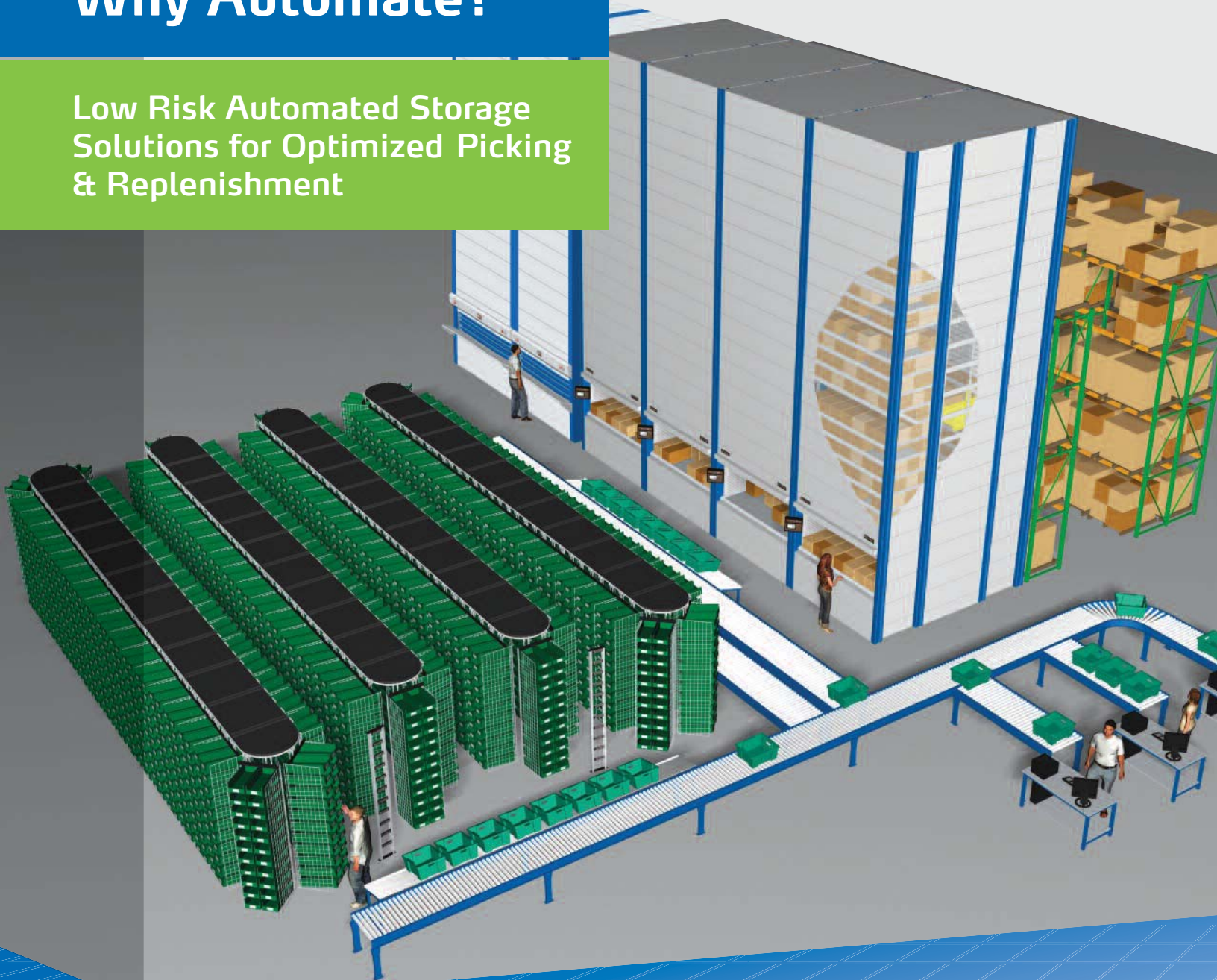# Why Automate?

Low Risk Automated Storage Solutions for Optimized Picking & Replenishment

Automate To Increase Profits

Before Automation

Automate To Increase
Customer Retention

1 How Much Labor Does Your Picking
Operation Require?
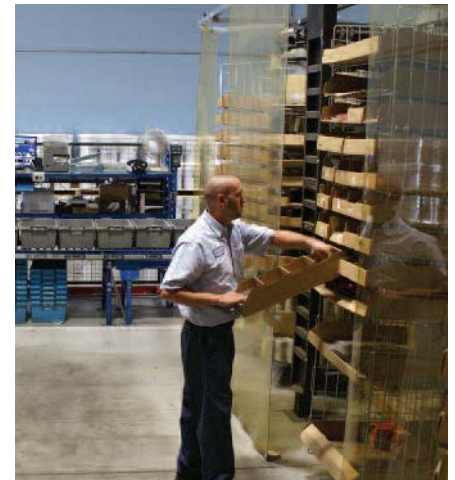
2 What Is The Value Of Additional
Floor Space?

