

Gaining and Maintaining Competitive Advantage with Automation

Sponsored by:



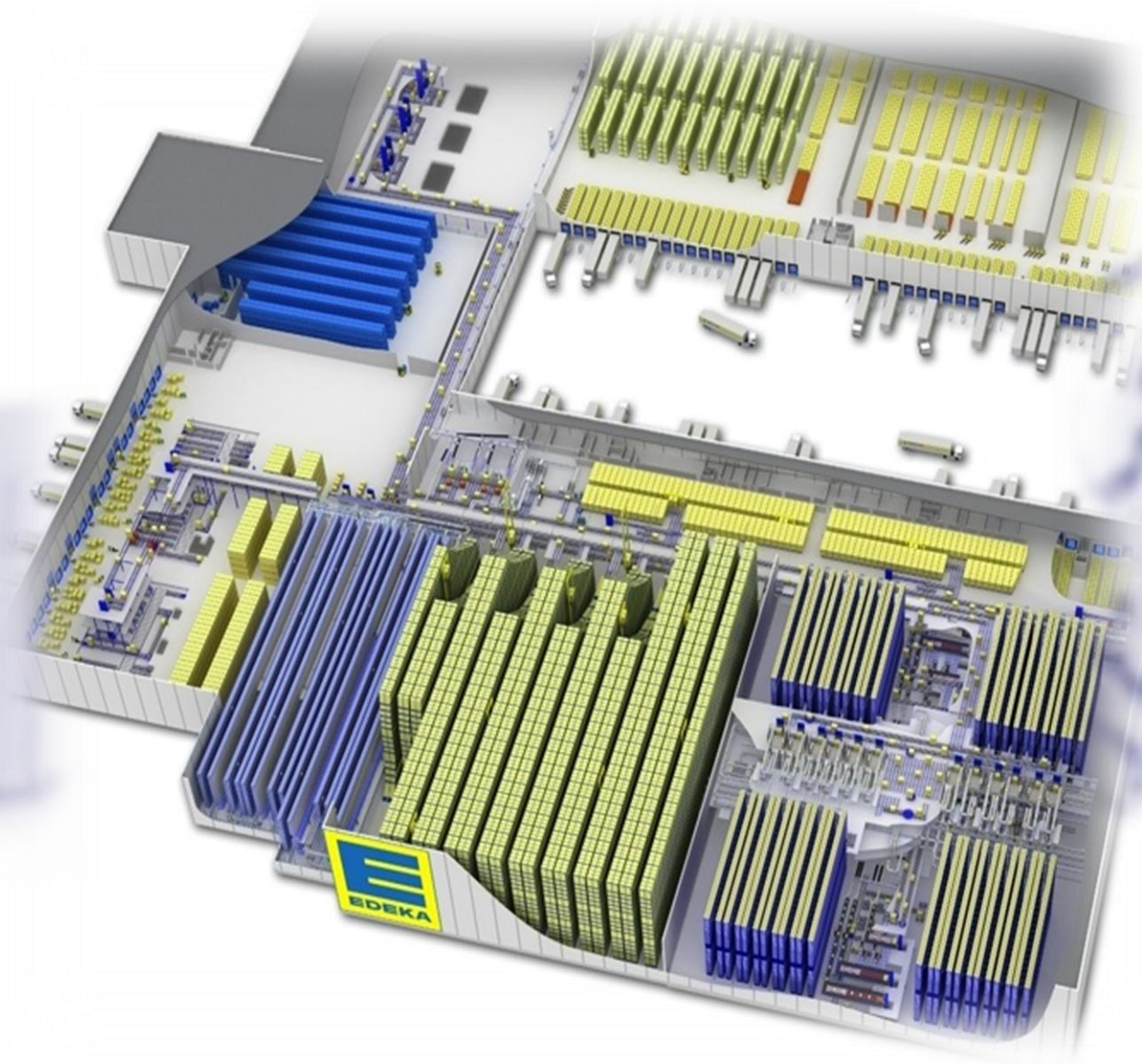
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Successful Project Work



Could **automation** add benefits?

