

Manhattan Associates and IBM: delivering efficiency

Reduce operating costs, improve productivity and mitigate risk with a coordinated upgrade of server infrastructure, operating system and advanced warehouse management software



Highlights:

- Enhance performance with the latest versions of IBM servers and operating system
 - Increase efficiency with new capabilities in the latest software from Manhattan Associates
 - Eliminate the risk of operational downtime caused by a lack of technical support
 - Take advantage of special incentives to cost-efficiently upgrade the entire solution
 - Expect lower total cost of ownership as well as reduced operating costs
 - Prepare to integrate easily with a powerful portfolio of Manhattan Associates solutions
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Together, IBM computing technology and Manhattan Associates' Warehouse Management for IBM i software helps maximize efficiency in retail, wholesale, consumer packaged goods, pharmaceuticals, grocery, food and beverage and manufacturing warehouses. This proven solution is designed to enable warehouses to analyze and optimize every facet of operations with exceptional performance and reliability.

No solution, however, is completely future-proof. This is simply the reality of continuous innovation. After many generations of incremental improvement, every solution reaches the point where an upgrade is not just a good idea but a practical necessity. While it is difficult to consider replacing systems that have run reliably for years, the alternative can create serious risks — especially when the oldest components are reaching their end of life.

The time for upgrade has come for select distribution organizations that depend on the solution from IBM and Manhattan Associates. Not only will the change enable distributors to improve operational efficiency and reduce operating costs, it will provide immediate access to a wealth of new capabilities running on a high-performing technology platform.

Solution Overview

The solution from IBM and Manhattan Associates speeds the flow of goods and information throughout the warehouse, enabling flawless execution of critical operations. By upgrading to the latest versions of the individual solution components, warehousing organizations help ensure the solution keeps working reliably for years to come.

Warehouses that need to think most carefully about this upgrade opportunity are those running Manhattan Associates Warehouse Management for IBM i (WMI) software on IBM AS/400®, IBM iSeries® or IBM System i® servers, with the IBM i5/OS® V5R3 or V5R4 operating system. Most critically, support for the IBM i 5.4 operating system will end on September 30, 2013.



For warehouses that use these components, Manhattan Associates and IBM offer a way to upgrade the entire solution in a seamless, cost-effective way. The new solution includes Warehouse Management for IBM i software v2013, IBM POWER® processor-based servers, and the IBM i 7.1 operating system, the most current release. Together, these components offer significantly more power and functionality — as well as comprehensive service and support.

Eliminate unnecessary risks

Risk mitigation is an important issue when evaluating an upgrade project. In complex, fast-paced environments, any amount of solution downtime can have a detrimental effect on productivity. Responsive technical support is essential, and upgrading now allows warehouses to maintain complete continuity of service.

Distribution organizations that upgrade also reduce the risk of not being able to accommodate new requirements from current customers. Typically, when customers change critical specifications, Manhattan Associates and IBM are ready to help warehouses adapt quickly. Examples include customers that request specific order packages, carrier selection processes, shipment tracking and inclusion of RFID technology. Carriers may change rating/routing requirements or request implementation of new material handling equipment (MHE). State and federal government agencies may also make decisions that change how the solution from Manhattan Associates and IBM needs to work. By upgrading now, distribution organizations can continue to expect expert help when taking on these new demands.

Benefits to the IT department are significant. Without support for this solution, internal IT teams will typically take responsibility for resolving all service issues or modifying the software. Upgrading eliminates the need for IT teams to take on these time-consuming, specialized tasks.

