

Buyer's Guide

for Customers

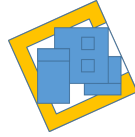
Warehouse Automation for Bins

Preventing Buyer's Remorse





**LOGISTIK
NACHRICHTEN**
♦ STAY INFORMED ♦



IBL Consulting
International Business & Logistics



The Buyer's Guide for Warehouse Automation is a cooperation between LogistikNachrichten and IBL Consulting



LogistikNachrichten does
Sales & Marketing



IBL Consulting does the
number crunching!

Finding one version of the truth in 3 easy steps.

SALT - Needs Analysis

Which areas do you want to improve?

S - Space

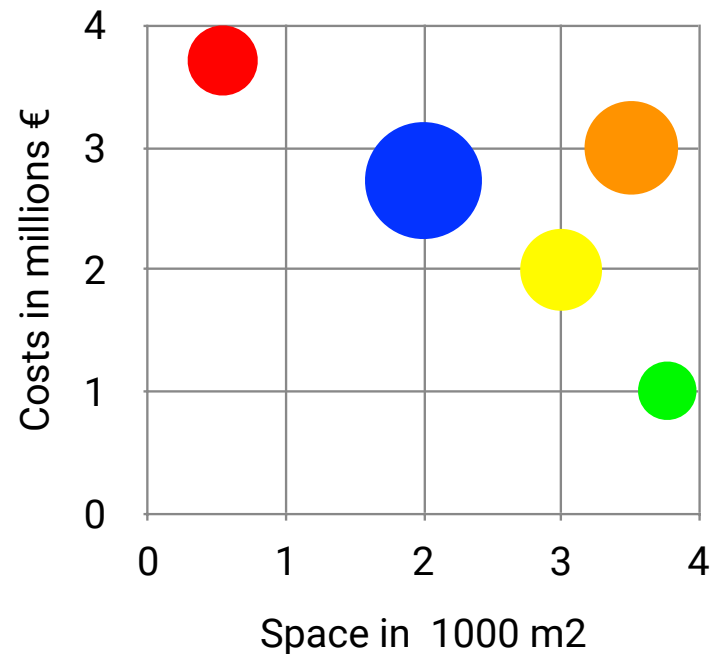
A - Accuracy

L - Labor

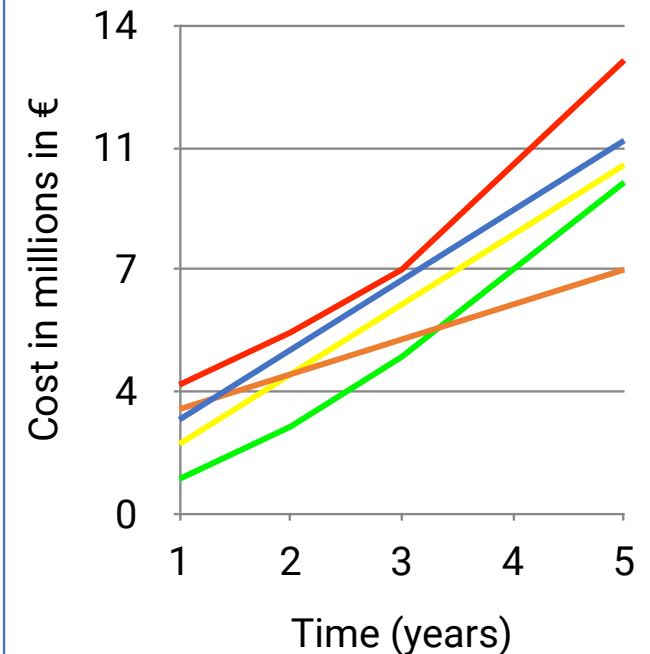
T - Throughput

SALT Checklist + Interview

Systems Comparison Tool



Total Cost of Ownership



1: Tell us about your warehouse needs

2: We'll match the right system

3: We'll estimate your system's TCO

Buyer's Guide for Customers



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€ 7500,- Report Fee

Applicable for warehouse automation projects for bins only

- 1- Project briefing
- 2- Needs analysis using SALT checklists
- 3- Up to 2 scenarios based on growth models
- 4- System Evaluation Report
 - Comparative Systems Analysis
 - Total Cost of Ownership Analysis
 - Investment Cost Analysis
- 5- Final briefing upon request

The customer receives a report and an excel file. The figures in the report are estimates only: for shelves, WCS, bins, workstations, labor cost, building rental, depreciation and the warehouse automation systems. Extra charges apply in case system integrators update their solutions.

