



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

# *Transforming DC Operations with Next-Generation Solutions*

Sponsored by:



Presented by:

**Jay Blinderman – Director, Product Marketing**

powered by



[www.ProMatShow.com](http://www.ProMatShow.com)

© 2015 MHI®  
Copyright claimed for audiovisual works and  
sound recordings of seminar sessions. All rights reserved.

**FIND WHAT'S  
NEXT.**



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by  MHI

## Agenda

- What Drive's Change
- Operational Acuity
- Vehicle Management System



## What's Driving Change?

Your Customers are probably ...

- Not asking for less choice
- Not asking to pay more
- Not expecting to wait longer



## Navigating Challenges

You probably have...

- Lots of Data
- Expectation of improved results
- Desire to provide a safe and rewarding environment

You may not have...

- A clear basis on which to act

FIND WHAT'S  
NEXT.



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by  MHI

# ACUITY

*The ability to quickly and easily see, hear  
or comprehend significant details*

FIND WHAT'S  
NEXT.

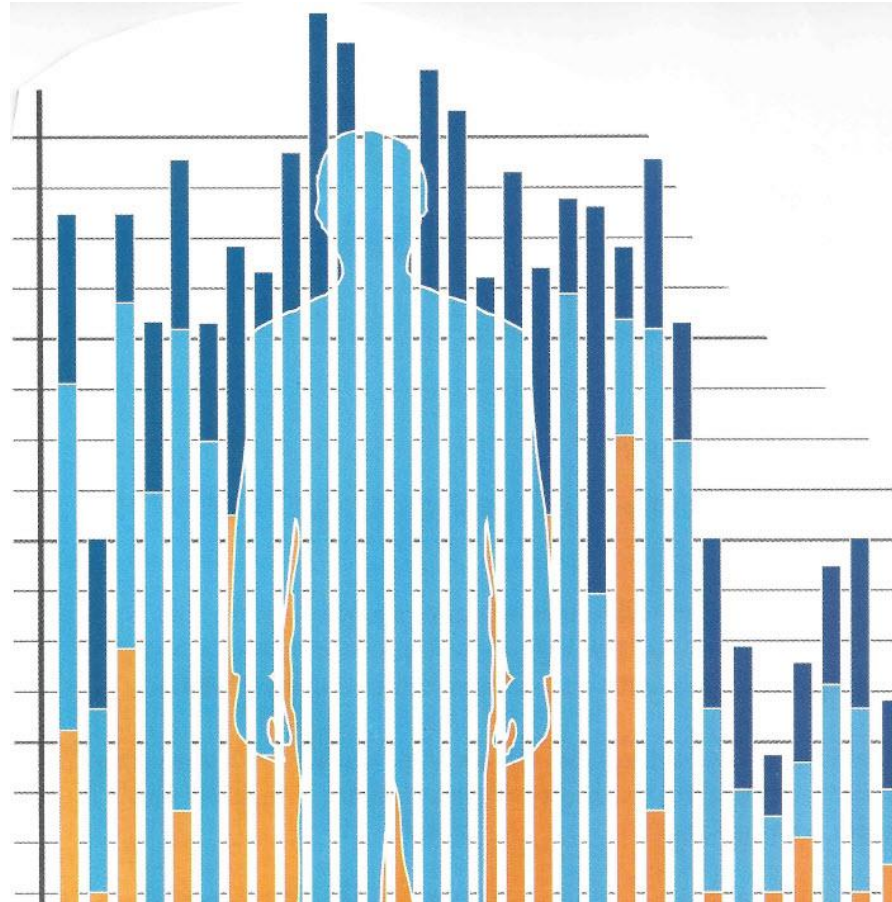


**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI

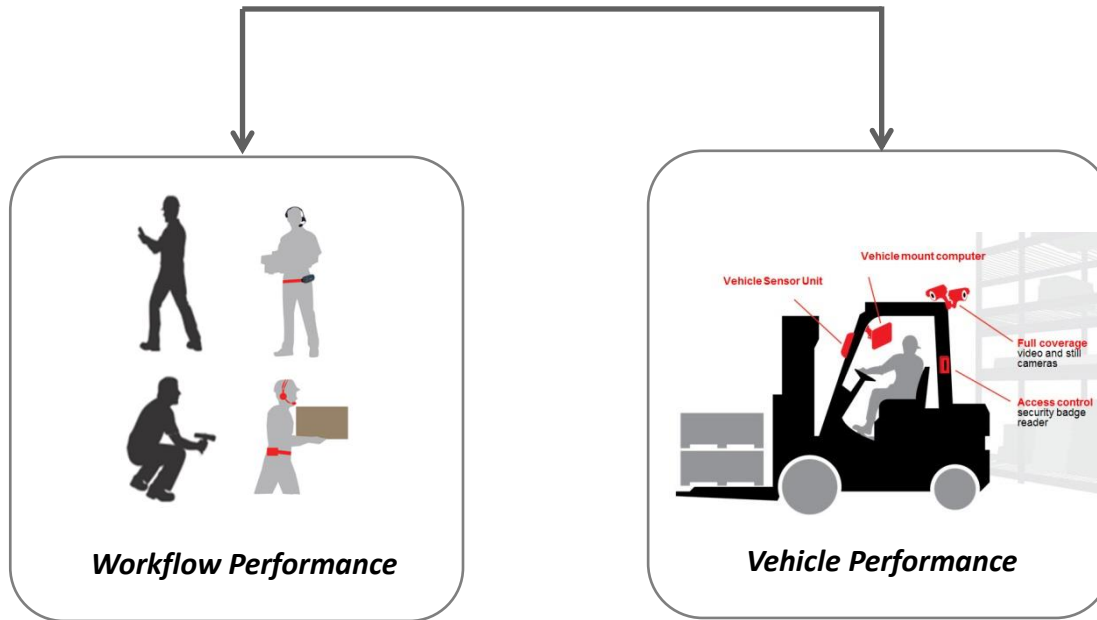
# Quickly and Easily See Information



**Creating Actionable Insights**

# FIND WHAT'S NEXT.

## Delivering Actionable Insights that Drive Optimized Performance using Predictive Analytics Modeling



Push insights and solutions in real-time

# FIND WHAT'S NEXT.



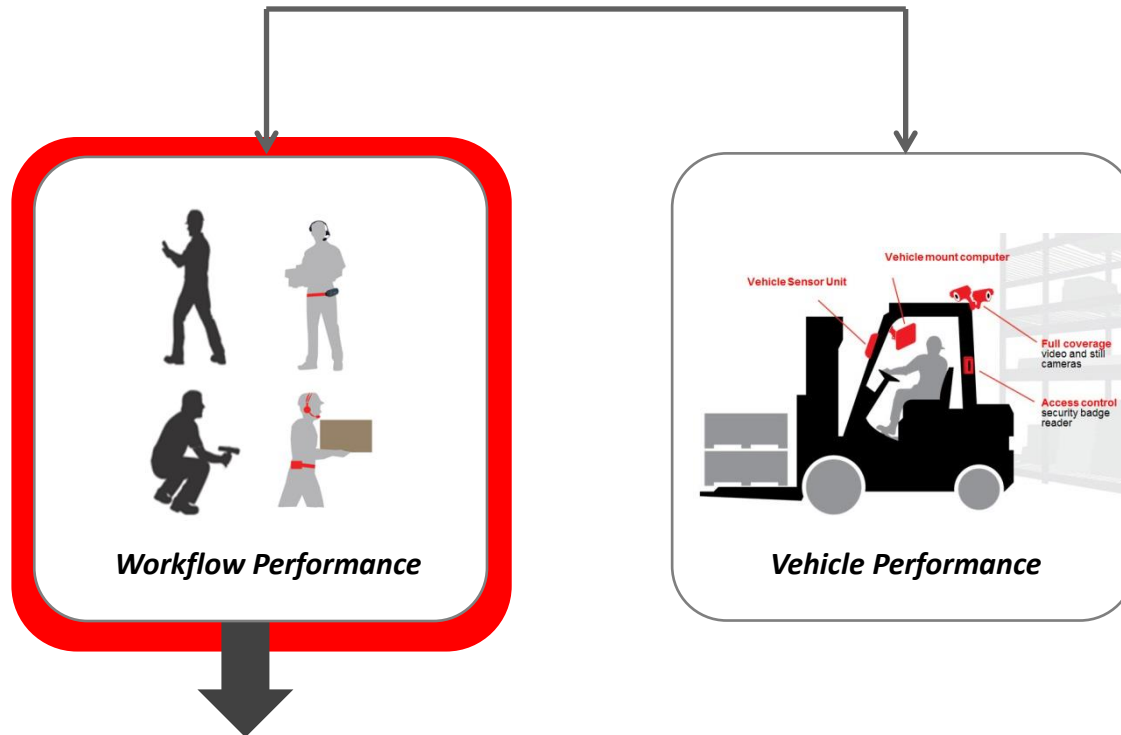
# PROMAT

2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI

## OPERATIONAL ACUITY



*Providing actionable workflow performance insights to help you obtain continuous process improvement benefits and new levels of cost reductions*



