

Software Advice BuyerView: Warehouse Software Report

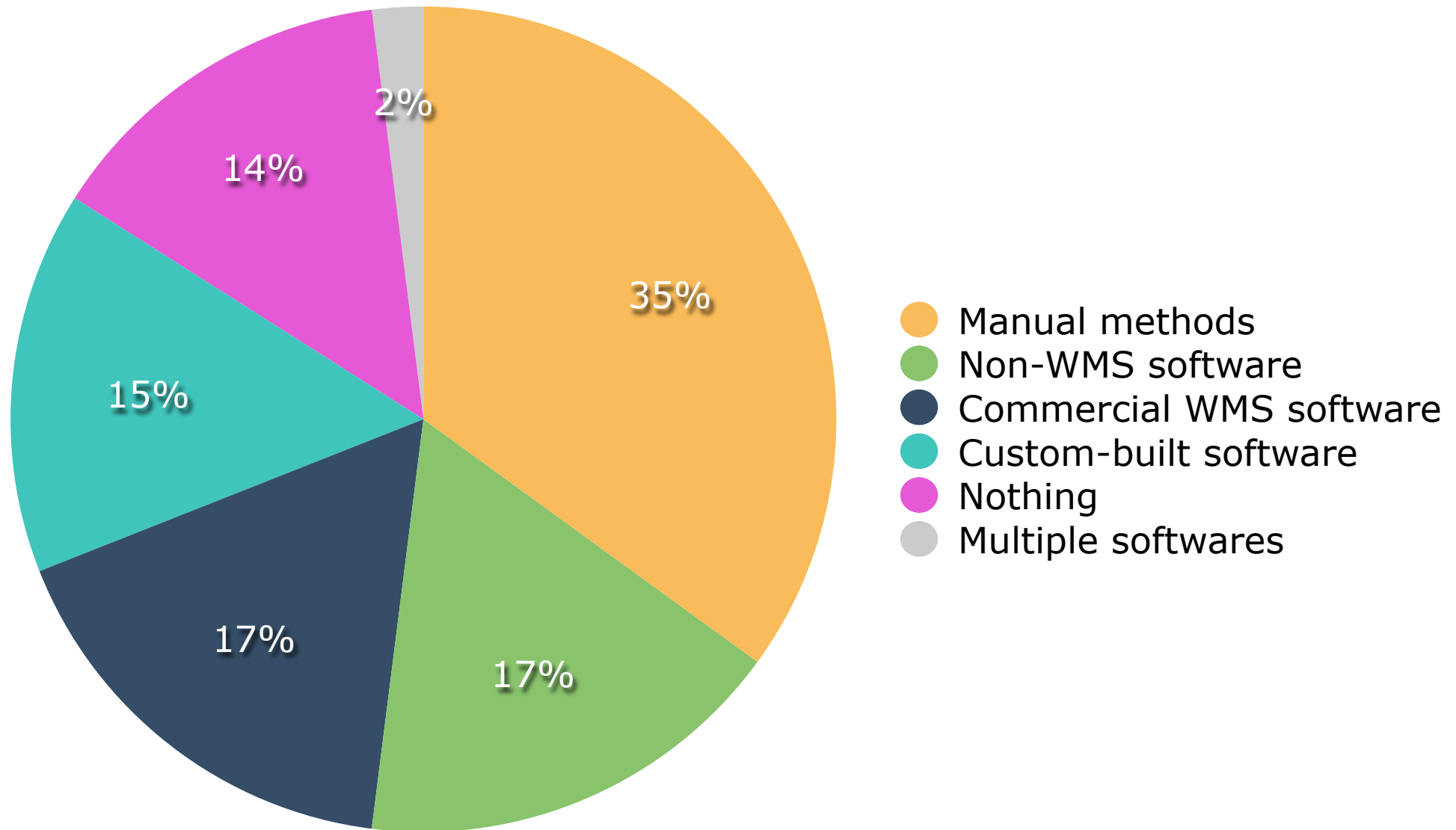
Insight into today's software buyer

Abstract

We analyzed 385 interactions with prospective warehouse management system (WMS) buyers to identify what they want out of a WMS. We found that:

