



WOMBLE COMPANY SUCCESS STORY



Leading Provider of Specialty Pipe Coating Systems Goes Mobile

Founded in 1972, Womble Company, Inc. is a leading provider of specialty coating systems for steel pipe that ranges in diameter from one half inch to 36 inches. Based in Houston, Texas, the company primarily serves clients in the oil and gas, construction and industrial manufacturing industries. Womble receives shipments on trucks, rails, and barges, and it employs 500 people. Womble runs JD Edwards EnterpriseOne.

THE CHALLENGE

Five stockyards containing 250,233 pieces of pipe in 2,150 storage locations across 254 acres. 155,000 linear feet of pipe per day. Womble's manual, paper-based processes made it impossible to keep up. Womble struggled to track customer inventory throughout its vast operations. Man-hours were lost, production was slowed and customer orders were delayed.

Womble needed to close the gap between employees in open-air yards and their enterprise software. It needed to provide exemplary customer service in order to set itself apart from the competition.

To enhance operational efficiency and improve its customer service, Womble needed to automate and mobilize supply chain operations on their journey from an analog to digital business.

THE SOLUTION

Womble turned to Cloud Inventory® for a complete on- and off-premise, multi-lingual mobility solution that would help it overcome its inventory visibility and accuracy issues.

HIGHLIGHTS

- Multilingual mobility solution helps business overcome its inventory issues
- Mobile Enterprise Management allows for control over extended supply chain processes
- Cloud Inventory® flexibility gives Womble Company ability to modify its solution with limited or no outside support



WOMBLE COMPANY, INC.

“Our biggest challenge was inventory accuracy and pinpointing the location of the inventory.”

— BRYAN BREWER, IT AND OPERATIONS MANAGER, WOMBLE COMPANY



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Womble selected Cloud Inventory® due to validated integrations with Oracle's JD Edwards EnterpriseOne.

These optimized integrations allow Womble to seamlessly pull inventory and performance data into and out of EnterpriseOne. And the multi-language functionality supports Womble's English- and Spanish-speaking workforce.

Womble now has control over its extended supply chain processes. Should Womble's business processes change or evolve over time, the Cloud Inventory® flexibility will allow Womble to manage or modify its solution with limited or no outside support, minimizing deployment times and costs.

THE RESULTS

Womble no longer allocates part of its workforce toward pen-and-paper tracking or toward manually searching for missing product. Serializing and barcoding the pipe that enters its facilities allows Womble to track its customers' product from receipt through shipping using a series of simple barcode scans.

Since implementing Cloud Inventory, Womble has successfully coated and tracked more than 403,054 miles of pipe—enough to wrap around the earth sixteen times—without losing a single piece. Employees are free to focus on the pipe coating process and other value-added activities, creating a dramatic increase in Womble's daily productivity. Now the company has the ability to complete 32,000 transactions on average per day for approximately 1,616,000 linear feet of pipe. Becoming more efficient also empowers Womble to provide the level of service its customers have come to expect.

"Cloud Inventory is taking our customer service capabilities to an unprecedented level," said Nick Stefanakis, Chief Financial Officer of Womble. "And at the end of the day, implementing a system like this allows us to enter an order faster and produce our product quicker so we can respond to our customer in a timely manner. This in turn allows us to invoice our customer and collect our money faster, so we can improve our cash flow."

Womble has its sights set on future mobile initiatives, but it has already realized its goal of becoming a more efficient, productive mobile company. "With more than 150 acres of open-air yards, we're anything but a four-wall, brick-and-mortar facility," said Bryan Brewer, IT and Operations Manager of Womble. "Our facilities are all outdoors, and Cloud Inventory is providing us the opportunity to be a mobile company."

CHALLENGES

- Connecting employees in the yard and enterprise software
- Accurate tracking of inventory
- Manual, paper-based processes slow production and order completion

RESULTS

- Dramatic increase in daily productivity
- Employees free to focus on value added activities
- Faster order entry and quicker product production
- 403,054 miles of pipe tracked
- Not a single piece lost



CLOUD INVENTORY® POWERS
BREAKTHROUGH INVENTORY CONTROL

Founded in Kansas City, MO., more than 40 years ago, our global team has the supply chain expertise to deliver solutions that solve today's business challenges by providing true inventory visibility and control. To learn more, please visit cloudinventory.com or call +1.816.416.5173