



How Sumitomo's Global Tubular Division Modernized Distribution with Made4net

Overview: A Legacy of Excellence, A Vision for the Future

Founded in the 17th century, Sumitomo has evolved into one of Japan's largest and most influential global conglomerates, with a presence in industries ranging from metal products to infrastructure, finance, and transportation. The organization's long-standing commitment to operating with passion, determination and values shapes its global initiatives daily.

One of Sumitomo's business units, Ascend SC Global Tubular Solutions, specializes in the distribution and processing of sophisticated tubular products used in oil well applications. In 2019, this division took a major step forward in operational efficiency by implementing Made4net's Warehouse Management System (WMS) at its Odessa, Texas facility.

The Challenge:

Operating a 100-acre pipe yard with 24/7 activity, Ascend SC faced increasing complexity in tracking and managing high-value inventory—specifically metal tubing used for downhole oilfield applications. Prior to implementing a WMS, challenges included:



Lack of real-time inventory accountability



Limited transaction traceability across storage and cutting operations



Manual processes that couldn't keep pace with service-level expectations

"We needed a system that could bring precision to our inventory and give us full traceability for every movement. We were ready to shift from reactive to proactive logistics."

Chris Henager, General Manager
Summit Industrial Park (SIP)

The Solution: Made4net WMS

Sumitomo selected Made4net to bring automation and process control to its Odessa yard. The solution was configured to Ascend SC's make-to-order processing operations which requires pipes to be stored, cut, and staged based on customer-specific needs.

The system supports:

- Real-time task execution across large outdoor storage areas
- Traceability for inventory movement, cutting, and loading
- Integration with Ascend SC's existing iTIMS order platform
- Continuous 24/7 transaction processing



Results and Benefits:

Since deployment, the Odessa facility has reported significant improvements in inventory accuracy and operational control:

Zero missing items recorded during the last several inventories

Streamlined task management, even across a sprawling 10-acre operation

Improved visibility and traceability across complex "make-to-order" workflows

Foundational scalability for global expansion

Global Expansion: A Template for Growth:

Building on the success in Odessa, Ascend SC Global Tubular Solutions is expanding its footprint into the Middle East. With support from Made4net partner, Cybage, the division is now rolling out Made4net WMS to 10 additional yard facilities across Dubai and Oman, beginning with one site in Dubai and five more to follow, along with four in Oman.

These yards will support a growing Vendor Managed Inventory (VMI) model, allowing Ascend SC to take control of customer-owned yards and provide a higher level of service while driving pipe sales growth through improved visibility and replenishment automation.

"Made4net gives us a scalable, repeatable WMS template we can deploy globally. We're not just improving our operations—we're delivering better outcomes for our customers."

Chris Henager, General Manager
Summit Industrial Park (SIP)

MADE4NET

Made4net is a leading global provider of best-in class, cloud-based supply chain execution and warehouse management software for organizations of all sizes to improve the speed and efficiency of their supply chain. In addition to their industry renowned WarehouseExpert WMS, the platform offers modular components like integrated yard management, dynamic route management, proof of delivery, labor management and warehouse automation solutions that deliver true supply chain convergence.

Contact the experts at Made4net to learn how WarehouseExpert WMS can help you overcome your supply chain challenges.

www.made4net.com