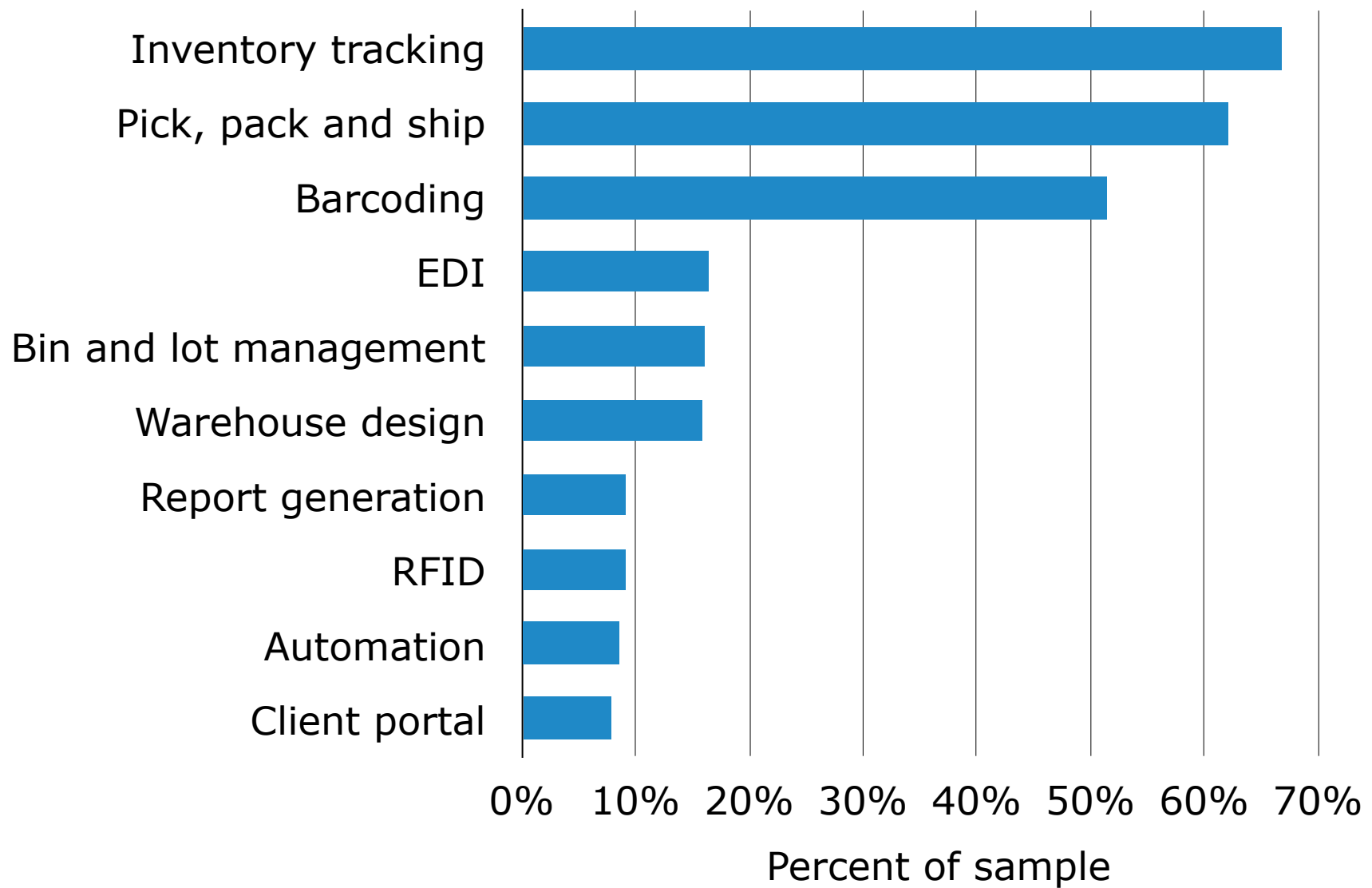
- More than one-third of businesses were using manual methods (e.g., pen and paper, Excel) as their warehouse management solution.
- More than one-quarter of third-party logistics (3PL) firms wanted a WMS that offers electronic data interchange (EDI) capabilities.
- Among big businesses, 72 percent wanted barcoding capabilities, and nearly one-fifth sought radio frequency identification (RFID) tracking capabilities.

