



irms|WM[®] Warehouse Management

Upp Technology's irms|WM[®] Increases Productivity at IPG

The Client

Independent Publishers Group is a top supplier of books to retailers such as Amazon.com and Barnes & Noble, niche specialty stores, museum stores, computer stores, teacher supply outlets, and more. Acquired by Chicago Press Review in 1987 and having grown through its own acquisitions in the academic and international markets, IPG sells and distributes titles for publishers throughout the world. Along with industry powerhouses Macmillan and Random House, IPG was named an Amazon.com Distributor of the Year in 2008.

The Solution

Aptean has implemented irms|WM[®] Warehouse Management for increased operational efficiencies at Independent Publishers Group. IPG markets and distributes books in the U.S. and internationally. Cross-selling books in many sales channels, the company's services include warehousing, customer service, trade sales management, book promotion, custom catalogs, and more.

With goals to increase productivity, scalability, visibility, and platform stability in their Chicago-area warehouse, IPG deployed irms|WM on a Microsoft SQL Server database with SAP Business Objects Crystal Reports. Just one month after completing go-live, IPG had seen significant improvements. The company has streamlined picking processes, achieved label compliance including ASN and BSIG labeling for their major trader partners as well as Amazon.com and Barnes & Noble, and shipped a company best 45,000 books in a single day.

The Business Value

Since the implementation, irms|WM has been integrated with Trilogi Publishing solutions from UK-based Trilogi Enterprise Services Limited. Upp Technology, Trilogi, and Trilogi's North American partner, PubTech Consulting Limited, formed a strategic alliance to deliver integrated irms|WM and Trilogi ERP to leading-edge companies like IPG. Both irms|WM and Trilogi are developed using Microsoft open technology, delivering an integrated future-proof solution with lower total cost of ownership.

Powered by the
irms|360 Enterprise Cloud



Aptean is a leading global provider of mission critical enterprise software solutions. We build, acquire, and integrate industry-focused solutions to support the evolving operational needs of our customers, enabling them to increase operational efficiencies and improve customer satisfaction and loyalty. To learn how Aptean can help your organization stay at the forefront of your industry, visit www.aptean.com.