3 Are Picking Operations Fast Enough
To Meet Customer Demand?

4 What Is The Cost Of A Worker Sick Day…
Or Worse… A Worker Injury?

5 How Much Does A Picking
Mistake Cost You?

Automate To Grow Profit
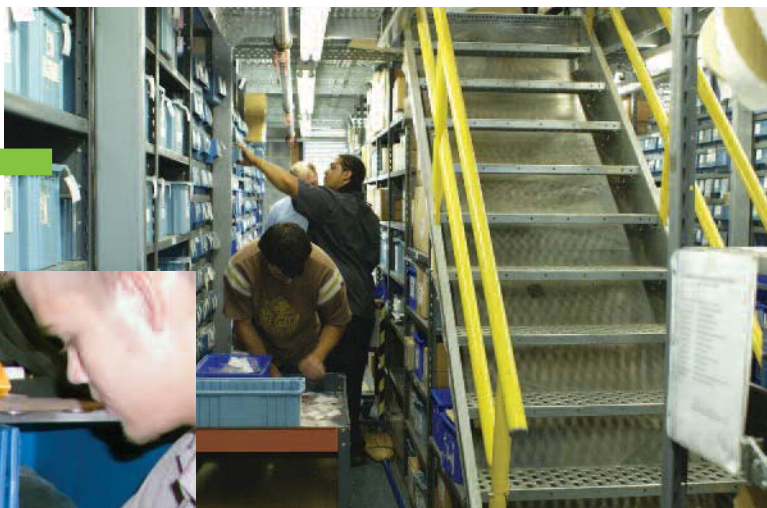Without Adding Labor

Automate To Increase
Picking Speed

Automate To Create Space
For Value Added Activities

Automate To Create A Safe
& Ergonomic Environment

Grow Profits Without Adding Labor

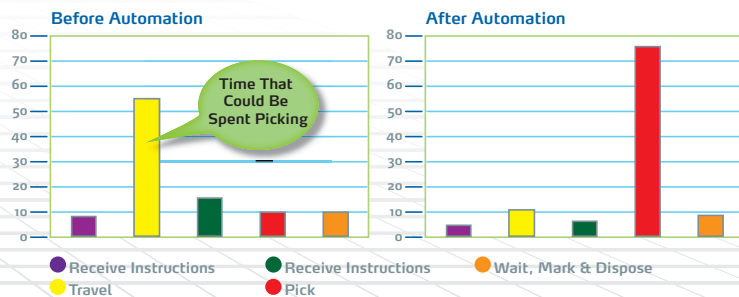## Could You Be Working Smarter, Not Harder?

Reduce Labor by 2/3

- Deliver Stored Items To The Operator & Eliminate Unproductive Travel Time

- Optimized Machine Movement – All Items Are Picked In One Machine Rotation Or Cycle

- Pick Lights Indicate Which Item & Quantity to Pick, Eliminating Time Spent Searching For The Right Part

Intelligent Picking For Increased Productivity

Automated storage and picking solutions allow operators to perform at higher levels. By delivering items directly to the operator, travel and search time commonly associated with shelving is drastically reduced. This allows the operator to spend more time picking, increasing overall productivity.

Due to reduced travel and search time in an automated storage and picking solution, picking from shelving that required several workers, often only requires one worker to handle the same volume. Automated storage and picking solutions are a great option when labor is scarce or unreliable. Typically, labor can be reduced by 2/3 while maintaining pick volume.

More often, facilities are choosing to maintain current labor levels when implementing automated storage and picking solutions to increase picking productivity – resulting in higher picking capacities without additional labor.

Before Automation

Time That Could Be Spent Picking

After Automation

- Receive Instructions
- Travel
- Receive Instructions
- Pick
- Wait, Mark & Dispose

Automate To Increase Profits

Create Additional Space For Value Added Activities

What Could You Do With More Floor Space?