The report does not include additional services: WMS costs, site surveys, scaling scenarios.
Each additional SALT checklist evaluation: € 2000,-

Buyer's Guide for warehouse planners

€ 15000,- Report Fee

Applicable for warehouse automation projects for bins only

- 1- Project briefing
- 2- Needs analysis using SALT checklists
- 3- Up to 6 scenarios based on growth models
- 4- System Evaluation Report
 - Comparative Systems Analysis
 - Total Cost of Ownership Analysis
 - Investment Cost Analysis
- 5- Final briefing upon request

The customer receives a report and an excel file. The figures in the report are estimates only: for shelves, WCS, bins, workstations, labor cost, building rental, depreciation and the warehouse automation systems. Extra charges apply in case system integrators update their solutions.

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Compare your current manual warehouse with ASRS solutions:

- 1) cube storage,
- 2) roaming shuttles,
- 3) autonomous mobile robots,
- 4) vertical lifts,
- 5) shuttles,
- 6) miniloads.

Choose from **12 different systems** in our Systems Comparison Tool based on your individual business needs: **your bin, your building, your needed system performance.**

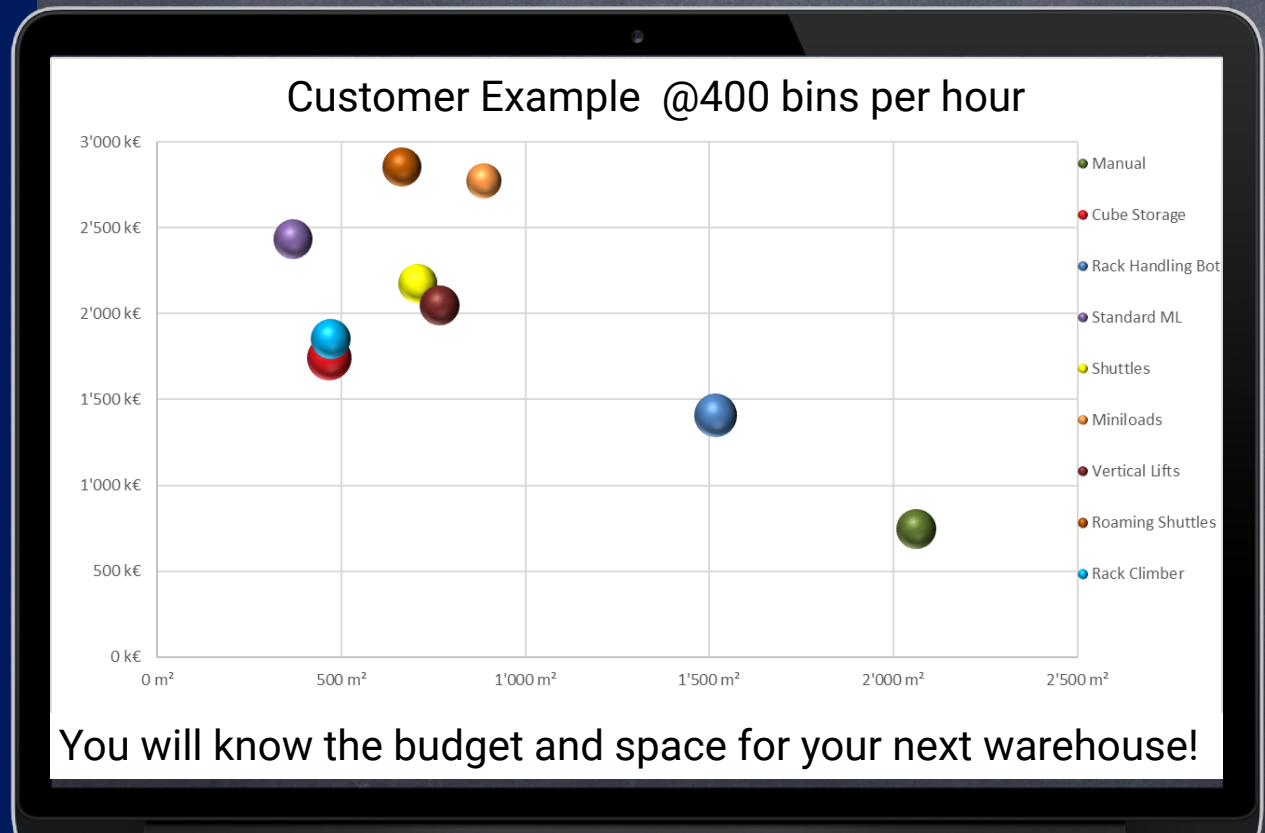


You've talked to several warehouse systems Sales people: and you are NOT SURE which system is right for you.

We know which scalable automation solution may fit your needs.

Let's talk about your next warehouse project.

and select the right solution to match your needs.



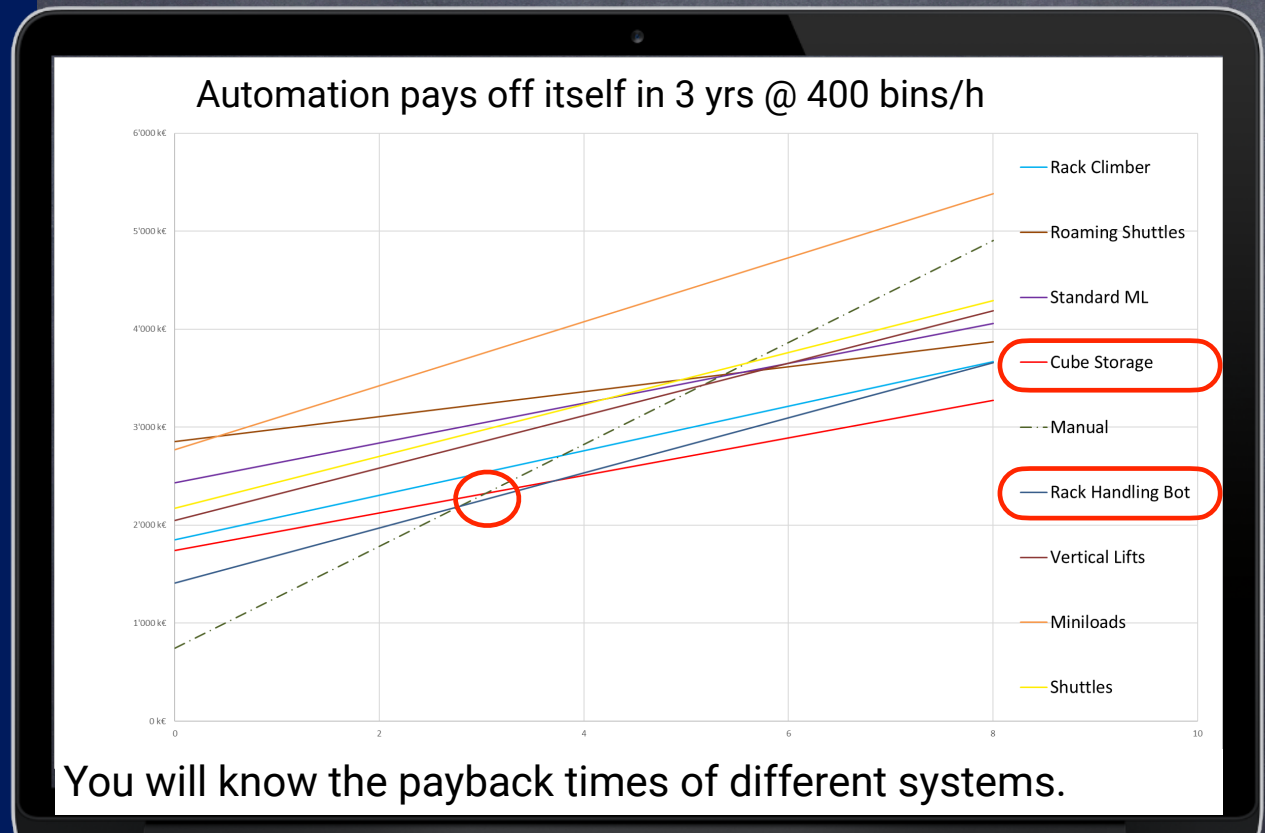
TCO with 400 bins per hour

We know your next solution's payback time, do you?