Adopt new capabilities

Previous versions of WMi delivered superior performance for a wide variety of warehousing applications. Distribution organizations that have not upgraded this software, however, are missing out on a range of new functions that make the software even more valuable for warehouses that want to increase efficiency. Examples include:

- **Executive dashboard** — The dashboard provides a technology infrastructure that can be leveraged to create warehouse-specific charts and graphs that summarize important data in a user-friendly, graphical, web-based

interface. The executive dashboard provides:

- A central point to consolidate supply chain data in an intuitive format
 - A framework to create cross-functional views into the supply chain
 - The ability to pull information from SQL queries and stored procedures
- **Web services** — More than 30 functions within WMi have been exposed as web services. These services provide visibility into warehouse-specific data and offer access to warehousing functionality, such as running a wave for an order, locking or unlocking inventory, closing a trailer and more. Web services may be used to execute WMi business logic externally and to facilitate a modern approach to integration with other systems.
 - **Configurable MHE framework** — Many MHE and warehouse control system (WCS) choices exist, making it imperative that WMi offers a flexible method for integrating with these critical infrastructure-level systems. WMi now offers a vendor- and equipment-agnostic framework that allows distribution organizations to eliminate costly MHE/WCS integration modifications and instead build integrations through configuration. This not only lowers costs, but it enables a scalable methodology that allows future growth with little to no system impact.
 - **Integration with Manhattan SCOPE® applications** — Manhattan Associates provides more than just warehouse management solutions. Manhattan SCOPE software, or Supply Chain Optimization Planning through Execution, is a comprehensive portfolio of supply chain solutions that leverages the industry's first and only Supply Chain Process Platform to deliver cross-application optimization and integration not previously possible in the supply chain industry. By synthesizing distribution management, inventory optimization, order lifecycle management, planning and forecasting, and transportation lifecycle management suites into one intelligent, integrated framework, Manhattan SCOPE software creates an unprecedented opportunity to leverage the supply chain as a game-changing strategic asset. Out-of-the-box integration to numerous Manhattan SCOPE applications allows WMi customers to manage labor more effectively, enhance slotting decisions, execute order sourcing decisions, facilitate buy anywhere/pick up anywhere flows and more.

This is only a small sample of the extensive new capabilities available to distribution organizations that choose to upgrade.

Reduce costs, improve performance

Switching to IT infrastructure based on IBM Power Systems™ servers running the IBM i 7.1 operating system can deliver an immediate reduction in monthly operating costs. Replacing an installed iSeries server, for example, could eliminate hundreds of dollars in monthly operating costs and easily offset the investment in a new — and considerably more powerful — solution.

POWER processor-based systems offer up to six times greater performance, as well as four times greater consolidation capability, than iSeries or System i servers. They also simplify management of servers and storage, enabling easier and more reliable deployment of the latest software from Manhattan Associates.

Select IBM PowerVM® virtualization technologies are regularly deployed with the latest solution from Manhattan Associates and IBM. PowerVM technology allows users to consolidate and manage multiple workloads on fewer systems, increasing server utilization and reducing overall cost. PowerVM technology provides a secure and scalable environment with the advanced RAS features and leading performance of the IBM Power® platform.

