



KENCO AND BARCOM TEAM UP . . . ONE WAREHOUSE AT A TIME.

Solid Foundation

In business since 1950, Kenco is the largest woman-owned, privately held third-party logistics company in the world, with 110 locations in the United States and Canada and an impressive list of Fortune 500 customers.

For nearly 20 years, **BARCOM** has been a trusted advisor, solutions provider and go-to supplier to Kenco Management Services, Inc. (KMS). Based on a philosophy of believing in the benefit of long-term relationships and how to be a good partner, KMS expects the same from their suppliers; which is why Kenco and **BARCOM** make a great team.

WMS Solution Provider

KMS has their own proprietary warehouse management system (WMS), and they rely on **BARCOM** to keep them current with all aspects of hardware related to a world-class WMS solution. Bar code scanning automation, automatic data collection equipment (from industry leaders like Honeywell) bar code label printers and RF Infrastructure equipment are a large part of the solutions **BARCOM** provides that complement their WMS.

With customers of every shape and size and business requirements to match, **BARCOM** offers Kenco hardware recommendations to minimize time they might otherwise spend determining 'best tool for the job' for their customers.

Winning Combination

Their motto is "Kenco is big enough to solve problems, and small enough to care." And that's how they see **BARCOM** –

helping KMS as technology advisor and implementation team for their customers. "I don't have to worry if **BARCOM** can handle it because I know they can," said Kristi Montgomery, VP of Information Technology at Kenco Management Services. "When I get calls about dead spots in a warehouse somewhere in the country, I call **BARCOM** and say 'go check this out for me.' **BARCOM** takes it all in stride, and always comes back with a solution to solve our customers' problems."

Kristi and her team look to **BARCOM's** expertise to keep them cutting edge with technology and solutions for their customers. "They routinely provide us with an overview of the market, what's going on in RFID, what's going on with the major hardware manufacturers in the industry and other intel on trends and technology that help keep us current. **BARCOM** is a true partner," said Montgomery.

With **BARCOM** Solutions, Our Customers Realize Results!

- Increased Worker Productivity
- Reduced Costs
- Improved Efficiencies
- Higher Profit Margins
- Greater Customer Satisfaction

TEAMWORK SUCCESS

Together, **BARCOM** and **KMS** turn manual processes into operational success stories.

Application

E-Commerce Retailer

Challenge

Processing over \$10K in orders per day, struggling with paper-based processes and outdated hand-held and truck-mounted equipment.

Kenco called on **BARCOM** to evaluate the current process of this retailer, and offer recommendations for equipment and process improvements. “We called in **BARCOM** and they went right to it, spending time with our customer to see exactly how their processes worked. Once they determined the type of solutions to be integrated, **BARCOM** took the team to another customer site to see how the devices were being used and gather feedback from their users.” said Kristi Montgomery, VP of Information Technology at Kenco Management Services.

Solution

BARCOM teamed with Kenco to optimize the retailer’s WMS operations and functionality to make it work. They recommended Honeywell’s CK71 ultra-rugged mobile computers to allow maximum material handler productivity, smoother workflow and greater order accuracy.

Results

\$300K in annual savings. This was achieved by automating manual processes, enabling greater inventory visibility and by instituting quality inspections on the picking line.



About BARCOM

BARCOM, Inc. specializes in warehouse, distribution and manufacturing automation solutions. **From the job site to the factory floor, we follow a solutions approach** by understanding your operating challenges and offering technology and infrastructure recommendations that improve the flow of business — from supply chain operations to customer delivery.



Are you looking for an
**inventory management and
shop floor operations solution for
your business?**

Contact **BARCOM** for more information or to schedule a no-obligation warehouse walk-through and turn your challenge areas into operational efficiencies!