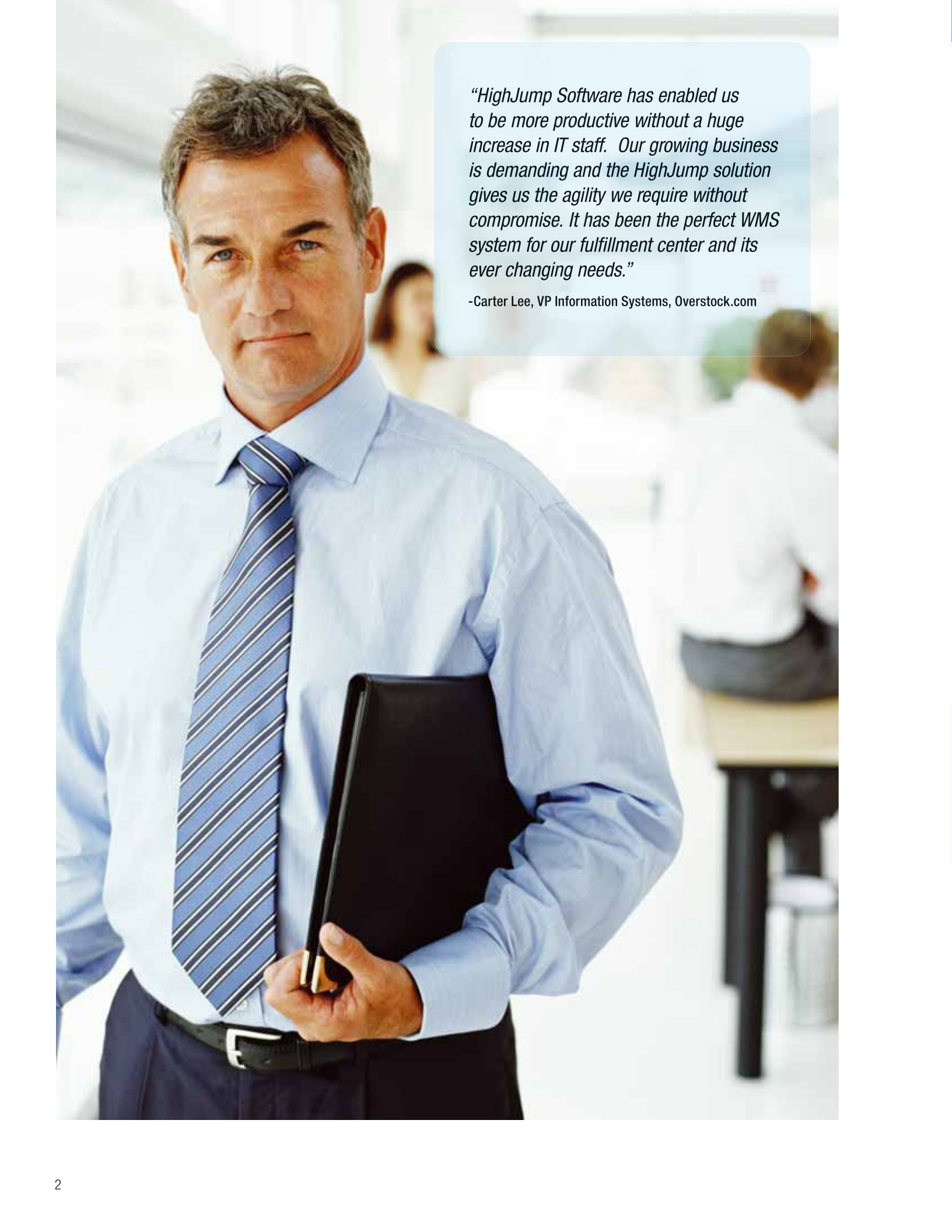




# HighJump<sup>TM</sup> Warehouse Advantage

Effective Warehouse Management  
for the Dynamic Supply Chain

**HighJump**<sup>TM</sup>  
SOFTWARE



*“HighJump Software has enabled us to be more productive without a huge increase in IT staff. Our growing business is demanding and the HighJump solution gives us the agility we require without compromise. It has been the perfect WMS system for our fulfillment center and its ever changing needs.”*

