



## Foton Motor Gears Up for Growth With Manhattan Associates Supply Chain Solution

August 27, 2012 12:32 PM EDT

SHANGHAI, China and ATLANTA, Aug. 27, 2012 (GLOBE NEWSWIRE) -- [Manhattan Associates](#) (Nasdaq:MANH), today announced that Foton Motor Inc. (Foton), China's largest commercial vehicle manufacturer, has completed a successful deployment of the [Manhattan SCALE™](#) product suite at core distribution centers (DCs) across China. The solution now plays an integral part in the day-to-day operations of its auto parts DCs, helping Foton to streamline and optimize its supply chain processes.

A fast growing vehicle manufacturer, Foton has invested more than 2 billion yuan (\$US 320 million) in building an extensive network of auto parts DCs across China. To date it has three provincial DCs in Beijing, Guangdong and Shandong, as well as another 60 regional DCs in other parts of China. The solution has so far replaced Foton's legacy system in the three provincial DCs helping it to address challenges the company was experiencing with inventory accuracy, labor allocation, operational efficiency and scalability.

"Having recorded rapid business growth and laid solid foundations for our continued expansion overseas, it became apparent that our incumbent IT system was not going to be able to support us in the way we needed it to," remarked Mr. Song Shushan, service director of Foton Motor Inc. and deputy general manager of Foton Marketing Company. "Manhattan SCALE is an intelligent warehouse and distribution management system with strong inventory and order management capabilities which have delivered significant improvements across our business operations."

Key benefits already seen include improved operational efficiency and automation; streamlined warehouse management processes; and optimized labor allocation, all of which is providing a solid foundation on which Foton can now expand its business.

"We are impressed with the improvements already seen following this initial deployment of Manhattan's solutions," said Shushan. "We already have much better visibility of stock, enhanced labor allocation, and an improved overall performance of the warehouse and its staff. Manhattan Associates' consultants worked closely with our team and offered us timely support. We are eager to stand out as a world-class auto manufacturer, and choosing Manhattan Associates' market-leading solutions has already proved to be a great choice. As we continue to embark on further expansion, Manhattan SCALE's scalability perfectly matches our goal."

Click [here](#) to read the case study on Foton project.

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*About Manhattan Associates, Inc.*

Manhattan Associates continues to deliver on its 22-year heritage of providing global supply chain excellence to more than 1,200 customers worldwide that consider supply chain optimization core to their strategic market leadership. The company's supply chain innovations include: [Manhattan SCOPE®](#), a portfolio of software solutions and technology that leverages a Supply Chain Process Platform to help organizations optimize their supply chains from planning through execution; [Manhattan SCALE™](#), a portfolio of distribution management and transportation management solutions built on Microsoft .NET technology; and [Manhattan Carrier™](#), a suite of supply chain solutions specifically addressing the needs of the motor carrier industry. For more information, please visit [www.manh.com](http://www.manh.com).

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