



Using Mobile Apps to Streamline Business Processes at Graybar

Session ID # 83752

About the Speakers

Speaker Name

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- Director Business
Technology-Supply Chain

Speaker Name

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- Director Business
Technology-Sales and
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Key Outcomes/Objectives

1. Demonstrate Digital Initiatives at Graybar
2. Solves/Improves Longstanding Daily Business Processes

Agenda

- Graybar Facts
- Counter Sales Order App
- Warehouse Cycle Count App
- Sales Order Credit Approval App
- Questions

Company Profile for Graybar

- Fortune 500 Company Established 1869, Employee Owned in 1929
- Leading North America Distributor of Electrical and Telecommunications Equipment



Company Profile for Graybar

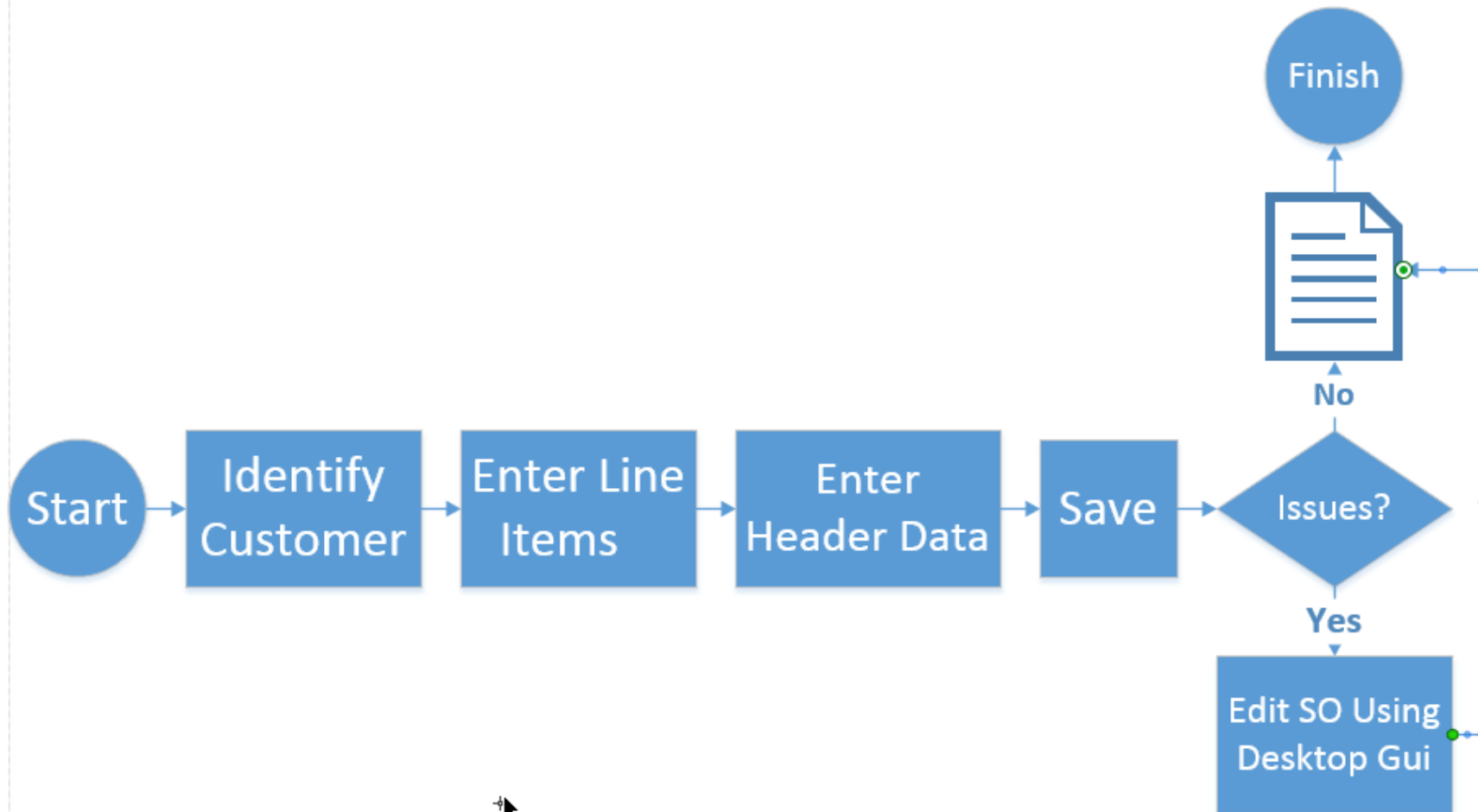
- \$7.2 Billion Sales (2018)
- \$700 Million Inventory
- Over 8,500 Employees
- 225 Counter Locations
- 900,000 SKUL's stocked

