



## CASE STUDY

CipherLab Customer Spotlight: Sierra Marine and eComputer

### CipherLab Scanners Sink Competition at Sierra Marine

#### Profile

Sierra Marine, with headquarters outside of Chicago in Litchfield, Illinois, has been the leading manufacturer and supplier of marine engine and drive parts for more than 35 years. The company is a manufacturing division of publicly traded Teleflex Marine, and distributes more than 6,000 products to stores worldwide.

Recently, the company's rapid expansion of its warehouse created difficulties for its employees. As the floor space grew, employees could no longer manage inventory in real-time due to the short wireless range of their old handheld scanners. As a result, data had to be manually uploaded to a database when the scanners returned within range of the server. The problem was exacerbated by the age of Sierra Marine's handheld equipment, which began to fail on a regular basis.

This created an opportunity to re-evaluate Sierra Marine's inventory management system in order to improve the company's bottom line. Reseller eComputer, Inc. was tasked with finding the right solution, and it chose CipherLab's 1166 wireless BT scanners.

"After conducting extensive research for Sierra Marine, I was impressed by the CipherLab 1166's reliability, features and specs when compared to Intermec and Metrologic handhelds," said Jön P. Badie, senior sales manager at eComputer Inc. "The most notable differentiators were the scanner's ability to upload data within hundreds of feet of a wireless terminal and its large memory in batch mode – enabling work to get done more accurately and in less time."



#### Deployment

Global distributor BlueStar, Inc. helped integrate the joint CipherLab-Instamation solution in a matter of days. With the CipherLab 1166's open-source architecture, eComputer and CipherLab distributor Blue-Star, Inc. were able to install and integrate the scanners in a matter of days at Sierra Marine. Now, paired with in-house software, the CipherLab 1166 lets employees manage inventory effortlessly -- and instantaneously. Real-time inventory management helps eliminate manual errors and minimize over- or under-stocking, creating a more efficient work staff. The large batch mode memory of the CipherLab 1166 also enables employees to capture product information at the far reaches of the warehouse and upload it automatically when back in wireless range.

#### About CipherLab

CipherLab is a global leader in the design, manufacture, and marketing of Automatic Identification and Data Capture/Collection products and systems. The company's mobile computers and scanners are integrated into the networks of some of the world's best known logistics, retail, distribution, government installations, and healthcare companies, helping them run more efficiently and effectively onsite and on the road. Headquartered in Taipei, Taiwan with offices in China, Germany, and USA with operations worldwide, CipherLab is publicly traded on the Taiwan stock exchange (Taiwan OTC: 6160). For more information, please visit <http://www.cipherlab.com>.