



Achieve Ongoing Cost Savings With a Flexible, Adaptable WMS

You know you need a warehouse management system (WMS) that will fit not only your current business requirements, but also allow you to respond quickly and inexpensively to changing customer requirements. Of course, there is no way to predict at the time of implementation all the features and modifications that will need to be made to the solution in the future.

The question is, how simple—or difficult and costly—will your WMS vendor make it for you to adapt your system to your changing requirements?

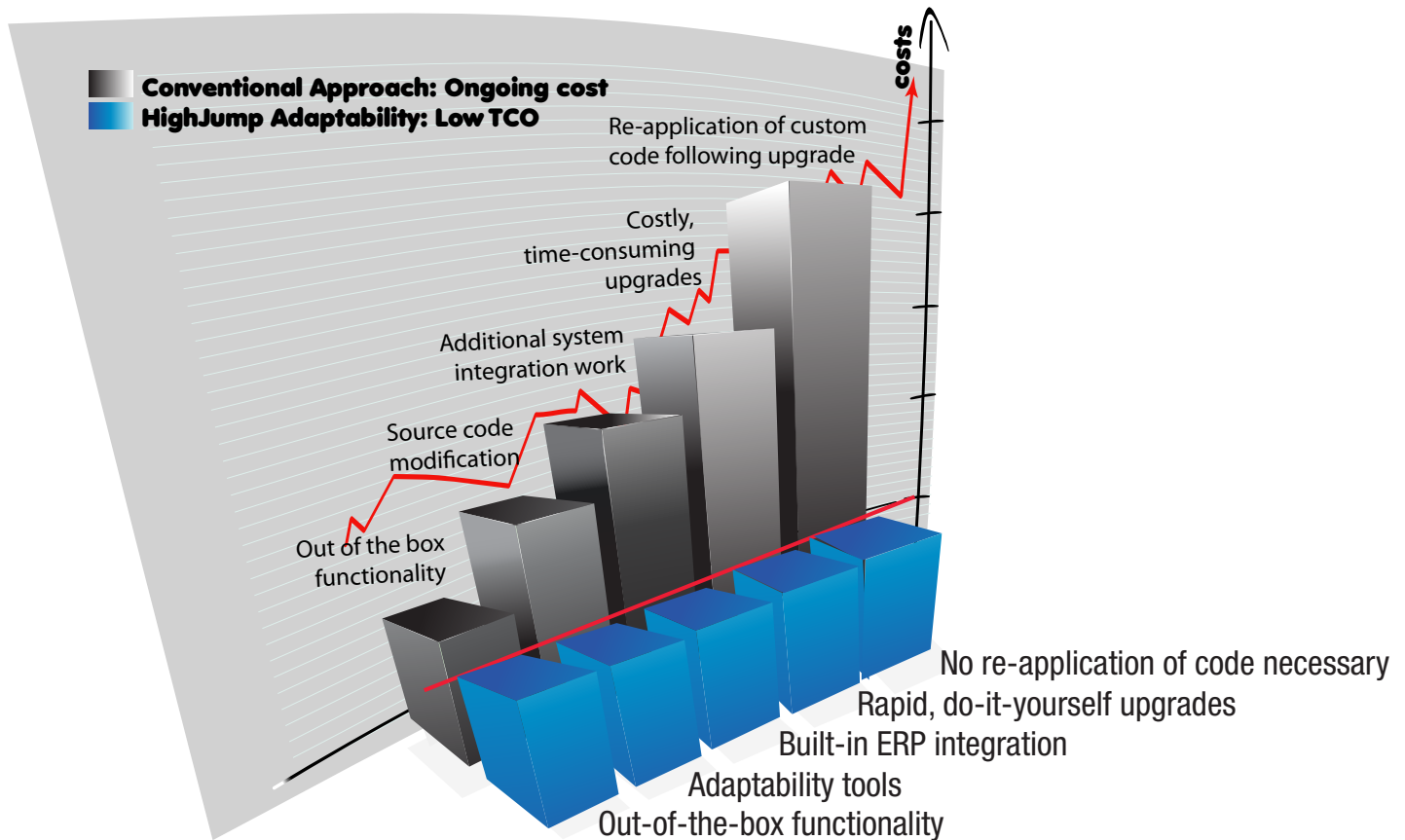
Most best-of-breed WMS providers force you to pay for system changes three times over:

