

HULFT

C A S E S T U D Y

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Stanley Electric Sales of America, Inc.

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Improved reliability and reduced operational risk by shortening transfer processing time to a mere 3 minutes, which previously took up to a maximum of 30 minutes by FTP**



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Stanley Electric contributes to society through products that create "light" and illuminate people's lives and communities. As one of its group companies, Stanley Electric Sales of America Inc. is primarily responsible for the sales of electronic devices mainly in the U.S. region. Finding file transfer platforms – which are indispensable for warehousing and shipping operations – to be an issue, the Company reconfigured its system through HULFT. As a result, the waiting time for file transfer was substantially reduced, achieving timely warehousing and shipping operations. The decrease in mistakes and breakdowns has given rise to expectations of cost benefits due to the reduction in maintenance hours.

Stanley Electric provides its unique merchandises through its pursuit of possibilities in "light", including automotive lighting and electronic equipment products. Stanley Electric Sales of America, Inc., one of the U.S. subsidiaries, is the key sales site for Stanley Electric products. It handles approximately 500 types of products, and its commercial activities cover North and Latin America.

**Delay in warehousing and shipping for lack of warehousing information
Malfunction-related recovery operations are also a big burden**

Striving for efficient business operations, the Company executes just-in-time management. It aims to minimize its inventory and quickly arranges the products to meet customer needs. It can hold its stocked items in the warehouse up to roughly two weeks. It aims to optimize storage and inventory space.

This endeavor is supported by the "Warehouse Management System," which was developed by the system partner Sunrise Logistics Solutions (America), Ltd. (hereinafter, "SLSA"), and the "Operations System" that was built based on Microsoft Dynamics GP. SLSA provides long-term IT support to the Company's business.

The Warehouse Management System

controls the warehousing/shipping and inventory status of the products. On the other hand, Operations System comprehensively controls receiving/shipping as well as shipping orders, associated data processing and accounting work. Mr. Hiroyasu Shioda of Stanley Electric Sales of America, Inc. explains, "For example, if the warehouse is stocked, notification will be sent from the Warehouse Management System to the Operations System. We will consolidate the information, and will issue orders of warehousing or shipment to the storage side depending on the customers' requests."

The following information is exchanged reciprocally: delivery destination/customer name, stock number, warehousing information from supplier, shipment information, warehousing confirmation information, and shipment confirmation information, etc. Ms. Ami Ken says that, "We used FTP for inter-system file transfers. However, when it overlapped with the waiting time of polling, sometimes just one transfer processing took a maximum of 30 minutes."

Warehousing and shipping orders couldn't be placed because even after receiving e-mail or telephone notifications reporting that the warehouse had been stocked, stocking information was not updated to the Operations System. "We were thinking of ways to solve

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User Profile

Stanley Electric

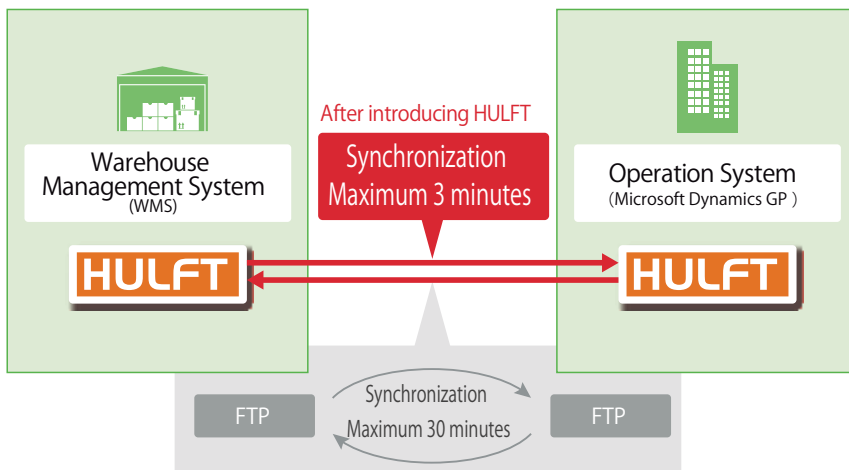
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Outline of business

As one of the U.S. subsidiaries of Stanley Electric, which manufactures and sells automobile equipment products and electronic equipment products, it is responsible for the sales of semiconductors, microminiature electric light bulbs, and electronic equipment products. Its commercial activities cover North and Latin America.