Questions our customers are asking:

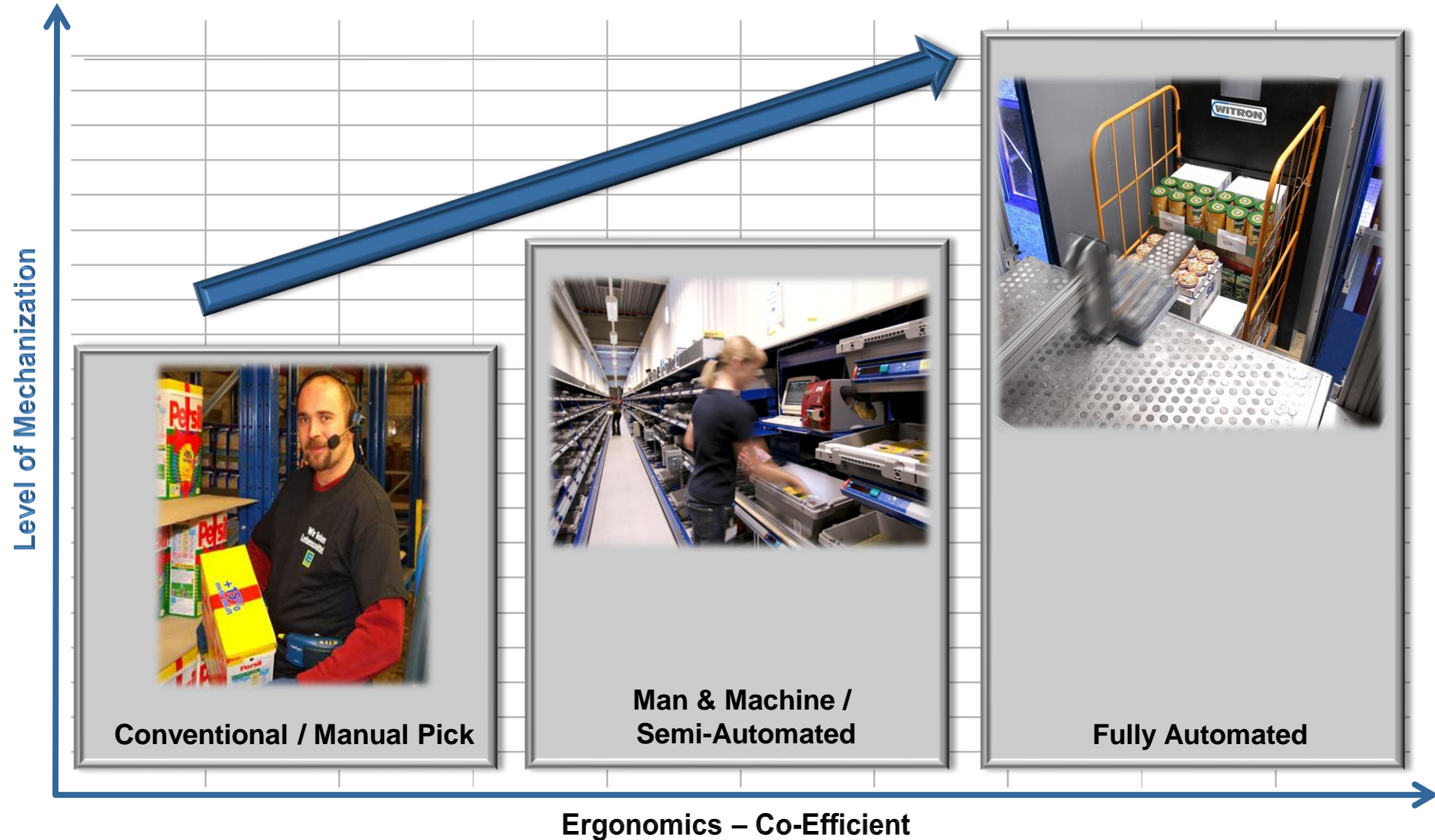
What is the right level of **automation**?

When is the right time to **automate**?