-Carter Lee, VP Information Systems, Overstock.com



## Delivering Value While Controlling Costs

Managing distribution gets more challenging by the day. Today's dynamic business environment requires logistics professionals to implement innovative solutions to effectively manage complex global supply chains while simultaneously reducing operational expenses. To accomplish this, you must arm yourself with an exceptional warehouse management system (WMS) from a reliable, financially secure vendor as the cornerstone of your supply chain execution solution.

What sets HighJump Warehouse Advantage apart from alternative software solutions is a uniquely adaptable architecture that empowers fast, low-cost business process (workflow) configuration for changing business requirements—quickly and without the use of expensive and risky custom code. This is essential to your ability to accommodate changing business and customer demands easily and without jeopardizing your operations or budget. **The result: the lowest total cost of ownership of any solution in the industry.**

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*“HighJump leads in strategy and offers the most flexible architecture. HighJump offers an entirely Web-based, thin-client architecture. Its strengths include a well-architected and configurable workflow engine, a laser-focused product strategy, rapid implementation methodology, excellent versatility, and good support for value-added services.”*

-Patrick Connaughton, Senior Analyst, Forrester Research, The Forrester Wave™: Warehouse Management Systems, Q1 2008, March 2008

# Implement innovative solutions

# The Bottom Line: Operational Excellence

Warehouse Advantage optimizes work direction at an operational level to dramatically increase efficiency and drive down costs—empowering operational excellence, on-time customer orders and, ultimately, customer satisfaction.

## Drive Increased Productivity

HighJump Warehouse Advantage not only maximizes efficiency and worker safety, but its advanced functionality increases inventory turns and provides detailed worker accountability, resulting in heightened productivity. Directed, optimized warehouse activities reduce picking time and product touches by allowing you to seize cross-docking opportunities. HighJump Warehouse Advantage also minimizes travel paths with slotting/re-slotting functionality, optimizes picking execution with user-configured algorithms and intelligently directs put-away to the appropriate bins based on product handling characteristics. Furthermore, HighJump Warehouse Advantage virtually eliminates the need for non value-added activities such as manual work verification and shipment audits.

## Avoid Costly Errors With up to 99+% Accuracy

Through real-time work direction, confirmation and verification, HighJump Warehouse Advantage provides your employees and their managers with immediate feedback on work accuracy. An accurate system ensures workers are not looking for missing inventory or overloading any given location.

*“Each upgrade has been transparent to the end user. HighJump has demonstrated itself again and again to be a proven product with low total-cost-of-ownership. It is definitely one of our most important enabling software decisions.”*

-Ted Jackson, VP of IT and CIO, Sport Chalet, Inc.

## Boost On-Time and Complete Shipments

The accurate order picking functionality of HighJump Warehouse Advantage allows you to deliver complete orders on time. Increased fill rates and decreased cycle times allow you to avoid shipping delays and backorders that jeopardize valuable customer relationships. In addition, overall process efficiency decreases cycle time, resulting in more on-time shipments.

## Optimize Warehouse Space

HighJump Warehouse Advantage provides directed stock rotation, intelligent picking directives, automatic consolidation and cross-docking to maximize the use of valuable warehouse space. The system also directs and optimizes put-away based on accurate, real-time information about the status of bin utilization.

## Reduce Shrinkage and Spoilage

HighJump Warehouse Advantage facilitates real-time monitoring and enforces FIFO rotation to reduce spoilage. In addition, high levels of worker accountability empower you to detect shrinkage problems.

## Increase Revenue Opportunities

The flexible processes of HighJump Warehouse Advantage accommodate personalized, value-added service requirements such as kitting, compliance labeling, returns management, promotional material insert handling and warranty tracking.