# FIND WHAT'S NEXT.



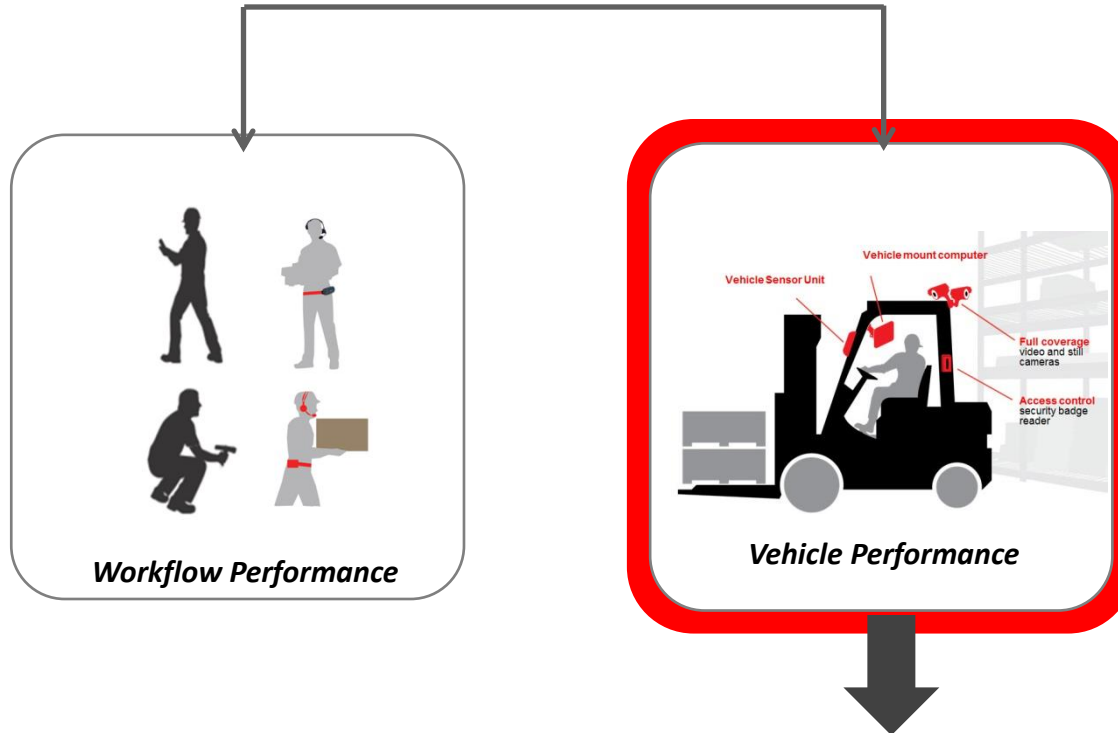
# PROMAT

2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI

## OPERATIONAL ACUITY



*Providing vehicle performance insights to help optimize material handling truck utilization, improve worker safety and compliance and reduce inventory damage*

**FIND WHAT'S  
NEXT.**



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by  MHI

# VEHICLE PERFORMANCE



## Vehicles Introduce Challenges

How many fork lifts do you operate?

- 11% will be involved in an accident

Accidents

- 61,800 will be classified as non-serious
- 34,900 will result in serious injury
- 85 in fatalities

FIND WHAT'S  
NEXT.



McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by  MHI



## Day-to-Day Vehicle Challenges

### Safety & Compliance

- Appropriate drivers
- Appropriate use
- OSHA enforcement (*Regulatory*)
- Vehicle damage
- Goods damage
- Poor driving

### Expense Control

- OSHA enforcement
- Scheduled maintenance compliance
- Leased overages
- Vehicle allocation optimization
- Operations optimization
- Management control

**FIND WHAT'S  
NEXT.**



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by  MHI



## Actionable Insights

### OPTIMIZE YOUR VEHICLE PERFORMANCE

By providing performance insights to help optimize utilization, improve worker safety and compliance and better control costs with greater vehicle awareness

# Vehicle Performance Solution

## Reduce Operating Costs

### IMPROVE VEHICLE AND OPERATOR EFFICIENCY

by understanding vehicle and driver performance and utilization, informed maintenance spending, reduce leased overage charges and enhanced management control of damage reporting

## Enhance Safety and Compliance

### EXPANDED DOCUMENTATION AND SOP SUPPORT

by providing enhanced vehicle awareness and transparency and the identification of damage prone behaviors, while managing authorized vehicle access with improved event documentation

## Optimize Existing Investments

### TAKE YOUR VMC/VMT TO NEW HEIGHTS

by providing actionable insights on vehicle utilization and detailed driving history while fostering an evolving culture of efficiency, safety and accountability



THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK™



## Unlock Value

### Reduce Operating Costs

- Identify underutilized sites, vehicles and operators
- Compare performance of like sites and operators
- Document damaged goods incidents
- Balance maintenance needs & contract requirements

### Enhance Safety and Compliance

- Identify and stop risky, damage prone behaviors
- Enforce driver authorization
- Monitor operator training and safety process compliance
- Provide comprehensive, low cost safety event documentation

### Optimize Existing Investments

- Leverage existing vehicle technology investments
- Minimal installation and deployment requirements
- Low I.T. overhead with secure cloud powered solution

## Vehicle Performance Overview

### Vehicle Performance Solution Core Elements

#### SOFTWARE & HOSTING



VPS Mobile Manager Applications



Secure Cloud

#### HARDWARE



Vehicle Sensor Unit



Front & Rear Camera (Video/Still)



