

## Keeping machines cutting for tool maker, Harvey Performance

With customers like Boeing, General Electric and Ford, Harvey Performance plays an integral role in these companies' continued ability to manufacture planes, trains and automobiles. Without Harvey and their collection of 21,000 precision cutting tools, the precision lathes and CNC milling machines would simply grind to a halt.

To keep machines operating, Harvey ships more than 1,000 tools each day to customers around the world, including a network of more than 130 distributors in the US and Canada. In every case, the company guarantees delivery in two days or less. Until ShipLink, this meant importing limited data from P21 then manually finishing shipments in UPS Worldship. With ShipLink, Harvey now saves with every shipment.

- ShipLink replaced Harvey's outdated UPS connector with a powerful new platform that seamlessly integrates P21 with UPS Worldship and other popular carrier programs.
- ShipLink streamlined data entry by pre-processing order information then completely populating the Worldship interface, including international line items and special charges. Harvey can now ship with a single click for savings of 10-20 seconds on each transaction.
- Harvey can now consolidate multiple Pick Tickets into a single shipment, then automatically send tracking numbers, update charge data, and generate invoices for each Pick Ticket.
- To cut carrier cost, ShipLink examines each shipment then automatically specifies ground transportation if promised delivery dates can still be made to the same address.
- For ground destinations that require more than two days, ShipLink automatically upgrades the service, then calls upon the UPS API to re-rate the shipment, ensuring that ground rates still get applied to customer invoices.
- ShipLink fully automates P21 invoicing by automatically confirming each Pick Ticket as shipping transactions complete.

In addition to cutting time and carrier cost, ShipLink also saved Harvey Performance excessive maintenance fees and the time and expense of a lengthy implementation process. Learn more about how ShipLink can benefit your own fulfillment operation by calling 657.222.0500 or contacting [info@shiplinkglobal.com](mailto:info@shiplinkglobal.com)

**"Harvey is hooked on UPS Worldship and ShipLink makes it much more efficient. ShipLink saves us 20 seconds per transaction in shipment processing time, which helped us reduce workstations and reallocate a full time employee."**

MEGAN LEONARDI

MANAGER OF DIGITAL STRATEGY & TECHNOLOGY, HARVEY PERFORMANCE

**HARVEY  
PERFORMANCE  
COMPANY**

### COMPANY SNAPSHOT

Diversified manufacturer of precision machine tools and accessories.