Prospective Buyers' Current Methods



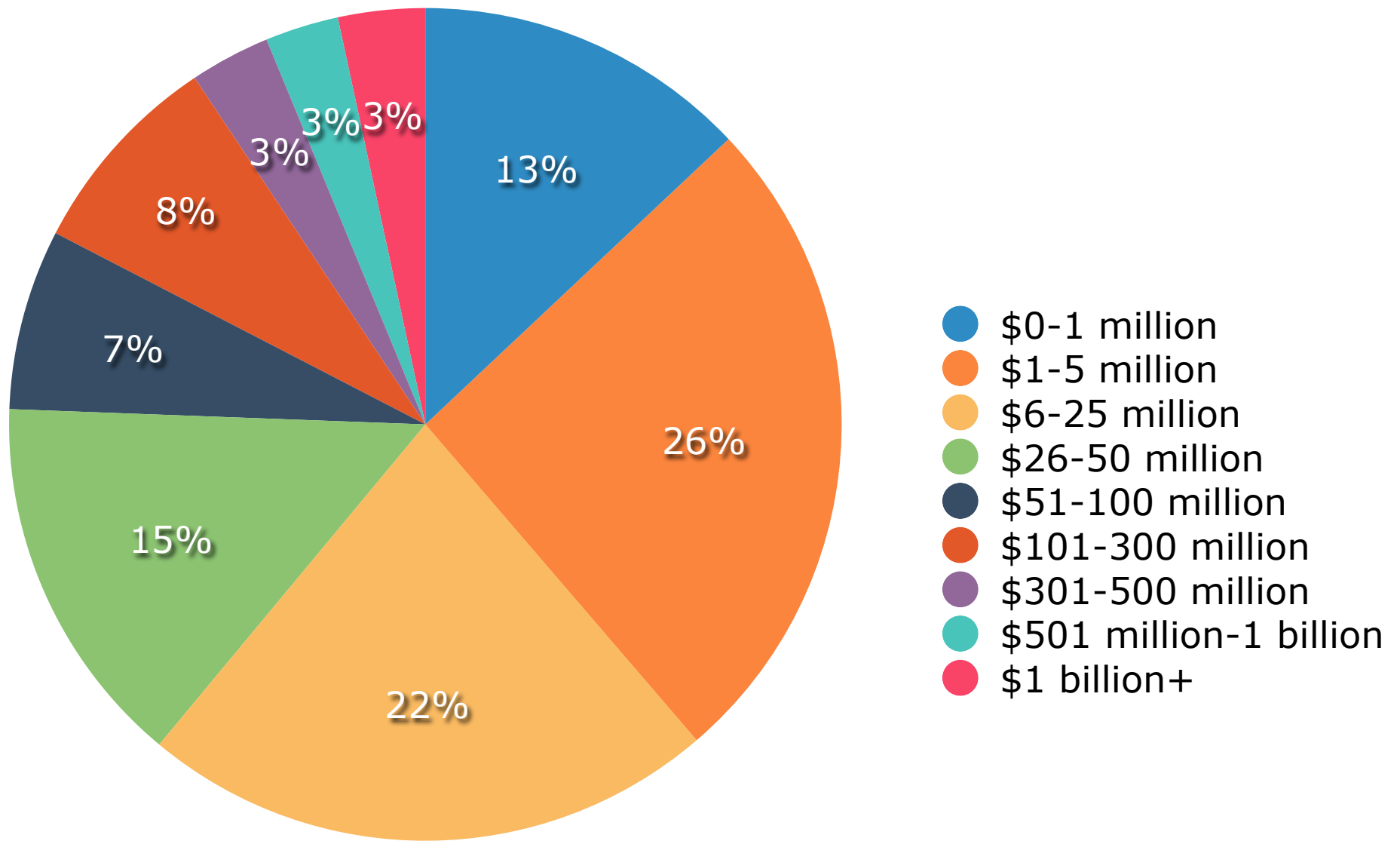
Over one-third of buyers are currently using manual methods to manage their warehouses. Seventeen percent are currently using non-WMS software.

