

CASE STUDY: SEAMAN CORPORATION

“The scanning technology on the XP20 is better, and there’s more memory capacity and faster speed. These mobile computers perform well even with large orders, so we replaced our entire inventory with Janam XP20s.”

Industry:	Manufacturing
Application:	Satellite Forms™ MobileApp Designer
Challenge:	Enhance current mobile computer solution with better systems to speed business processes
Solution:	Janam XP20 mobile computers delivered barcode scanning, faster speed, numeric-style keypad, wireless

High-Performance Fabrics Manufacturer Rolls Forward with Better Inventory Control

For more than 60 years, Seaman Corporation’s high-performance fabrics have been used in a variety of ways ranging from liners and tarps to roofing systems and architectural structures. With inventory control and shipping activities spanning four warehouses, five additional facilities and three manufacturing plants, it’s vital that an accurate count of all available products is maintained. Orders, large and small, must be filled daily and accurately—averaging about 30,000 transactions per month. To meet these needs, Seaman Corporation recently upgraded their mobile computing hardware without re-engineering their shipping and inventory control software, Satellite Forms.

Working with Satellite Forms and SystemID, Seaman Corporation chose to replace their existing handheld computers with Janam XP20 mobile computers. Janam’s XP20 Series was selected because of its Palm OS® platform, barcode scanning, speed and memory, wireless capabilities and keypad options. The fabrics manufacturer chose to keep running Satellite Forms on the Janam devices, because their Palm OS-based inventory and shipping application works perfectly with its enterprise resource planning (ERP) system. The new handheld computers provided seamless integration with the application, while delivering enhanced capabilities.

“The Janam XP20s have scanning technology that is better than our previous systems, and they’re just a lot faster,” said Shawn Sulzener, Seaman Corporation. “The Janam XP20s outperform even on larger orders which include hundreds of rolls, so the memory and speed are definitely first class. That saves us enormous amounts of time especially because rekeying the information on the rolls decreases productivity.”

Now, handlers in all Seaman Corporation warehouse locations use the Janam XP20s to scan barcoded skids or rolls of fabric to receive orders, move inventory, take inventory and fill orders. After the barcode is scanned, the data is synched wirelessly to the ERP system, an IBM iSeries AS/400. A custom-built scheduler application checks for new entries from the warehouses/factory plants. Every scanner has a unique location identifier, so it’s known exactly where the request is coming from and how to handle it when it gets to the AS/400.

“After a lot of research, it was clear that the Janam XP20 was an excellent mobile computer. Its Palm OS, scanning, wireless, and speed are ideal to process about 30,000 transactions per month.”

*— Shawn Sulzener
Seaman Corporation*



Janam XP20s surpassed expectations for inventory control and rolled over the competition in capabilities.

Continued >>>

Seaman's Mobility Needs:

- Barcode scanning
- Wireless synch
- Speed and memory
- Keypad

"With its wireless capabilities, we have multiple ways to get the data to our ERP system, so there is less of a risk of a truck idling in the lot waiting for an order to be completed," Shawn Sulzener added. "We also deploy this mobile solution to our replenishment warehouses in select locations throughout the country, so that we can track inventory at remote facilities."

Workers easily adopted this new mobile computer, and Seaman Corporation's inventory and shipping processes improved with the new Janam XP20 handhelds. Seaman Corporation shared the criteria that weighed highest in its purchasing decision.

» #1 — Barcode scanning

Janam XP20s deliver high-performance scanning with Adaptus® imaging technology that captures difficult-to-read barcodes and reduces the need to rekey roll data, saving time and money.

» #2 — Wireless synchronization

Used extensively throughout the warehouses, the Janam XP20s enable seamless integration and rapid synch with the ERP system, boosting efficiency.

» #3 — Speed and memory

The Janam XP20's are fast, and the memory enables data capture even on the largest orders without interruption. Also, the Total Recall feature provides superior application and user data backup.

» #4 — Keypad

With the easily programmable keys, the Janam XP20 maximizes productivity. Frequent tasks such as filling orders, taking inventory and moving product are now one-key programmed.

About Seaman Corporation: Seaman Corporation offers a collection of innovative high performance fabrics that set the standard for quality and durability. Composed of proprietary knitted or woven base cloths and coating formulas, Seaman Corporation fabrics have been performing around the globe since 1949. Seaman Corporation fabrics are used in high-performance roof systems, geomembrane liners, truck tarps, architectural structures, for recreational products and much more.

About Satellite Forms: Satellite Forms empowers you to create barcode data capture and lookup applications on both the Palm OS and Windows Mobile/PocketPC platforms. Satellite Forms delivers a visual integrated software development environment (IDE), an ideal tool for business and enterprise developers looking to build custom mobile applications or to transform processes typically performed on paper to an electronic format for improved productivity and efficiency.

Delivering Mobility for More Inventory Control

"The Janam XP20 provided many improvements over legacy systems, including newer technology, speed, better screens and improved memory."

— David Thacker
Satellite Forms

Janam XP20 Delivered:

» **Barcode scanning:**

Industrial-class, quality scanning saves time and money

» **Wireless synchronization:**

Quick, simple synch to the company's ERP system for an accurate inventory

» **Speed and memory:**

Fast and efficient with no processing slowdowns

» **Keypad:**

Numeric-style keypad enabled easy programming for faster order processing

Seaman Corporation

Phone: 1.800.927.8578
www.seamancorp.com

Satellite Forms

Phone: 1.888.282.4868
www.satelliteforms.net