Distribution Centers Rowley, MA  
Gorham, MA

SKUs 21,000+

ERP Integration Prophet 21

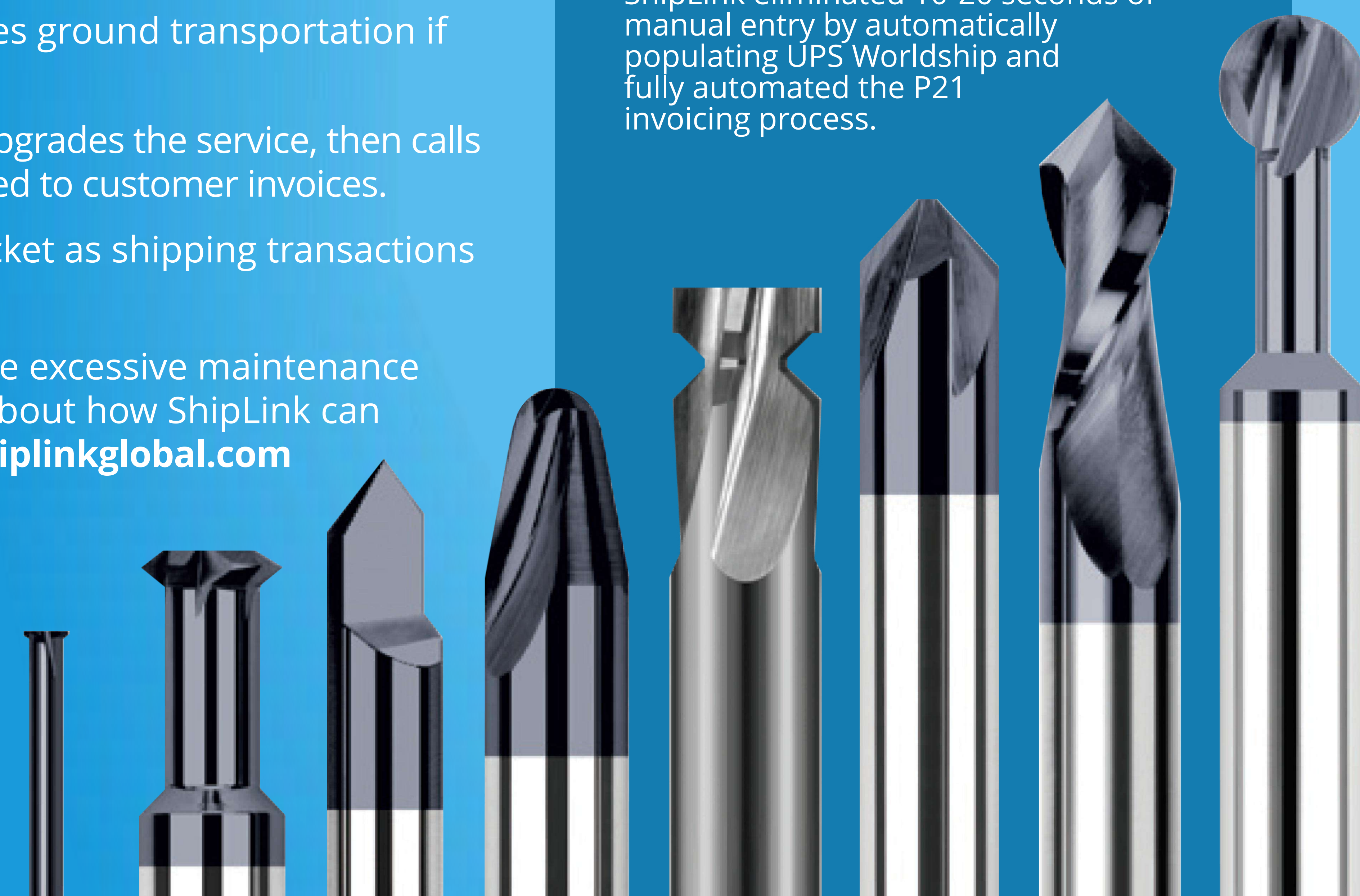
Mo. Shipments 22,000 Freight & Parcel

### SOLUTION

ShipLink software deployed on six work stations in two locations with unique business rules to process domestic and international shipments via UPS.