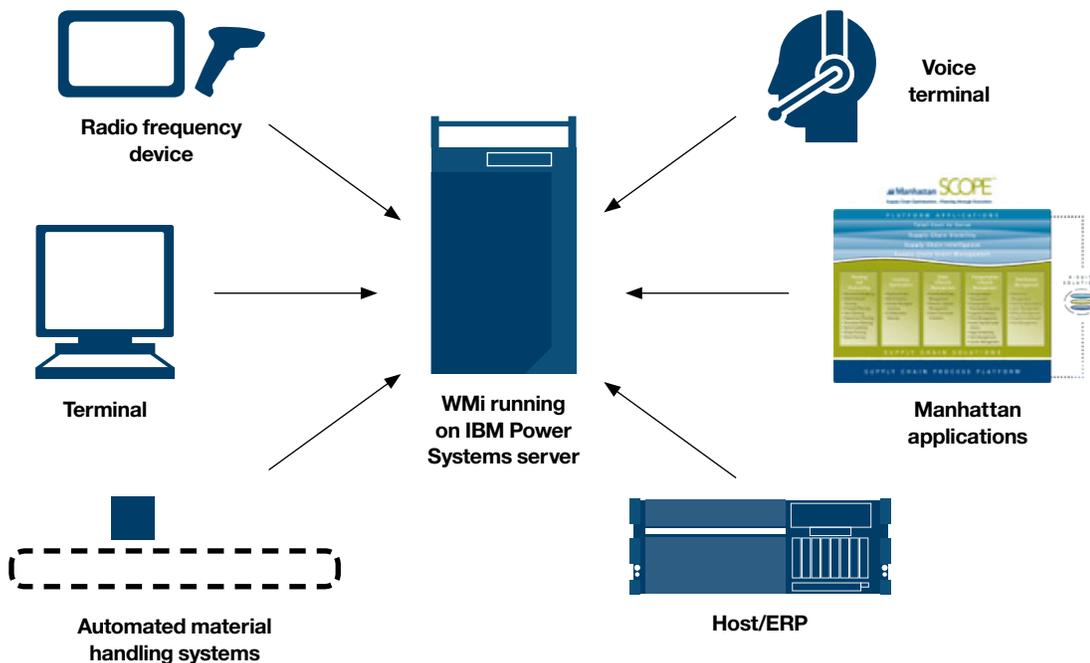
POWER processor-based systems are also the only servers that can run IBM i as well as IBM AIX® and Linux®. For warehouses that use the IBM i operating system, the latest version offers industry-proven reliability and an attractive total cost of ownership. In many configurations, the IBM i operating system and POWER servers offer lower acquisition costs.

Manhattan Associates and IBM: a closer look

Available with special incentives, the upgrade from Manhattan Associates and IBM includes:

- **IBM Power Systems servers** — Power Systems servers enable application choice, enterprise integration, IT efficiency, and data availability and security, so warehouse organizations can achieve outstanding performance. They enable intelligent, dynamic resource allocation and rapid response to changes in application and workload requirements, and are specifically designed for big data and compute-intensive applications.
- **IBM i operating system** — The IBM i operating system is an integrated operating environment with a proven 25-year reputation for exceptional security and business resilience. The IBM i operating system running on a Power Systems server offers a highly scalable, virus-resistant architecture with a proven reputation for exceptional resiliency.

Manhattan Associates and IBM Solution Architecture



Expect immediate improvements in performance and operating efficiency, as well as significant risk mitigation, by upgrading to the latest version of the warehouse management solution from Manhattan Associates and IBM.

- **Warehouse Management for IBM i software** — Manhattan Associates' Warehouse Management software has been an industry leader for years because it provides best-in-class logistics technology that delivers measurable ROI and productivity gains in inventory, labor, physical space, time and costs. Going far beyond basic picking, packing and shipping, it allows distribution organizations to monitor vendor compliance, efficiently manage omnichannel distribution and respond quickly to customer demands, helping to optimize warehouse operations and transform warehouse logistics into a critical strategic component in the supply chain.

Manhattan Associates and IBM: staying productive

Manhattan Associates

Manhattan Associates continues to deliver on its 23-year heritage of providing global supply chain excellence to more than 1,200 customers worldwide that consider supply chain optimization core to their strategic marketplace leadership. The company's supply chain innovations include: Manhattan SCOPE, a portfolio of software solutions and technology that leverages a Supply Chain Process Platform to help organizations optimize their supply chains from planning through execution; Manhattan SCALE™, a portfolio of distribution management and transportation management solutions built on Microsoft® .NET technology; and Manhattan Carrier™, a suite of supply chain solutions that specifically address the needs of the motor carrier industry.

IBM

Supply chain management solutions from IBM deliver supply chain planning and execution capabilities across the extended enterprise, enabling companies to anticipate, control and react to demand and supply volatility within the supply chain. IBM provides the ability to understand, manage and direct the supply chain in order to make the supply chain smarter.

For more information

To learn more about IBM in the supply chain, contact your IBM sales rep or visit:

ibm.com/solutions/alliance/us/en/index/manhattanassociates.html

To learn more about Manhattan Associates, please visit:

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June 2013
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