Kichler Lighting Selects HighJump Software to Meet Increasingly Complex Value-Added Service Requirements for Rapidly-Growing Customer Base

Leading Provider of Decorative Lighting Fixtures to Optimize Supply Chain Operations with HighJump's Robust, Flexible Supply Chain Execution Solutions

HighJump Software, a 3M company, the global leader in providing highly adaptable, best-of-breed supply chain execution solutions, today announced that Kichler Lighting, the world's leading decorative lighting fixture company, has selected HighJump's Supply Chain Advantage suite to optimize supply chain operations and provide a wide range of value-added services for Kichler's customers. Kichler selected HighJump as a result of its proven track record in delivering robust functionality and fast, cost-effective response to changing needs. This is possible because HighJump's solution facilitates business process configuration and upgrades. The HighJump system will help Kichler create sophisticated distribution processes that effectively manage challenges associated with the high SKU turnover and changing customer requests common in the fast-paced home decoration business.

Kichler operates three facilities throughout the United States to serve residential and commercial distribution channels. Kichler will leverage the HighJump system to meet requests for value-added services related to processes such as labeling, purchase order handling, inventory management and shipping. The HighJump system will also empower Kichler with the flexibility to fulfill a variety of order profiles from single-item orders to full and partial truckloads.

Kichler is replacing its current warehouse system, which required custom code-based modifications. Such system rigidity prevented fast response to accommodating customer requirements and, ultimately, company growth. With HighJump's solution, Kichler will have a system capable of fulfilling these requests when needed to meet critical deadlines. "The HighJump solution was the right choice for Kichler on a variety of fronts," said Dan Speck, director of distribution for Kichler. "We need to handle a range of customer requirements systematically, not as manual one-offs. Not only did HighJump offer the right combination of functionality and flexibility, but its culture and reputation as a leader in this space were an excellent fit with our business."

"Kichler is in the middle of a strong business cycle recovery, which constantly challenges us to improve operations and our ability to meet customer requirements," said John Schindler, CIO of Kichler. "We based our decision to select HighJump on what we need today and what we will likely need several years down the road. HighJump also shared our technology direction with its service-oriented architecture and Web services-based environment."

"We believe that our software will give Kichler the ability to support its core goal of being a world-class service provider," said Chris Heim, president of HighJump Software. "The system's ease of configuration will allow Kichler to accommodate new and changing value-added services while keeping total cost of ownership low in terms of maintenance and upgrades."

About Kichler Lighting

Today, Kichler Lighting is the leading decorative lighting fixture company in the world. Founded in 1938, Kichler remains a privately held, family owned and run business staffed by people who understand decorative home lighting fixtures and who care about our customers. We've built our reputation on original, design-oriented, high quality lighting products at competitive prices, backed by the finest customer service in the industry.

About HighJump Software, a 3M Company

HighJump Software, a 3M company, is the global leader in providing highly adaptable, best-of-breed supply chain execution solutions that streamline manufacturing and distribution from the point of source through consumption. HighJump's tightly integrated solutions empower operational excellence in the warehouse and optimize the flow of inventory throughout the supply chain by facilitating collaboration with customers, suppliers and trading partners. These comprehensive solutions combine robust, standard functionality; a best practices-based implementation methodology; and a uniquely adaptable architecture that facilitates fast, cost-effective system modifications. The result: the industry's lowest total cost of ownership for more than 700 satisfied customers worldwide. As an independent subsidiary in the 3M family of companies, HighJump leads the SCE software industry in financial strength and delivers on an unmatched commitment to innovation and quality. HighJump leverages these advantages to continually expand its solution footprint and empower operational excellence for domestic and multinational customers. For more information about HighJump, visit http://www.highjump.com.

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