Using Mobile Apps to Streamline Business Processes at Graybar
Session ID # 83752

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About the Speakers

Speaker Name

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- Director Business Technology-Supply Chain

Speaker Name

- Bryant Summers

- Director Business Technology-Sales and Marketing

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Key Outcomes/Objectives

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

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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**
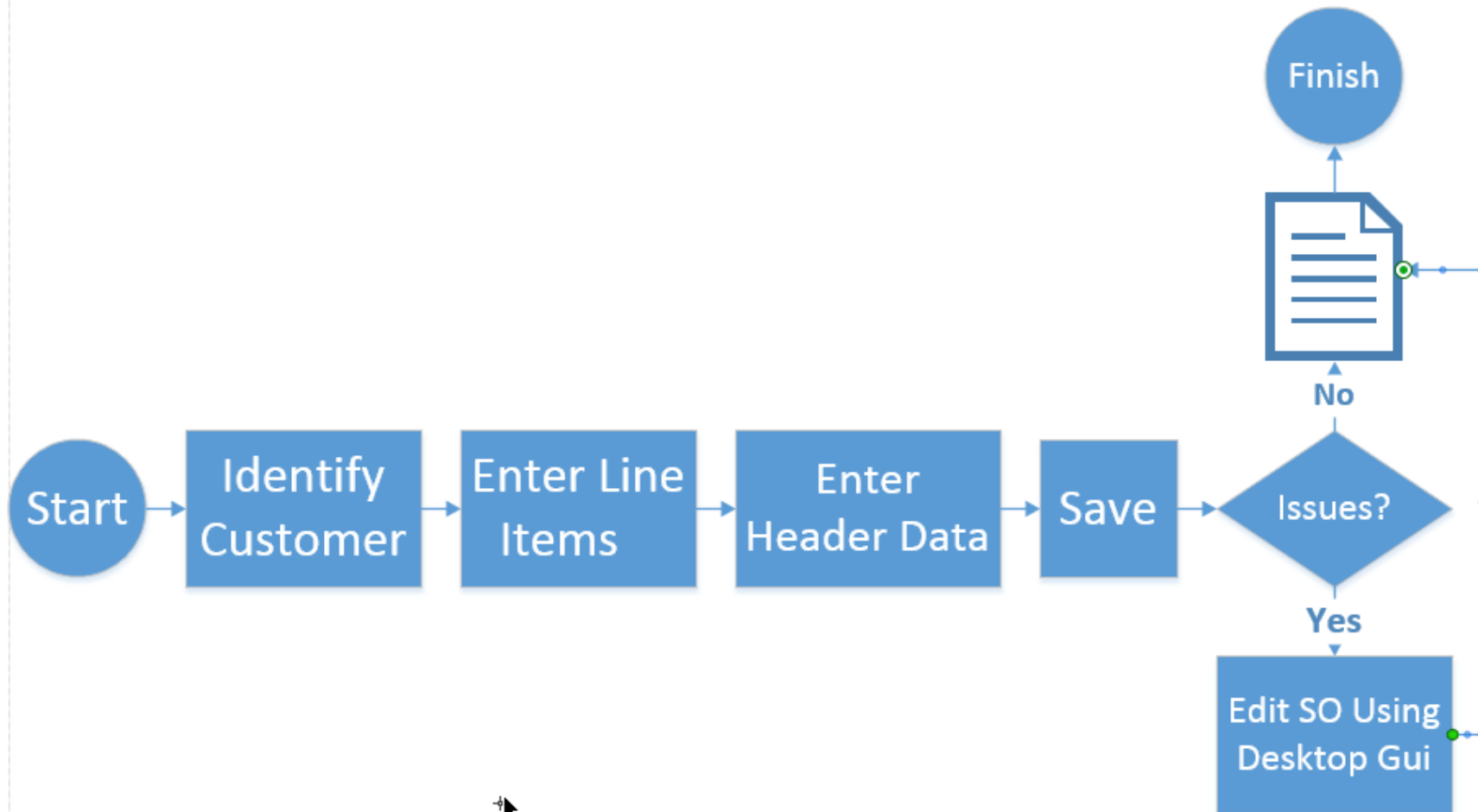