Most Want Inventory Tracking and Pick, Pack and Ship Capabilities



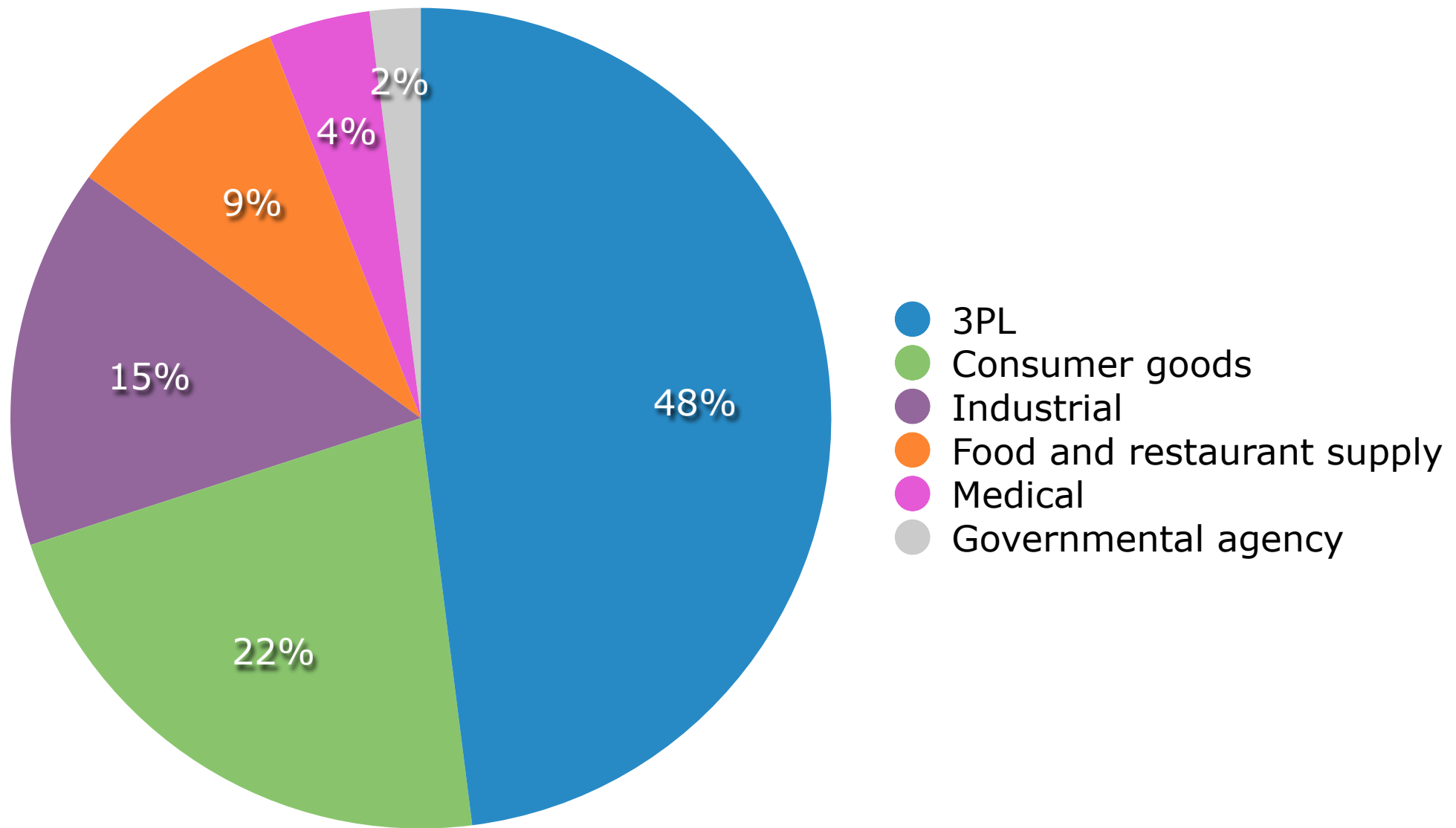
Sixty-seven percent of buyers specified inventory tracking and 62 percent specified pick, pack and ship capabilities.

