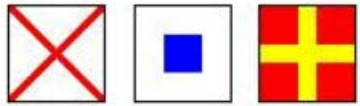


Tailored ERP and WMS solutions.

VSR Systems, Inc. stitches together custom core-business and warehouse management solutions for SKU businesses.



VSR Systems, Inc.

"Based on what our competitors have gone through using .NET and other web-enabled solutions, it would have taken upwards of two-and-a-half to three years to complete what we did in eight months with Adobe ColdFusion."

Eric Kratz, President, VSR Systems, Inc.

SOLUTION

Adobe ColdFusion Enterprise (2016 Release)

RESULTS

75% Software cost **REDUCTION** for major client

20% **LOWER** average annual operating expenses



Built warehouse management system software from scratch in **11 MONTHS**

>2x **FASTER** product development cycles



VSR Systems, Inc.

Established: 1984

Employees: 18

Monthly transactions processed:
500 million

HQ: Harrison, New York

CHALLENGES

- Help customers reduce operating overhead
- Accelerate the development and testing of new products
- Meet increasing customer demands for mobile enablement

Performing at the speed of trends

Success in industries that sell either directly or via traditional stores can be tough because today's hottest items and styles can quickly become tomorrow's forgotten trend. Success can also be elusive because extensive manufacturing, sales, and logistics workflows need to adapt quickly to changing consumer tastes, retail models, and technologies.

To help fashion businesses achieve their goals, VSR Systems, Inc. carved out a distinctive niche by rapidly developing and customizing web applications specific to clients' needs. The company makes custom enterprise resource planning (ERP) and warehouse management system (WMS) software for more than 120 brands of products, from men's suits to kitchen faucets.

"Our day-to-day operations consist of new installations, troubleshooting issues, and business planning for clients that face an ever-changing business landscape," says Eric Kratz, President, VSR Systems, Inc. "We use Adobe ColdFusion because of the speed and ease it gives our developers to build and deploy new products and customizations for our clients."

Delivering value through innovation

VSR identifies itself as a boutique software company that consults on client issues and then creates bespoke software solutions. Accordingly, the company deliberately limits the number of new installations and custom projects to which it will commit quarterly.

The VSR ERP system supports multiple core business functions, such as electronic data interchange (EDI), sales, inventory control, cost and profit analysis, and order entry. Through VSR's ERP systems, clients process an average of more than 500 million transactions worth more than \$65 million per month.

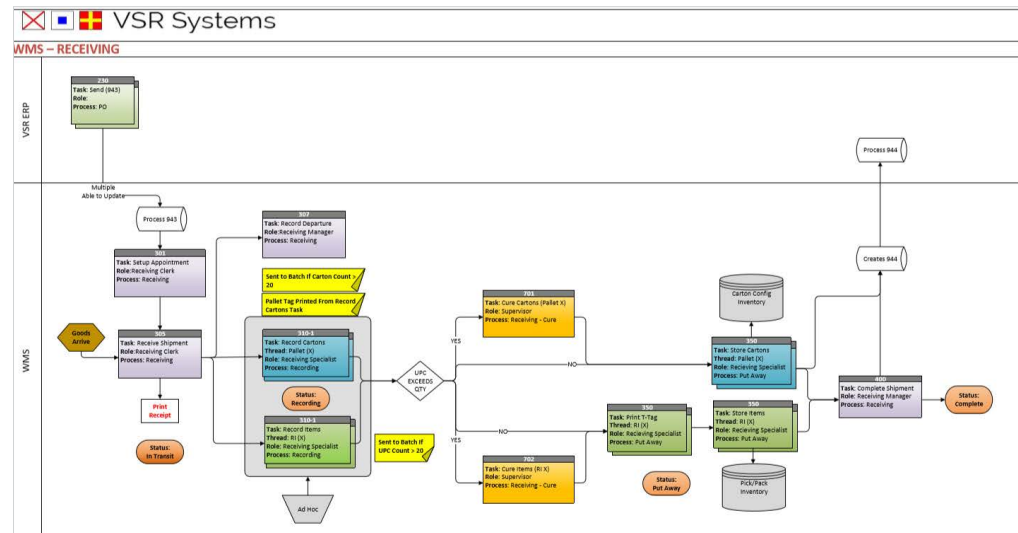
In addition to manufacturing and distribution clients, the VSR WMS installed base includes third- and fourth-party logistics (3PL and 4PL) companies. They bundle logistical and supply chain management services such as transportation, warehousing, inventory management, packaging, and freight forwarding for stock keeping unit (SKU) businesses.

