boomi

Kenco Logistics Replaces Its Legacy EDI System **and Realizes Greater Agility, Scalability, and Efficiency**

With the Boomi AtomSphere Platform, a leading third-party logistics company cuts customer onboarding times in half and scales to handle holiday surges with ease.

Modernization

BUSINESS GOALS

Third-party logistics (3PL) company Kenco Logistics knew it couldn't rest on its laurels. The 70-year-old firm had become expert at handling logistics for companies in North America. The largest woman-owned 3PL provider in the U.S. and a company rated in the top 10 by the industry publication Inbound Logistics, Kenco was already adept at managing inventory and shipments, operating from over 100 facilities in 30 states and Canada, totaling over 25 million square feet of warehouse space.

But the company wanted to be even more agile and flexible, capable of pivoting in new directions when opportunities arose. It wanted to onboard new customers more quickly and efficiently, to recognize revenue more quickly. And it wanted to shift expenses from CapEx to OpEx, moving from on-premises IT procurement to flexible, scalable cloud services..

TECHNOLOGY CHALLENGES

Kenco realized that the first step in accelerating onboarding and migrating to pay-as-you-go cloud services was modernizing its integration capabilities.

Integration at Kenco was a time-consuming and error-prone process – and every customer onboarding project required integration. Setting up a new customer with the company's legacy EDI software usually took 40 to 60 hours of work, including the creation of customer records and EDI transformations.

Another problem: That legacy EDI system didn't scale. When the company was hit with surges in shipping requests for the holiday season, it would have to purchase and install new software and hardware to handle the additional traffic.

Modernizing its EDI system required integration. Replacing hundreds of servers in its Chattanooga, Tennessee headquarters required integration. And integration was slow. So Kenco set about changing that.

> "
>
> We prefer to work with providers who really act as partners, **and Boomi has proven to be a good partner to both Kenco and AWS.**
>
> **Steve Hitchings,** CIO, Kenco Logistics
>
> "

HOW BOOMI HELPED

With its strategic vision set, Kenco evaluated EDI and integration solutions as well as cloud providers, and selected the Boomi AtomSphere Platform and Amazon Web Services (AWS). The fact that Boomi and AWS work well together was an added benefit.

Kenco replaced its legacy on-premises EDI software with the Boomi AtomSphere Platform running in the cloud. This gave the company a single, low-code development platform for both EDI through Boomi B2B/EDI Management and all forms of integration with Boomi Integration.

Using the Boomi AtomSphere Platform, Kenco:

- Built new EDI connections to its existing customers
- Integrated existing custom application data with Amazon Simple Storage Service (Amazon S3)
- Created a new, faster way of onboarding customers using reusable Boomi components
- Built a custom API integration with UPS
- Exported transaction data through Boomi's JMX connector for performance monitoring and business planning

"
Boomi is a Swiss Army knife. It does a bunch of different things very well.

Don Johnson
Manager of System Architects, Kenco Logistics
"

RESULTS & BUSINESS OUTCOMES

By replacing its legacy EDI system with the Boomi AtomSphere Platform, Kenco was able to:

- **Cut customer onboarding work in half, enabling faster revenue recognition**. Manual processes that had taken 40-60 hours now take half that time and generate fewer errors.
- **Consolidate EDI and integration tools in a single, low-code development platform.** New engineers can be trained more quickly, and tool maintenance costs have declined.
- **Build an integration with its shipping partner UPS quickly and efficiently.** The new integration will help both companies coordinate more effectively.
- **Scale services quickly and affordably when needed.** Now Kenco can handle holiday surges without procuring new hardware and software.
- **Gain better insights into system usage and customer trends.** Using data exported from Boomi, Kenco can forecast orders more accurately.

CUSTOMER SPOTLIGHT

Market:	Third-party Logistics
Headquarters:	Chattanooga, TN
Employees:	4000+
Key Integrations:	Over 30 trading partners and customers, Blue Yonder, MercuryGate, Koerber WMS, TMW, UPS, and Salesforce, as well as several internal A2A integrations.

View all customer stories at boomi.com/customers

boomi