### RESULTS

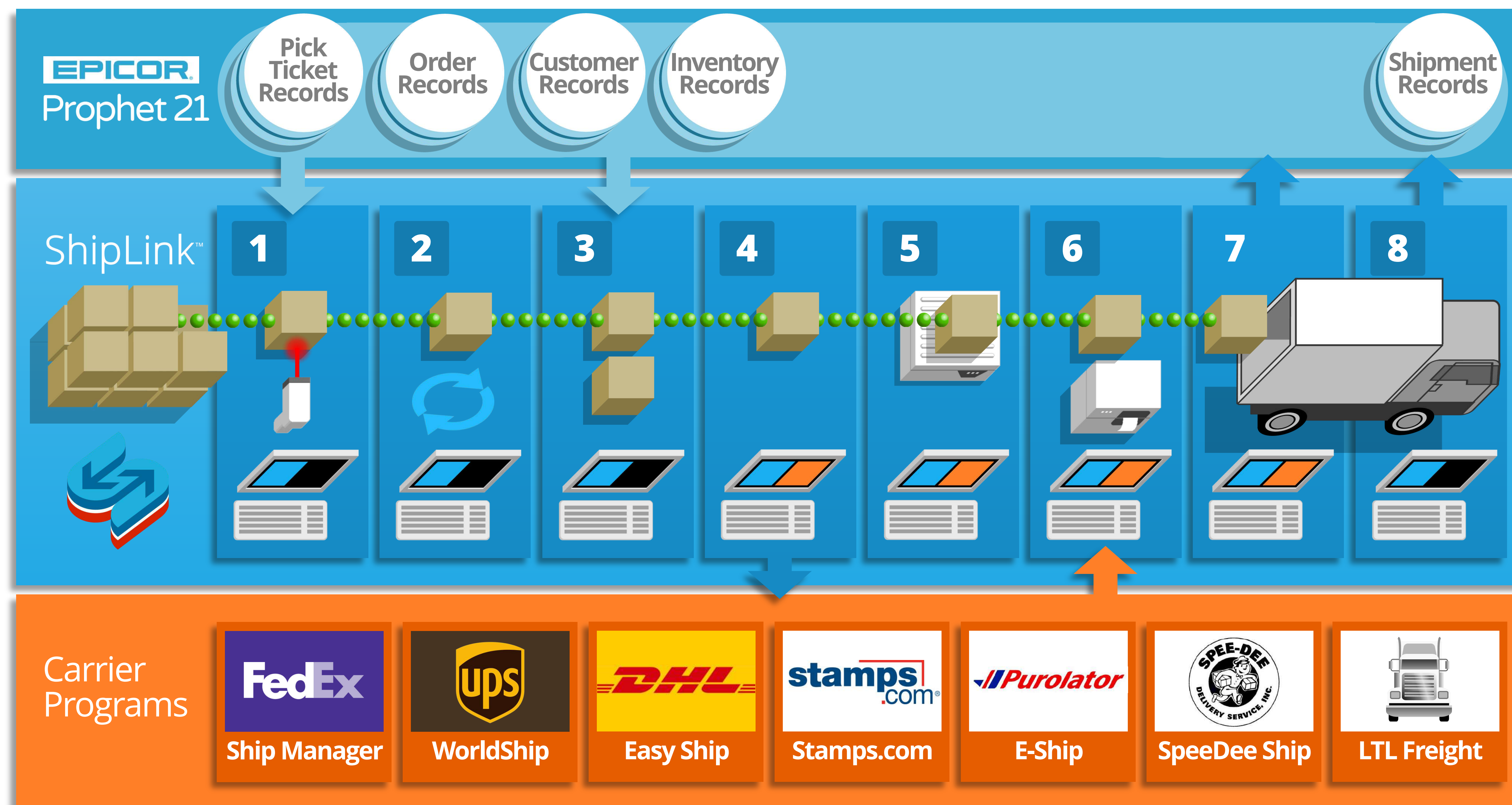
ShipLink eliminated 10-20 seconds of manual entry by automatically populating UPS Worldship and fully automated the P21 invoicing process.





