Strategic Modernizations and Industry 4.0 Can Change Your Views and Redefine ROI to ROI³

Presented by:

Ken Johnson, Director

Nick Gordon, Director

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

DEMATIC
Retrotech

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

Situation

- **You have an aging ASRS system**
- **You need to improve your system**
- **You don't have the cash lying around**

Define and justify a modernization to bring your system to today's standards and beyond.

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

The big question:

How do you justify a modernization to bring your system to today's standards and beyond?

- ✓ Know what is really driving your pain
- ✓ Connect it to strategic initiatives and KPIs that matter
- ✓ Align to the traditional benefits of a modernization
- ✓ Look at ROI³
- ✓ Include new technologies and approaches available today
- ✓ Plan for the future

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

Know what is really driving your pain

- Safety
- Obsolescence
- Reliability/performance issues
- New business requirements
- OEM support

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

Connect it to strategic initiatives and KPIs *that matter*

If you don't know these, **ASK**!

Align to the traditional benefits of a modernization

- Improved performance with a controls upgrade
- Parts availability with current components
- Current and supportable SW
- Improved uptime with reliable components
- Added capacity
- Chance to rethink your operation
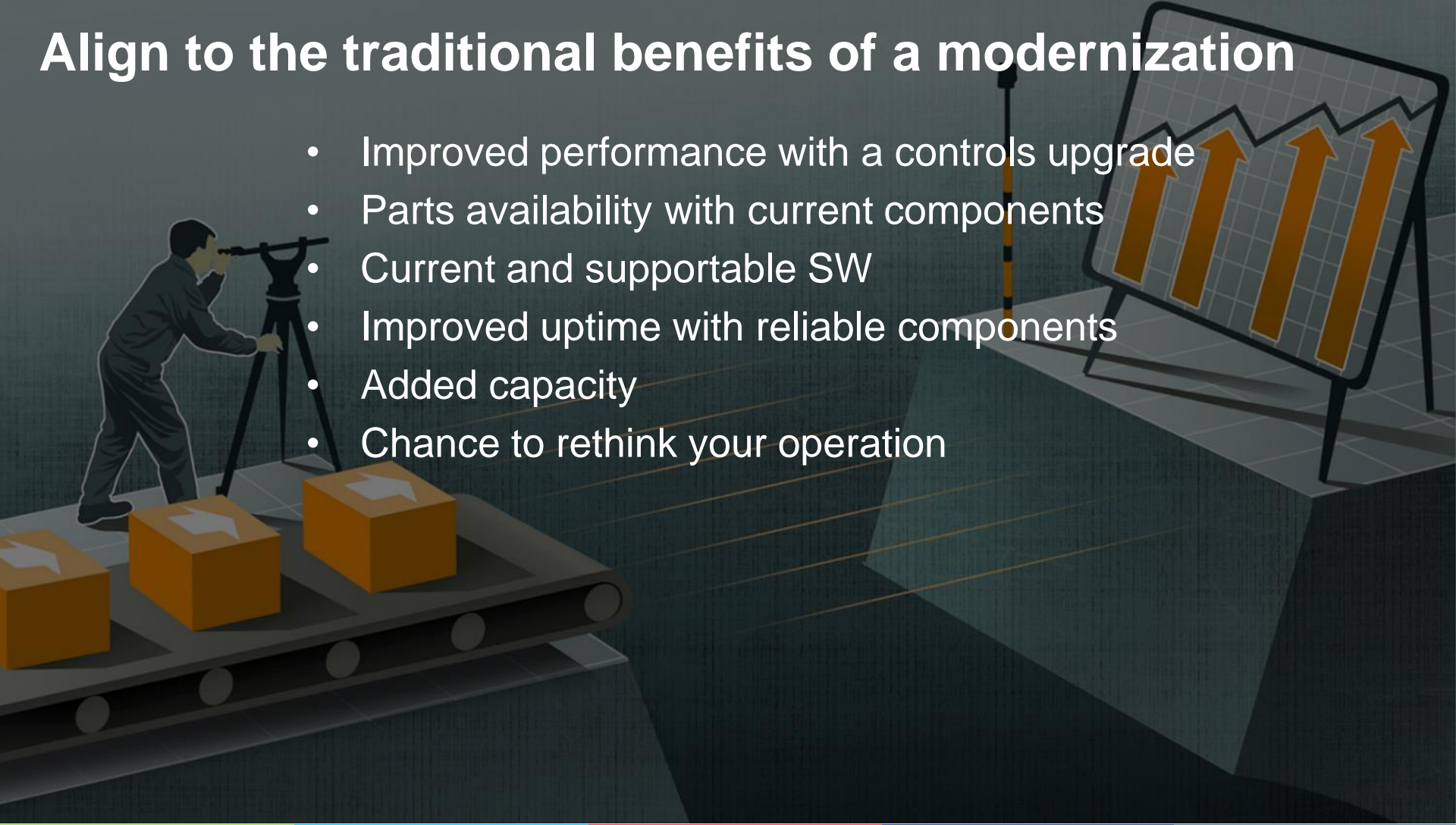
Look at ROI[3]