## Exceed Customer Expectations

With HighJump Warehouse Advantage, you will be empowered to consistently deliver on customer promises with the ability to reduce cycle times, stock-outs and backorders; improve order accuracy and on-time shipments; and offer unique services.

## Achieve Maximum ROI in Minimum Time

With immediate gains in operational efficiencies, you can achieve fast ROI on your Warehouse Advantage system. In fact, payback is often less than 12 months.



## Comprehensive Warehouse Management Functionality

- **Receiving**
  - > ASN receipt
  - > Vendor receipt
  - > Unknown receipt
  - > Production receipt
- **Returns**
  - > Customer return
  - > Production return
- **Rules-based put-away**
- **Cross-docking**
- **Rules-based directed picking**
  - > FIFO, FEFO, LIFO, LEFO, pick to clean, pick to efficiency
- **Picking**
  - > Batch pick
  - > Wave pick
  - > Zone pick
  - > Bulk pick
  - > Order pick
  - > Progressive pick
- **Packing**
- **Loading**
- **Loading audit**
- **Shipping**
- **Replenishments**
- **Kitting**
  - > Kit component request
  - > Kit picking
  - > Kit completion
  - > Kit teardown
- **Movements**
  - > Directed movement
  - > Move request
- **Warehouse transfers**
  - > Transfer out
  - > Transfer in
- **Quality control**
  - > QC hold and release
  - > Lot control
- **Administration**
  - > Cycle counts
  - > Inventory adjustments
  - > Physical
- **Advanced warehousing features**
  - > Labor management
  - > Appointment scheduling/yard management
  - > Slotting optimization
  - > Wave planning
  - > Load planning
  - > Value-added services
  - > Optimized container packing
  - > Billing management
  - > RFID compliance
  - > Task interleaving
- **Inventory tracking**
  - > Lot control
  - > Dynamic tracking of item attributes (i.e. manufacturer date, owner, style color size, etc.)

Improve  
your  
bottom line

# Features

In addition to the robust functionality contained within HighJump Warehouse Advantage, HighJump offers advanced features to further streamline warehouse operations and reduce costs.

## Container Packing

With HighJump's optimized container packing functionality, you can develop an efficient plan to organize the placement of items into shipping cartons—which saves significant time, packing materials, containers and shipping expenses in the picking and packing of customer orders. This functionality also empowers you to improve efficiency by selecting the number and size of cartons needed to pack orders for shipment based on each item's dimensional cube, orientation restrictions, stacking factors, weight and compatibility with other items.

## Slotting

HighJump's slotting and re-slotting solution optimizes the storage of goods in your warehouse to improve productivity and facility throughput. Slotting capability can provide ROI information on re-slotting of products based on picking velocity and employee costs. This functionality integrates seamlessly with HighJump Warehouse Advantage to create and maintain an efficient warehouse layout and product placement strategy that reduces travel time and streamlines material handling and space efficiency.

