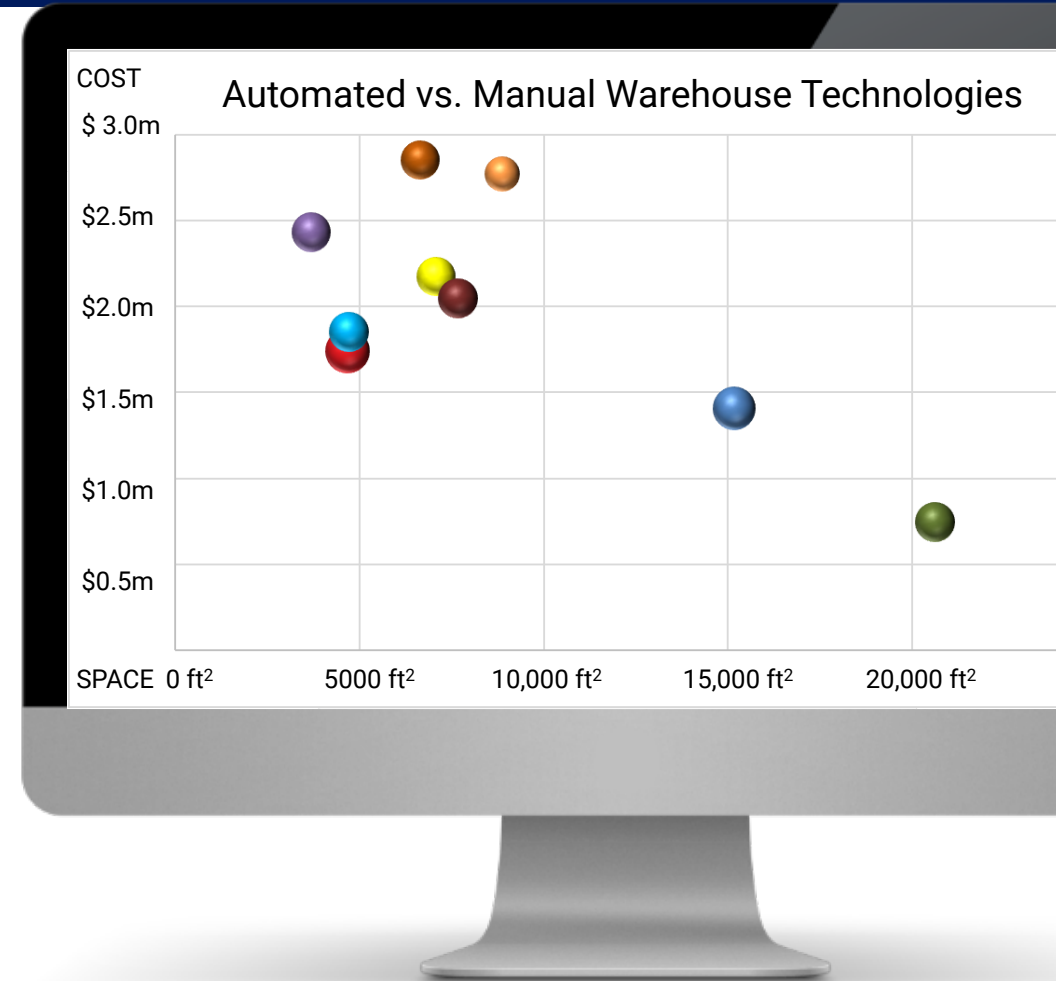




Buyer's Guide for Customers in the USA

Warehouse Automation for Bins

Preventing Buyer's Remorse



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

Logistics Publishing 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

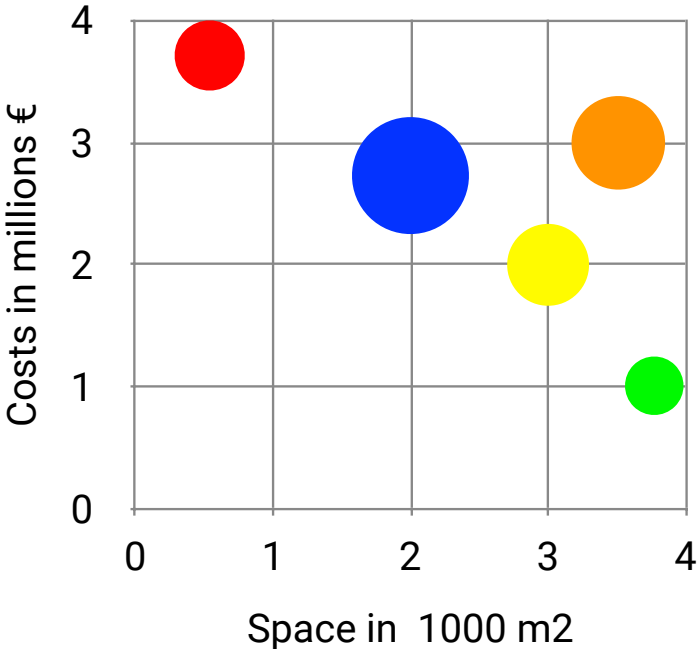
A - Accuracy

L - Labor

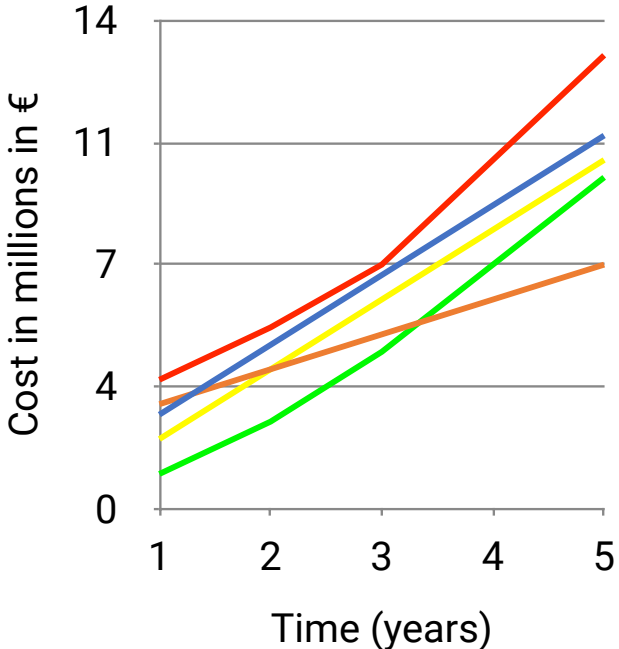
T - Throughput

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



Buyer's Guide for customers

\$ negotiable,- 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 possible.