Majority of Buyers From Small Businesses



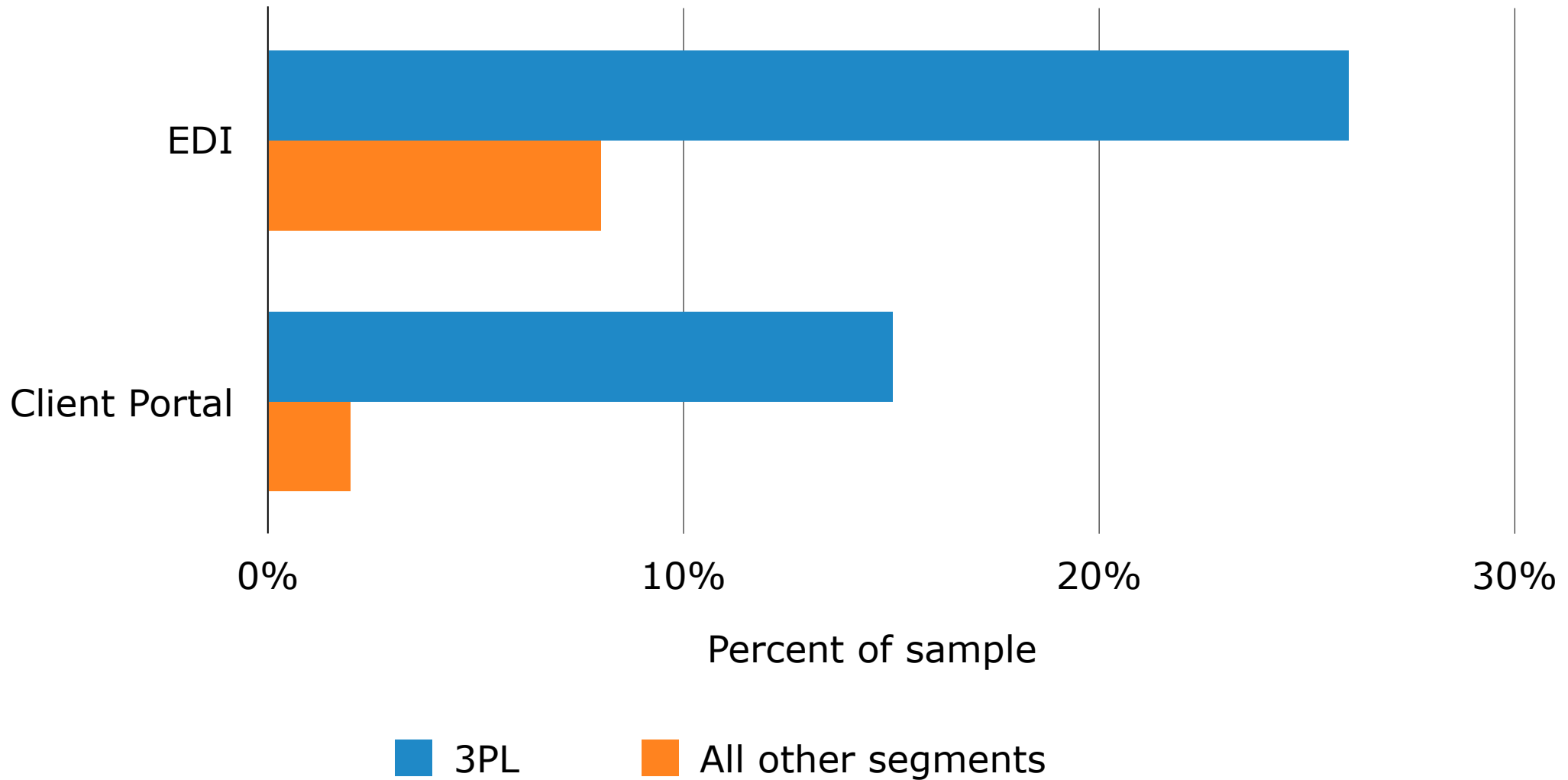
Eighty-three percent of buyers were from small businesses that generate less than \$100 million a year.

Nearly Half of Buyers Are 3PL Firms



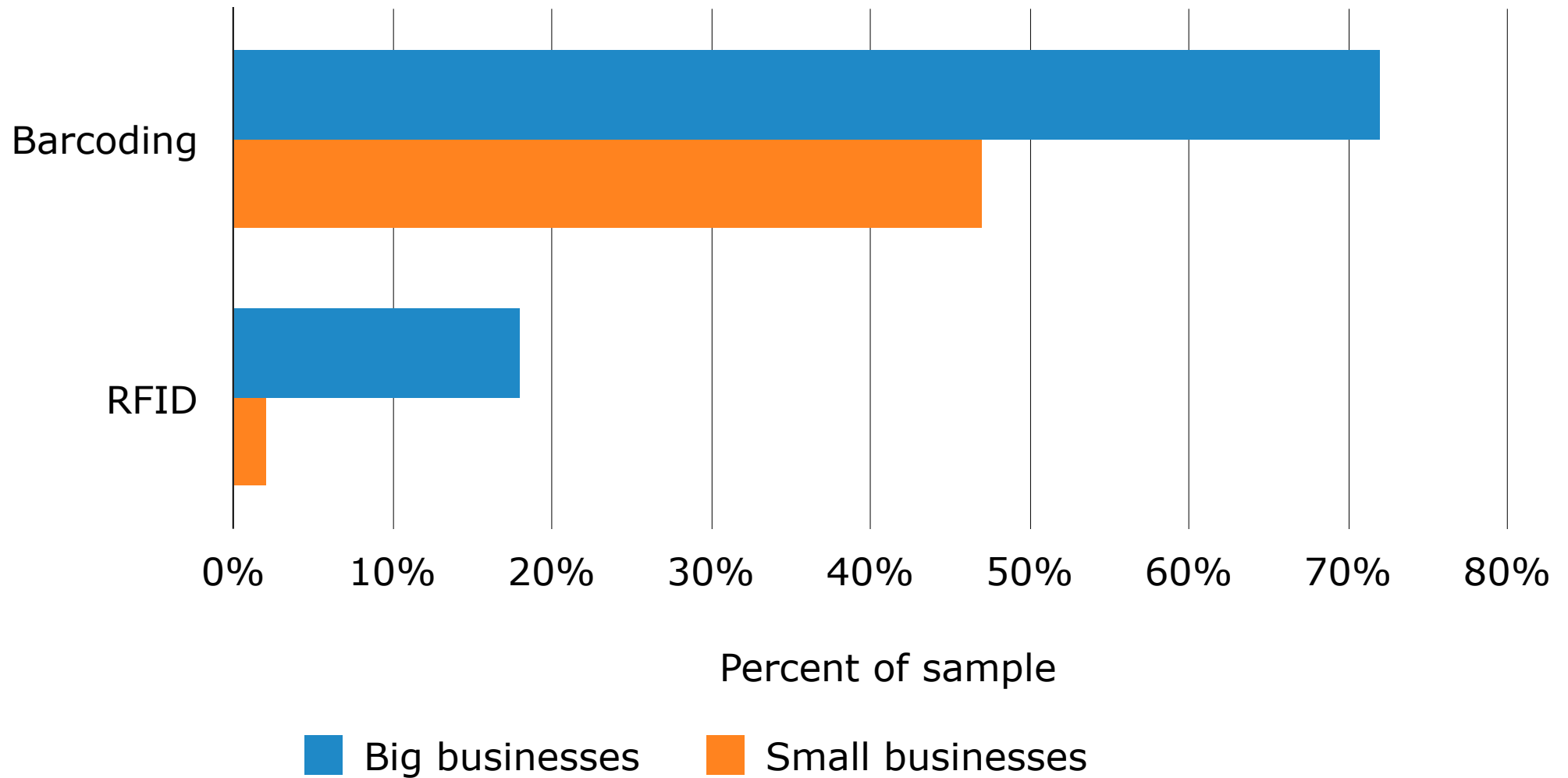
Third-party logistics firms comprised nearly half of buyers.