## Wave and Load Planning

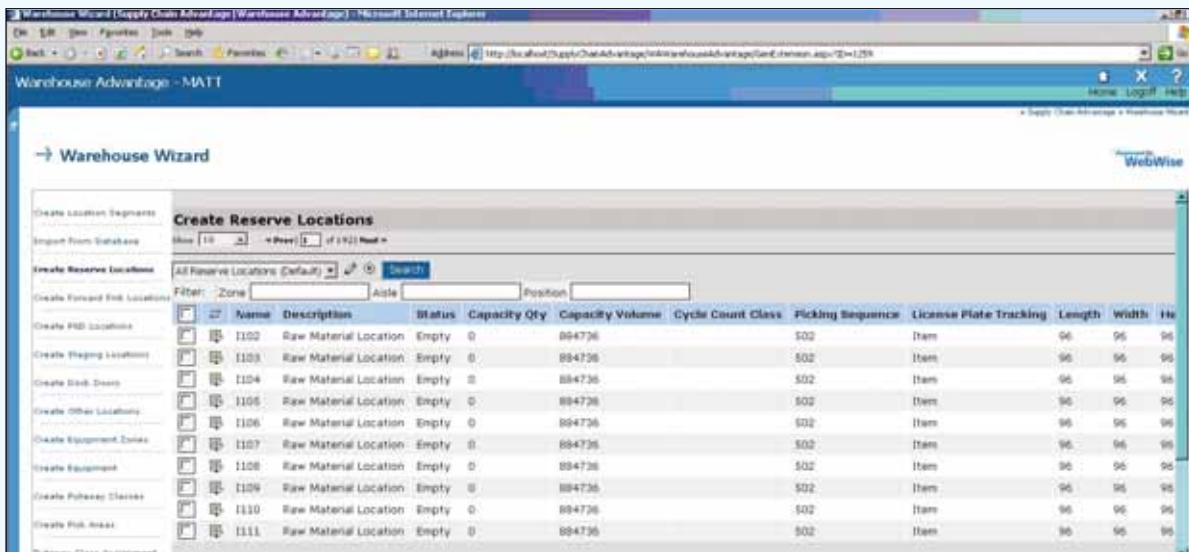
HighJump's wave and load planning capability enables ultimate flexibility in releasing work to the floor. It features user-configured views of available orders for planning truckloads or pick waves, including assignment of warehouse staging locations, dock doors and shipment drop sequences. You can build a wave and then optimize within the wave for optimal load planning, or vice-versa. By optimizing the variables that are most critical to your organization, you are able to substantially decrease cycle times. Once loads or waves are planned, you have complete control over pick release staging and shipping, and can manage last-minute changes with ease.

## Labor Management

The HighJump labor management solution gives you the ability to plan, measure and view labor activities within your organization to increase efficiency. Visibility tools provide real-time data on performance actuals versus standard, KPIs and utilization, which allows you to detect inefficiencies and take corrective action. You'll also be able to reduce unproductive activity and its associated cost by tracking indirect labor.

## 3PL Billing Management

HighJump billing management helps ensure maximum revenue and minimal billing cycle time by enabling activity-based billing of each client according to individual contracts. Appropriate charges are automatically generated for storage of goods and any other services you perform as a logistics services provider.



HighJump Warehouse Advantage Configuration Wizard

# Adaptable Solutions That Differentiate Your Business

While the robust standard functionality of HighJump Warehouse Advantage leverages best practices to meet many of your immediate and comprehensive operational needs, the best solution must also successfully address the unique and ever-changing business and customer requirements that empower you to deliver enhanced value to your customers. Rather than requiring you to change your business to fit the software, HighJump is the only supply chain execution company that has created a core architecture that empowers



you to easily adapt the system to meet your specific needs—without the use of custom code—in a fraction of the time of conventional systems, and at a fraction of the cost. And because all changes are external to the core software, upgrades and support are not compromised. This guarantees low total cost of system ownership.

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*“It used to take 400 hours to change something. Now a complicated configuration might take 40 hours. HighJump’s flexible platform helps us provide stronger service to our customers.”*

-Loren Eggert, Vice President Operations, Fingerhut

## Simplified Rollout for Large and Complex Environments

HighJump Warehouse Advantage has a proven track record of success in high-volume, complex logistics environments across many industries. This success is made possible by the exceptional scalability and adaptability of the HighJump solution architecture.

- HighJump Warehouse Advantage utilizes features such as multi threading, multiprocessing and in-memory applications, empowering the system to run at optimal speed. Vertical and horizontal scalability are also possible through additional CPUs and features like network load balancing (NLB).
- HighJump fully supports centralized IT deployments which allows for easy central reporting of activity across all sites.
- HighJump adaptability tools allow you to exert complete control over your system—and your budgets—by easily making changes to your system.
- HighJump Warehouse Advantage features an easy-to-use and consistent Web-based user interface, which means fewer training hours for your staff.
- All changes to HighJump solutions are made without altering the source code. The result: simplified upgrades and none of the costs and application support burdens that typically accompany source code customization.
- HighJump offers full support for multinational facilities and supply chain processes. HighJump Warehouse Advantage is fully Unicode-enabled and ships with nine languages.

