



ROTHBAUM
CONSULTING ENGINEERS



Process consulting and selection of a WMS

Transparent processes, clear requirements, a
reliable choice of system



At a glance

As part of the project at Groninger, a future-proof warehouse management system (WMS) was selected. To this end, target processes were first developed, visualised and documented in a comprehensive requirements specification to establish a robust basis for the system selection. At the same time, potential WMS providers were evaluated. The most promising candidates were shortlisted and assessed. On this basis, a well-founded recommendation for action was drawn up for the management.

— Groninger & Co. GmbH —

- Groninger & Co. GmbH, based in Crailsheim, is a leading international manufacturer of specialised machinery for the pharmaceutical, cosmetics and consumer healthcare industries.
- The family-owned company employs over 1,600 people and generates total turnover of around 300 million euros (2024).
- In addition to its headquarters in Crailsheim, Groninger has two further sites in Schnelldorf and Charlotte (USA).

— Services —

- Analysis of existing logistics processes and system landscape, including identification of opportunities for optimization
- Definition of future target processes, including specific requirements
- Preparation of functional tender documentation (RFP/RFQ), including relevant use cases
- Support throughout the tendering and selection process, including beauty contests

— Results —

- A structured basis for decision-making regarding the selection of the future WMS has been established
- Optimised target processes have been developed and clearly presented using BPMN notation
- A requirements specification and functional tender documentation have been drawn up to obtain comparable quotes
- A longlist and shortlist of suitable suppliers have been compiled
- Well-founded recommendations for the final system selection have been developed based on the evaluation process



Project description

At the Crailsheim site, the existing warehouse management system is to be phased out and replaced with a future-proof solution. The aim was to optimise logistics processes, modernise the system infrastructure and ensure the WMS implementation was properly prepared.

– Procedure

First, the existing logistics processes and the current system landscape were analysed, and opportunities for optimisation were identified. Based on these opportunities, requirements for future target processes were then derived in joint workshops. These formed the basis for visualising end-to-end target processes.

Building on this, a requirements catalogue was developed and a tender document, including relevant use cases, was drawn up. A two-stage selection process was then used to select the system provider best suited to Groninger and offering the greatest future-proofing.

The chosen approach ensured that process owners were involved in the WMS selection process at an early stage and that preparations were made for the upcoming implementation project.

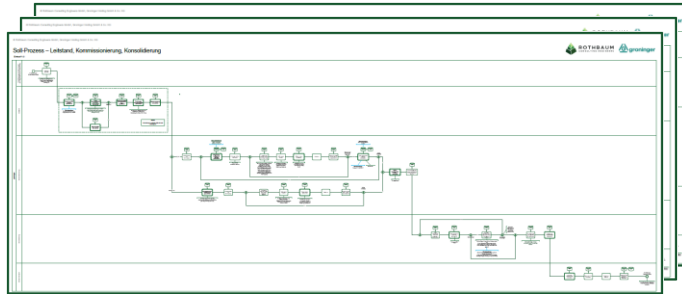
– Results

- Through a structured analysis of existing logistics processes, the development of target processes and the close involvement of those responsible for the processes, a clear and consistent vision for Groninger's future logistics processes was established.
- The end-to-end target processes formed the basis for a detailed requirements specification and the functional tender documentation. This enabled supplier bids to be evaluated objectively and assessed for suitability.
- On this basis, a multi-stage selection process was used to first draw up a longlist and subsequently a prioritised shortlist of suitable WMS providers. The structured evaluation procedure resulted in a robust, fact-based recommendation.
- With the defined target vision, the clearly formulated requirements and the careful selection of providers, a crucial foundation was laid for implementing the WMS efficiently, purposefully and with a high level of acceptance.

Tobias Wollmershäuser
Head of Warehouse & Logistics
Groninger & Co. GmbH

In Rothbaum, we had a partner who advised and supported us as equals. Their structured and analytical approach helped us choose the right system and is now providing a solid foundation for the implementation project.

Illustrative insights



№	Bezeichnung	Art	Beschreibung
101	Flächen	Spezifikation	Die Fläche des Lagerbestandes muss für die Lagerung der Waren geeignet sein.
102	Transportwege	Spezifikation	Die Transportwege müssen für den Transport der Waren geeignet sein.
103	Waren- und Informationsflüsse	Spezifikation	Die Waren- und Informationsflüsse müssen für den Transport der Waren geeignet sein.
104	Speicherplätze	Spezifikation	Die Speicherplätze müssen für die Lagerung der Waren geeignet sein.
105	Waren- und Informationsflüsse	Spezifikation	Die Waren- und Informationsflüsse müssen für den Transport der Waren geeignet sein.
106	Waren- und Informationsflüsse	Spezifikation	Die Waren- und Informationsflüsse müssen für den Transport der Waren geeignet sein.
107	Waren- und Informationsflüsse	Spezifikation	Die Waren- und Informationsflüsse müssen für den Transport der Waren geeignet sein.
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109	Waren- und Informationsflüsse	Spezifikation	Die Waren- und Informationsflüsse müssen für den Transport der Waren geeignet sein.
110	Waren- und Informationsflüsse	Spezifikation	Die Waren- und Informationsflüsse müssen für den Transport der Waren geeignet sein.

Ausschreibung Warehouse Management System (WMS)
groninger & co. GmbH



The core logistics processes were analysed, optimised and translated into target processes. The process visualisation in BPMN notation provides a clear and transparent basis for the system requirements and highlights the overarching material and information flows, as well as responsibilities within logistics.

A comprehensive requirements specification was developed based on the target processes and the existing system landscape. It sets out the key requirements for each defined end-to-end target process, as well as additional requirements for other ancillary processes. The requirements specification forms the basis for the subsequent preparation of the tender documentation (RFP/RFQ).

In a two-stage evaluation process, the most forward-looking WM system provider for groninger was selected from a longlist via a shortlist.

Definition of a target vision and derivation of the requirements for the future WM system, as well as preparation of the tender

Conducting a two-stage selection process, including beauty contests

Thank you very much for your attention!



Dominik Fackler

Manager Business Transformation

Rothbaum Office München

d.fackler@rothbaum-consulting.com

+49 151 113 115 26

You can reach our offices as follows:

Hamburg: +49 40 226 327 20

Frankfurt: +49 6196 58 668 94

München: +49 89 413 272 86

Linz: +43 720 115 885

Basel: +41 800 838 239