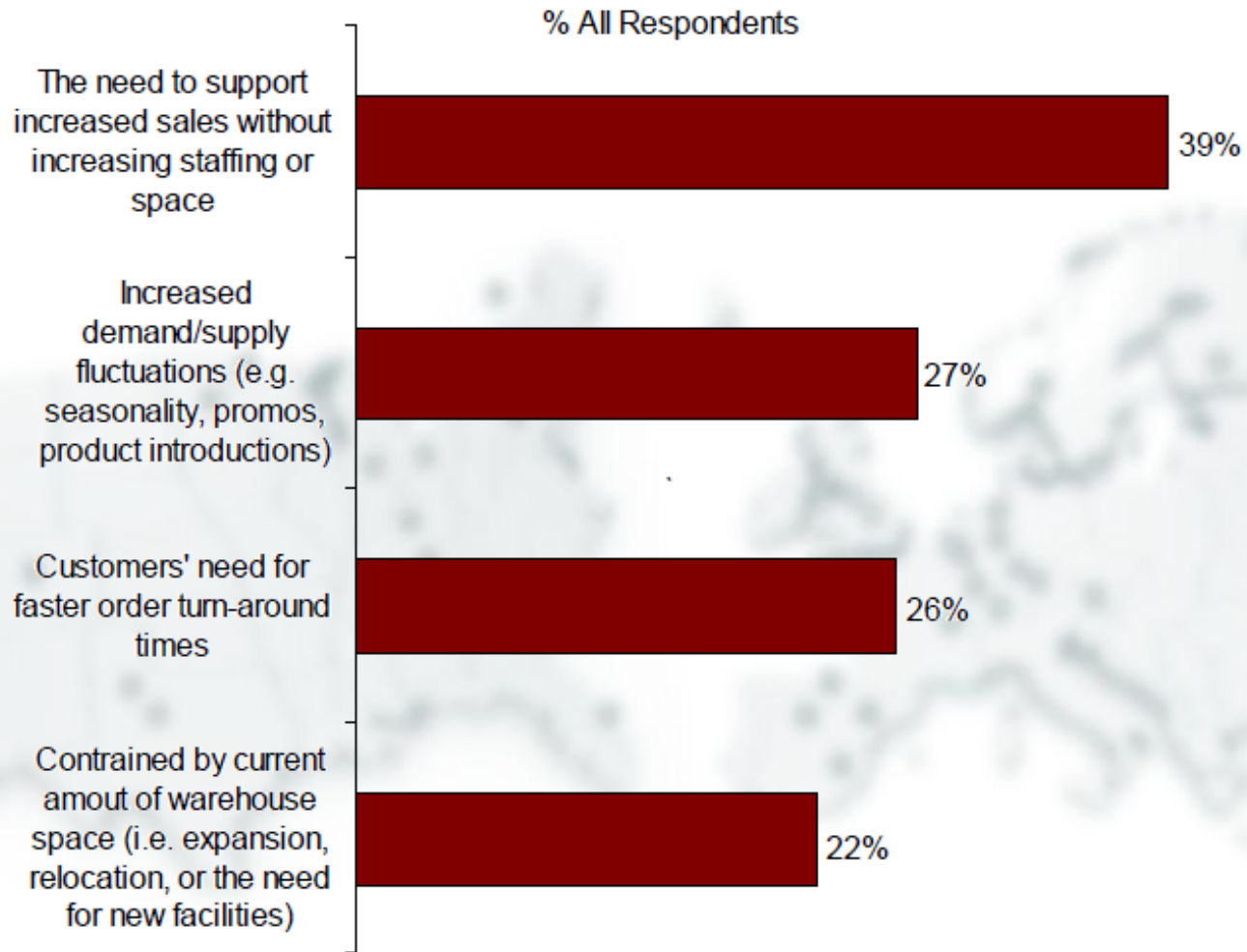
Where does **automation** make sense?

Why does **automation** make sense?