Liquid UI Counter App

- **Goals**

- Reduce transaction time at Graybar sales counters
- Allows for a more modern sales approach (from traditional sales counter to interaction/sales on the sales floor)

Counter App Process Flow



Customer Lookup

3 options:

Customer Name (no wildcards needed)

Sold-to Party

Ship-to Party

The screenshot shows a mobile application interface for 'LIQUID Create Count...'. The top status bar displays the time as 12:28 PM and battery level at 93%. The app header includes a menu icon, the 'LIQUID' logo, and the text 'Create Count...'. Below the header is a 'Dashboard' button and a green 'ENTER' button. The main content area is titled 'Customer Information' and contains a form with the following fields:

Cust. Name	EGAN
Sold-To	
Ship-to Party	

A red box highlights the 'H' icon next to the 'Sold-To' field, with a red arrow pointing to it.


Customer Lookup

Retrieve and display ship-to address and payment terms

Dashboard ENTER

Customer Information


Cust. Name

Sold-To 

EGAN COMPANY

Ship-To

EGAN COMPANY
SHOP BROOKLYN PARK
7625 BOONE AVENUE N
BROOKLYN PARK, MN. 55428-1011
Payment Terms: **Z800**




Sales Order Information


Sales Office Minneapolis

Sales Grp. Electrical

RDD

Plant



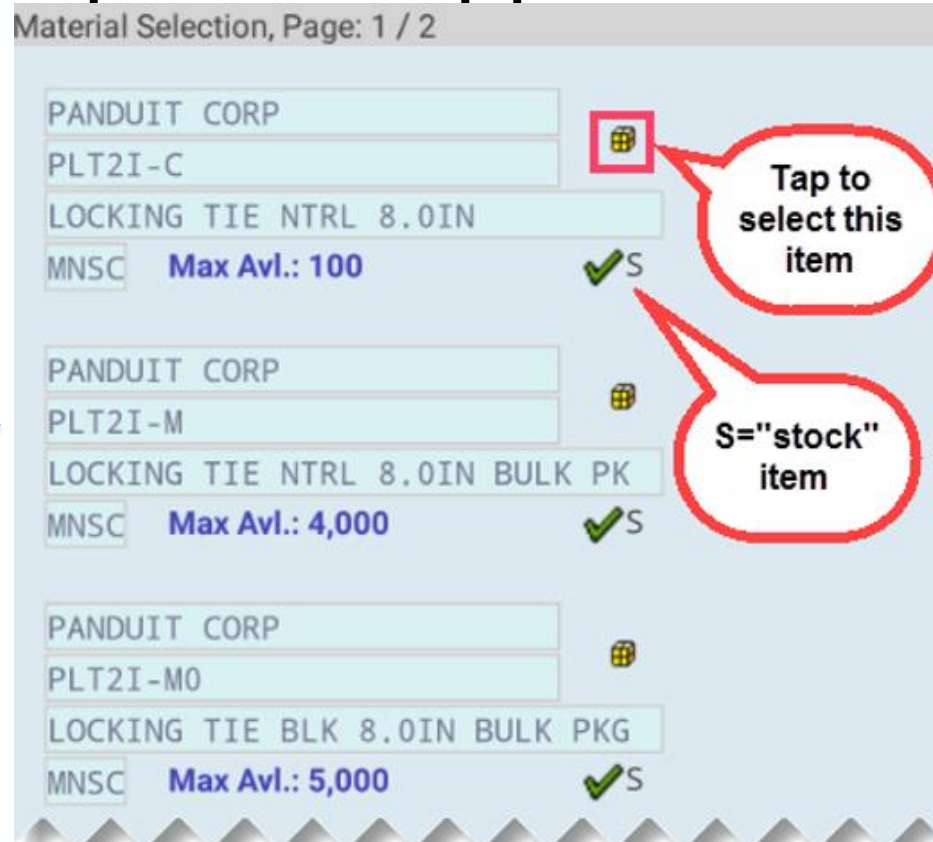
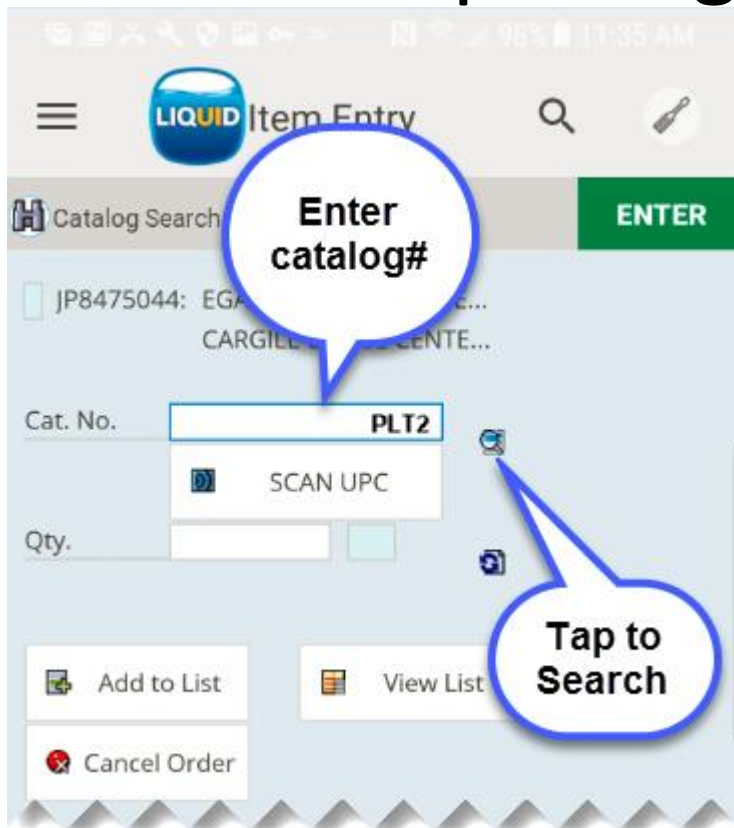
 Enter Items

