

# Abacus Enables Rapid Growth and Flexible Supply Chain Foundation with Deposco

Customer Success Story

## Overview

[Abacus Logistics Solutions](#) is a trusted 3PL provider strategically located in the central US that delivers competitive shipping transit times nationwide. They provide comprehensive services to growing ecommerce brands including order fulfillment, kitting, inventory management, light manufacturing, and reverse logistics. Abacus also provides expert support for Amazon FBA/FBM, Prime Day execution, retailer load-in, drop shipping, and [direct-to-consumer \(DTC\)](#) fulfillment.

*Deposco truly is our partner when it's 'Grow-Time.' That collaboration and flexibility are what enable us to build our foundation and provide exceptional service for our customers – without running into costly obstacles. While other 3PLs box in their clients, we've always found a way to say yes to ours."*

**Kevin Cagney**

COO, Abacus Logistics Solutions



**67%**

Reduction in staff needed per fulfillment cell



**<10 min**

To connect new marketplace stores



**Expanded**

Customers within first year of a 2x facility expansion




## Challenges

Abacus was struggling with outdated fulfillment processes that couldn't scale with the high volumes and demands of high-growth ecommerce clients. Their operations required cumbersome workflows and excessive staffing, while lacking critical [3PL integration](#) capabilities that their customer base demanded.

The lack of a flexible WMS foundation was hampering business development efforts. "The right technology is critical – you can perform operationally with the right space and team, but if your tech drags you down, it can prevent a contract from happening. That's devastating," Cagney noted.

Inefficient workflows required a large staff to fulfill orders effectively, with double scanning, redundant processes, and no warehouse-wide inventory tracking. Getting scanning capabilities from their existing system would have been a six-year waiting list, making continued operations untenable.

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*We had no [WMS](#) integrated into anything that would allow us to grow. Our path was never a straight line – we looked at everything from cost-effective, off-the-shelf solutions up to higher-end ERP solutions that were way out of budget. We needed a [3PL solution](#) we could truly believe in to navigate rapid expansion."*

**Kevin Cagney**  
COO  
Abacus Logistics Solutions

## Solution

After a thorough selection process, Abacus chose Deposco's flexible [supply chain platform](#). Implementation began in late 2023, with the system going live in March 2024 – on time and under budget.

What stood out during the selection process was Deposco's consultative approach. "They weren't just hurrying to submit a price or contract; it was really about understanding our business," said Cagney. "They offered to come onsite to understand our operations and business – that was huge."

Deposco's [3PL fulfillment software](#) provided Abacus with a comprehensive platform that includes:

- ✓ Marketplace [integrations](#), enabling quick connections to [Shopify](#), [WooCommerce](#), and other ecommerce platforms
- ✓ Bright Warehouse [WMS software](#) for efficient, real-time execution
- ✓ Carrier integrations with [FedEx](#), [UPS](#), and others via [eHub](#)

The implementation was smooth and efficient. "The Deposco team provided a dynamic setting that was super helpful. Their Solution Consultants took a hands-on approach, making changes onsite to demonstrate the streamlined degree of service that's possible for our customers. I appreciated them showing us how easy it was. Not every partner would do that."



## Results

Deposco transformed Abacus's operations, enabling the rapid growth their business needed:

**Operational Efficiency:** Fulfillment cells now require 67% fewer staff to pick, pack, and ship compared to what they needed prior. Inventory accuracy is at 99.95% and their on-time percentage is 99.8%. In addition, Cagney's team appreciates how easy Deposco is to use. "With Deposco, everything is logical. A non-technical person can figure it out even without training. Job satisfaction has increased with proper barcode scanning and streamlined processes."

**Rapid New-Client Onboarding:** Abacus can connect a new client's Shopify site in under 10 minutes – items with orders and pictures – everything in under 10 minutes.

**Business Growth:** "We've added many new accounts in our first year. The platform was able to quickly adapt, handle requests, and keep up with our growth. We've found a practical option in Deposco for just about every scenario we run into," he added.

**Facility Utilization:** After expanding their warehouse capacity, implementing Deposco's WMS enabled them to efficiently onboard more customers and maximize the additional space. They're now planning multi-location expansion with seamless fulfillment across the US.

**Future-Proof Technology:** During the evaluation, some of Cagney's requests were met by a common response from other potential solution partners: 'Only the big companies have that' capability. With Deposco, small to mid-size operations can also enter that world. "Knowing that we don't have to upgrade our platform or get another WMS gives us great confidence to grow the way we need to," said Cagney.

## Get In Touch

Speak to a Supply Chain Expert Today!

**Deposco**

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