Levels of Mechanization

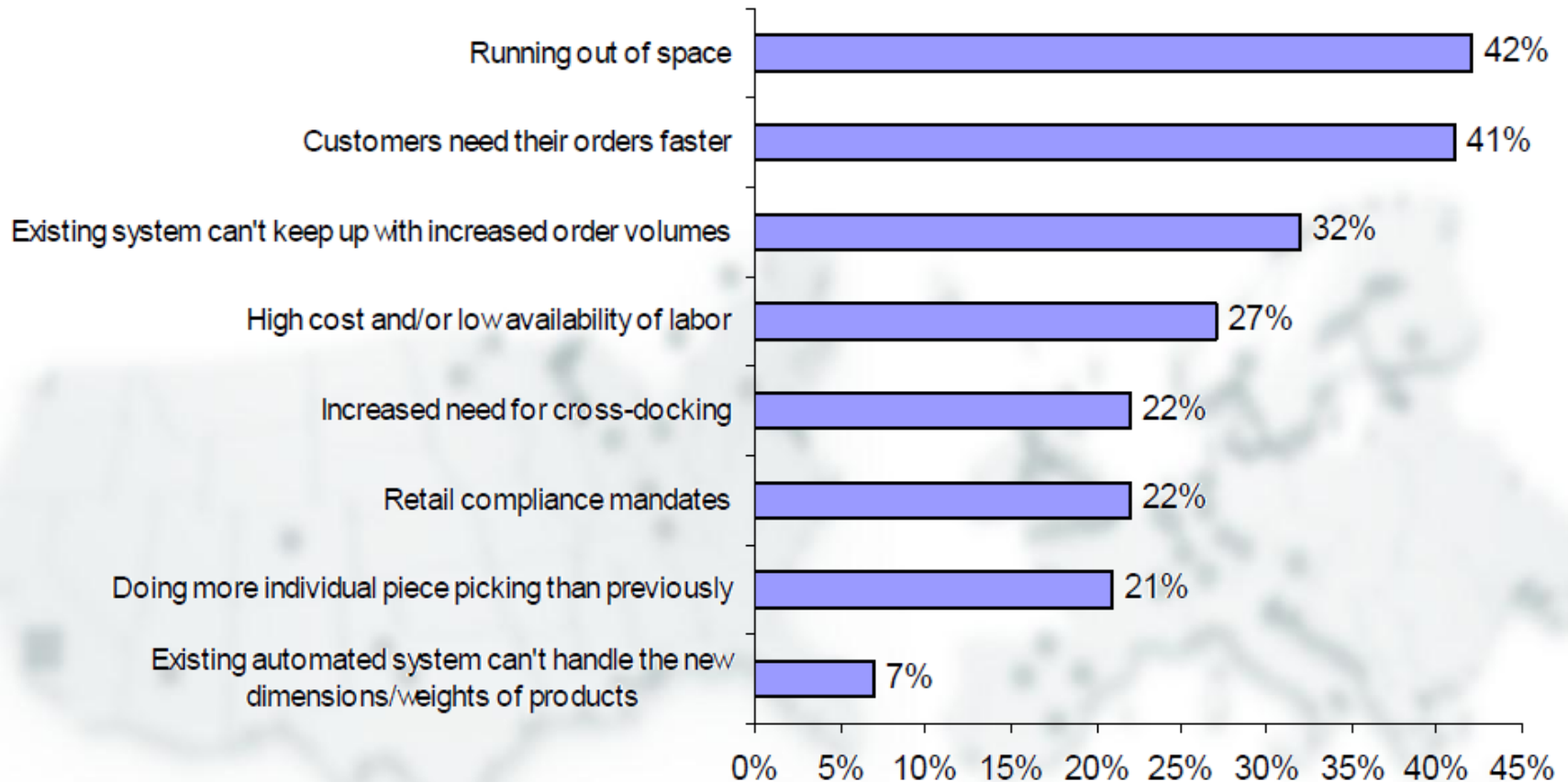


Pressures Driving the Need for Change



Source: Aberdeen Group