## Web Enablement

HighJump's entire user interface features an easy-to-use and consistent Web approach that makes training simple. This Web interface can be easily configured by the end-user to make the content more relevant to your company's specific needs. The system can also be deployed over the Web to eliminate the administration and overhead required to deploy a traditional 'fat client' interface and significantly reduce telecommunications costs. Through a combination of SOA and Web-based reporting, HighJump applications are able to communicate seamlessly with your order management, planning, voice, transportation and external supply chain systems, as well as support partner, supplier, vendor and customer networks.

## Support for International Operations

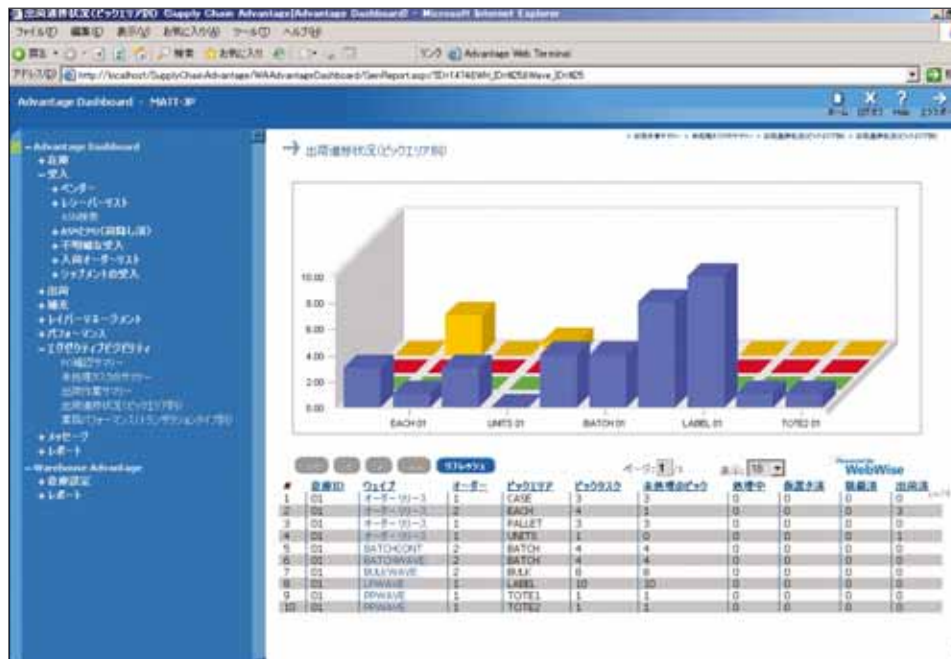
HighJump offers full support for your multinational facilities and supply chain processes. HighJump operates in more than 65 countries and serves clients in more than 200, which gives you the assurance that both your domestic and international operations can be effectively supported. Warehouse Advantage has been fully Unicode-enabled and ships with nine languages, including English, Japanese, simplified Chinese, Spanish, French, Italian, German, Dutch and Portuguese.

## System Integration

Advantage Link is HighJump's leading-edge integration solution that links your HighJump system to your existing business systems to help ensure the fast, accurate exchange of data. Advantage Link provides seamless enterprise application integration (EAI) without the need for custom interfaces and third-party integration tools. This powerful solution features standard, certified interfaces to PeopleSoft®, Microsoft® and SAP®. It also offers a wealth of communication mechanisms, including:

- XML
- PeopleSoft® Application Messaging and Message Agent
- SAP® R/3® IDocs, sRFC and BAPI®
- IBM® AS/400® online
- TCP/IP sockets
- ODBC
- Flat file
- IBM® WebSphere® MQ

For warehousing operations, Advantage Link provides seamless integration between Warehouse Advantage and a variety of material handling equipment, such as AS/RS, carousels and conveyors.



