jera concepts

Jera Supplyit™ Automates Ordering Processes, Reduces Labor Expense by 50%

wallis companies

INDUSTRY
Convenience Retail

SIZE
230 C-Stores

ABOUT

Wallis Companies was founded in 1968 and is based in Cuba, Missouri. The company has since grown to be one of the nation's leading petroleum marketers, distributing gasoline under major brand names such as Mobil, Exxon, BP, Conoco, Phillips 66, and Gulf stations throughout the state of Missouri. Wallis also operates or distributes to more than 230 convenience stores in the region, and is a regional franchise developer for ExxonMobil's On the Run c-store brand. In addition, Wallis offers customized lubrications solutions, fuel transport, car wash solutions and convenience store franchise management.

BUSINESS CHALLENGES

- In 2016, Wallis acquired the assets of U-Gas Holdings, Inc. including 19 U-Gas and 13 Dirt Cheap branded convenience stores along with the Gigi's commissary

- The enterprise system used by the commissary was highly manual

- Stores ordering from the commissary did not have access to historical data, inventory on-hand, or pending deliveries

- Wallis needed a solution that could accommodate their complex customer base that includes Wallis-owned stores, dealer-owned stores and other third-party entities

SOLUTION

Wallis deployed the Jera Supplyit™ solution to better manage Inventory and Production throughout their organization. Order generation was the primary focus area, as stores attempted to increase sales with better forecasting and product availability, while also reducing waste resulting from overordering.

BENEFITS

- Facilitation of data transfers and integration between the commissary, their vendors and customers (stores)

- Increased visibility to customer orders and invoicing via a centralized online portal

- Sales-based forecasting reduces in-store estimation, while simplifying the ordering process

- Order/Production-based forecasting calculated using orders minus waste or production minus historical waste

- Reporting across locations, districts, regions and enterprise

SNAPSHOT

When Wallis acquired the assets of U-Gas Holdings, Inc. including 19 U-Gas and 13 Dirt Cheap branded convenience stores, the company also added the Gigi's commissary to its portfolio. As integration began, Wallis discovered that much of the ordering and invoicing processes used by the commissary were highly manual. A key decision had to be made to either integrate these manual processes, or install a more automated solution that could also facilitate data transfer and integration.

Because the commissary was actively filling customer orders, any new processes would have to be deployed in parallel with existing systems. In addition, the deployment would have to be completed within a very limited timeframe so as not to impact the overall integration schedule.

"Jera Concepts has been a great partner to Wallis. Thomasin and her team effectively merge theoretical and tactical while customizing their core Supplyit™ solution to meet our needs. Their willingness to work with us as our business needs evolve has led to our expanding use of their solutions. I am excited to see the impact of Jera's best practices on our day-to-day operations as our partnership continues to grow."

J FLECK, DIRECTOR OF INFORMATION TECHNOLOGY, WALLIS COMPANIES

SITUATION

Gigi's commissary was utilizing a Microsoft financial module, but lacked a holistic ordering and invoicing solution that could streamline the ordering process for their customers. It was also critical to eliminate manual data management – including the keying in of invoices each day from their vendors and to their customers. Wallis needed a centralized platform that their customers could use to access ordering and forecasting tools, and that their vendors could use to submit data such as price changes to ensure accurate invoicing and payment.

25
labor hours
saved per week

50%
total reduction
in labor hours

$20k
annual ROI using
Supplyit™ Inventory
and Production

SOLUTION

Wallis selected Jera Supplyit™ and initially launched the Inventory and Production solutions. This allowed the commissary to fully automate customer ordering and provided tools to more effectively manage inventory.

Supplyit™ also simplified the production process by providing a customized online platform that allowed for custom units, supplier rules and modifiable reports. In addition, assemblies, finishing, packing and delivery were also customized for the commissary's unique production model. Because Jera Supplyit™ provides for recipe uploads, production and order sheets, and customization by run, Wallis was able to increase their production efficiency and improve data transfers and accessibility with their customers and vendors.

Both solutions were launched within 4 weeks, during which time Jera Supplyit™ was running in parallel with existing systems to ensure a seamless transition and minimal impact to customer order fulfillment.

The commissary was completely integrated within 6 weeks. During this launch, it became essential to bridge the gap between data transfers and integration. Customization was key, and Jera Concepts built a custom open architecture interface to accommodate all data points. Minimizing the impact on their customers was a priority for Wallis, so to alleviate any burden during the integration, Jera Concepts wrote 2-way integration between components and within 3 days it was implemented.

BENEFITS

Jera Supplyit™ is a web-based operations and process management software platform focused on fresh item production and supply. Supplyit™ allows flexible configurations for managing daily workflow, waste, inventory, forecasting, product ordering and food safety functions for organizations with in-store, commissary-based or third party provided fresh items. Powerful integration capabilities allow Supplyit™ to link disparate systems to provide enhanced operation performance insights that provide benefits such as:

- Facilitation of data transfers and integration between the commissary, their vendors and customers (stores)
- Increased visibility to customer orders and invoicing via a centralized online portal
- Sales-based forecasting reduces in-store estimation, while simplifying the ordering process
- Order/Production-based forecasting calculated using orders minus waste or production minus historical waste
- Reporting across locations, districts, regions and enterprise at the manager and executive levels

"Jera Concepts worked with Wallis the way we needed them to. Their one-on-one approach and attention to detail provided for a seamless launch and transition from our existing systems. The ability to share more data, more consistently using the Jera Supplyit™ platform will benefit Wallis and our customers and vendors alike."

MICHELLE ADAMS, COMMISSARY MANAGER, WALLIS COMPANIES

ABOUT JERA CONCEPTS

Jera Concepts has a history of attracting amazing employees. Spun out of Jera Technology in 2007, Jera Concepts has a group of exceptionally talented people who share a common passion for creating an innovative company with a simple vision of ensuring their customers succeed in their business operations by using Jera's solutions.

In 2007, Jera Concepts serviced 300 locations, and today Jera services over 4,100 outlets across the country. If you would like to learn more about how Jera Supplyit™ can benefit your business by increasing efficiency and profitability, please contact us.