USING A DECISION TABLE TO CHOOSE A WMS

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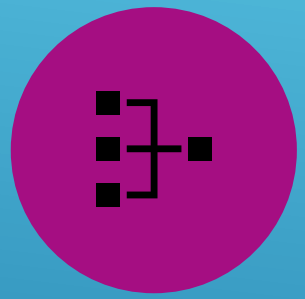
WHAT IS A DECISION TABLE?

- A structured tool for decision-making.
- Rows represent possible criteria.
- Columns represent potential actions, solutions or suppliers.
- Helps compare multiple factors systematically.
- Identifies the most important criteria

Criteria	Weight	Option A	Option B	Option C
Cost	30%	Low	Medium	High
Scalability	25%	High	Medium	High

WHY USE A DECISION TABLE?



Simplifies Complexity: Breaks down multiple criteria into easily understood components.

Ensures Objectivity: Quantifies subjective factors.

Enhances Clarity: Visualizes trade-offs between options.

Facilitates Consensus: Aids communication among stakeholders.

NEXT STEPS

- Form a project team (Cross functional team)
- Identify criteria (List all relevant factors)
- Assign Weights (Prioritise criteria based on importance)
- Identify potential WMS suppliers

WMS DECISION TABLE EXAMPLE

Criteria	Weight	Vendor 1		Vendor 2		Vendor 3		Vendor 4	
		Rate	Score	Rate	Score	Rate	Score	Rate	Score
Fast ROI	20	3	60	2	40	5	100	3	60
Ability to interface with our ERP	20	4	80	4	80	4	80	4	80
Real-time visibility	15	4	60	5	75	5	75	4	60
Local maintenance support	10	4	40	2	20	4	40	4	40
Scalability (ability to grow with the business	10	3	30	2	20	5	50	4	40
Automation interfaces	5	3	15	2	10	4	20	3	15
Software Customisable function	5	4	20	3	15	4	20	3	15
Labour management module	5	2	10	4	20	2	10	4	20
Ease of use	5	4	20	5	25	4	20	4	20
Multi-site cost	5	2	10	2	10	3	15	2	10
Total	100		345		315		430		360

1 = Does not meet minimum requirements; 2 = Does not meet performance requirements by one or more factors
3 = Expected performance; 4 = Exceeds one or more requirements; 5 = Significantly exceeds performance

Criteria for choosing a Warehouse Management system - Audience feedback	Weight (Importance)
Ease of use	25
Customisable	20
Ability to interface with current ERP system	15
Real-time visibility	10
Multi-site capability	10
Ability to interface seamlessly with automation	5
Scalability	5
Quick return on investment	5
Local maintenance support	5
TOTAL	100%

NEXT STEPS

- Score each solution against the criteria
- Calculate totals by multiplying weight by score

Criteria	Weight	Vendor 1		Vendor 2		Vendor 3		Vendor 4	
		Rate	Score	Rate	Score	Rate	Score	Rate	Score
User-friendliness	25	3	75	2	50	5	125	3	75

WHY THIS APPROACH WORKS

- Efficiency – Reduces time deliberating hearsay
- Transparency – Stakeholders understand the reasoning
- Balanced Decisions – Ensures all relevant criteria are considered
- Simplicity – Easy to produce
- Flexibility – Can be used for other decisions e.g. outsourcing

CHALLENGES AND SOLUTIONS

- Challenge: Weighting criteria improperly.

  Solution: Engage stakeholders fully and use consensus or expert input.

- Challenge: Limited data for evaluation.

  Solution: Conduct thorough research.

- Challenge: Overcomplicating the table.

- Solution: Focus on the most critical factors. Ensure criteria and weights reflect the company's priorities

Q & A

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