Over One-Quarter of 3PL Firms Want Electronic Data Interchange



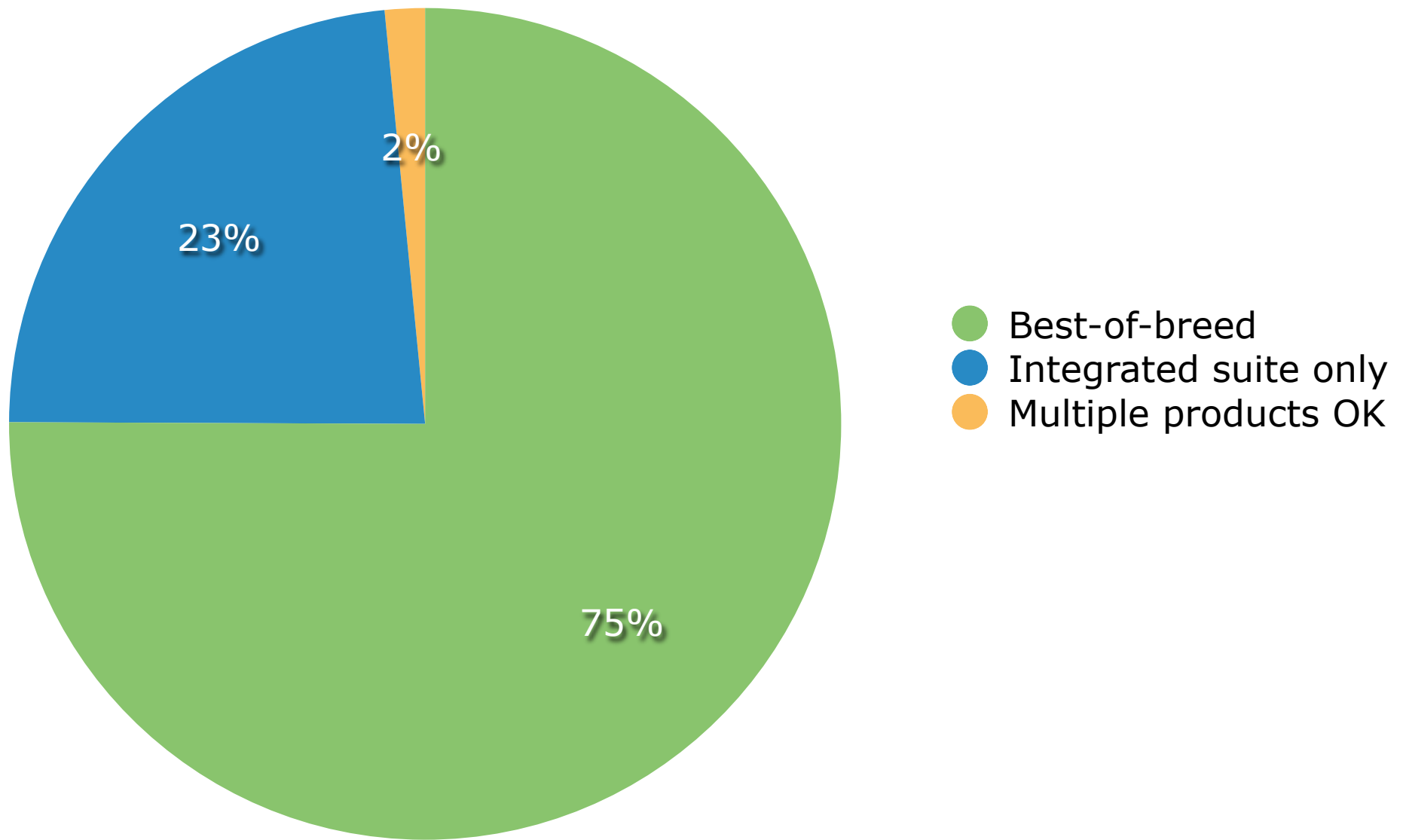
Electronic data interchange and client portal functionality were requested more frequently by 3PL firms.

