

## How Flightcase Warehouse Unlocked 10% Growth Using AI in 6 Months

Flightcase Warehouse partnered with Ingenaium to reduce quote and design time to deliver measurable commercial impact.

Flightcase Warehouse is a UK-based manufacturing organisation with £4m of annual revenue. As the business grew, inefficient processes around quoting, stock management and order fulfilment began to limit performance and threaten future growth.

Rather than expand headcount or invest in a large-scale transformation programme, the leadership team partnered with Ingenaium to explore how applied AI could create capacity and improve productivity.

Using the Ingenaium platform, a targeted AI solution for quoting, stock management and order fulfilment was designed, implemented and embedded within 12 weeks.

Results included:

- 10% increase in revenue with no increased labour costs
- 15% reduction in lead time for orders
- 25% reduction in shipping cost waste

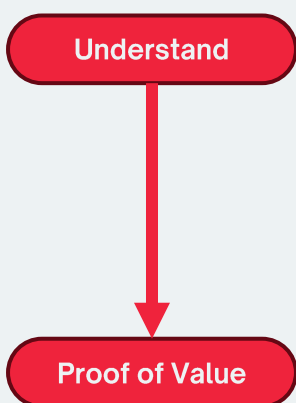
“The Ingenaium team worked with us to understand our business and quickly solved challenges in workflows we had been struggling to address.”

Sam Austin, Managing Director

In partnership with Flightcase Warehouse, Ingenaium followed its defined blueprint for AI delivery:



Three potential AI uses cases were identified in our initial meeting – all with potential high impact if they were solved and all well understood by Flightcase Warehouse. They brought the knowledge of their business, we brought knowledge of applied AI. Together we agreed the use case for the Proof of Value and immediately started to build.



Within a few weeks we had a working proof of concept that used AI to speed up the design process by extracting key data from previous designs, making them searchable, and informing designers which components in them were in stock – so they could design for new clients with confidence and reduce lead times, ultimately creating more capacity in the team whilst being more efficient at utilising stock.

Capture

With value proved and momentum established, a workshop was then held where other AI use cases emerged, and shortly after that a roadmap was agreed for implementation



Implementation

At a pace that suited Flightcase Warehouse both commercially and to embed organisational change, Ingenaium implemented the following high value AI solutions:

|                                 |                                                                                                                     |
|---------------------------------|---------------------------------------------------------------------------------------------------------------------|
| Shipping & Scheduling           | Automated calculated shipping requirements for orders and selected the most cost efficient shipping method.         |
| Content & Reporting Automation  | Automated the creation of KPI and Board reports to allow leadership focus on making data driven decisions.          |
| Quote Automation                | Automating quotes for designs based on common components, reducing the time to quote and increasing quote capacity. |
| Intelligent Document Processing | Optimised the supply chain by automatically reconciling received goods with POs and populating the stock system.    |

Ongoing Support

Today Ingenaium continue to support and optimise all AI solutions delivered for Flightcase Warehouse, as well as provide access to additional AI services from propositions it continues to invest in from experience. Flightcase Warehouse receive assurance and evidence that their AI platform is secure, scalable and uses AI ethically.

“We now have the capacity to quote for 20% more work with the same capacity, and have reduced lead time for clients allowing us to be more reactive to new demands.”

Jase Ferneaux , Sales Director

Powered by it’s platform Ingenaium helped to achieve following outcomes for Flightcase Warehouse:

|                                  |                                            |                                |
|----------------------------------|--------------------------------------------|--------------------------------|
| £400,000<br>In increased revenue | 2 days<br>Saved in average fulfilment time | £250,000<br>saved labour costs |
|----------------------------------|--------------------------------------------|--------------------------------|

Beyond technical delivery, Ingenaium supported user adoption and ongoing optimisation to fuel the use of the AI systems in the business.

Following the success of the partnership, Flightcase Warehouse is now embedding AI into long-term growth strategy by exploring further opportunities in new areas such as after-sales care. The partnership continues as part of a structured roadmap designed to fuel sustainable growth.

Explore how we can help you.  
Contact us today.



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