Clear screen

Tap here to start entering line items

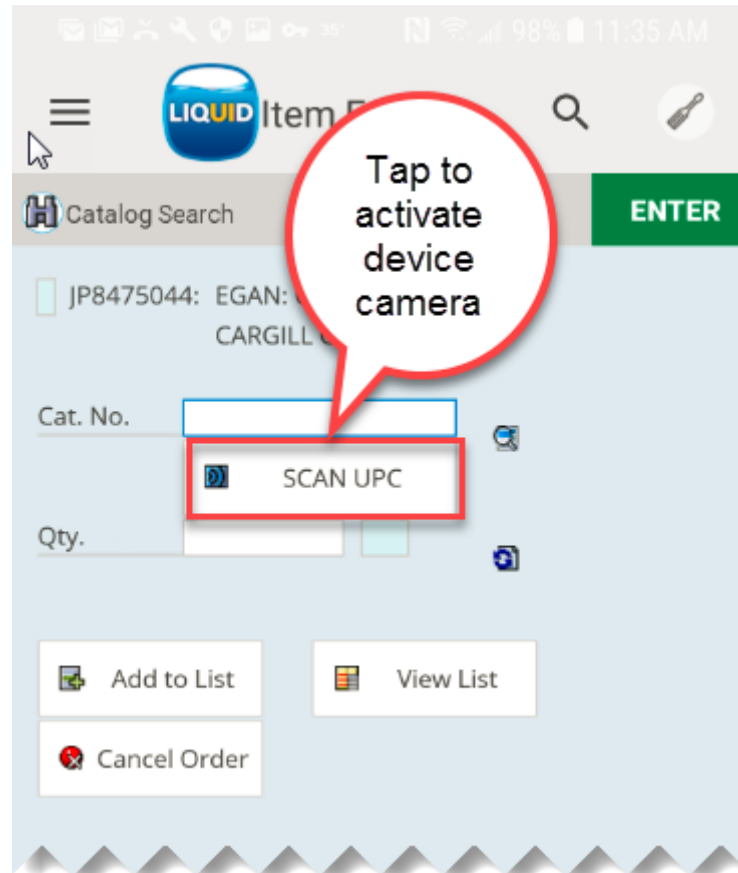
Line Item Entry

- **Several options for entering line items:**
 - Lookup using full or partial supplier catalog#:



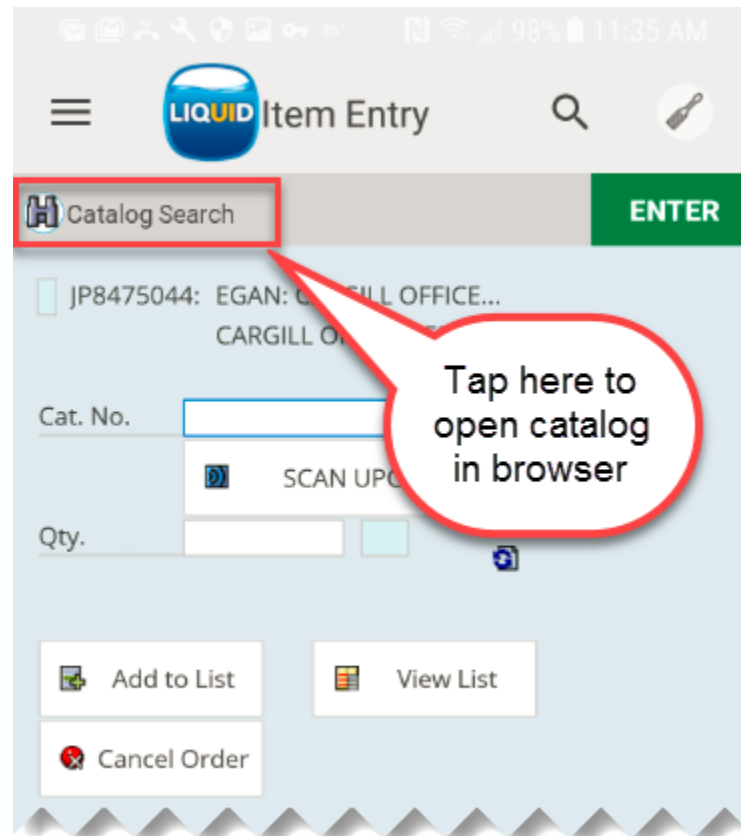
Line Item Entry

- Scan a barcode



Line Item Entry

- Catalog search



Header Data & Order Confirmation

LIQUID Order Header

Back ENTER

JP8475044: EGAN: CARGILL OFFICE...
CARGILL OFFICE CENTE...

PO # 8675309

Rel #

Div. Block. - Mobile Counter Order

Placed by Ivana Pikkup

Telephone 763-544-4131

Cancel Order Save



LIQUID Order Created

Dashboard ENTER

JP8475044: EGAN: CARGILL OFFICE...
CARGILL OFFICE CENTE...

