

## CUSTOMER STORY

To keep pace with its strong growth, in 2011 the Telenco group created three business units, each specializing in a particular area of telecommunications: Telenco networks, which designs, manufactures and distributes solutions for wired telecom networks; Telenco distribution, a specialist in network equipment and technician equipment for telecom operators and their subcontractors; and Telenco services, which offers consulting, expertise and training for all telecom network measuring equipment.

### TARGETS

- 01 A single WMS for both TELENCO activities
- 02 An ergonomic and easy-to-access tool
- 03 A solution to support the strong growth

### WHY SAVOYE?

- A WMS to suit TELENCO requirement
- Intuitive ergonomics
- The support and professionalism of SAVOYE teams

### RESULTS



**A STANDARD WMS THAT SATISFIES A SOUND ECONOMIC EQUATION**



**SAVE STORAGE SPACE AND INCREASE STOCK RELIABILITY**



**95% SERVICE RATE AND +50% GROWTH OVER 3 YEARS**



**Cédric FAVRE**  
Supply Chain Director

In a context of strong growth, SAVOYE managed to implement the WMS as standard without disrupting sales, and with complete user satisfaction



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Over the past few years, the Group has experienced strong growth, and its entities were beginning to run out of space, with logistics becoming increasingly complicated to manage on a day-to-day basis.

The decision to computerize the warehouses of Telenco Distribution and Telenco Networks was part of a broader strategy: Telenco Networks moved into a newly renovated 7,000 m<sup>2</sup> facility, while Telenco Distribution relocated to the former 5,000 m<sup>2</sup> premises of Telenco Networks.

"We took the opportunity to start from scratch and optimize the logistics management of both warehouses by implementing a WMS," explains Chloé Coullomb, Head of the Digital Division at the Telenco Group. "We tried to standardize as much as possible so that the two structures would be similar, with some necessary adjustments based on each one's activity," she adds.

Indeed, the two warehouses operate very differently. Telenco Networks handles large volumes, while Telenco Distribution ships a high number of parcels and pallets of various sizes, ranging from small boxes to full truckloads. The types of products stored also vary greatly.

Today, Telenco Distribution has succeeded in optimizing its receiving and order preparation processes, allowing it to absorb increased activity—processing twice as many received lines as before.

A MAJOR PLAYER ON THE TELECOM MARKET, TELENCO GROUP HAS CHOSEN TO IMPLEMENT SAVOYE WMS IN THE TWO LOGISTICS SITES OF ITS SUBSIDIARIES TELENCO NETWORKS AND TELENCO DISTRIBUTION IN MOIRANS (38).