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Company Profile for Graybar

- $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

Customer Lookup

Retrieve and display ship-to address and payment terms

Line Item Entry

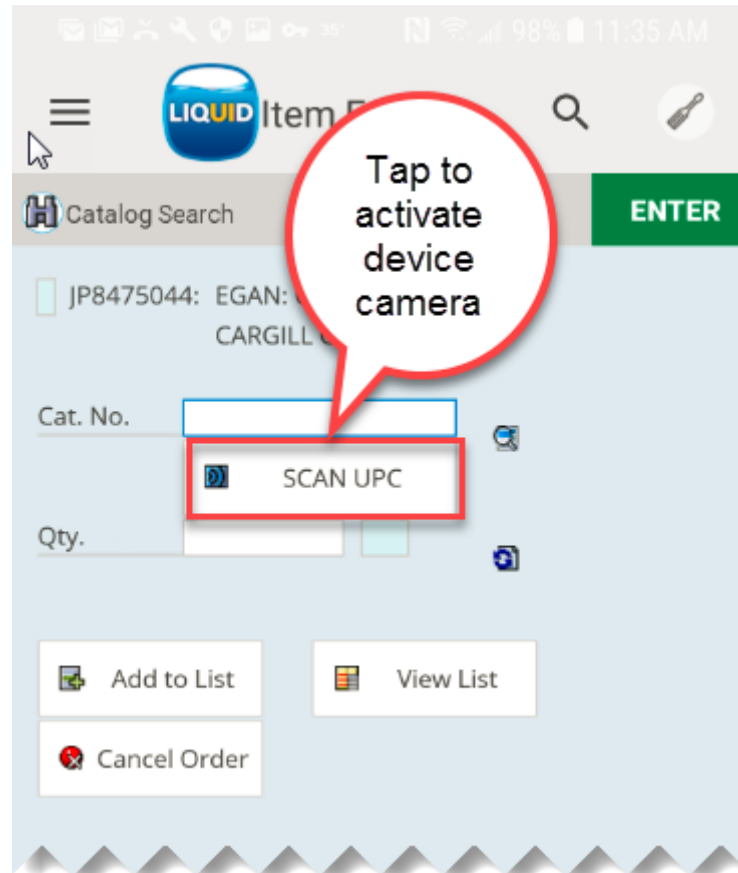- **Several options for entering line items:**
  - Lookup using full or partial supplier catalog#:
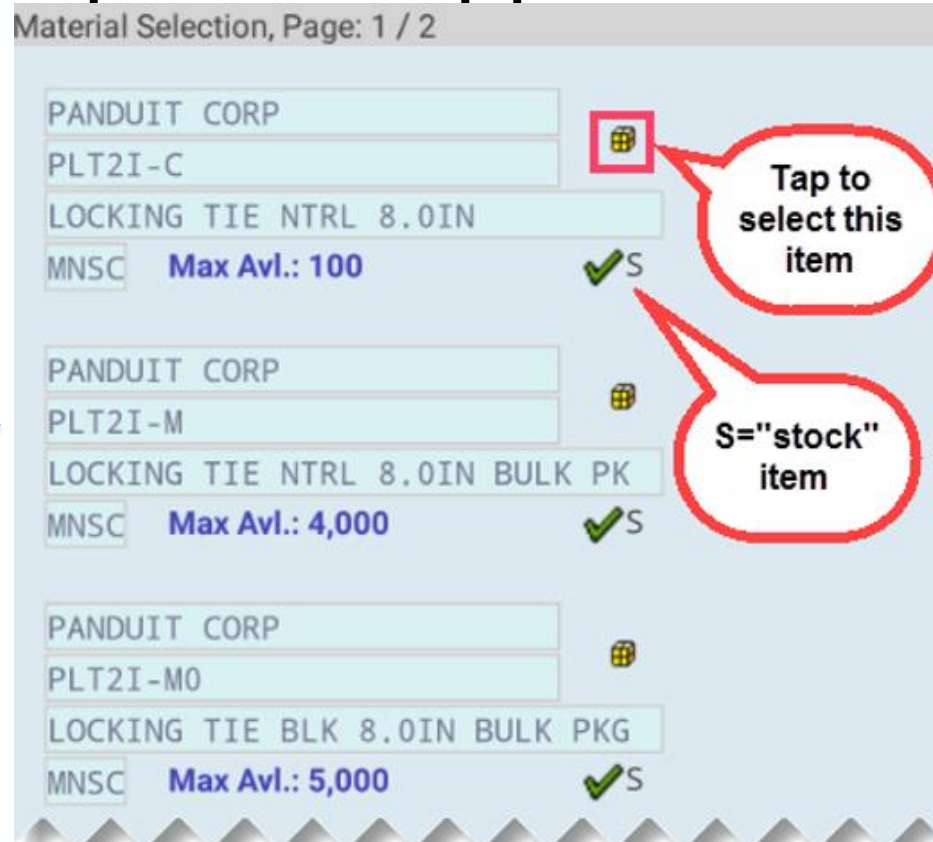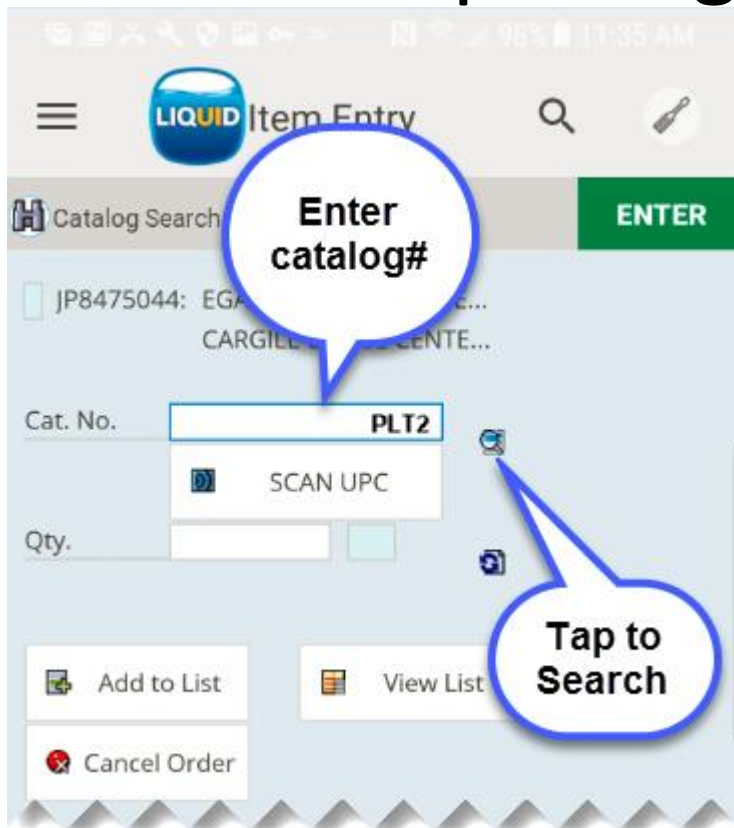
Line Item Entry

