

Optimize Before You Automate 2.0

Presented by:

Stacey Barton, iWAREHOUSE® Professional Services Manager

Jason Fiume, iWAREHOUSE® Professional Services Senior Manager

John Slavik, iWAREHOUSE® National Accounts Sales Manager



POWERED BY **POSSIBILITIES.**

iWAREHOUSE®
RAYMOND

 **MODEX[®] 2020**
GEORGIA WORLD CONGRESS CENTER
ATLANTA | MARCH 9-12
MODEXSHOW.COM

powered by  **MHI**



DISCUSSION TOPICS

- Future technologies require continuous optimization
- Professional Services teams can identify inefficiencies in your operation
- Considerations when evaluating automation options



OPTIMIZE BEFORE YOU AUTOMATE

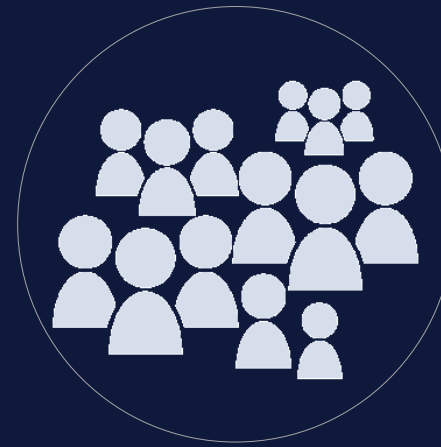
Just because you can do something, doesn't mean you should.

POWERED BY POSSIBILITIES.

