WMS Toolkit

Behind Every Great Warehouse Is a Great WMS

Get Your Toolkit to Selecting the Right Warehouse Management System

Introduction

Behind every great warehouse is a WMS doing the heavy lifting.

Precision and reliability build your reputation. But resilience, the ability to bend without breaking, builds lasting success. The best warehouse operations handle volatility, balance speed with accuracy, and exceed customer expectations—all without missing a beat. That doesn't happen by accident. It's built on the right WMS.

Whether you're just starting to explore your options or you're ready to begin your selection journey, this roadmap guides you through every key stop on your journey—from understanding the landscape to selecting your ideal WMS partner.

At each stop, you'll find a tool or resource to help you move forward with confidence:

EXIT 1

Understand the Industry Landscape:
Before you hit full speed, see what's around the next bend on the WMS roadways.
🔍 **Resource: Key WMS Trends to Watch in 2026 & Beyond**

EXIT 2

Build the Business Case:
Know the cost of the journey—and the value of reaching your destination.
🧮 **Resource: WMS Software Pricing Guide & WMS ROI Calculator**

EXIT 3

Define Your Requirements:
Plan your route by knowing what you need and where you're headed.
⚙️ **Resource: Ultimate WMS RFP Template — 350+ ready-to-customize requirements.**

EXIT 4

Create Your Vendor Shortlist:
Navigate a crowded highway of vendors and know which lane to be in.
📋 **Resource: Key Insights from the Latest Gartner Reports on WMS Success**

EXIT 5

Engage in the Selection Process:
In the final stretch—navigate demos, site visits, and final decisions with confidence.
✅ **Resource: WMS Selection Guide — Best practices from 100+ successful evaluations.**

EXIT 6

See What Great Looks Like:
Look ahead to the destination—see the real results waiting at the finish line.
🏅 **Resource: Customer Case Studies — Real challenges. Real results.**

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EXIT 1

Understand the WMS Landscape:

Why Your Current WMS Is Becoming Your Biggest Liability

Here's what's happening while you read this:

Your warehouse manager just created another Excel workaround because your WMS can't deliver basic functionality—and your vendor's support is nonexistent.

Labor costs are surging as your team manually fixes inventory errors and reconciles shipments that modern systems handle automatically.

Meanwhile, e-commerce is growing fast, but your legacy WMS can't handle real-time inventory, order tracking, or multi-channel fulfillment. You're losing sales.

⚠ **The bottom line: The system that got you HERE won't get you THERE.**

Technology moves fast. Customer expectations move faster.
And your WMS either keeps you competitive—or makes you obsolete.

🔗 **DOWNLOAD RESOURCE**

WMS Trends to Watch

EXIT

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EXIT 2

Build the Business Case

Understand the Investment & the Return

The Investment

Choosing a WMS isn't just about comparing sticker prices.

The true cost includes implementation, training, integrations, ongoing support, and hidden fees that can sometimes catch organizations off guard.

Understanding these cost drivers upfront helps you budget accurately and avoid surprises down the line. This breakdown reveals what really goes into WMS pricing.

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Software Pricing Guide

The Return

Your WMS isn't overhead.
It's your secret weapon.

The right platform doesn't just reduce costs —it amplifies performance: throughput, accuracy, customer satisfaction, and your ability to pursue growth opportunities your current system can't handle.

Use our ROI Calculator to quantify the real impact across your operation: faster receiving and putaway, improved picking accuracy, tighter packing efficiency, and accelerated shipping speed. This isn't about saving pennies. It's about strengthening your competitive edge.

DOWNLOAD RESOURCE

WMS ROI Calculator

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EXIT 3

Define Your Requirements:

Identify What You Need

No two warehouses are alike. Clearly defining your functional, operational, and integration requirements early on is essential. Ask yourself:

> **What fulfillment channels and order complexity do we handle?**

> **What automation or robotics integrations are required?**

> **How many facilities and users will rely on the system?**

> **Which KPIs matter most to our business?**

Document Your Requirements & Build Your RFP:

Once you've identified your needs, it's time to formalize them. Gathering WMS requirements from scratch can take weeks — and it's easy to overlook critical capabilities.

Use our RFP Template as your starting point. It includes 350+ pre-built functional and technical requirements across key operational areas, providing a comprehensive framework to guide your process.

