



# Helping a Client Seamlessly Transition from an Outdated Warehouse Management Product to a Superior Cloud-Based Solution

## Reseller

SAB Solutions, a Walpole, Massachusetts B2B reseller, partners with recognized industry leaders to provide clients with complete solutions as well as provide clients with the best technology solutions focusing on warehouse management systems, asset tracking and more.

## Client

A 60-billion-dollar leader in digital transformation of energy management and automation with operations in more than 100 countries.

## Challenge

In 2014, SAB Solutions recommended Stratus, an Intellitrack product, for the client's inventory management. The client used the product for nine years before it reached end of life and was phased out in 2023. This system was critical to the businesses' day-to-day operations so finding a way to seamlessly transition to another cloud-based solution was crucial. SAB Solutions recommended InventoryCloud, an advanced and superior product from Wasp Barcode Technologies.

## Solution

SAB Solutions set up an InventoryCloud product demo for their client utilizing the Wasp technical sales personnel. The demo and product were well received by the client. Since SAB had included training and data importing in the proposal, their client was able to quickly begin importing data. The Wasp order was placed within two weeks and the entire process took only three weeks.

## Result

The implementation of InventoryCloud enabled the clients to seamlessly transition their existing database with minimal impact on day-to-day operations, while also enjoying the benefits of new features. The solution provides an enhanced user experience including an easy-to-use platform, a more intuitive interface, and additional reporting capabilities. Additionally, the solution streamlines inventory audits and cycle counts, which the previous solution did not. Overall, the Wasp solution is more efficient, more capable and a more robust way to track items in the client's warehouse.