Badge Reader

Vehicle Performance Solutions enables greater value from existing investments:

- *Vehicle*
- *Wi-Fi Network*
- *Internet Access*
- *Vehicle Mount Computer*
- *Mobile Manager Device*

On-Board Vehicle Mount Computer (Existing)



OR



VPS Terminal (Optional)



Vehicle

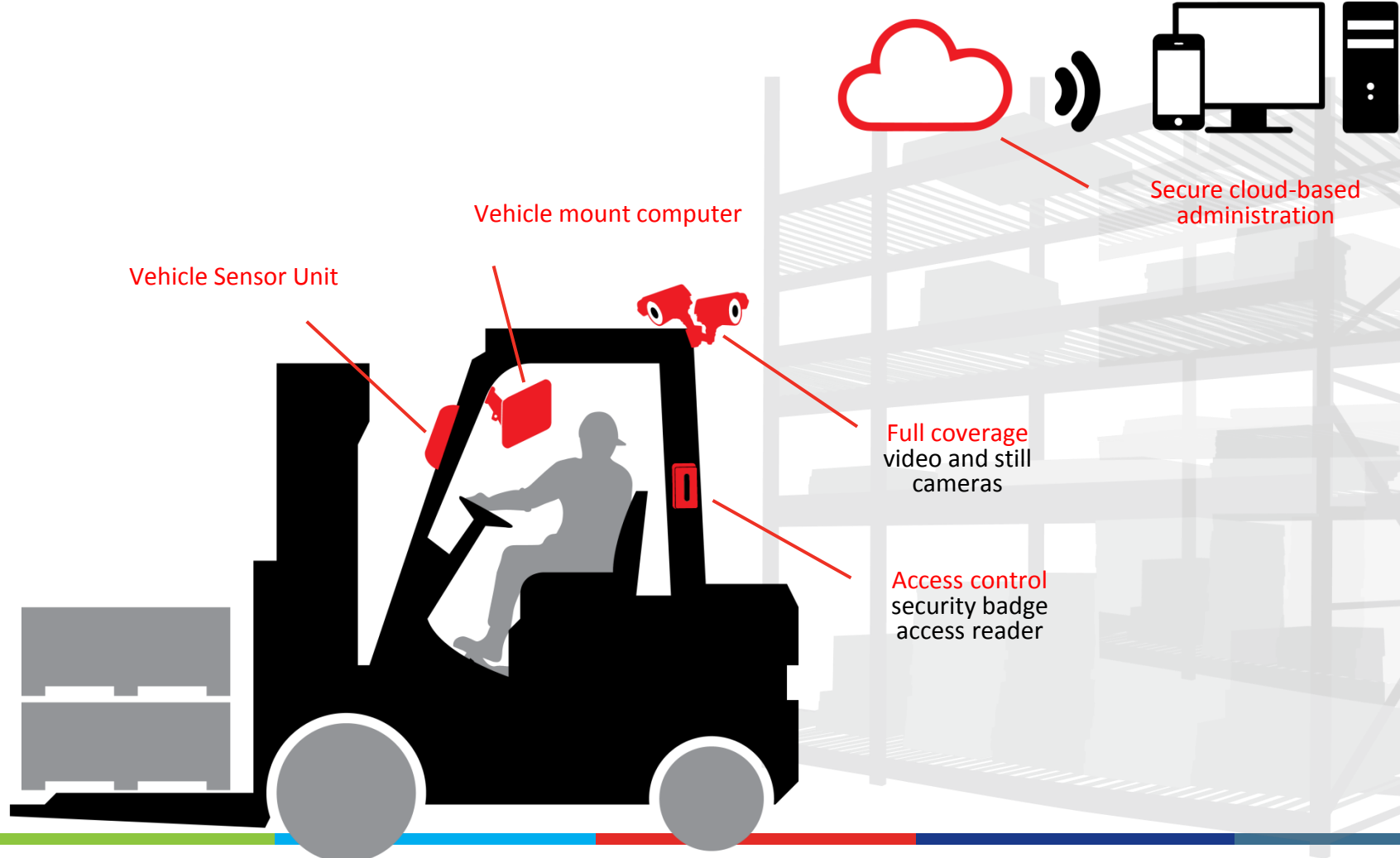
# FIND WHAT'S NEXT.



# PROMAT 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI





FIND WHAT'S  
NEXT.

## Vehicle Performance Solution Installed



Many VMC's also support voice solutions

FIND WHAT'S  
NEXT.



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by  MHI

# WORKFLOW PERFORMANCE

**FIND WHAT'S  
NEXT.**



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by  MHI

## Because You Use Voice

Do you believe...