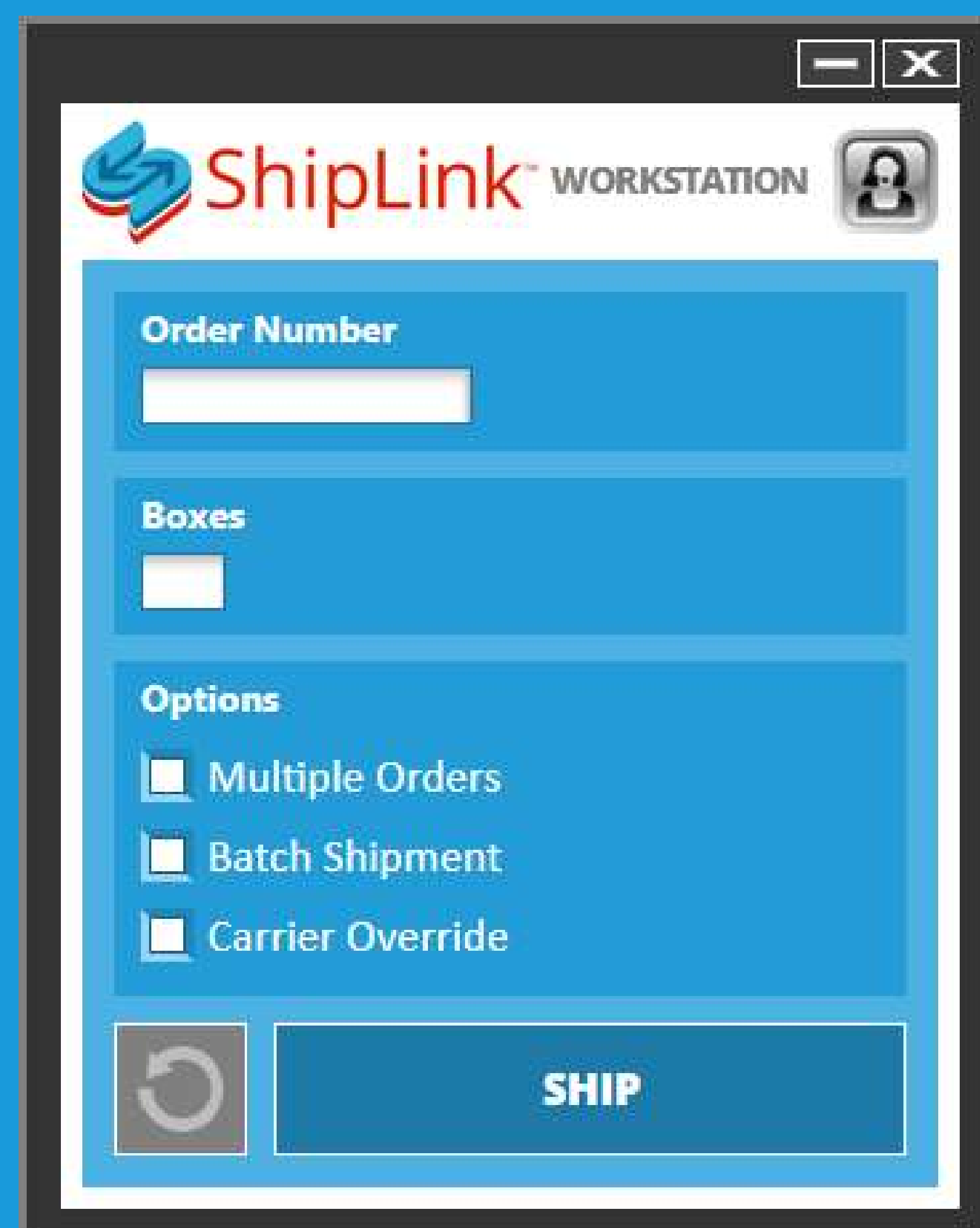


## PROPHET 21 SUCCESS STORY



### HOW SHIPLINK WORKS

- 1 Scan** ShipLink instantly captures 100% of pick ticket, order, customer and inventory data
- 2 Process** ShipLink applies custom business rules to optimize shipment
- 3 Consolidate** ShipLink lets you add pick tickets and verifies ship-ability
- 4 Send** ShipLink automatically populates all fields in the select carrier program
- 5 Weigh** Carrier programs capture weight and optional data
- 6 Ship** ShipLink generates labels and international documents
- 7 Update** ShipLink sends tracking, custom charge, order status, and any consolidated shipment memo data
- 8 Close** ShipLink completes end-of-day process across multiple workstations, and generates custom documents



### WHAT SHIPLINK INCLUDES

ShipLink is a Windows PC client application that can run in multiple locations and workstations without any additional server.

- Work Station**  
 This window appears alongside carrier programs for users to scan or enter one or more pick tickets, add cartons and complete shipments.
- Administration System**  
 This menu-driven, point-and-click utility allows for the quick configuration of SYSPRO integration components, carrier accounts and business rules.
- Cloud Management**  
 This utility maintains workstations, manages site back-ups, and provisions carriers.

### START SHIPPING TODAY

ShipLink deploys in hours and can 'go-live' within one day. With its simple interface and use of existing carrier programs, the solution requires little training.

Join the hundreds of users around the world that count on ShipLink to power shipping for businesses large and small.

Get started by calling 657.222.0500 for additional information and to schedule a demonstration.

[shiplinkglobal.com/prophet21](http://shiplinkglobal.com/prophet21)