

"With Manhattan SCALE in place, we can process more inventory and process it better, faster and with fewer people. What used to take weeks now just takes a few hours so our government clients receive the items they need at the right place and the right time."

Rick Simis, Vice President ManTech International Corporation



Headquarters: Springfield, VA

Distribution centers: 3

Manhattan solution: ManhattanSCALE™:
Supply Chain Architected for Logistics Execution

Challenge:

With new distribution centers, ManTech needed its own supply chain solution to get equipment to hundreds of locations efficiently.

Solution:

Manhattan solutions enabled greater efficiency and enhanced visibility.

Results:

ManTech was awarded additional government contracts; reduced processing from two weeks to several hours and saw a 30% reduction in labor needs.

ManTech increases productivity and supports national security through its supply chain

Manual Systems Make Deployment of Equipment Difficult and Slow

From its inception in 1968, ManTech International Corporation has consistently delivered innovative information technology and technical services solutions to federal government customers. Today, ManTech has grown to become one of the U.S. government's leading providers of technologies and solutions for mission-critical national security programs. ManTech supports the Intelligence Community; the Department of Defense, State, Homeland Security and Justice; the Space Community; and other federal government agencies with risk management solutions, cyber and physical security. ManTech's solutions and support are built around three pillars of service expertise: secure systems and infrastructure; information technology; and systems engineering. The company's uniquely skilled employees in the U.S. and 39 countries worldwide, along with its comprehensive knowledge of its customers' missions, enable ManTech to build and maintain long-standing client relationships.

In its work for government customers, ManTech used SQL databases to receive product from multiple vendors and to deploy overseas from a government distribution center. According to Rick Simis, vice president of ManTech, "The challenge was getting equipment out to hundreds of locations worldwide when we had several stovepipe systems to coordinate. It was paper-based and manually intensive—we did everything with brute force, so it was not a clean, efficient process. When we got our own warehouse space, we needed a solution to manage our supply chain operations from soup to nuts."

Manhattan's One-Stop Shop Creates Smooth Transition

After completing research to evaluate available solutions, ManTech chose Manhattan SCALE: Supply Chain Architected for Logistics Execution. The solution's features and functionality aligned with ManTech's requirements for a .NET-based product.



From coding, installation, testing and training, everything was very well done by Manhattan's one-stop shop, which resulted in a very smooth transition for us. We were able to tailor the solution to meet the unique requirements of our business.

Rick Simis
Vice President ManTech International Corporation



Before installing the solution in ManTech's Springfield, Virginia systems integration center, the company worked with Manhattan's consultants to map out the implementation process, capturing requirements based on its customers, regulations, processes and procedures.

According to Simis, "From coding, installation, testing and training, everything was very well done by Manhattan's one-stop shop, which resulted in a very smooth transition for us. We were able to tailor the solution to meet the unique requirements of our business."

Simis added, "Based primarily on the success of the implementation and our new capabilities, the government decided to move everything to our facility."

ManTech Processes More Inventory Faster with 30% Fewer People

Since implementing Manhattan SCALE, ManTech processes more inventory—and faster and better than ever before. "It used to take us two weeks to process inventory, and we are now down to just a few hours," stated Simis. ManTech's previous databases masked the actual part numbers for its inventory, so the company was not able to use them. This resulted in a lack of visibility into critical inventory in the distribution center. Now, the company can accept user material part numbers and manage multiple programs within the same physical environment.

ManTech's labor productivity has also greatly increased.

According to Simis, "It takes about one-third fewer staff to run inventory now than before we had the Manhattan solution."

ManTech was actually able to reduce logistics support personnel on new work by up to 30%. "With the new efficiencies we've gained, one person can work on multiple projects, whereas before we had to propose separate staff members to work on each program."

Supply Chain Optimization Leads to Expanded Opportunities

As new threats emerge in our changing world, ManTech's ongoing commitment to national security remains steadfast. With Manhattan SCALE in place, ManTech is well equipped to continue to meet these challenges and to expand the company's business—adding new government entities to its already impressive client list.

According to Simis, "There are many opportunities that are opening up for us in global distribution and installation of IT systems, and we believe the Manhattan solution is partially responsible for making this happen with the supply chain optimization it brings to the table."

Simis noted, "In fact, the solution has actually already led us to getting a new contract with another government agency, and we have a working relationship with some other government agencies as well."

Learn more about Manhattan Associates and our solutions:

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