

## Performance Bicycle Upgrades Warehouse Management System (WMS) for Greater Efficiency and Productivity

enVista supports Performance Bicycle through a tier-one WMS upgrade, improving facility efficiency and warehouse associate productivity





## THE COMPANY

Performance Bicycle (Performance Bike), part of the AMain Sports & Hobbies multichannel retailer, is a privately held, specialty retailer that sells bicycles and biking accessories. Founded in 1982 with its flagship store in Boulder, Colorado, Performance Bike has grown to 110 retail locations across the United States and an ecommerce storefront. The retailer has a distribution center (DC) in Chapel Hill, North Carolina with 60-plus associates, as well as a 3PL in Long Beach, California. Performance Bike now serves customers around the world from these two 50,000 square foot locations.

## THE OPPORTUNITY

Performance Bike was a long-time Manhattan Associates' (Manhattan) PkMS® WMS user at its Chapel Hill DC. However, due to compliance issues with the U.S. Postal Service barcode logic, Performance Bike needed to make changes to its system.

## ENVISTA'S SOLUTION

Based on enVista's strong Manhattan implementation expertise and promise of faster implementation and time-to-value and lower cost, Performance Bike enlisted enVista to complete its WMS upgrade. enVista's knowledge of Distributed Order Management and Warehouse Management, technical expertise and general business knowledge of resources who could handle multiple facets of the project allowed for a streamlined approach.

As a long-term user of the Manhattan WMS, the retailer's experience with the package led to a flexible approach in the upgrade. enVista used its enABLE methodology for the upgrade, and Performance Bike performed many of the roles that are normally required to be completed by software or consulting companies. Because of Performance Bike's templates, tools and previous experience, the project was completed under budget and on-time.

enVista's and Performance Bike's teams worked side-by-side throughout the entire implementation project. Performance Bike valued enVista's partnership because of its ability to listen to what the retailer wanted. Jane Parker, Vice President of Warehouse Operations for Performance Bike, said, "If enVista made recommendations, and I wanted it a different way, enVista took my experience and feedback and made it work. I like that enVista's approach is very customer centric. enVista guides and makes recommendations, but they are not overbearing, and they do not suggest solutions that do not fit your business model."



## THE RESULTS

enVista implemented the WMS upgrade for Performance Bike in less than six months. Because changes to the user experience were minor, training the Performance Bike associates on the new system was seamless. Associate productivity increased from the upgraded WMS' added batch

picking functionality. Performance Bike attained a pick-per-hour increase of between 50 to 100 units, which exceeded expectations. Parker said, "This was one of the easiest upgrades and transitions I've ever been involved with, mostly due to how we worked together with enVista as a team."

*"Everyone was very hands-on, and it was a great working relationship that just clicked. It was a lot of fun. Everyone at enVista was willing to put forth the extra effort to get the WMS upgrade done on time and on budget."*

– JANE PARKER, VICE PRESIDENT OF WAREHOUSE OPERATIONS, PERFORMANCE BIKE



Let's have a conversation.®  
877-684-7700 or [info@envistacorp.com](mailto:info@envistacorp.com)