Order the report and prevent **Buyer's Remorse.**

As a customer feeling LOST or UNCERTAIN is normal. Afterall, systems integrators' payback times are different.

We'll compare systems' TCO in 3 growth performance scenarios: base, 2x, 4x.



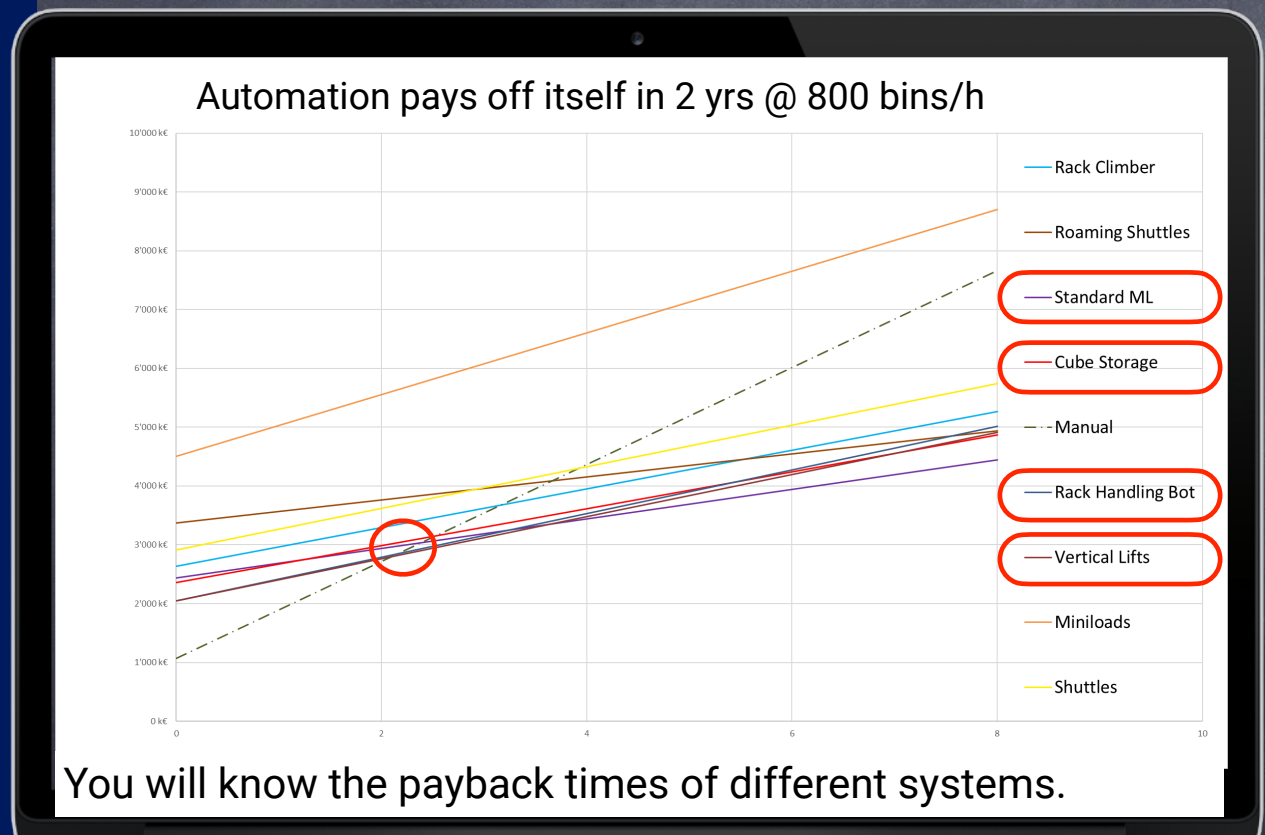
TCO with 800 bins per hour

You plan to double your business?