RFID and Barcoding More Popular Among Big Businesses



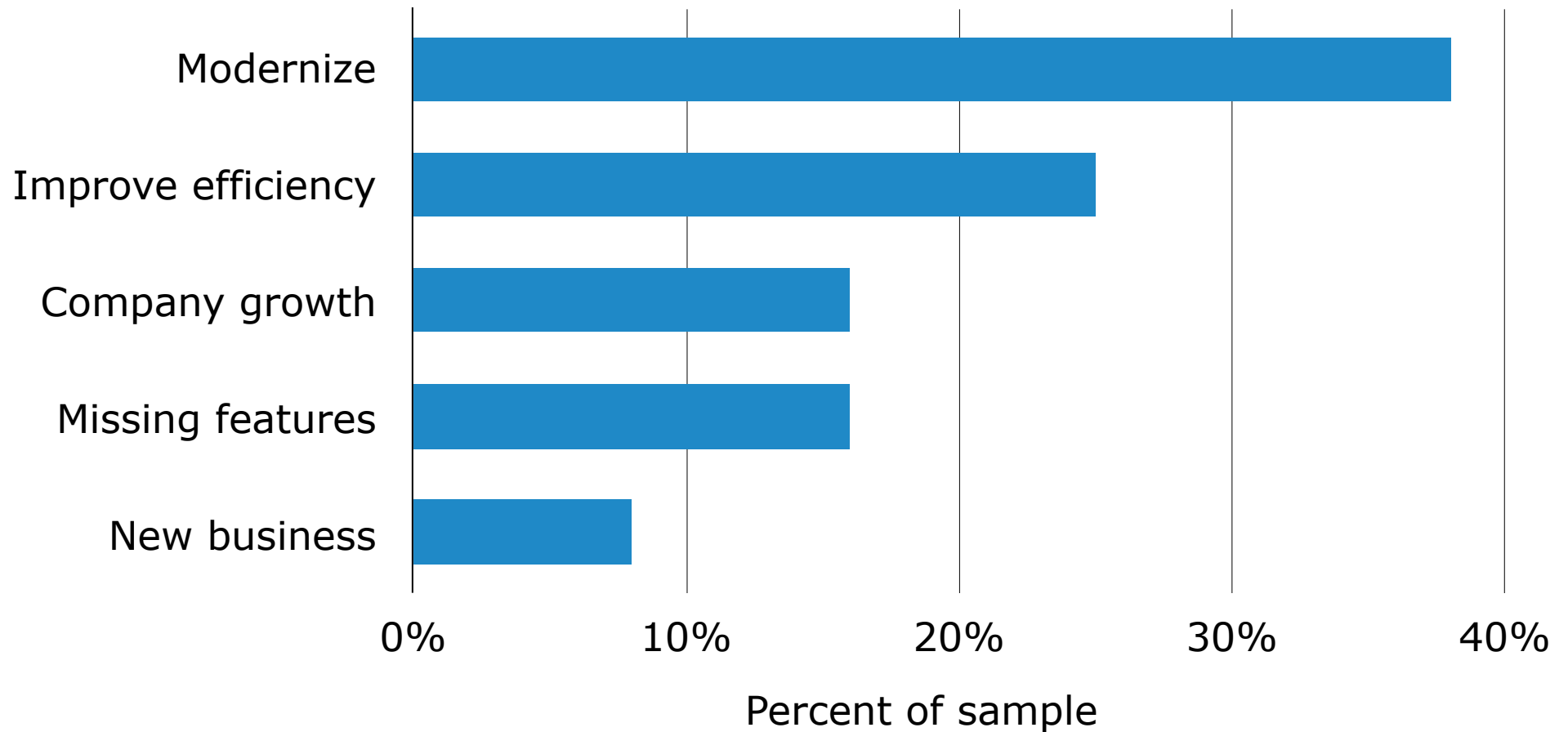
Big businesses more frequently requested barcoding and RFID capabilities than small businesses.

