



Aeroflex Improves Efficiency and Lowers Costs with Affordable, Cloud-Based TMS

Aeroflex needed to improve efficiencies across its global supply chain but traditional TMS systems just weren't cost effective. They selected Cloud Logistics and with its flexible workflows and cloud-based approach they were live in 90 days. Now the manufacturer has automated manual processes, increased efficiency, and reduced logistics costs.

Challenge: Finding a TMS without IT Headaches

As a building products manufacturer, Aeroflex® USA makes insulation tubes and sheets marketed under the Aerocel brand which are used in commercial pipe and duct systems. Aerocel® saves energy and prevents condensation on hot and cold water pipes in HVAC & refrigeration systems around the globe.

Aeroflex was operating a complex global logistics network involving TL, LTL and ocean shipments via multiple distribution centers using tedious manual processes and phone, fax and email communication. The company had invested in Microsoft Dynamics for their MRP, but couldn't justify the high cost of a TMS, even though they needed to improve supply chain efficiency.

As the leader for logistics operations at Aeroflex, Jodi Chevalier has over 30 years experience at Fortune 500 companies where she gained vast knowledge of traditional TMS solutions. "I lived through several long deployments of older TMS technology in other companies where we ended up only using a subset of the functionality," said Jodi Chevalier. "We needed a flexible, user-friendly system with little to no IT overhead but all the well known TMS solutions just didn't fit the bill," she continued.

Solution: A Cost Effective, Cloud-Based Approach

"I originally thought that the complexities of a traditional TMS would be too difficult to deploy and way too expensive for Aeroflex, but Cloud Logistics has



COMPANY
Aeroflex USA, Inc.

INDUSTRY
Manufacturing

LOCATION
Global

LOGISTICS ENVIRONMENT
Global Inbound & Outbound
Ocean
TL
LTL

developed a solution and well thought out approach that changes all of that,” continued Chevalier.

Aeroflex selected Cloud Logistics and the new solution was live in 90 days. With configurable process workflows, unique user experiences, alerts, dashboard widgets, and ad hoc reporting, Cloud Logistics delivered the software as a self-service (SaaS) solution completely within a cloud based network.

“Cloud Logistics has a more modern approach that makes things easier for all of the participants in our supply chain,” remarked Chevalier. From order processing to tendering, rating, tracking and freight payment, the solution has automated most logistics processes. Now Aeroflex can:

- See customer orders and last-minute revisions in real-time
- Manage orders and receive alerts on order revisions via email or text
- Conduct centralized automated carrier selection and tendering, complete with accurate costs, bypassing individual carrier websites
- Automatically consolidate orders based on date, origin and destination, reducing carrier costs
- Quickly create order and shipping documents like pick tickets, packing lists and bills of lading
- Connect directly to all carriers via EDI at no cost
- Easily create reports on carrier costs, orders, and other shipping data
- Maintain carrier contracts in a centralized location
- Manage orders for remote warehouses

“Transitioning to Cloud Logistics was a breeze compared to traditional TMS systems. Their team -- from development to deployment to training and customer service -- has lots of experience and it shows,” she added.

Results: Increased Operating Efficiency plus a Quick ROI

With Cloud Logistics, Aeroflex has benefited from streamlined supply chain processes and improved efficiency as well as reduced logistics costs. “We saw a 90 day ROI after our go live in late 2012 and we continue to enjoy benefits from utilizing the solution,” stated Chevalier.

Now Aeroflex can rate deliveries immediately upon tendering to carriers, automatically calculating complete and accurate landed costs that include freight rates, accessorials, and discounts. Invoices are more accurate and can be easily audited.

“I give Cloud Logistics high scores for configuring a system that does exactly what we asked for -- increase our operational efficiency and reduce logistics costs. They have made every effort to configure the solution to fit all of our needs, creating a system that allows us to pull all our shipping documents from one page,” said Chevalier.

“The ability to view a shipment from start to delivery is made simple by Cloud's user friendly system, and that allows us to focus on handling the exceptions,” she concluded.

Capabilities Include:

- Order Collaboration
- Planning
- Automated Tendering via EDI 204
- Rating and Audit via EDI 210
- BOL Forms, Pick Ticket, and Label Creation
- Door to Door Tracking via EDI 214
- Automated Alerting
- Dashboard Widgets
- Ad Hoc Reporting

I didn't think it was possible, but Cloud Logistics provides a TMS that is simple to use, easy to deploy, and so configurable that you can wrap it around your operation. Aeroflex has improved efficiency by 75% and reduced freight costs.”

Jodi Chevalier
Director of Logistics

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