We know which system matches your growing business needs.

Buying warehouse automation is tricky.
Either you buy for today and revisit the topic again in 2 years.

Growing companies need to buy a scalable system and you?



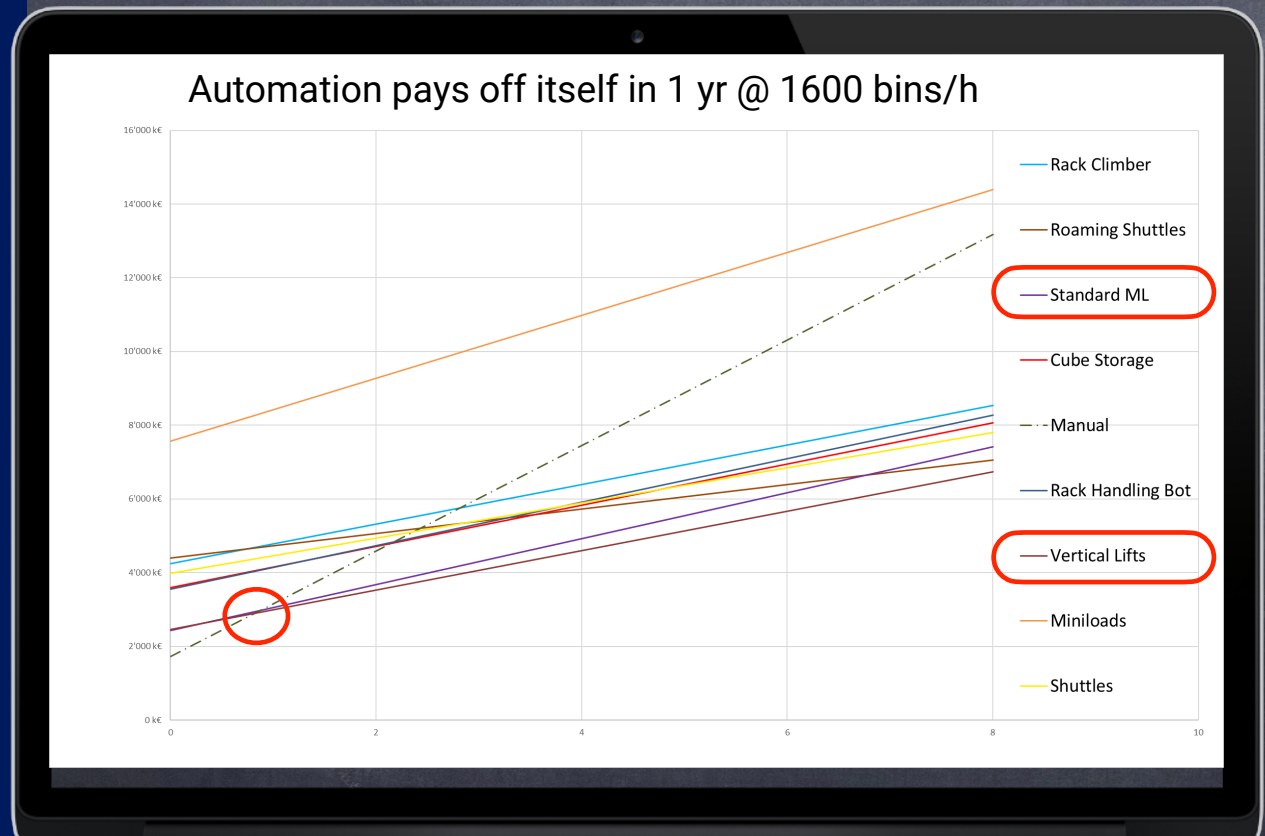
TCO with 1600 bins per hour

You plan to 4x your business?

Trust the experts, who know
the warehouse automation
market.

Visionary customers understand strategic planning.
Without a strong warehouse, no growth is possible.

We know how to create your next strategic warehouse solution.



Now you'll know which system might fit you.

Check out our FAQ on this new service. Link to the article:

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Sales Guide

for Systems Integrators

Warehouse Automation for Bins

Coming Soon!

Creating Value by Sweet Spot Analysis