HighJump Warehouse Advantage screen in Japanese

# The HighJump Difference: Delivering the Lowest Total Cost of Ownership in the Industry

HighJump Software provides a comprehensive suite of supply chain execution (SCE) solutions that control and optimize the flow of inventory throughout the extended supply chain from suppliers through consumption. HighJump's solutions combine the functionality and flexibility you require to effectively meet customer expectations, reduce costs and achieve low total cost of ownership.

The HighJump Approach	Our Competitors' Approach
Robust base application encapsulates thousands of best practices gleaned from 700+ successful implementations configured through the selection of switches, parameters and rules	Robust base application encapsulates thousands of best practices configured through the selection of switches, parameters and rules (varies by competitor)
Standard functionality to meet 95% of your business requirements	Standard functionality to meet 95% of your business requirements
All solutions built on powerful adaptability platform	Limited adaptability platform requirements
STANDARD FUNCTIONALITY PROVIDED	STANDARD FUNCTIONALITY PROVIDED
Every business has unique processes, services and distribution models that enable it to maintain and enhance competitive advantage. No vendor can anticipate all of the pre-configured switches, parameters and rules to support them.	No vendor can anticipate all of the pre-configured switches, parameters and rules to support unique processes, services and distribution models.
Anything beyond functionality of switches simply requires using HighJump's adaptability tools to configure business logic instead of modifying source code. The result: lower total cost of ownership, faster implementations and ROI, and less risk	Anything beyond functionality of switches requires custom code modifications, inefficient operational work-arounds, or waiting until a switch appears in later versions of the software. The result: the use of expensive, time-consuming and risky custom code and loss of competitive advantage.
FUTURE SYSTEM MODIFICATIONS WITHOUT CUSTOM CODE	FUTURE SYSTEM MODIFICATIONS WITH CUSTOM CODE
Adaptability tools empower you to respond quickly and inexpensively to ever-changing customer requirements without custom code	New business processes often extend beyond pre-determined switches and require custom code
Lower total cost of ownership	Exceed budgets as all future modifications require expensive custom code; You and your budget are tied to the vendor
Ability to respond faster to customer demands	Inability to quickly respond to customer demands
PLATFORM UPGRADE PROCESS	SIGNIFICANT REAPPLICATION OF CODE REQUIRED DURING UPGRADE PROCESS
Because your business logic is stored separately from the application, it is unaffected by the upgrade process	Requires all previous custom code to be re-applied at your expense – nothing carries forward
Upgrades take hours, not months, significantly reducing costs	Upgrades take months and can cost as much as implementing an entirely new system
Vast majority of HighJump customers upgrade	In many cases, vendor forces complex upgrades as a way of generating additional revenue

STANDARD FUNCTIONALITY + ADDITIONAL IMPLEMENTATION FUNCTIONALITY + ABILITY TO ADAPT TO CHANGE AFTER IMPLEMENTATION + SYSTEM UPGRADES  
= TOTAL COST OF OWNERSHIP

## Clients Across Multiple Verticals

HighJump Software offers vertical-specific functionality and adaptability that enables solutions to fit a variety of customer requirements in industries such as 3PL, and automotive, manufacturing, pharmaceutical, consumer goods, discrete manufacturing, food and beverage, retail and wholesale distribution/industrial production.

HighJump's 1,300+ worldwide clients include Ashley Furniture, Bimbo Bakeries USA, CARQUEST, Circuit City, Commercial Mexicana, Earthbound Farm, Flowers Foods, Fuji Xerox Australia, gm2 Logistics, InBev, Maersk, Overstock.com, PepsiAmericas, Polaroid, Quality Bicycle Products, Singapore Airlines, Uponor North America and Yamaha Motor Corporation, USA.

## Client Commitment

HighJump believes that you should expect—and receive—nothing but the highest quality not only during the implementation of your project, but also once you are up and running on HighJump Warehouse Advantage.