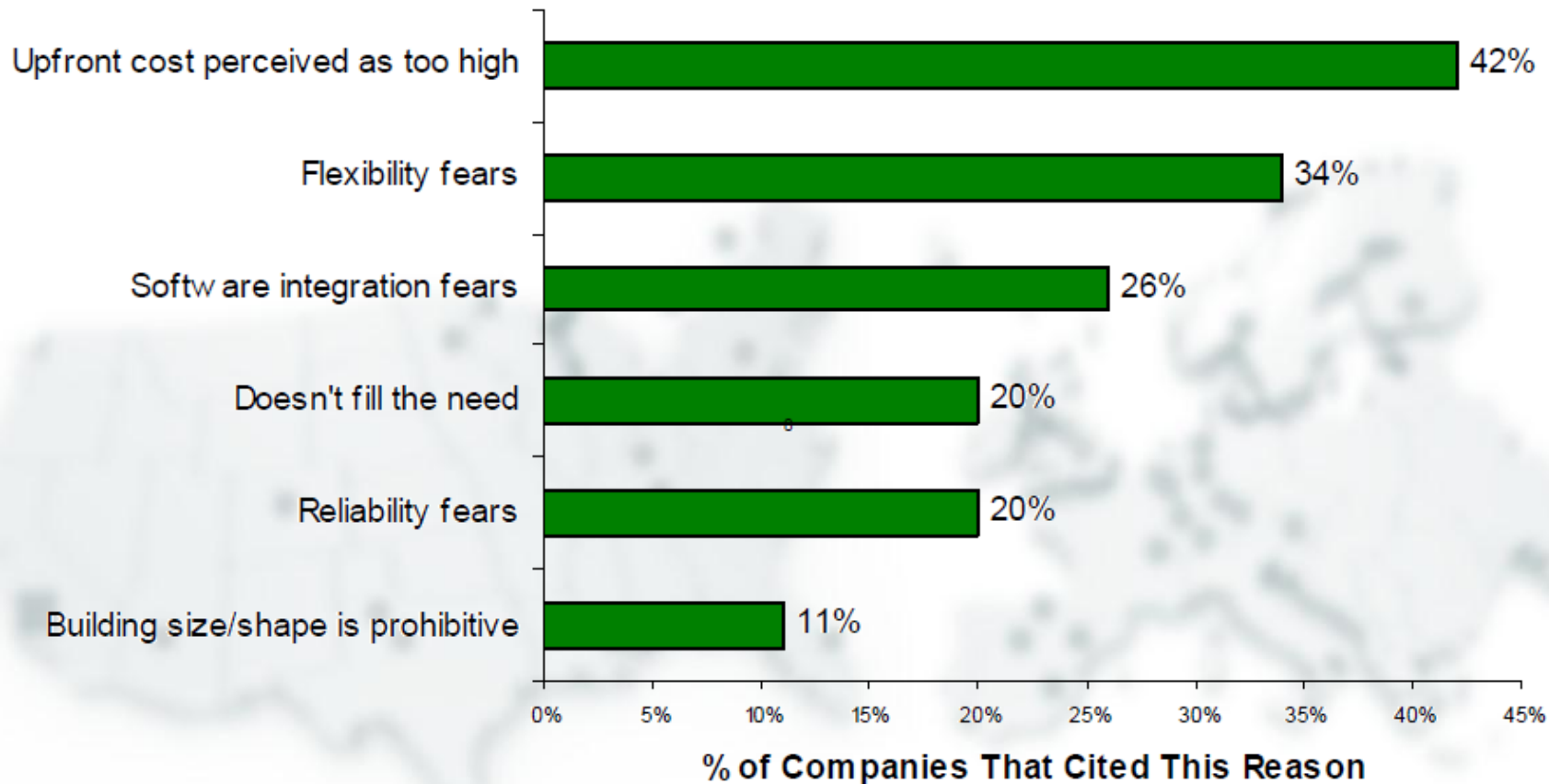
Pressures Driving the Need for Automation



% of Respondents Who Listed This as a "Strong Pressure"