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WMS RFP Template

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EXIT 4

Key Insights from the Latest Gartner Reports:
Create Your Vendor Shortlist - Where to Start?

With your RFP built and ready to distribute, the next question is:
which vendors should receive it?

The right WMS partner should understand your business as well as you do. Start by consulting trusted industry resources like the Gartner Magic Quadrant for Warehouse Management Systems to identify leading providers with proven track records.

As you build your shortlist, prioritize vendors with:

Proven Industry Experience	Scalable, Configurable Platforms	Strong References and Implementation Expertise
Look for providers who understand your unique operational requirements, compliance needs, and product-specific workflows	Your system should grow with your business without requiring costly customizations	Success stories from industry leading companies and a track record of smooth deployments matter

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Gartner Reports: Key Insights

Gartner®

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EXIT 5

Engage in the Selection Process
Expert Tips for Getting the WMS Selection Right

You've narrowed your options—now dig deeper to assess whether a vendor can truly deliver for your operation.

See It in Action:

Request demos that replicate your real-world processes, not canned presentations. Bring specific scenarios: multi-client inventory handling, peak season exceptions, and unique billing requirements.

Host a Site Visit:

Invite vendors to your facility so they can see your environment and operational challenges firsthand. This reveals how well they listen and whether they tailor their approach to your reality.

Visit Customer Sites:

Talk to other companies who've implemented the systems you're evaluating. Real users will tell you what the sales deck won't—about performance, partnership quality, and post-go-live support.
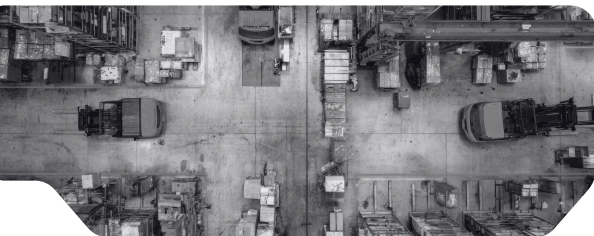
Make Your Choice:

Evaluate based on operational fit, scalability, support responsiveness, and a proven implementation track record. The best WMS partner acts like part of your team—not just your vendor.

Negotiate the Contract:

Look beyond pricing to review SLAs, support terms, upgrade paths, implementation scope, and training commitments. Focus on total cost of ownership, not just upfront costs.

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Tips to Getting the WMS Selection Right

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EXIT 6

See What Great Looks Like
WMS Success Stories

You've got the roadmap. Now see what happens when you follow it.

See how industry leading companies go from **GOOD** to **GREAT** with the right WMS.

Ken Griffith
★ ★ ★ ★ ★
Material Bank

"As we add new layers of automation, new technology, new business units, new acquisitions, whatever it might be, we know that we have a partner that will grow with us."

99.98% Order Accuracy

30% Productivity Increase

98% Next-day Delivery

David Malan
★ ★ ★ ★ ★
Souto Foods

"Switching to Made4net's WarehouseExpert was the easiest transition in my three-decade-long career."

95% Inventory Accuracy

65% Increase in Pick Rates

50% Efficiency Gains

Jason Prier
★ ★ ★ ★ ★
Dekko

"Made4net has been an essential tool for the successful start-up of our new warehouse."

99.9% Picking Accuracy

99.8% OTIF Shipments

30% Labor Savings

DOWNLOAD RESOURCE
WMS Success Stories

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Start Your Journey Today.

[Connect with a WMS expert to discuss your goals](#)

MADE4NET

Made4net is a global leader in WMS (warehouse management system) and supply chain execution software, delivering best-in-class, cloud-based WMS and 3PL WMS solutions. Our adaptable and scalable platform empowers organizations of all sizes to improve efficiency, visibility, and control across their supply chain.

Made4net's end-to-end SCExpert™ platform offers a robust WMS solution that enables real-time inventory visibility, labor management, and equipment productivity with performance analytics that drive faster, more accurate order fulfillment and improved supply chain efficiency. In addition to the best-of-breed WMS, the platform offers integrated yard management, dynamic route management, proof of delivery and warehouse automation solutions that deliver a true supply chain convergence. Made4net is proud to be recognized by analysts and industry experts as a global leader in warehouse management software, including the Gartner Magic Quadrant for Warehouse Management Systems.

For more information, visit www.made4net.com.