Automation with Purpose:
Tips for Maximizing Your Investment

Presented by:
Brian Reinhart, Regional Manager
Matt Greene, Regional Manager
Tim Duket, Engineering Consultant
Maximizing Your Automation Investment

Objective:
Automation provides the opportunity to reduce the lean wastes in your operation regardless of the level of required capital.
Identifiers of Non-Automated Businesses

- Labor Intensive | Seven or Eight “Lean” Wastes
U.S. employers have trouble finding talent

- Local areas can have job saturation
- Automate to increase production
Identifiers of Non-Automated Businesses

- Workers consistently pulled from value-add duties

Maximize time spent on value-add activity
Identifiers of Non-Automated Businesses

- Pick and Pass – Mary Kay Overhead

Talk about a "Low Hanging Fruit"
Identifiers of Non-Automated Businesses

- Pick and Pass
- Order Patching
- Mary Kay Pick to Light

Talk about a “Low Hanging Fruit”
Business Challenges

How do I invest in scalable solutions?
Business Challenges

- Better Job Satisfaction
- Fewer Ergonomic Injuries
- Less Turnover
- Lower Cost Of Training

Your Employees Come First
Business Challenges

• Cash Flow (small to mid-size companies)

How do I invest in scalable solutions?
Business Challenges

- Lower Cost
- Faster Delivery
- Higher Quality

E-Commerce has changed the Landscape
Automation Tier Options

Understanding Automation is not “One-Size-Fits-All”
Automation Options: Entry Level Hardware Options
Automation Options: Entry Level Hardware Options
Automation Options: Entry Level Software Options

Warehouse Management System
Automation Options: Entry Level Case Study
Automation Options: Mid-Level Hardware

Pick to Light & Voice Picking
Automation Options: Mid-Level Hardware

Conveyor Options
Automation Options: Mid-Level Hardware

Robotic Palletizing
Automation Options: Mid-Level Software

Warehouse Control System (WCS)
Automation Options: Mid-Level Case Study

Increases Pick Rates by 29%
Pickers achieving 840 units per hour
Automation Options: High-Level Hardware

Goods-to-Person
Order Fulfillment
Automation Options: High-Level Software

Warehouse Execution System
Automation Options: High-Level Software
Automation Options: High-Level Case Study
Automation Options: Advanced
Implementation Requirements

- Reduce Upfront Capital
- No Interruptions
- Lower Risk
- Growth

How do we implement this technology in a cost affective, efficient manner that minimizes our risk?
Implementation Requirements | Pilot Projects

Iron Out the Details Before Full Implementation
Implementation Requirements | ROI

- Ergonomics
- Growth
- Labor

ROI
Implementation Requirements | Training

Training Options:
- Hands On
- Online Courses
- Classroom
Benefits Summary
#2 Improved Employee Morale
#3 Flexibility to Move and Grow
#4 INSPIRE
#5 Financial Flexibility
#6 Automation Saves Money
For More Information:

Brian Reinhart: breinhart@bastiansolutions.com
Matt Greene: mgreene@bastiansolutions.com
Tim Duket: tduket@bastiansolutions.com

www.BastianSolutions.com
MODEX Booth B4169