

# CASE STUDY: INTERSTATE WAREHOUSING - SCALING

## ABOUT INTERSTATE WAREHOUSING:

Interstate Warehousing is one of the top ten cold storage warehousing companies in the USA. They offer more than 82,000,000 cubic feet of refrigerated and frozen warehouse space. They provide services for both manufacturing and retail solutions across 7 distribution centers.

With their continued growth came the need to design a future operational environment that could be easily rolled out from one DC to another; they needed expertise.

Interstate Warehousing found that key customer requirements were difficult to scale across the organization without a clear vision. They needed supporting processes and technologies so they could focus on DC-wide improvements that were easily replicated across DCs.

## THE CHALLENGE

## SOLUTION:

When Cornerstone Edge took the reigns, they started by studying Interstate Warehouse's business requirements, like efficient operational processes, billing, EDI support, transportation, and yard capabilities. Then they created a detailed RFP for the Supply Chain Execution suite.

Cornerstone Edge evaluated a plethora of software, and made suggestions custom-fit to Interstate Warehouse's needs. They also provided them a summary of implementation requirements by performing a complete system validation audit. Cornerstone Edge then developed a solution design for the initial software rollout in their first DC.

## RESULTS:

With a completed RFP, Cornerstone Edge was able to manage the entire selection process, being sure to meet all business requirements. Interstate Warehousing was able to select an appropriate suite of SCE solutions while leveraging existing technology. They were given tools and the confidence needed to manage the entire SCE rollout independently, without the need of outside intervention.

In fact, with this proven selection methodology, Interstate Warehousing has been able to complete the rollout of this standard solution across their entire DC network -- Mission Accomplished.