- When existing system options are not enough, an initial change order is issued, at considerable expense, to modify source code.
- Increases are applied to annual maintenance charges based on ‘support’ of change orders.
- Source code modifications must be “reapplied” to the new environment: upgrading requires additional cost to have configurations brought forward by the vendor. Over time, this results in unmanageable complexity and substantial ongoing expense.

HighJump Software has a different approach:

- Users can perform their own changes to the system: all personalizations to your HighJump™ solution are made without modifying the source code, by users without highly technical backgrounds. In this way, HighJump Software customers eliminate the costs and application support burdens that come with customized source code.
- Maintenance costs do not increase with additional configurations.
- Many customers perform their own upgrades: platform upgrades are done on your own or with minimal HighJump assistance. And because upgrades are rapid and easy, HighJump Software customers can more easily stay current on the latest technology and industry features.

Adaptability is key



“Most HighJump Software clients are able to perform their own upgrades without requiring a paid consulting engagement. For those clients that do elect to have a HighJump consultant involved, the services fees are typically around \$10,000, a figure significantly below upgrade fees for other leading best-of-breed vendors.”

– Steve Banker, service director, Supply Chain Management, ARC Advisory Group

HighJump Warehouse Management Solutions: Low Total Cost of Ownership

		HighJump Software	Our Competitors
+	Configuration/ Ease of Use	<ul style="list-style-type: none"> • Source code is never modified • Adaptability tools empower you to respond quickly and inexpensively to ever-changing customer requirements 	<ul style="list-style-type: none"> • Non-base functionality requirements are delivered via source code modification • Source code changes can be expensive and risky
+	Architecture	<ul style="list-style-type: none"> • One application platform • One set of configuration tools • One user interface • One database 	<ul style="list-style-type: none"> • Anything beyond functionality of switches requires custom code modifications, inefficient operational workarounds, or waiting until a switch appears in later versions of the software • Older mix of technologies
+	Platform Upgrades	<ul style="list-style-type: none"> • Because your business logic is stored separately from the application, it is not affected by the upgrade process • Upgrades typically take hours, not months • Customers can often perform upgrades themselves 	<ul style="list-style-type: none"> • Significant reapplication of code required during upgrade process • Upgrades take months and can cost as much as implementing an entirely new system
+	Integration	<ul style="list-style-type: none"> • All HighJump applications (WMS, TMS, YMS, LMS) are integrated • Only one application per module type (ex: one flagship WMS) on which all R&D and expertise is focused • Out-of-the-box ERP integration with complete and accurate real-time system updates 	<ul style="list-style-type: none"> • Multiple applications per module type • The WMS solution demoed and the solution delivered at time of sale are often different • Potential customers are often uncertain how much future R&D will be focused on the WMS application they are being shown
=	Total Cost of Ownership	Low	High

Sustainable Cost Savings for HighJump Software Customers

- **Rapid Implementation**

FINGERHUT

“The HighJump implementation team was extremely sharp, had high energy and went the extra mile to get our implementation done within eight weeks.” -- Loren Eggert, vice president of operations, Fingerhut

- **Simplified Upgrades**



“As Sport Chalet grows, our distribution needs to reflect that growth. The smooth HighJump upgrades allow us to stay on the cutting edge.” -- Steve Belardi, director of distribution, Sport Chalet

- **Flexibility for Changing Business Processes**



“HighJump Software has enabled us to be more productive without a huge increase in IT staff. Our growing business is demanding and the HighJump solution gives us the agility we require without compromise. It has been the perfect WMS system for our fulfillment center and its ever-changing needs.” -- Carter Lee, vice president of IT, Overstock.com