✓ Sales order 361240943 has been saved.

i No delivery created.

Deliv# will display or msg if blocked

SO#

New Order

Counter App

- Demo

Cycle Count App

- Goals
 - To expedite the cycle count process
 - Prior to the app, counts were hand written on the form and had to be summed up manually and entered into SAP

Cycle Count App

[\(link\)](#)

CYCLE COUNT SHEET

109122663

Phys. Inv. Doc. : 109122663
Plant : MIMN MINNEAPOLIS, MN Stor loc : 1000
Created by : SCHWAKA
Planned count date : 03/27/2019

Item : 001
GB Item Nbr : 22082441 Counted qty 75 Unit: EA
Supp / Catalog Nbr : GRE DTAP1/4-20 UPC Code: 78331017616
Description : DRILL/TAP1/4-20
Bin locators : A01A1 D14T3

45 30

Item : 002
GB Item Nbr : 22128365 Counted qty 300 Unit: EA
Supp / Catalog Nbr : ARL DBVR1C UPC Code: 1899714313
Description : VERT. CLEAR CVR LP INBOX-FLAT RETRO
Bin locators : A24A1 B05F4 D14T3

100 100 100

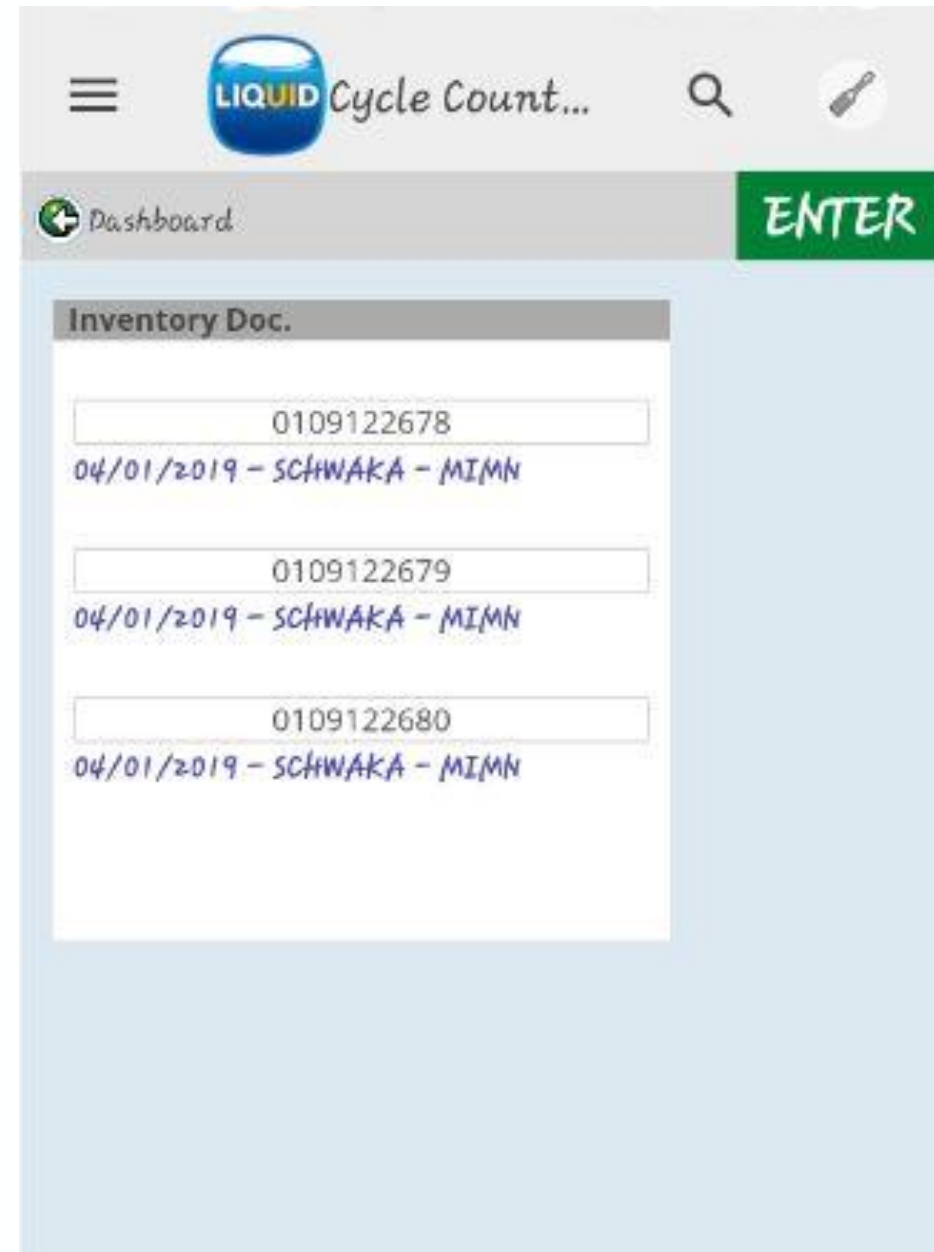
Item : 003
GB Item Nbr : 25951218 Counted qty 300 Unit: EA
Supp / Catalog Nbr : KLE VDV110-295 UPC Code: 9264469098
Description : COMBO COAX + TWPR RADIAL STRIPPER
Bin locators : A01E1 B04D3 D14T3