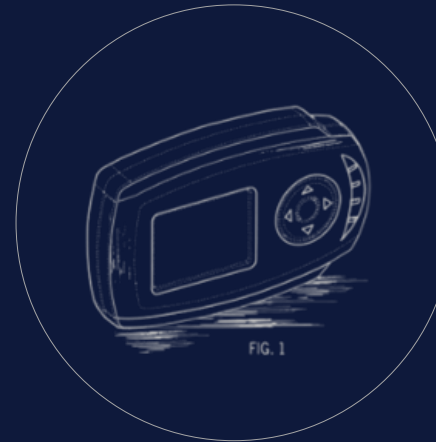
CUSTOMERS SEEK AUTOMATION FOR A VARIETY OF REASONS



RESOURCE
AVAILABILITY



REDUCE/REALLOCATE
LABOR



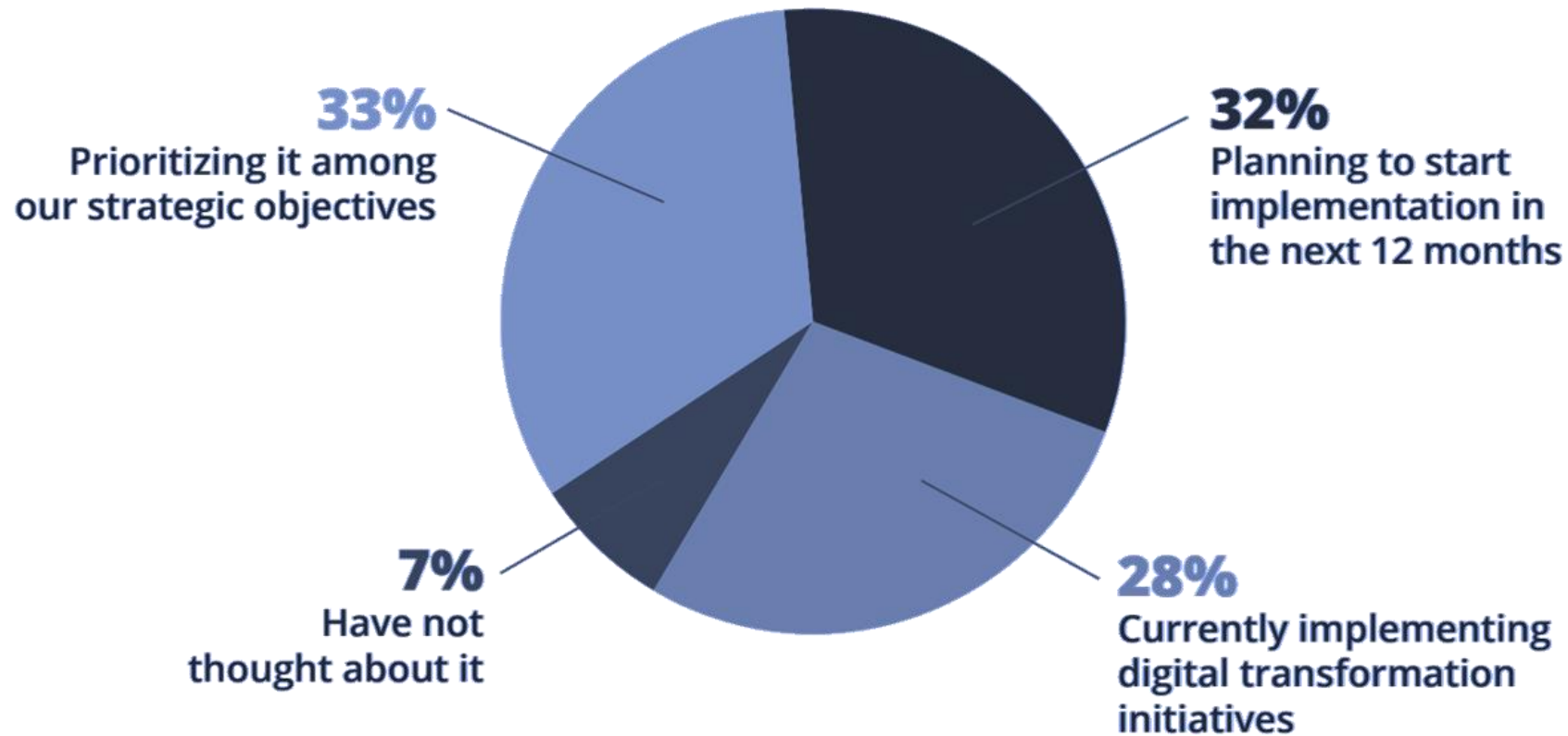
REPLACE OTHER
TECHNOLOGY



SAFETY

POWERED BY POSSIBILITIES.

DIGITAL SUPPLY NETWORK TRANSFORMATION



Note: Sample size: n=200

Source: Deloitte digital supply networks study, 2018.

Deloitte Insights | deloitte.com/insights

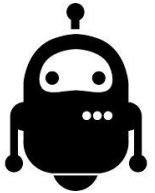
POWERED BY POSSIBILITIES.

OPTIMIZING YOUR PROCESSES

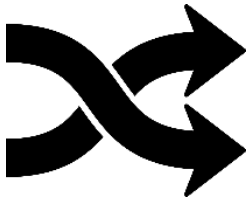
CONSTANT COMPETITIVE THREAT



Other companies



Disruptive technologies



Changing norms

BENEFITS

- Market compliance
- Streamlined operations
- Reduced risks
- Well-used resources
- Consistency
- Assured quality
- Increased productivity
- End-to-end visibility

A STUDY IN OPTIMIZING BEFORE AUTOMATING

CHALLENGE

An automotive industry supplier wanted to reduce product damage, reduce labor costs and drive overall productivity while keeping up with the fast-paced operation.



Impact Management



Labor Management

After receiving the quote and just two consultation sessions,
the direction to address this challenge changed.

YOU CAN'T OPTIMIZE WHAT YOU DON'T MEASURE

Equipment and Operator Utilization

Access Control



65% decrease in impact alarms when operator badge access was enforced



33% increase in operator productivity when using PIE

27% increase in powered industrial equipment (PIE) usage



13% decrease in PIE inventory

Maintenance Tracking



11% decrease in PIE maintenance costs

**ROI the first 12 months:
108%, or \$ 130K in net profit**

POWERED BY POSSIBILITIES.

OPTIMIZATION RESULTS

REVISED DIRECTION

Utilize automation within one high-traffic, dynamic section of the warehouse.



No new infrastructure



Efficient route programming



Self-funded

POWERED BY POSSIBILITIES.

OPTIMIZING CURRENT OPERATIONS



Optimize fleet/powered industrial equipment



Utilize/track labor



Monitor maintenance cost



Identify bottlenecks in design



POWERED BY POSSIBILITIES.

CONNECT. OPTIMIZE. AUTOMATE.

- Understand how data and technology can be used to establish baseline efficiencies.
- Use data and technology to optimize your operations and processes.
- Determine readiness and analyze priorities for implementing automated solutions.



WHAT'S NEXT FOR YOU?

Optimize Before You Automate

- People
- Process
- Plant
- Price



POWERED BY POSSIBILITIES.

For more information, contact:

Stacey Barton, iWAREHOUSE® Professional Services Manager
stacey.barton@raymondcorp.com

Jason Fiume, iWAREHOUSE® Professional Services Senior Manager
jason.fiume@raymondcorp.com

John Slavik, iWAREHOUSE® National Accounts Sales Manager
john.slavik@raymondcorp.com

Visit MODEX Booth 7819
www.raymondcorporation.com

POWERED BY POSSIBILITIES.