To improve its rapid web application development capabilities, VSR implemented Adobe ColdFusion 15 years ago to replace .NET. After evaluating Adobe ColdFusion, VSR developers determined they could dramatically decrease project turnaround time and began building the foundation for VSR's ERP solution.

"Based on what our competitors have gone through using .NET and other web-enabled solutions, it would have taken upwards of two-and-a-half to three years to complete what we did in eight months with Adobe ColdFusion," Kratz says.

“We replaced five separate systems with the VSR built ERP and WMS solutions using Adobe ColdFusion. VSR decreased HSM’s annual software costs by almost 75%.”

Eric Kratz, President, VSR Systems, Inc.



Workflow and tasking chart for ERP and WMS solutions.

VSR has been enhancing the ERP solution with Adobe ColdFusion ever since. The company currently offers on-premise, cloud, and software as a service (SaaS) solutions for both enterprise clients and small to mid-sized clients.

In 2014, the seven-member VSR development team built the WMS, which can be either a standalone system or integrated with the ERP system. Using Adobe ColdFusion, VSR completed development in just 11 months, or about half the time it would have taken using other web application development tools.

VSR customer Hart Schaffner Marx recently implemented both systems hoping to cut costs and operational complexity. The men’s clothier wanted to consolidate systems including a SAP ERP, sales tools, and shop floor control software. By leveraging the application programming interface (API) capabilities in Adobe ColdFusion, VSR was able to integrate its solutions with other HSM applications to create a unified system.

“We replaced five separate systems with the VSR built ERP and WMS solutions using Adobe ColdFusion,” says Kratz. “VSR decreased HSM’s annual software costs by 75%.”

Reduced overhead, increased flexibility

The logical flow of the ERP solution saves VSR clients money by reducing how many employees need to manage and maintain systems and how many independent consultants manage specific functions such as data warehousing, reporting, and EDI management. VSR estimates it saves the average client about 20% in operational overhead.

“All of our clients want to access core systems without the need for elaborate hardware setups. Thanks to Adobe ColdFusion, all VSR’s clients need is any web-enabled device—even a tablet or a smartphone—to run their businesses from anywhere.”

Eric Kratz, President, VSR Systems, Inc.

SOLUTION AT A GLANCE

Adobe ColdFusion Enterprise (2016 Release)

Another benefit is streamlined reporting. The powerful conversion engine in Adobe ColdFusion can generate high-quality PDF files from HTML pages. The engine takes cascading style sheets (CSS) and applies those settings to create PDF files that appear and function just like they would in a web browser—including formatting, layout, and hyperlinks.

“More and more, clients want to convert the onscreen reports in VSR systems into PDF documents,” says Kratz. “Because Adobe dominates both rapid web application development and PDF document management, the conversion process is easy for us to deliver.”

With its unique mobile application capabilities, Adobe ColdFusion has supported VSR’s advances into anytime/anywhere/any device client solutions. The ColdFusion Mobile Platform provides a server and development infrastructure for rapid mobile application development, debugging, packaging, and deployment.

The mobile platform helps eliminate the need for VSR developers to worry about the limitations of various mobile operating systems and browsers. They can build applications entirely in Adobe ColdFusion that work equally well on desktop browsers, mobile browsers, and as installed HTML5-based native applications.

“All of our clients want to access core systems without the need for elaborate hardware setups,” Kratz says. “Thanks to Adobe ColdFusion, all VSR’s clients need is any web-enabled device—even a tablet or a smartphone—to run their businesses from anywhere.”

For more information

www.adobe.com/products/coldfusion-family.html



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