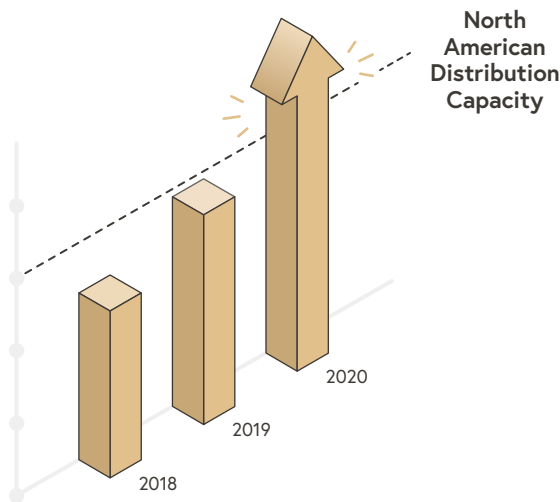


A Global Omnichannel shoe brand **takes on massive business growth, increases productivity and reduces cost per unit** by partnering with Joshua Tree Group.

SITUATION



Client

\$1B omnichannel shoe brand

Challenge

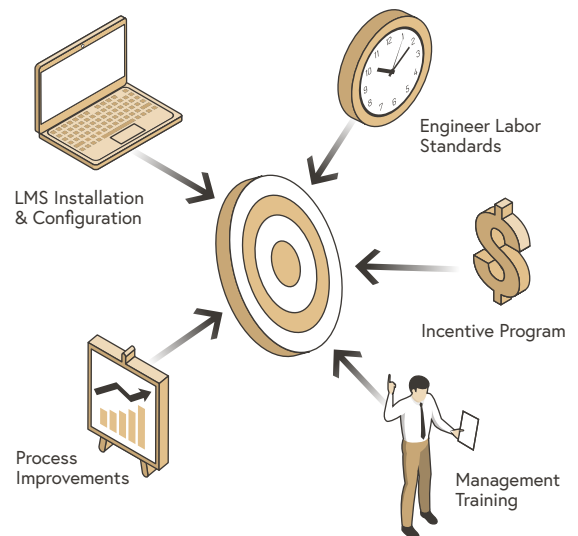
The client opened a new distribution center to accommodate demand through 2020. However, sales soared when the client's product became the "It Shoe of 2020," leaving the client out of capacity with unsustainable costs.

"We exceeded our volume in 2020, so we had to find a way to get the building rapidly more productive," said the Vice President (VP) of Global Supply Chain.

SOLUTION

Joshua Tree Group partnered with the client on five unified fronts:

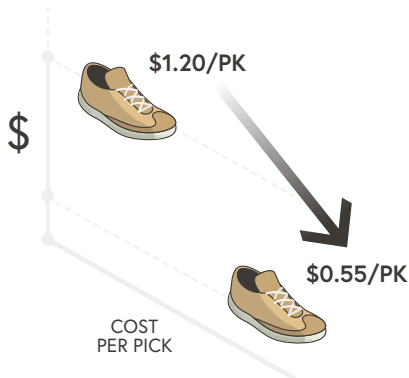
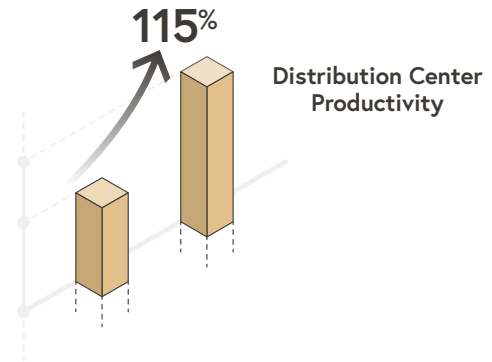
- 1 **Lean process improvements for quick wins**
- 2 **Installed and configured Manhattan Associates LMS**
- 3 **Developed multivariable engineer labor standards**
- 4 **Designed and implemented a financially prudent incentive program**
- 5 **Trained leaders to engage with associates using the new tools**





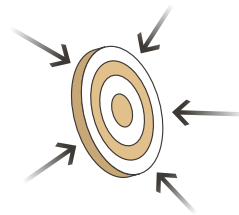
RESULTS

INCREASED OVERALL DISTRIBUTION CENTER
PRODUCTIVITY **BY 115%**



REDUCED COST PER PICK FROM \$1.20 TO \$0.55
IN LESS THAN 6 MONTHS

ACHIEVED 1-YEAR IMPROVEMENT TARGETS
IN 4 MONTHS



**ENABLED THE HIGHEST Q4 THROUGHPUT
REVENUE** IN COMPANY HISTORY

INCREASED EARNINGS POTENTIAL FOR ASSOCIATES **BY 40%**