Save Up To 85% Floor Space

- Floor To Ceiling Space Utilization

- Eliminate Wasted Aisle Floor Space

- Maximize Every Square Inch Within The Unit

- Inventory Management Software Designed To Dynamically Manage Cube Space Within The Unit
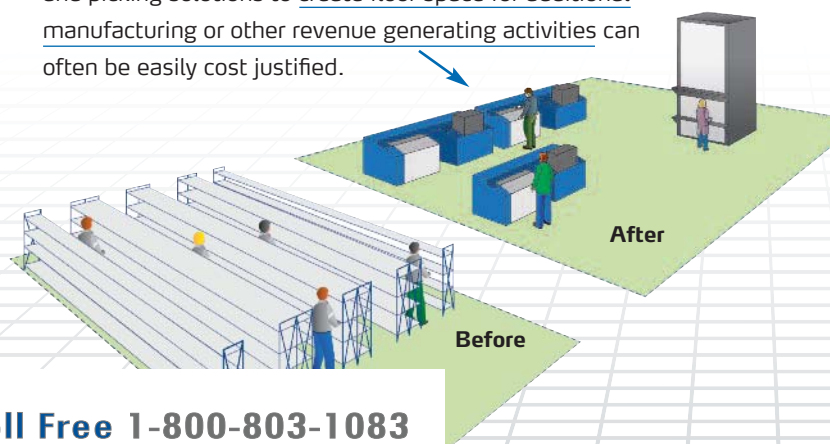
Maximize Existing Floor Space To Expand Revenue Generating Activities

When compared to standard shelving, automated storage and picking solutions can save up to 85% floor space. Eliminating the aisle space required for shelving and utilizing the complete floor to ceiling height provides organizations with a smaller footprint.
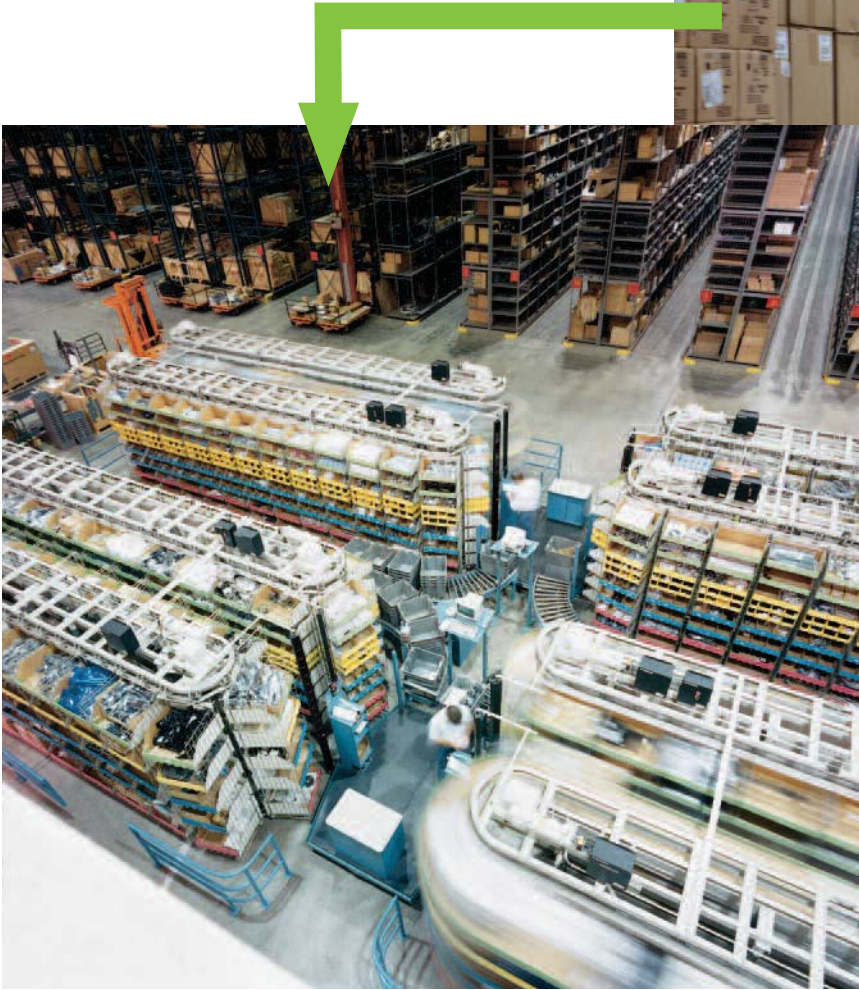
Space within the unit is maximized by eliminating reach in space required for shelving. Further, totes, bins, dividers, drawers and specialty holders are specifically designed to store items within the unit while maximizing every square inch of space. Integrating inventory management software can dynamically manage the cube space within the unit ensuring maximum space utilization.

The value of floor space varies depending on the activity occurring in that space. Implementing automated storage and picking solutions to create floor space for additional manufacturing or other revenue generating activities can often be easily cost justified.

After

Before

"Speed Picking" To Meet Customer Demand

Could You Be Picking Faster?

