Optimize Before You Automate 2.0

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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.
CUSTOMERS SEEK AUTOMATION FOR A VARIETY OF REASONS

- RESOURCE AVAILABILITY
- REDUCE/REALLOCATE LABOR
- SAFETY
- REPLACE OTHER TECHNOLOGY
DIGITAL SUPPLY NETWORK TRANSFORMATION

- **33%** Prioritizing it among our strategic objectives
- **32%** Planning to start implementation in the next 12 months
- **28%** Currently implementing digital transformation initiatives
- **7%** Have not thought about it

Note: Sample size: n=200
Source: Deloitte digital supply networks study, 2018.
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

Access Control

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

Equipment and Operator Utilization

- 27% increase in powered industrial equipment (PIE) usage
- 33% increase in operator productivity when using PIE
- 13% decrease in PIE inventory

Maintenance Tracking

- 11% decrease in PIE maintenance costs

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