- Scan a barcode

Line Item Entry

- Catalog search
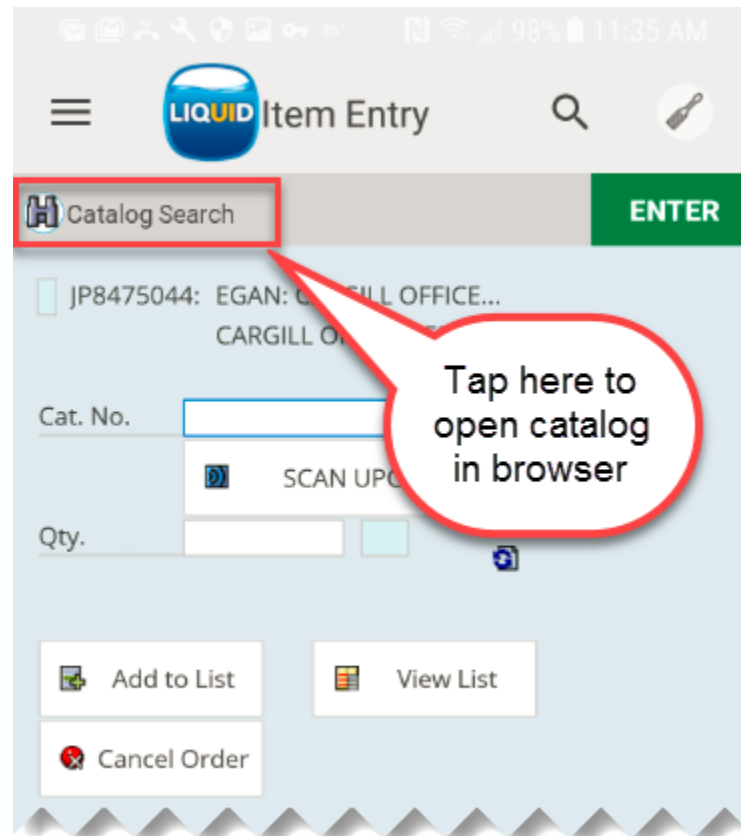
Header Data & Order Confirmation