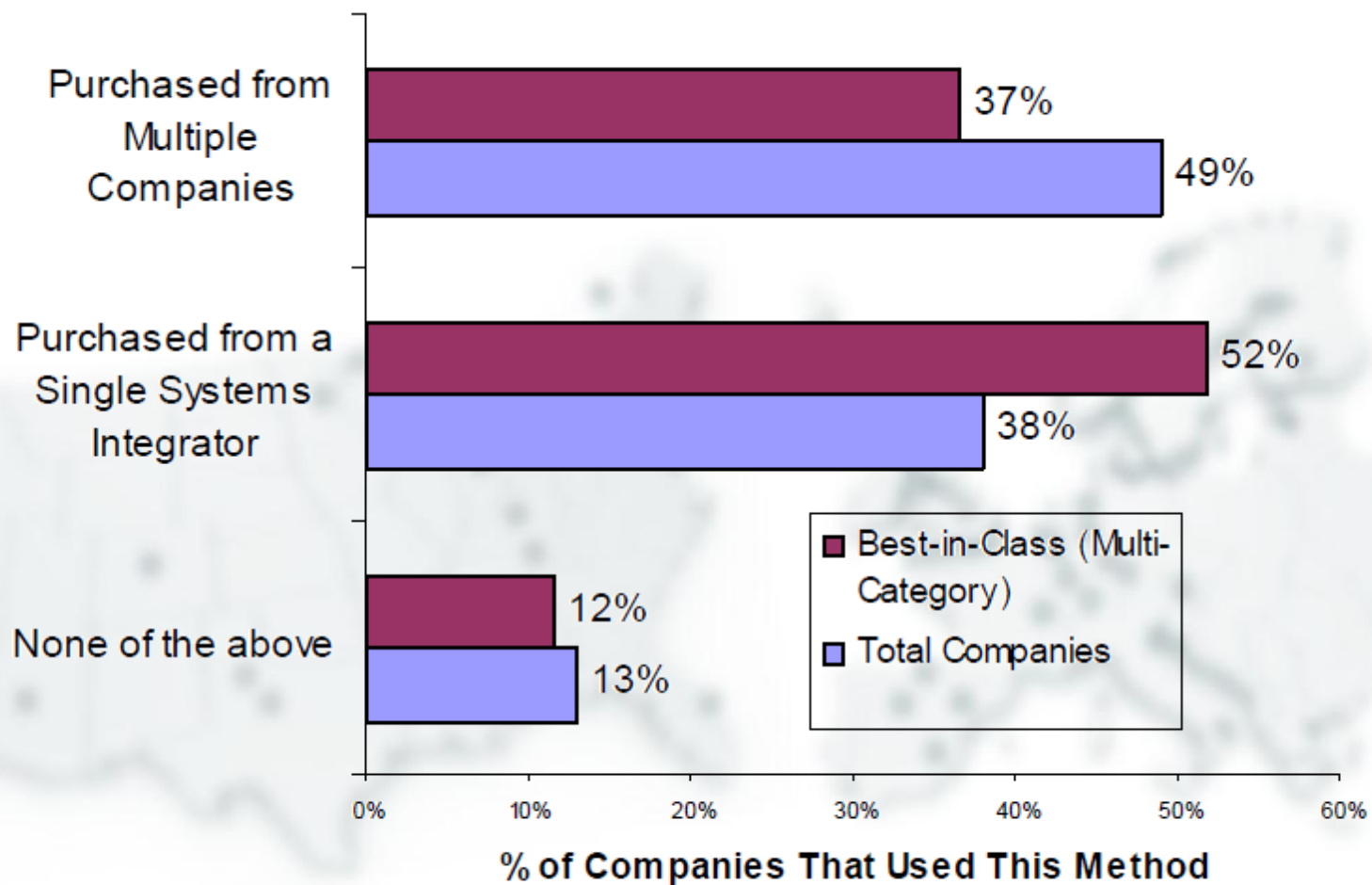
Source: Aberdeen Group

Reasons for NOT Investing in Automation



Source: Aberdeen Group

Systems Integration Strategy



Source: Aberdeen Group

Decision Criteria from our customers

The following Constants and Variables need to be taken into consideration, as all of these are impacted by meaningful automation



The decision: Pay Back, ROI, IRR, NPV, Cost Per Case, ...
Service Level and Future Strategy

Proven "Medium Level" Automation – Witron Dynamic Picking System (DPS)



Receiving

Highbay Warehouse



DPS

Repack Workstations

Tote Warehouse



Picking into Totes

Order Consolidation

Stacking and Palletizing

Shipping



Proven “High Level” Automation – Witron Order Picking Machinery (OPM)



OPM = Order Picking Machinery

Characteristics

- ▶ Mechanization of all process steps from receiving to shipping → Consistency and high integration level
- ▶ Fully-automated building of order pallets or rolling containers by means of the palletizing machine “COM” (Case Order Machine)
- ▶ Fully-automated picking of a variety of different trade units → high efficiency and productivity
- ▶ No involvement of personnel resources within order picking process
- ▶ System applicable within dry, fresh and frozen environments is possible

Proven “High Level” Automation – Witron Order Picking Machinery (OPM)



Fully automated storage and picking process using standard automation technology throughout the design



The order pallet is built inside a three-sided frame for added stability.

Either order pallets or roll containers or both at the same time can be used.



