

SOLVE FOR X.

Beyond Equipment – Solutions Based on Challenges Rather Than Products

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Key Takeaways

- How success is based on the solution
- Why it's important not to focus on specific hardware, initially
- Real-world case studies
- What is a good solution?

A successful DC is a product of successful planning

- Find an experienced solutions provider
- Identify and stick with your company's key tenets
- What are your challenges?
- Identify the best tools in the toolbox
- Real-world examples

What is a solutions provider?



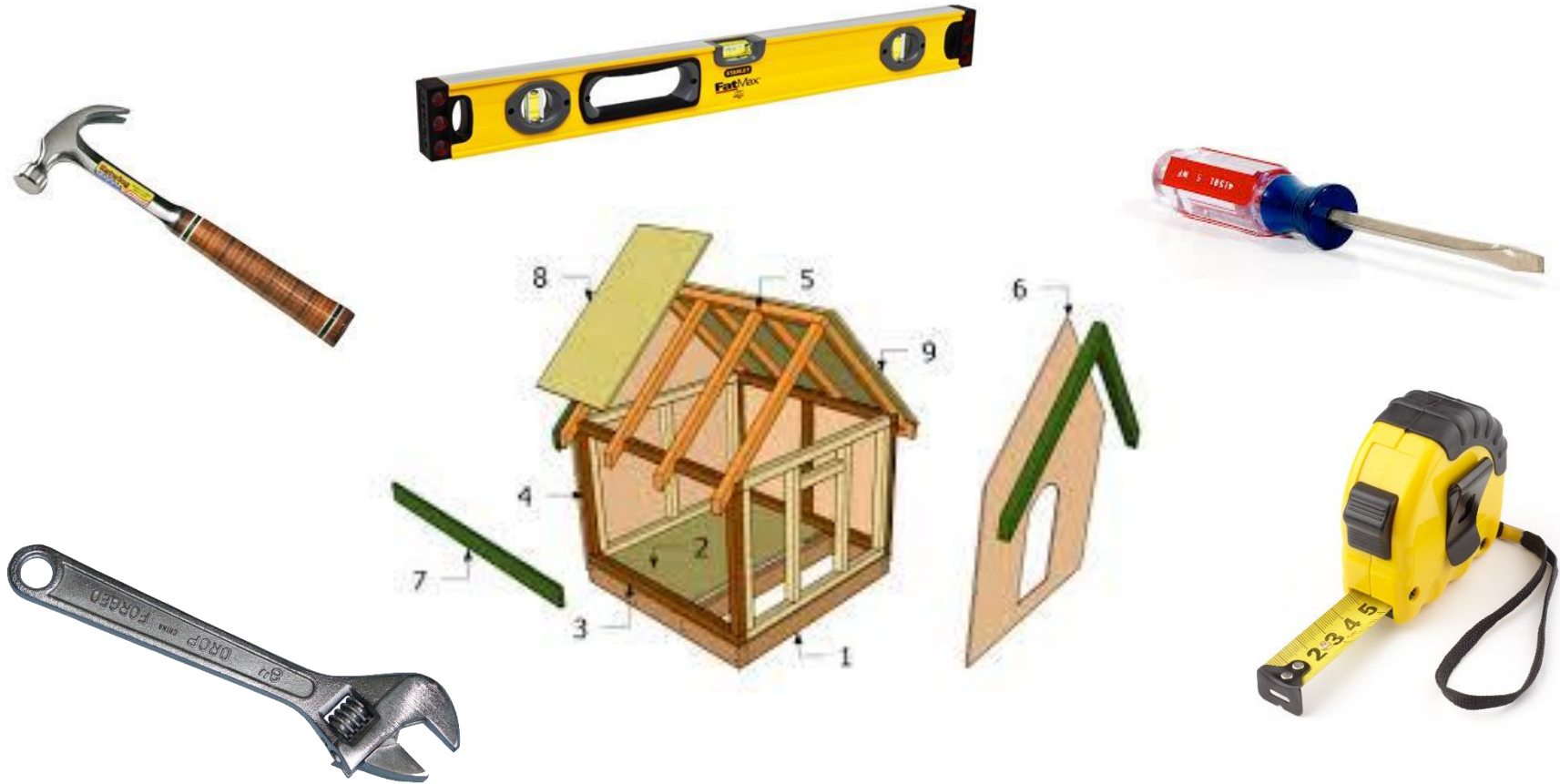
A solutions provider designs distribution centers with emphasis on creating a holistic solution.

How to Create Your Business Tenets

- What is most important to you
- What are the day-to-day challenges that you want to solve?
- What environmental factors do you want to consider?
- Leading technology versus proven technology

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Applying the correct tools to build your distribution center



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A solutions provider can use any tool available on the market

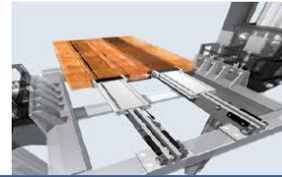


Examples of Tools:

- Storage
- Picking
- Sortation
- Loading
- New Technologies
- Software

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Storage



Picking



Sortation



Software



- If the focus is limited to specific components of the system the entire solution can be affected negatively.
- A Solutions Provider focuses on the entire system to ensure the most effective solution.

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Breakthru Beverage Illinois



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