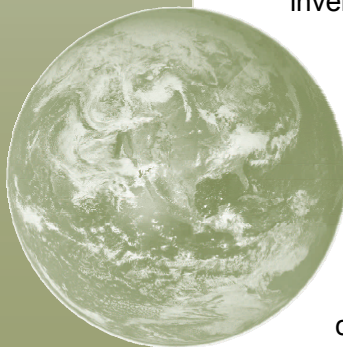
### Results:

With automated business processes, reduced error rates and accurate data at all times, ProMax is operating more efficiently, effectively and is equipped to handle new growth.

### System:

Sage BusinessVision

Accellos One WMS



ProMax Auto Parts Depot, Ltd. has been serving auto part retailers in the North American market for over 5 years. As an auto part wholesale company, they offer ceramic and semi-metallic disc brake pads, drum brake shoes, drums, rotors and chassis parts. With a large number of diverse products they operate a 60K main distribution centre on the outskirts of Toronto with a west coast operation in Burnaby, British Columbia.

### Putting the Brakes on Limited Inventory Capabilities

ProMax was already equipped with a solid accounting system, Sage BusinessVision, however after a sizeable amount of growth and with over one million parts in stock, they needed a Warehouse Management System (WMS) that could help them manage inventory and streamline their business processes. Ramzi Yako, Owner for ProMax explains, "We wanted a Warehouse Management System that could integrate with Sage BusinessVision and help us manage our inventory. Our biggest challenge was that while we could tell how many supplies we had in stock we could not trace each individual bin, date or batch number. This resulted in new inventory getting sold first while the older product sat on the shelf."

Dale Robertson, Senior Business Consultant for Axis Global Partners comments, "ProMax is a fast growing distribution company. They needed to



improve shipping accuracy by implementing a system that could differentiate between similar items. In addition, the lack of multi-bin location capabilities forced them to keep significant paperwork and excel spreadsheets to keep track of inventory."

### Axis Global Partners and Accellos One WMS Provide a Smooth Ride for ProMax

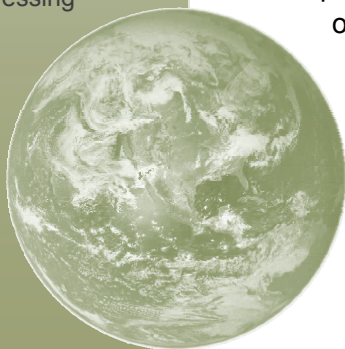
ProMax knew they needed a business partner that specialized in inventory management systems but they also required someone with the technical expertise and business experience to handle their unique challenges. ProMax was referred to Axis Global Partners and was immediately impressed with their knowledge. Axis recommended Accellos One WMS for ProMax. Dale comments, "We have worked with this product since its inception 20 years ago and we have accumulated a deep knowledge of the solution in over one hundred projects we have deployed. Utilizing our strong background in warehousing



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Axis Global Partners is a team of certified business consultants serving small to mid-sized businesses throughout the United States, Canada, Latin America and the Caribbean. We improve our clients’ top and bottom lines with automation solutions that increase profits, decrease costs and pay for themselves in the shortest period of time possible.

Our company is led by industry experts specializing in business processes and solutions. We brainstorm all possible improvements to fit your business needs and close the gap between potential and actual performance. We inspire trust by taking responsibility, acting ethically and encouraging honest and open discussion while focusing on your most pressing challenges to deliver innovative and effective solutions.



we were able to help ProMax understand their environment which assured them that we were the right partner. Additionally, we knew that we had an efficient integration to Sage BusinessVision but also valued the fact that if and when ProMax needed to source an alternative, Accellos One WMS was equipped with the integrations to all the main accounting channels, Sage Software, Microsoft Dynamics, SAP Business One.” Ramzi adds, “Axis introduced us to one of their clients so we could see the warehouse application in action. Seeing how the system worked in a true environment and hearing the positive review from the client was all we needed to determine that Accellos One WMS was the best choice for us.”

ProMax chose to execute their new system implementation during one of the busiest times of the year and therefore needed the process to go quickly and smoothly. “Axis went above and beyond for us during this critical time by being available after hours and on weekends,” remembers Ramzi. “What’s more, they understood how important it was for us to avoid interruption to our business workflow. A great example of this was when they let us utilize their RF Guns allowing us to complete our inventory process in only 48 hours. The best part was that the entire implementation process took less than 3 months!” The new Warehouse Management System was not only easy for ProMax’s diverse warehouse crew to learn, but it has also allowed



them to tremendously improve productivity. Ramzi explains, “We have reduced our error rate significantly and have accurate data at all times thanks to the elimination of our former paper based picking, receiving and shipping process. In addition, we offer a one year warranty on all our products. The new system allows us to utilize our RF Guns to go directly into a customer account and immediately redeem the warranty, which saves us a tremendous amount of time.”

ProMax is pleased with the implementation of Accellos One WMS in addition to the service and support provided by Axis Global Partners. Ramzi concludes, “I have been impressed with how personable, polite and business oriented Axis has been throughout the entire process. They are very knowledgeable and are truly experts in their field. Their technical staff has been a great help to us in getting our system working correctly and efficiently. The entire Axis team has proven to be an invaluable asset to us and we are so appreciative to have them a part of our team.”