Return **O**n **I**nvestment

Return **O**n **I**nsights

Return **O**n **I**ntegrating with other systems

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

Modernizations can make many new features available to your vintage systems

- Better information to drive your decisions
- Remote Support
- Remote Operational Monitoring
- Integrated CMMS

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

Better information to drive your decisions

- Real time information from WCS
- System Performance Dashboards
- Error analysis and trending
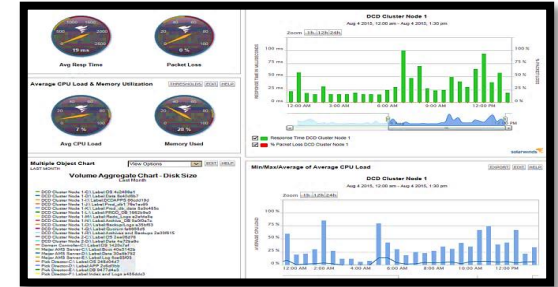- Combine information with other insights for a better picture
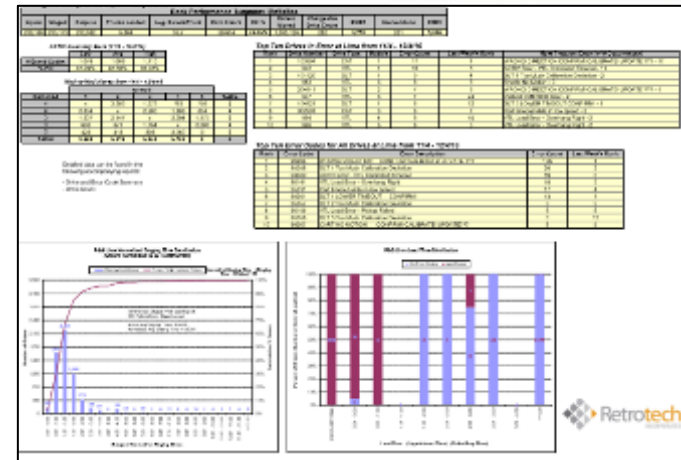
Remote Support

- Ability to have experts connect and diagnose your system
- No more relying on that "one person" locally that can keep it running or make changes

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

Operational Monitoring

- 24/7 monitoring
- Notification of failures and problems
- Optimize database performance
- Analyze trends
- Ensure all systems are updated and secure

MHI.
THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK®

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

Integrated CMMS

Basic CMMS vs. CMMS Integrated with other systems

Plan for the future

- Internet of things/Industry 4.0
- Cloud data for better insights
- Connected systems

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by ⭐ MHI

IOT – Even the simplest items will be connected

- Who likes shaving with a dull razor?

- What if the blade knew its own wear and tear and through a sensor on the handle communicated that its time for a replacement?


"I like shaving with a dull razor."
- No one, ever.

CHANGE YOUR BLADE EACH WEEK

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

IOT in Distribution

The Smart Warehouse™

- Machine status and cycle time
- Location and Status of every FTE in the building
- 100% Inventory Accuracy without a cycle count
- Location and Status of every order in the building
- Early notification of orders waiting on parts
- Dynamic re-prioritization

Communication with Every IP Addressable 'Thing'