Majority of Buyers Want Best-of-Breed Solution



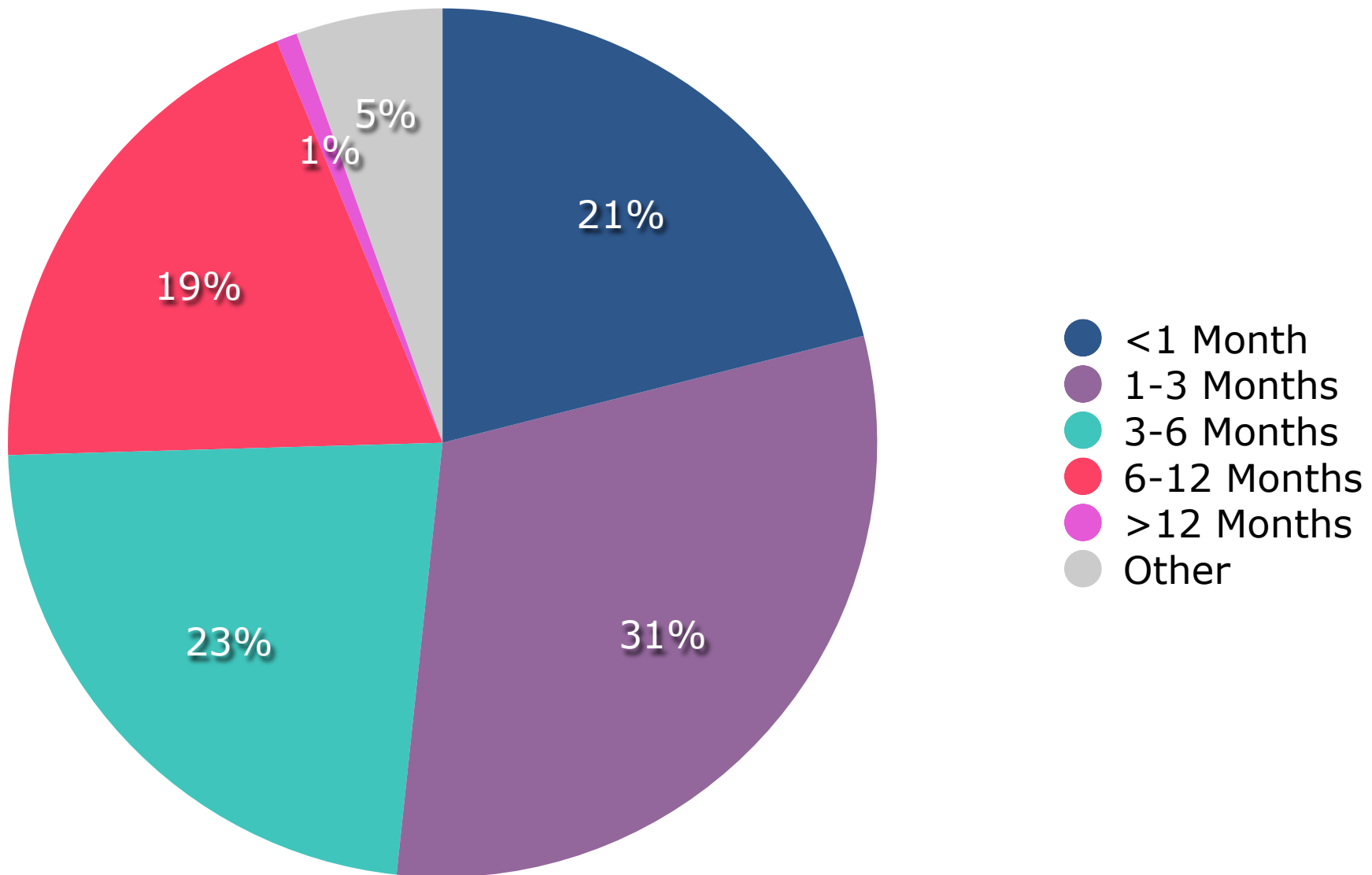
Three-fourths of Prospective buyers indicated that they wanted a best-of-breed warehouse management system.

Need to Modernize, Improve Efficiency Top Pain Points



Thirty-eight percent of the buyers specified that they needed a “more modern system.”

Prospective Buyers' Time Frames for Implementation



Seventy-five percent of prospective buyers want to implement their new WMS within six months.

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