- You have maximized productivity
- You have eliminated all unnecessary travel time
- You have optimized all related processes
- Workers are getting the most out of the system

# FIND WHAT'S NEXT.

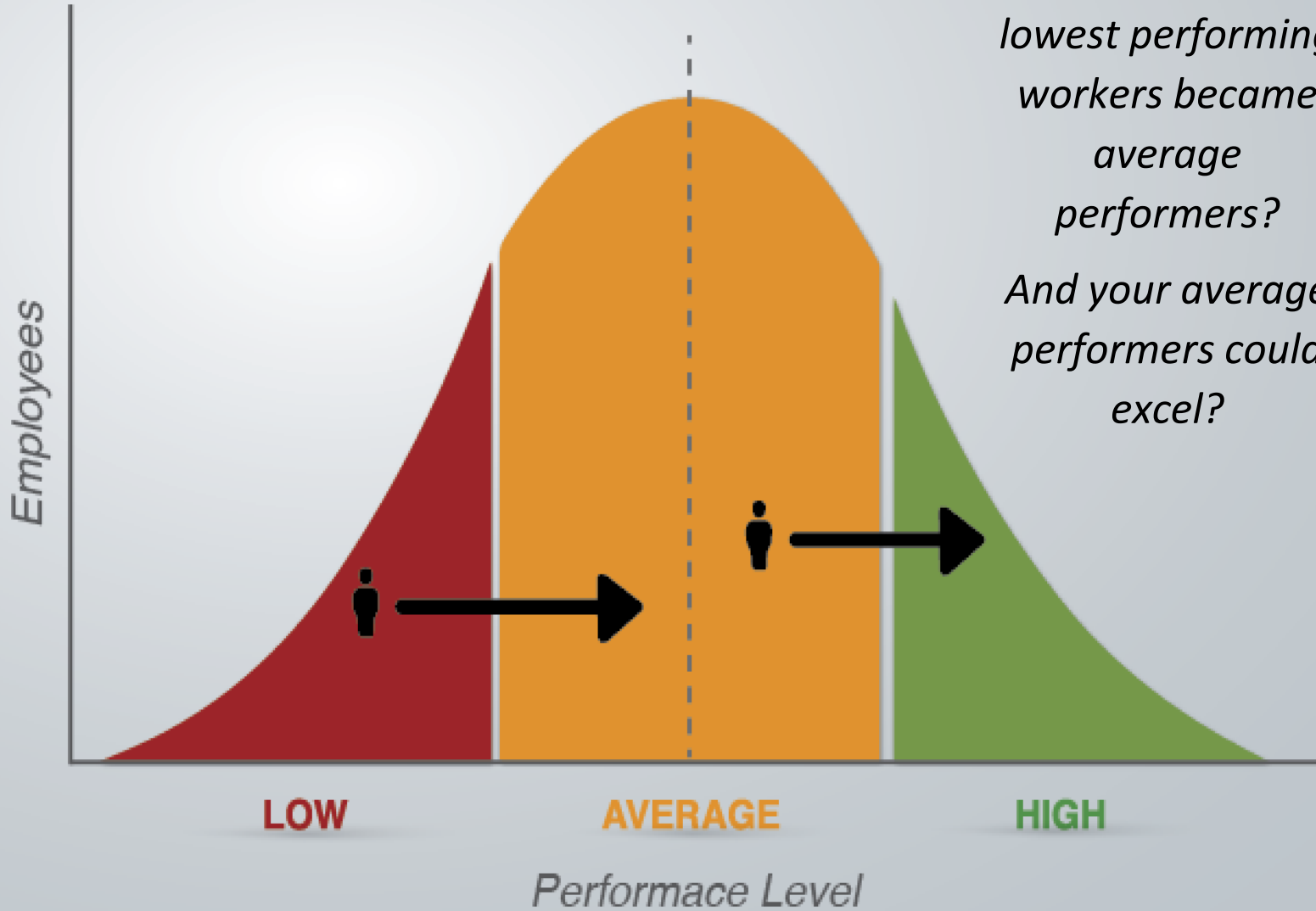


**PROMAT**

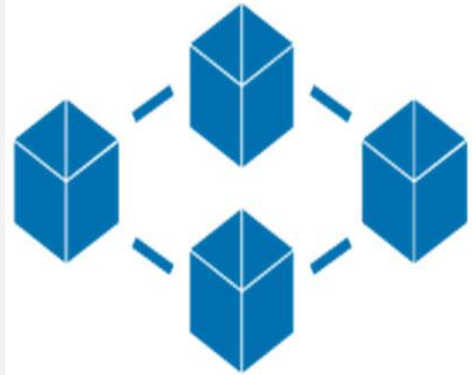
2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI



***What if...** All your lowest performing workers became average performers?  
And your average performers could excel?*



## Actionable Insights

### OPTIMIZE YOUR WORKFLOW PROCESSES

By further maximizing existing voice driven workflow processes and delivering actionable performance-driven insights

## Workflow Performance Solution

### Process Improvement Costs

#### ENHANCE INDIVIDUAL WORKER PRODUCTIVITY

by providing management ongoing insights to improve individual worker performance with voice