OPM (Order Picking Machinery): Supply Chain Impact

Receiving

Storage / Order Picking

Shipping

Outlet

Customer / Consumer



- Automatic inbound processes
- Quality control of articles
- 100% article identification
- 100% weight control

- Greater flexibility with respect to SKU assortment
- Fully automated storage using AS/RS technology
- Sophisticated replenishment strategies
- Error-free order picking
- Fully automated order picking

- Transportation savings from improved order pallet density
- Reduction in case damage from improved stretchwrapping

- Elimination of inbound audits
- Reduction in the number of received order pallets
- Elimination of returns caused by pick errors
- Improved efficiency from store/shelf-friendly order pallets

- Fewer stock-outs and quicker shelf replenishment
- Logistics cost savings passed on to the customer
- Higher customer satisfaction

Current State of Mixed SKU Automatic Case Palletizing for Food Retail

Status 2012



- **500+**
Sold/Realized Case Order Machines (COM) in 29 projects for 14 different customers
- **3 million+**
automatically picked daily trading units;
or 45,000 pallets *per day*
- **2.0 billion+**
Cases picked / 30 million pallets have been built automatically with OPM technology to date
- **15,000+**
various articles and more for some projects

Training Services

... one stop shop for quality parts and repairs



IT Software Training

- Structure and Functionality
- Operation and Error Handling
- Diagnosis and Analysis
- Administration
- Housekeeping



Controls Training

- Structure and Functionality
- Operation and Error Handling
- Diagnosis and Analysis
- Preventive Maintenance
- Components and Repairs



Mechanical Training

- Structure and Functionality
- Operation and Error Handling
- Diagnosis and Analysis
- Preventive Maintenance
- Components and Repairs

“Our training courses underlie the same high quality standards as the education of our own staff.”

- + **One Point of contact** for training and education in all relevant system areas
- + **Comprehensive training** for technology as well as operational and service management
- + **Efficient learning** through individually customized training concepts
- + **Time and costs savings** through practical oriented and integrated training programs
- + **Learning success** through continuous quality and knowledge control

Your Benefits

Maintenance Services

... the basis for system safety and sustainable availability



System Audit

- Technical Audit
- Health & Safety Audit
- Annual UVV Audit
- Regular BGVA3 Audit
- Quality Audit




System Inspection

- Technical Inspection
- Repair Preparation
- Maintenance Preparation
- Parts Exchange Review
- Documentation



System Maintenance

- Technical Maintenance
- Preventive Measurements / Controls
- Adjustments / Alignments
- Repairs / Corrective Maintenance
- Wear / Tear Parts Replacement

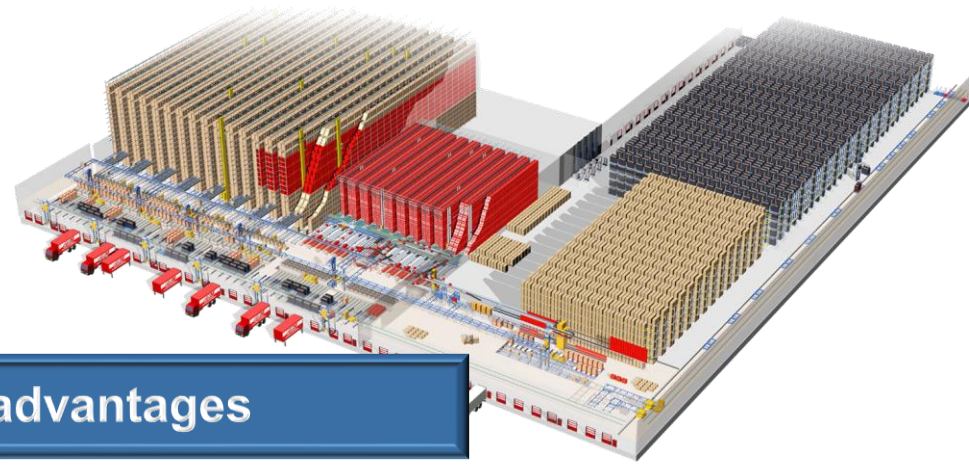


“No compromises on maintenance quality and system safety.”

- +** **Operational reliability** through regular inspections, audits and quality maintenance
- +** **Minimized Interruption of operation** through optimized and transparent maintenance planning
- +** **Minimized maintenance costs** overall through efficient and dynamic maintenance concepts
- +** **Investment protection** with comprehensive and sustainable value protection measurements
- +** **Ready After Service Guarantee** on Service Performances and Parts as well as Repairs

Your Benefits

Customer Benefit



Our solutions generate competitive advantages

→ **Strengthening the customer's position in the marketplace...**

- **Strategic** : Differentiation from competition
- **Operational** : Performance / availability / operational flexibility
- **Environment** : Humane workplaces / energy efficiency

For More Information:

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