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

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	

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Cycle Count App

Dashboard presents all open Cycle Counts for the users Location

 Select document by clicking on the document number
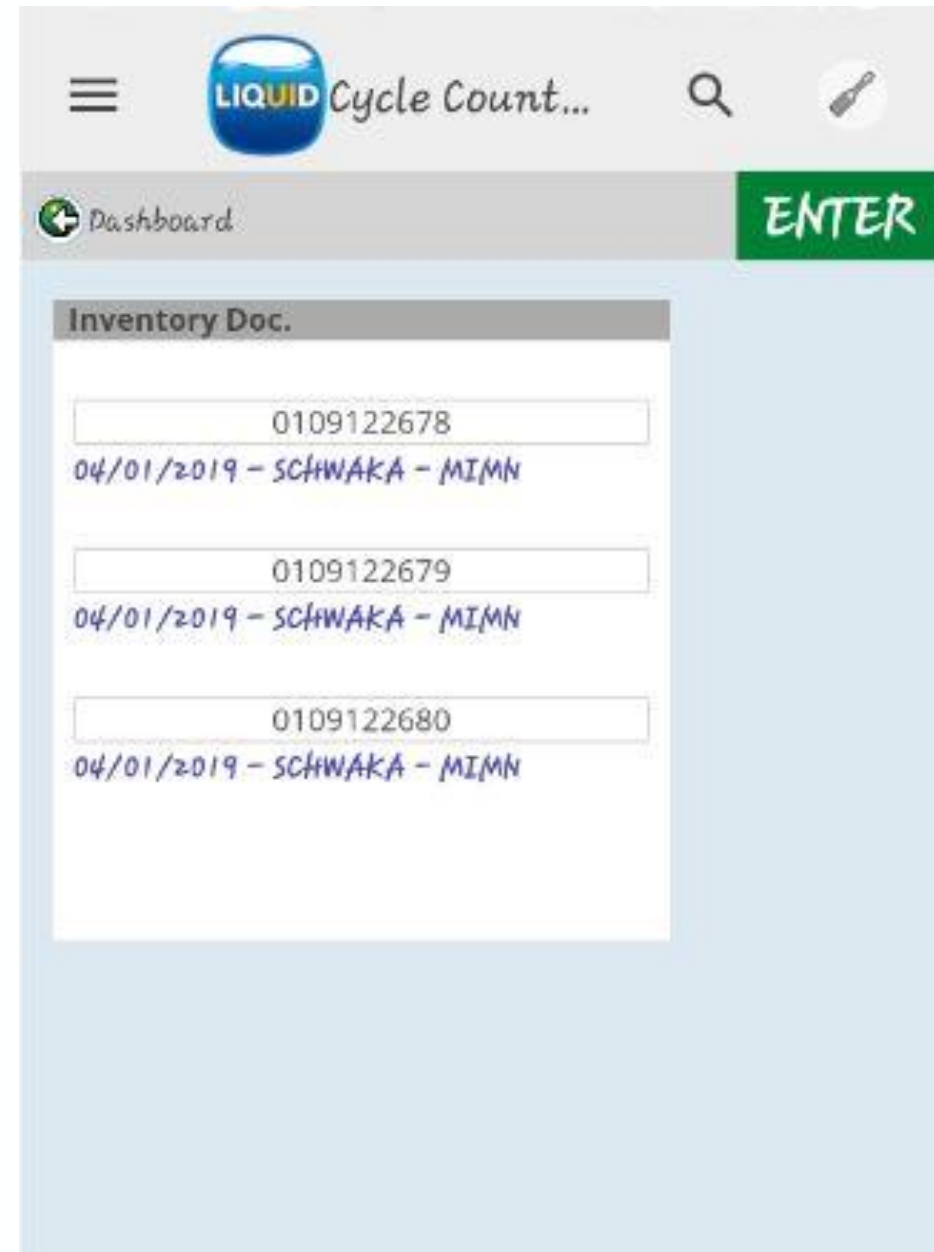
Cycle Count App

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

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

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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