



CASE STUDY

KUEBIX SAGE 100 ERP INTEGRATION AND INVOICE AUDIT

Monarch Global Brands Drastically Reduces Wasted Time and Achieves Rapid ROI with Kuebix TMS

About Monarch Global Brands

Monarch Global Brands are wholesalers and manufacturers of microfiber, commercial linen, institutional towels and wiper rags based in Philadelphia, PA. As a third-generation, family owned company, they have a product, market knowledge and passion that enables them to be the unbreakable first link in their customers' textile supply chain.

Where Monarch Brands' TMS Journey Began

Monarch Brands does business all across 20 countries and therefore has extensive supply chain needs. As of 2018, the company had no logistics or warehousing technology to manage the operations of their 300,000 sq. ft. facility. Instead, they had two dedicated employees fielding phone calls all day from their seven different carriers. These employees would record everything in an Excel spreadsheet and manually compare rates before booking. The company didn't have time to take inventory and were 'in the dark' about a lot of their data.

The leadership at Monarch Brands knew there had to be a smarter way to manage their operations, so in late 2018 they brought in Conrad Hough as their Shipping Supervisor. Hough has extensive experience in implementing technology into supply chain operations.

At his previous company, Hough had led a highly successful implementation and integration of Kuebix TMS and Sage 100. Monarch Brands made the decision to fully embrace technology in their supply chain and began their ERP and TMS journey with the goal of reducing wasted time and saving money.

CHALLENGE

Previous process was entirely manual, wasting time and leaving valuable cost savings on the table.

OBJECTIVE

Move from their manual supply chain operation to a highly automated process with an ERP and TMS integration.

SOLUTION

Implement Kuebix TMS and Sage 100 and integrate the two systems with additional invoice audit functionality.

At that time in 2018, the company, which ships by the pound, was averaging \$0.23/lb. in freight cost. If you multiply that out by the 4 - 5 million lbs./per year that the company shipped, freight spending was a significant cost center for Monarch Brands.

Leveraging Kuebix TMS

Two or three days after calling his Kuebix Account Manager, Hough had his team up and running with Kuebix Business Pro. This left him free to manage carrier relationships and do more accurate tracking of KPIs. Instead of having two dedicated employees calling carriers looking for rates, the company has been able to reallocate resources to streamline operations. Hough has also been able to forge relationships with additional carriers to broaden their bench of options.

Hough said, "when it comes to business, we can't waste time going back and forth with carriers looking for the best rate, so having Kuebix do that work for us is worth every cent."

Additionally, the company's inside sales team has also been able to leverage the TMS to better answer customers' questions and get ahead of outstanding calls and emails.

Adding an ERP Integration with Sage 100

Shortly after Hough implemented Kuebix TMS as Monarch Brands' transportation management system, he contacted Kuebix to begin the process of integrating Sage 100 as part of their Sage 100 go-live plan.

During an integration process, Kuebix's interface was added to Sage 100 as an improved API layer so that shipment data could be stored within the ERP. Now when Monarch Brands makes changes or inputs new orders within Sage, those pieces of information are automatically reflected within their Kuebix TMS account. Hough worked closely with Kuebix's implementation and engineering teams to ensure that product specifications and other information were accurately recorded.

sage 100

"We saved **\$279,000** in our first 10 months with Kuebix TMS!"

Conrad Hough
Shipping Manager
MONARCH GLOBAL BRANDS

Hough adds, "You can imagine going from booking 30-40 bills a day, which took anywhere from 10-15 minutes each, to booking each of those bills in just 3 minutes! It's been instrumental in our new and improved shipping process."

Adding Invoice Audit

Seeing the results of technology first-hand, Monarch Brands decided to add Kuebix's Invoice Audit functionality as another time saving feature. Instead of their AR/AP team needing to pour over every invoice to check for discrepancies, Kuebix now automatically alerts the team to invoices with potential issues and corrects them so they can be approved quickly.

"The invoice auditing that Kuebix does for us has been huge," says Hough. "That functionality has reached out of the shipping office directly into our accounts payable team. Instead of spending 2 hours combing through invoices looking for discrepancies, they are able to get it done in seconds!"

The Bottom Line

10 months after go-live as a Business Pro user in 2018, **Monarch Brands had saved \$279,000** with the help of Kuebix TMS! Fast-forwarding to 2020, Hough and his team have been able to reduce the average cost-per-lb. of their freight from \$0.23 all the way to an average of \$0.14! With the company shipping roughly 4 million lbs. of product each year, **that's a savings of ~\$360,000 annually!** This incredible savings doesn't take into account the significant time savings and reduction in errors Monarch Brands has realized with their ERP integration with Sage 100.