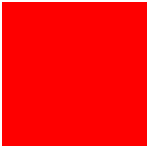




ORACLE®

Warehouse Management Industry and Market Directions

Mark Lewis
Director, Logistics Solutions



Conclusions

Points to consider...

1. If you are considering WMS, or mobile apps:

- *“If you are sitting still, you’re backing up...”*
16% revenue (and likely 25% of companies) will add WMS this year and improve operations.
- *“WMS products today are a lot different than they used to be...”*
Better, easier, and lots of new functionality (RFID, voice picking, etc.)

2. If you have a WMS and are looking at replacing:

- *“The industry has changed in the last few years...”*
ERP vendors are now among the leaders, and overall system performance – not individual functions – is the current wave.
- *“You have to consider vendor viability...”*
A WMS is a multi-year investment. 2/3 (approx) of all vendors have been acquired or no longer exist since the 2004 report came out. Even the big guys (Red Prairie) can get hit.