150 75 75

Cycle Count App

Dashboard presents
all open Cycle
Counts for the users
Location

Select document by
clicking on the
document number



Cycle Count App

The App allows the document to be sorted by Bin Locator with multiple items per bin displayed

The screenshot displays the LIQUID Invent... Cycle Count App interface. At the top, there is a navigation bar with a menu icon, the app logo, a search icon, a paperclip icon, and a key icon. Below the navigation bar, there are buttons for 'Summary', 'Cancel', and a large green 'ENTER' button. The main display area shows navigation controls (back, forward, and double arrows) and status information: 'LOC.: 5/13' and 'BIN LOCTR: A29C1'. Below this, a table lists items per bin:

Mat. No.	Batch	Qty.	UnE
22017101			EA
AT1607-BU			
22017169			EA
AT66-09			
22080853			EA
AT65-15			

Cycle Count App



Icon indicates all bins were not counted for the material

Clicking on the material will display the Bin Locators w/ counts for the material

LIQUID Inv. Crn... [Search] [Paperclip] [Pencil]

Back Save Cancel ENTER

	Mat. No.	Batch	Qty.	UnE
1	22082441		216	EA
⚠️ DTAP1/4-20				
2	22128365		197	EA
DBVR1C				
3	25951218		154	EA
VDV110-295				
4	22017101		102	EA
AT1607-BU				
5	22017169		646	EA
AT66-09				
6	22061475	163702	412	EA
SOOW-10-4-BLK-CUT REEL				
7	22061475	PUR	143	EA
SOOW-10-4-BLK-CUT REEL				
8	22080853		32	EA
AT65-15				
9	22080854		11	EA
AT65-16				

LIQUID Invent... [Search] [Paperclip] [Pencil]

Back Update Cancel ENTER

MATERIAL: 22082441
DTAP1/4-20

Bin	Batch	Qty.	UnE
D14T3		65	EA
A01A1			EA
B09E4		151	EA

Cycle Count App

Saving the counts inputs the info into Tcode ZMI04 where we have added functionality which automatically posts differences and creates recounts



Cycle Count App

- DEMO

Lessons Learned

- Connectivity
- Time Outs (no work in progress)
- Intuitive User Experience

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Presentation Materials

Access the slides from 2019 ASUG Annual Conference here:

<http://info.asug.com/2019-ac-slides>

Q&A

For questions after this session, contact us at Bob.Neuner@Graybar.com or Bryant.Summers@Graybar.com.

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