

# CASE STUDY: PETZL - BUILDING THE FUTURE



## ABOUT PETZL:

For over forty years, Petzl has invented products and provided solutions that allow sports enthusiasts and professionals to access some of the most inaccessible places, both day and night.

Petzl launched "Building the Future," to construct a new flagship facility in Salt Lake City, UT. This project included a new warehouse, new software, and a cutting edge picking system—the third of its kind in the world.

Petzl needed to construct a new flagship facility that featured customized value-add services, the integration of a new material and handling system and the addition of a new TMS, one able to interface with the existing ERP and WMS software.

## THE CHALLENGE

## SOLUTION:

Cornerstone Edge knew exactly what to do. First, they started by creating a tailored operational flow design that allowed for increased picking and pre-ticketing processing. Second, with this design, dock management processing was further developed through integration design, and on-site turn-key system validation. Finally, Cornerstone Edge provided guidance on project management and risk mitigation, like establishing a parallel warehouse to run in tandem with the new warehouse as a risk mitigation measure. Cornerstone Edge functioned as the system technical expert throughout the project to guarantee seamless installation.

## RESULTS:

In the end, Petzl was able to fully integrate existing systems with cutting edge MHE technology, while realizing uninterrupted service and achieving revenue targets during installation.

Petzl was able to reduce:

- Manual labor by 50%,
- Pre-ticketing order processing time by 25%
- Total labor by 10%

Petzl was also able to automate export documentation generation and bills of lading, which had previously been labor and time-consuming.

The Cornerstone Edge approach empowered Petzl to strengthen and grow.