

# PARTNERING TO WIN

## ABOUT **MARS**

MARS Incorporated is one of the largest privately held companies in the United States, with 40 Billion US dollars in annual sales and operations in 74 different countries. They manufacture confections, pet food, and other food products while also providing animal care services.

## CHALLENGE

They were in the market to accelerate innovation, responsiveness, and automation in their operations to help deal with ongoing labor shortages and overall business demands. To achieve this, MARS engaged in an Request For Proposal (RFP) to outsource their Warehouse Management System (WMS) which runs nine of their distribution centers. MARS invited automation companies, solution providers, and their existing 3PLs to pitch their service options. Having the right automation plan/road map, coupled with their stellar reputation, led to Tryon Solutions winning the RFP.

## SOLUTION

Tryon Solutions determined that the best course of action was to partner with Blue Yonder leveraging their SaaS WMS with RoboticsHub in order to best meet the needs of MARS, and worked with them to outline an automation road map. The depth of experience at Tryon Solutions combined with the strength of their partnership with Blue Yonder allowed them to quickly implement Blue Yonder SaaS WMS at two sites in a relatively short time frame; one site was finished goods and the other was finished goods plus co-packing. Tryon engineers worked with their many standard API integrations via MuleSoft on the WMS side and configured, tested, and oversaw the go lives. MARS was also able to drastically reduce the number of customizations in their WMS as well as overall production downtime for maintenance.

We partnered with Blue Yonder to win with MARS, fully aligning for the entire project leveraging Global Services, Development, Edge Technologies, and Product Development.



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