## Best Practices-Based Implementation

HighJump Software delivers implementations that are on time, on budget and on target with customer requirements. This is accomplished by making the delivery process predictable, focused and tightly controlled while simultaneously applying proven and acknowledged supply chain best practices through experienced industry professionals.

## Ongoing Training at HighJump University

HighJump University prepares your team to operate and administer your HighJump Warehouse Advantage system on a daily basis and to enhance the system as future needs dictate. You receive instructor-led classroom training and access to Internet-based eLearning courses. Courses can be arranged to occur on site or in the HighJump classroom.

## 24/7 Worldwide Customer Support

HighJump offers 24/7 staffed support for your HighJump Warehouse Advantage system. HighJump's Worldwide Support team is well-versed in the details of your solution and is ready to assist you in troubleshooting and problem resolution. This team of full-time technicians is educated in industry needs and combines that knowledge with the specifics of your application.

## Annual User Conference

Each year, HighJump's clients, partners, employees and industry analysts meet to exchange ideas on the latest trends in warehouse management and supply chain execution. Clients learn how to leverage their solutions to achieve increased efficiencies and maintain competitive advantage by participating in interactive product feedback sessions, analyzing client case studies and working with peers and industry thought leaders in one-on-one and focus group settings.

## Dedicated Client Management

HighJump has taken several measures to establish and maintain two-way communication between our team and each client. A dedicated project team works with you throughout the implementation and then transitions your account to Worldwide Support. HighJump's client management team works with you from the beginning of the sales cycle through implementation and beyond to communicate your questions, concerns and ideas directly to the executive team.



# A Key Component of Your Total Supply Chain Execution Solution

HighJump's comprehensive collection of supply chain execution solutions, Supply Chain Advantage, empowers you to build upon the HighJump Warehouse Advantage foundation to achieve even greater benefits within your warehouse and throughout your supply chain. Each solution features HighJump's trademark combination of robust functionality and the Advantage Platform, the foundation for quickly and cost-effectively adapting to change.



## Supplier Execution Enablement

HighJump's supplier execution enablement solution, HighJump Supplier Advantage, improves facility flow-through by increasing collaboration and promoting effective exception management between your distribution center and your supplier network—without the expense of EDI.

## Manufacturing Execution

From receipt of materials to shipping of product and everything in between, HighJump provides manufacturers with the tools necessary to increase productivity, eliminate non value-add activities, decrease operating costs and eliminate the potential for errors and waste.

## Labor Management

HighJump Labor Advantage gives you the ability to plan, measure and view labor activities within your organization to increase efficiency. Visibility tools provide real-time data on performance actuals versus standard, KPIs and utilization, which allows you to detect inefficiencies and take corrective action.

## Transportation Management

Whether implemented as a stand-alone system or as part of a comprehensive solution, HighJump's Transportation Advantage decreases transportation planning time and achieves cost savings through order consolidation/load optimization, best-way routing, tendering, tracking and proof of delivery.

## Delivery Management

HighJump Software offers a number of solutions focused on last-mile delivery management. Applications for route accounting, load optimization, mobile presales, mobile delivery, business intelligence, vending asset management and field service enable you to achieve higher sales, lower costs and improved margins. Additionally, you are able to remain flexible enough to respond to business demands driven not only by customers, but also by suppliers and retailers.

## Supply Chain Visibility

Advantage Dashboard, HighJump's management visibility solution, strengthens managerial decision-making with real-time visibility to key inventory, order and performance metrics for all HighJump supply chain execution systems.

## Supply Chain Event Management

HighJump's supply chain event management solution promotes proactive resolution of supply chain issues, thereby minimizing disruptions, eliminating the need for costly expedited shipping and increasing customer satisfaction.

## About HighJump Software

Forward-thinking companies entrust HighJump Software to power their supply chains. HighJump Software simplifies the art and business of creating, selling and moving products across global networks. HighJump Software helps more than 1,300 clients worldwide drive growth and manage change.

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HighJump Software also has offices in: Australia, Brazil, China, France, Hong Kong, Italy, Japan, Mexico, Singapore and the United Kingdom.

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