File transfer image between Warehouse Management System and Operation System

A notification of warehousing schedule is sent from the Operation System to the Warehouse Management System. When the warehouse is being stocked, that information is reflected on the Operation System from the Warehouse Management System. Based on the latest database of the Operation System, shipping orders with additional information such as customer information and stock number are issued to the warehouse.

this time lag." (Ms. Ken)

There was concern over problems arising from the discrepancies in information, too. There were cases where data was lost and not properly delivered to recipients even when the transfer process was completed successfully.

The data recovery operations concerning these cases are managed by SLSA. Mr. Keisuke Chinone of SLSA says that, "We executed resending process by finding the fault data from the stock number, but that process was costly in terms of manpower and time."

Praising its user-friendliness and stability Expectations for the workload reduction of operational management

On a busy day, the Company processes more than 100 cases of warehousing and shipping. Therefore, the elimination of the waiting time for file transfer and the discrepancies in information is an important operational issue. The Company has planned the renewal of file transfer platforms by taking the opportunity of warehouse relocation. SLSA has proposed "HULFT," the data integration middleware of SAISON INFORMATION SYSTEMS as the solution.

HULFT automates file transfers and achieves seamless data integration with various operational applications. Because of

its quick syncing feature, it is not necessary to transfer files in a batch. Since it enables small file transfer volumes per cycle, processing results are easy to confirm.

Considering it supports various platforms, being able to easily install HULFT by leveraging existing assets is also a huge advantage. The man-hour needed for system development can be minimized, and costs can be optimized as well. Mr. Chinone talks about the reason for the selection in this way, "Praising highly the user-friendliness as a file transfer tool."

HULFT is also effective in minimizing the impact range of any problems. If there are any breakdowns during sending and receiving files, HULFT automatically suspends any processing that comes afterwards. Once the problem is fixed and the file is resent, the following process will automatically resume. "Previously, it was necessary to check the data before and after the breakdown. Now the error log is easy to understand which allows us to easily grasp the reason for the breakdown, ultimately leading to a reduction in the workload of operational management." (Mr. Chinone)

Its stability is highly praised, too. Before the full-fledged implementation, HULFT was continuously operated for about one month. An attempt was made to ascertain any issues

during that time, but there were none, thus leading to stable operation. Mr. Chinone says that, "HULFT is a tool with a track record of being the de facto standard for file transfer. The risk is lower than building your own file transfer program, and it can safely be operated, which is why we decided to implement it. The stability of HULFT allows us to safely shorten the syncing interval."

Achieving timely warehousing and shipping operations Lowered operational risks improve its reliability

In this way, from the middle of October 2014, Stanley Electric Sales of America, Inc. launched the full-fledged operations of HULFT as a new file transfer platform that connects Warehouse Management System and Operations System. Consequently, the Company is feeling the variety of benefits from its implementation.

One is the improvement in operational efficiency. Mr. Ken says that, "Now it only requires about 3 minutes at the most for file transfer. The waiting time has been dramatically reduced." When the warehouse is being stocked, that information is promptly reflected on the Operation System. Based on the latest information, the latest information, a shipping order can instantly

Ms. Ken talks about the newfound benefits in this way, "Since the discrepancies between the actual inventory status and the data reflected on the system has been resolved, there is no wasted waiting time, allowing for a timely execution of operations.

The staff are no longer irritated, and they say that their work has become smoother, demonstrating its popularity."

Even if there is any breakdown during file transfer, the operational impact is minimized since the following transfer process is automatically halted. HULFT not only prevents any warehousing/shipping errors but also

makes it possible to correct data immediately. In particular, it gets very busy at the end of the month due to the closing of accounts. Mr. Shioda expresses his satisfaction in this way, "Previously, the recovery of any breakdown dragged on, and there was a fear that the closing work could not be accomplished. However, that concern has now been eliminated. We have been able to dramatically reduce operational risks."

If there are fewer breakdowns, then the man-hour needed for analysis and recovery work can be diminished. As a result, the system maintenance cost can be cut, leading

to cost reduction. From now on, we will take into consideration any review of other operations needing the sending and receiving of data and explore expanding the applicable range of HULFT.

Due to the utilization of HULFT, Stanley Electric Sales of America, Inc. has achieved large-scale operational efficiency. HULFT, which supports the timely file transfer processing of the Warehouse Management System and the Operation System, plays a key role as one of the Company's operational platforms.

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