### Measuring Key Areas for Cost Reduction

#### QUANTIFICATION OF VALUE OPPORTUNITIES

by continuously measuring areas such as: check digit confusion, incorrect location movement, shorts analysis, break time analytics and the identification of areas for voice recognition performance improvement

### Actionable Performance Insights

#### EASY TO UNDERSTAND PERFORMANCE ANALYTICS

by providing easy to understand visual dashboards with analytics reporting capabilities and peer group "best-in-class" comparison analytics

# FIND WHAT'S NEXT.



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI

Time Category	Time %	Classification	Areas of inefficiency	Recoverable Mins (lowest to middle)	Recoverable Mins (everyone to high)
Non-Voice	35%				
Break	10%	Expected	Break	TBD	TBD
Delivery	10%	Expected	Assignment Delivery	3.92	9.22
Assignment Summary	0.45%	Expected	Assignment Start Up	3.68	10.42
After Assignment	5%	Unproductive	Delivery and Assign Begin	5.06	14.71
Sign In	0.94%	Unproductive	Sign On to Get First Assignment	0.43	1.10
Picking	15%	Picking	Inefficiency	2.05	4.73
		Speech	Quantity Recognition		
		Unproductive	Gap - last pick and break	TBD	TBD
			Operator Confusion		
		Shorts	Picking previous short – chase picking qty of 0 - short	TBD	TBD
Travel	21%	Travel*	Inefficiency*	2.52	6.91
		Accuracy	Check Digit Talk Ahead	TBD	TBD
		Speech	Check Digit Recognition	0.07	0.20
		Unproductive	Operator Confusion		
			Gap Last Pick and Break	TBD	TBD
			Wrong Locations	0.24	0.68
		Shorts	Pick < Qty Asked - Short	TBD	TBD
			Repick skip	TBD	TBD
			Repick - chase	TBD	TBD
			0 pick - short		
		Re-Slot	Identify Re-slot Candidates	Future	Future
Network	Beeping	Future	Future		

17.957      47.9475

Looking for incremental opportunities to maximize worker day

# FIND WHAT'S NEXT.



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI

<u>Time Category</u>	<u>Classification</u>	<u>Areas of inefficiency</u>	<u>Operator Ranking Score</u>
Break	Unproductive	Break	X
Delivery	Unproductive	Assignment Delivery	X
Assignment Summary	Unproductive	Assignment Start Up	X
After Assignment	Unproductive	Delivery and Assign Begin	X
Sign In	Unproductive	Sign On to Get First Assignment	X
Picking	Picking	Inefficiency	X
	Speech	Quantity Recognition	X
	Unproductive	gap - last pick and break	X
		Operator Confusion	X
	Shorts	picking previous short – chase	X
picking qty of 0 - short		X	
Travel	Travel	Inefficiency	X
	Accuracy	Check Digit Talk Ahead	X
	Speech	Check Digit Recognition	X
	Unproductive	Operator Confusion	X
		Gap Last Pick and Break	X
		Wrong Locations	X
	Shorts	Pick < Qty Asked - Short	X
		Repick skip	X
		Repick - chase	X
		0 pick - short	X
	Re-Slot	Identify Re-slot Candidates	X
Network	Beeping	X	

Better understanding of worker performance

FIND WHAT'S  
NEXT.