Plug and Play Sensors

MHI.
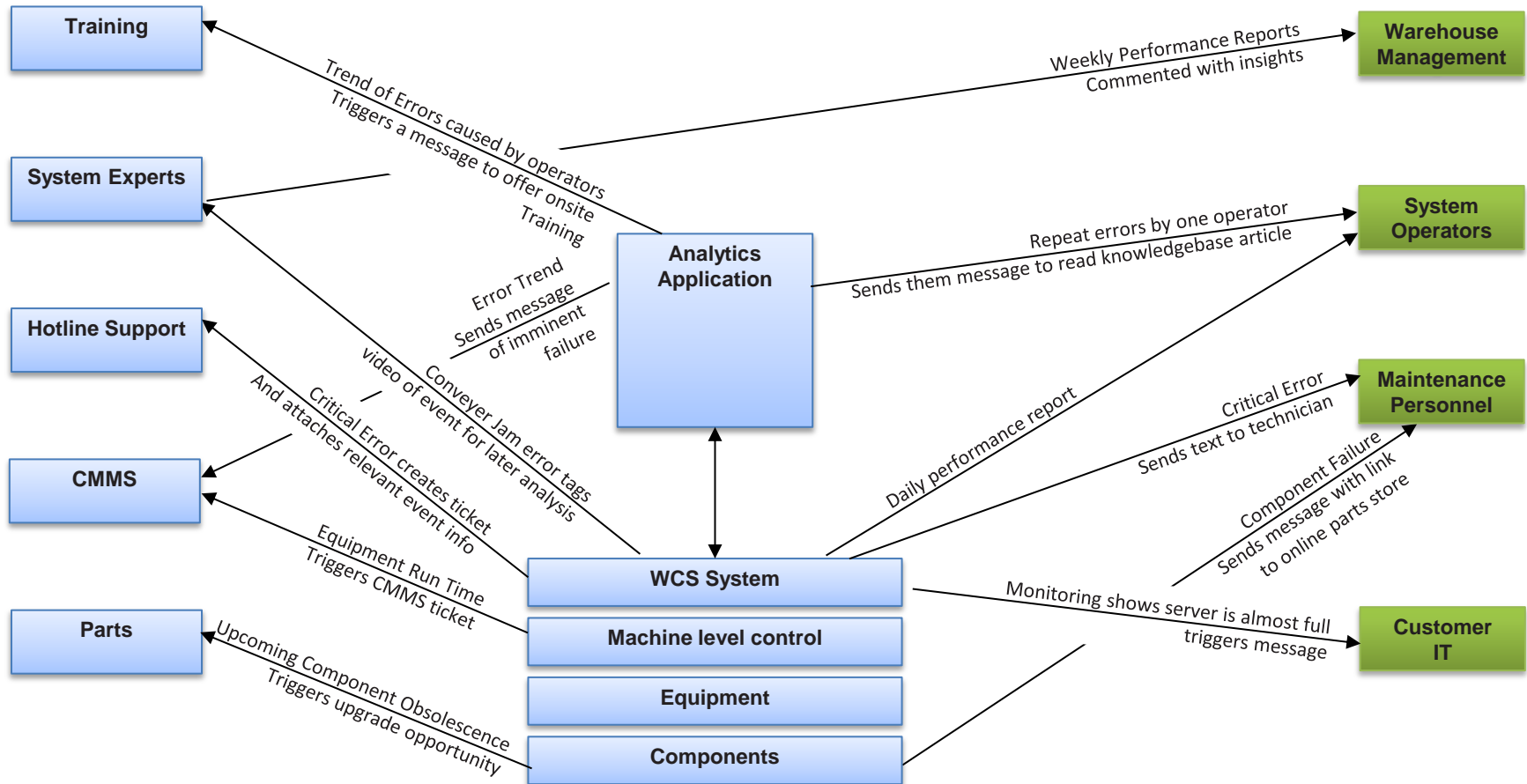THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK®
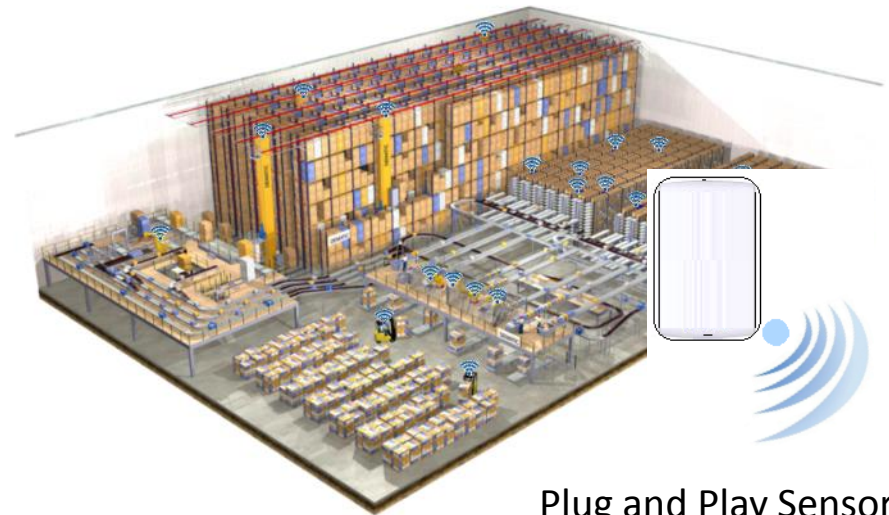
Massive amount of data available

- All available on cloud
- Connect information from disparate or external systems
- Real-time data
- Enhanced reporting and analytics
- Increased visibility

Information when and where you need it

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

What IF?™

- WHAT IF the trucks were communicating arrival times directly to your System?
- WHAT IF you know the location of every item in the warehouse in real time?
- WHAT IF you got a video clip of every jam or error?
- WHAT IF sensors could tell you a crane wheel was failing before it did?
- WHAT IF your CMMS could order parts before you need them?

SOLVE FOR X.

PROMAT 2017
McCormick Place | Chicago
April 3-6, 2017
promatshow.com
powered by MHI

For More Information:

Ken Johnson: ken.johnson@dematic.com

Nick Gordon: nick@retrotech.com

www.retrotech.com

www.dematic.com

Or visit ProMat Booth S1618B