Increase Picking Speeds by 800%

- Fulfill Multiple Orders at One Time

- Reduce Bottlenecks In Shipping & Manufacturing

- One Pick Fills Multiple Orders

- Extend Order Cutoff Times To Meet Customer Demand

- Easily Accommodate Hot Picks

Increase Throughput with Batch Picking

Workers picking one order at a time often find themselves walking several miles a day and visiting popular SKU locations multiple times. Bottlenecks often occur in shipping (orders are waiting for "one last SKU" to complete the order) or manufacturing (production stops due to a lost or misplaced part).

Using automated storage and picking solutions, one worker can fill multiple orders (called a batch) in just one rotation or cycle of the unit. Batches are created by order commonality and picks are sequenced to increase throughput.

Further, orders can be prioritized by importance and inventory availability to extend order cut-off times allowing a facility to be more competitive and customer friendly.

Batch picking can easily be paused to fulfill hot picks immediately on demand. This not only reduces bottlenecks in shipping or -manufacturing but allows facilities to meet specialty demands, such as picking a part for engineering.

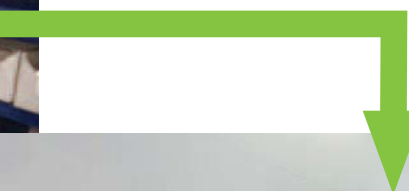|			
	Standard Shelving 50 Lines Per Hour		Vertical Lift Modules 100 Lines Per Hour
	Pick To Light 200 Lines Per Hour		Batch Picking 400 Lines Per Hour

Automate To Increase Profits

Provide a Safe & Ergonomic Work Environment

Could Your Work Environment Be Safer?
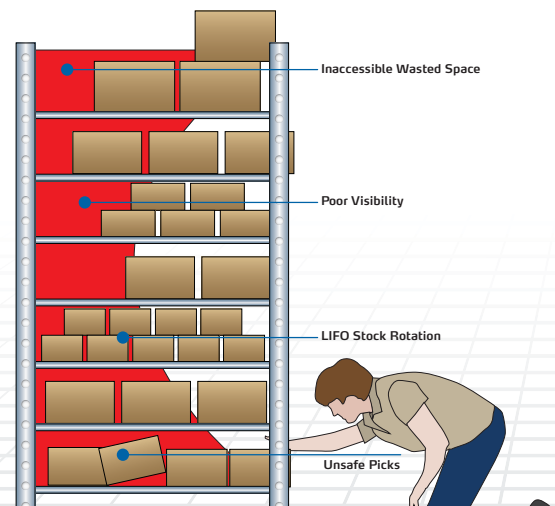

100% Safe & Ergonomic Access

- Goods to Person Delivery Eliminates Climbing, Bending, Reaching, Pushing & Pulling Associated with Shelving and Cabinets

- Easily Integrate Hoists, Lifts, Carts & Transport Tables Into The Workstation

- Multiple Safety Features Protect Both Workers & Stored Items

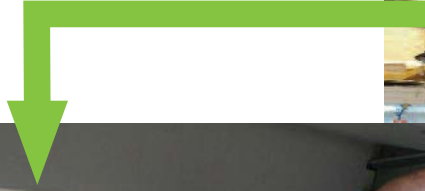## A Solution That Protects Workers and Stored Items

Automated storage and picking solutions deliver stored items to the operator; eliminating reaching, bending, walking, twisting and lifting activities commonly associated with shelving. This OSHA friendly work environment reduces worker fatigue and reduces risk of worker injury.

In addition to worker ergonomics, all units feature multiple safety systems. Light curtains, emergency stop buttons, automatic shutter doors and photo eyes ensure the safety of both workers and the stored items. Safety can be further increased with additional safety doors, integrated safety mats, and software enabled access.

Inaccessible Wasted Space

Poor Visibility

LIFO Stock Rotation

Unsafe Picks

Streamline Picking To Increase Customer Retention

How Much Does A Mispick Cost You?

99.9% Pick Accuracy

- Reduced Picking Mistakes

- Fewer Returned Orders & Restocking

- Fewer Repicked Items Due To Shipping Mistakes

- Improved Customer Satisfaction

- Increased Repeat Customers

Pick the Right Part The First Time

The cost of a picking mistake is typically calculated using the cost of the item and the additional shipping costs incurred. But consider how much time is wasted returning the incorrect item to inventory and then picking, packing and shipping the correct item. There are additional hidden costs-unhappy customers and the negative impact to your company reputation.

Automated storage and picking solutions quickly present the correct item to the worker for picking. Integrated with light directed picking technology, the worker is directed to the exact location of the item, reducing human error and uncertainty.

A reduction in picking errors ultimately leads to better inventory control. Constantly returning and re-picking items makes it

difficult to successfully track inventory levels. Automated storage and picking solutions can provide real time inventory tracking.