**PROMAT**

2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI

Time Lost to Wrong Location by Operator

## Workers traveling to wrong locations

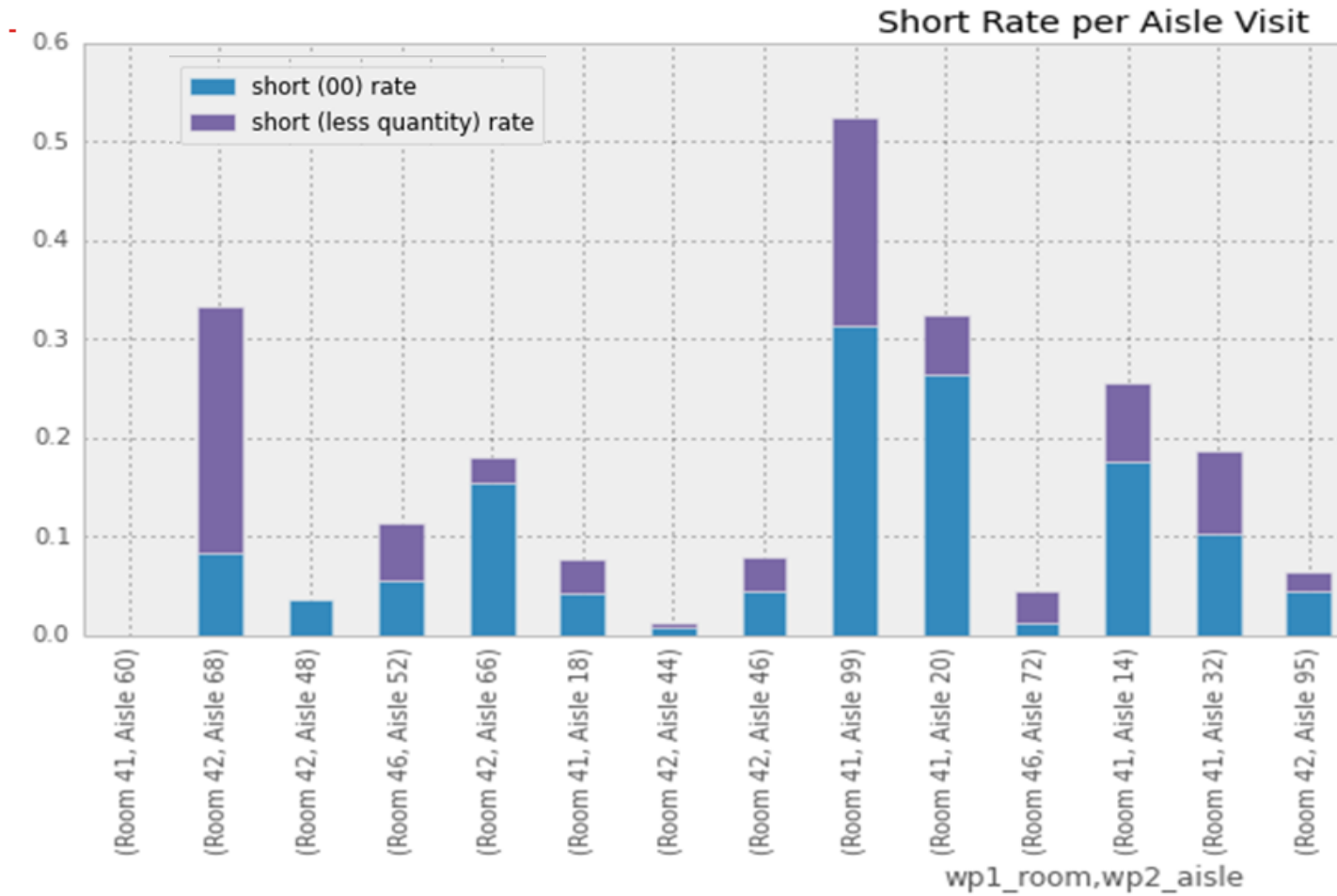


Identifying a training opportunity





## Understanding Shorts Better



Identifying areas for process improvement

# FIND WHAT'S NEXT.

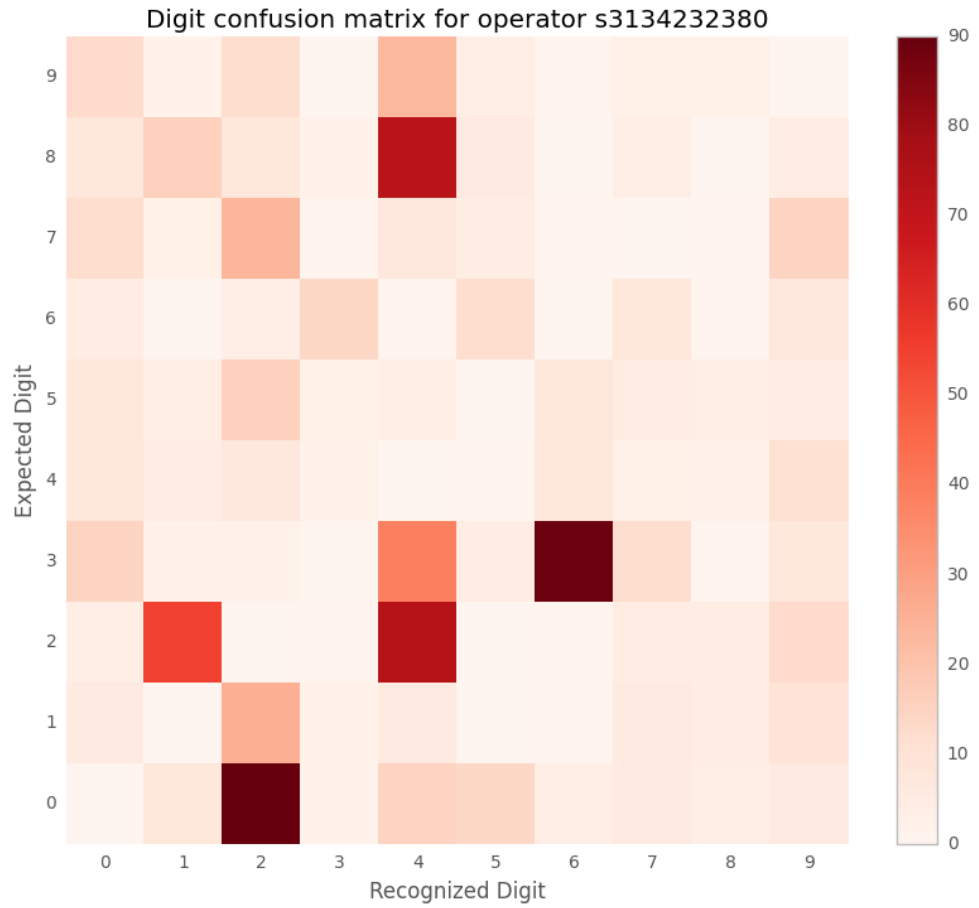


# PROMAT

2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI



Identify and improve specific inefficiencies

# FIND WHAT'S NEXT.

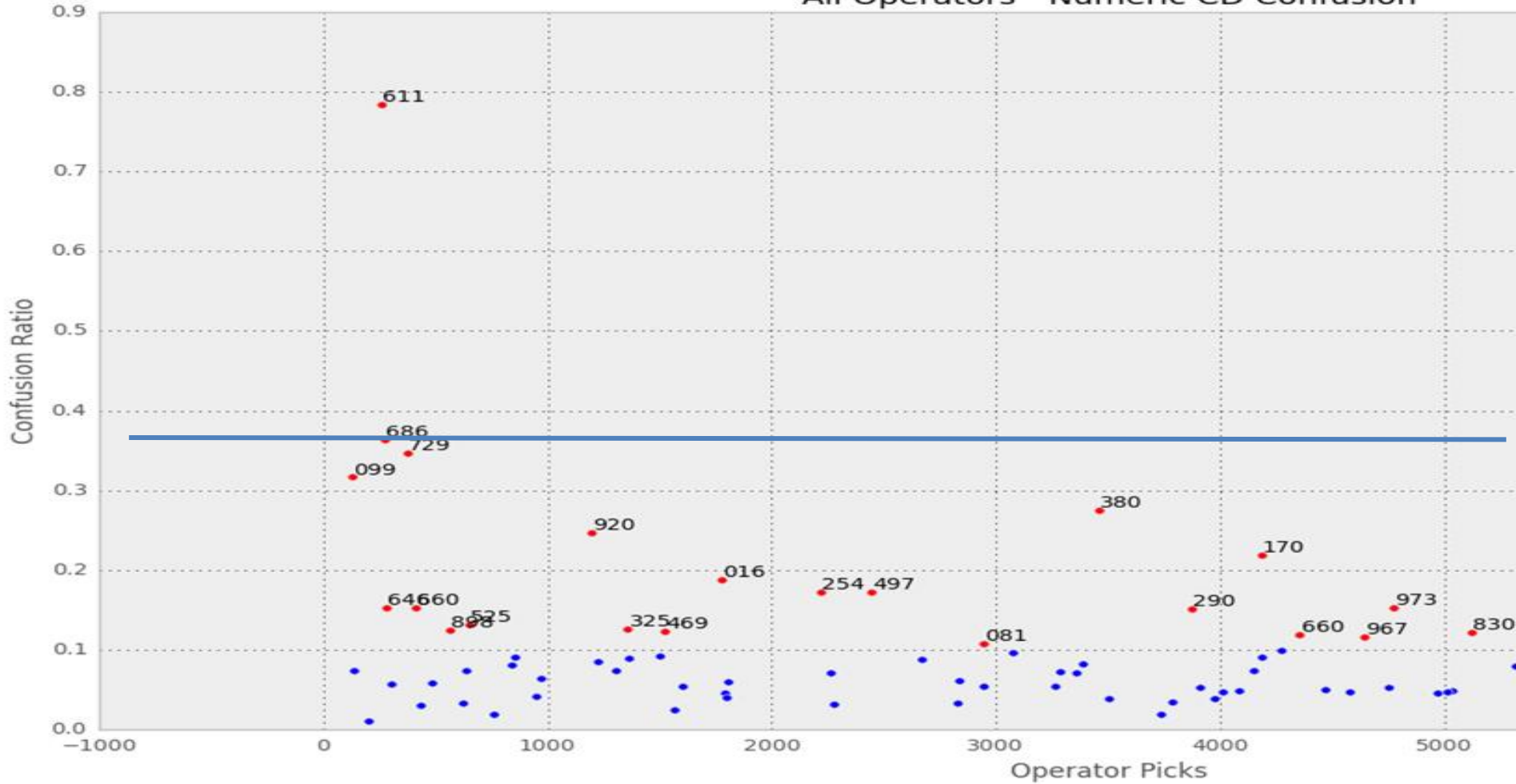


# PROMAT 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by MHI

### All Operators - Numeric CD Confusion



Identify which workers need additional enhanced support

**FIND WHAT'S  
NEXT.**



**PROMAT** 2015

McCormick Place South | Chicago  
March 23-26, 2015  
promatshow.com

powered by  MHI

## ***For More Information:***

Jay Blinderman: [jay.blinderman@honeywell.com](mailto:jay.blinderman@honeywell.com)

Website: [www.honeywell.com](http://www.honeywell.com)

Or visit ProMat 2015 Booth 3563