Buyer's Guide for warehouse planners

\$ negotiable,- 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.

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

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.

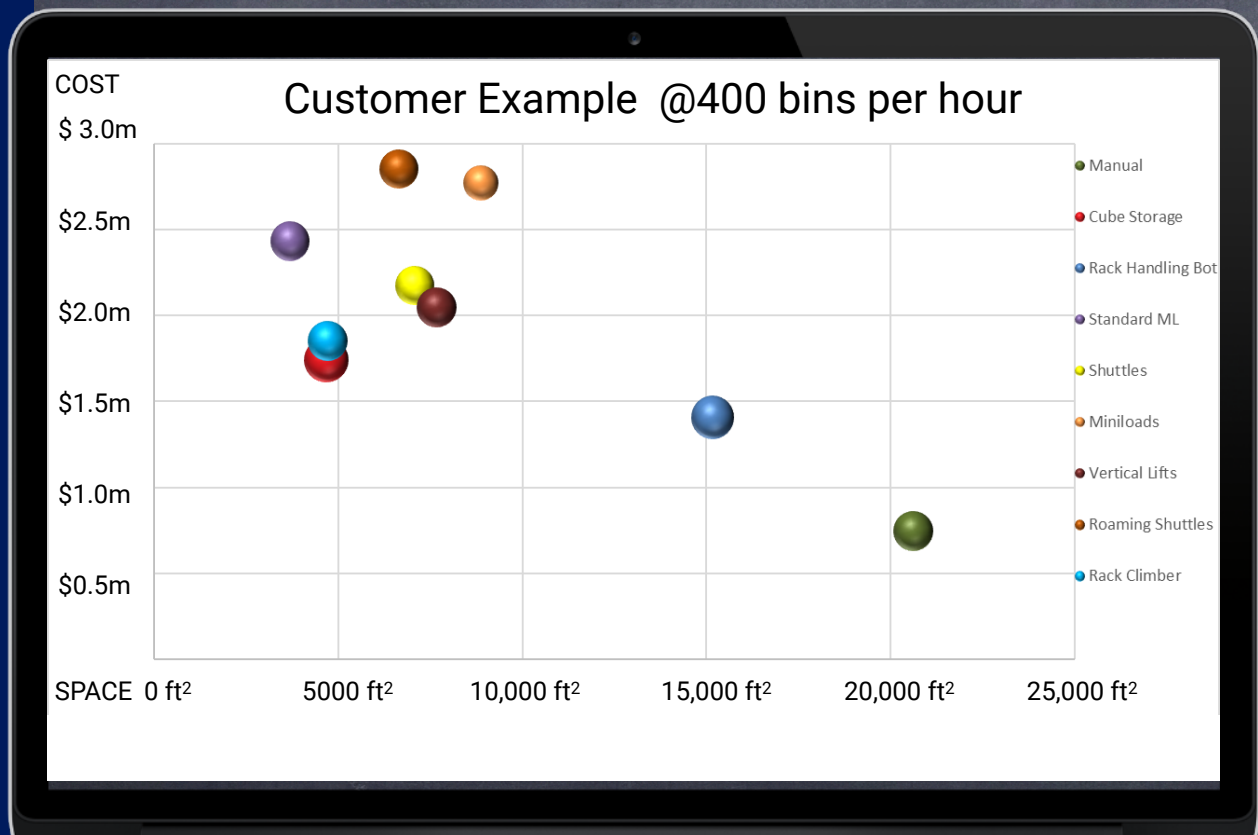
Choose from **12 different systems** in our Systems Comparison Tool based on your individual business needs: **your bin, your building, your needed system performance.**



Conclusion: Warehouse automation costs and space needs depend on selected technologies.

You will know your budget and space

for your next automated warehouse.

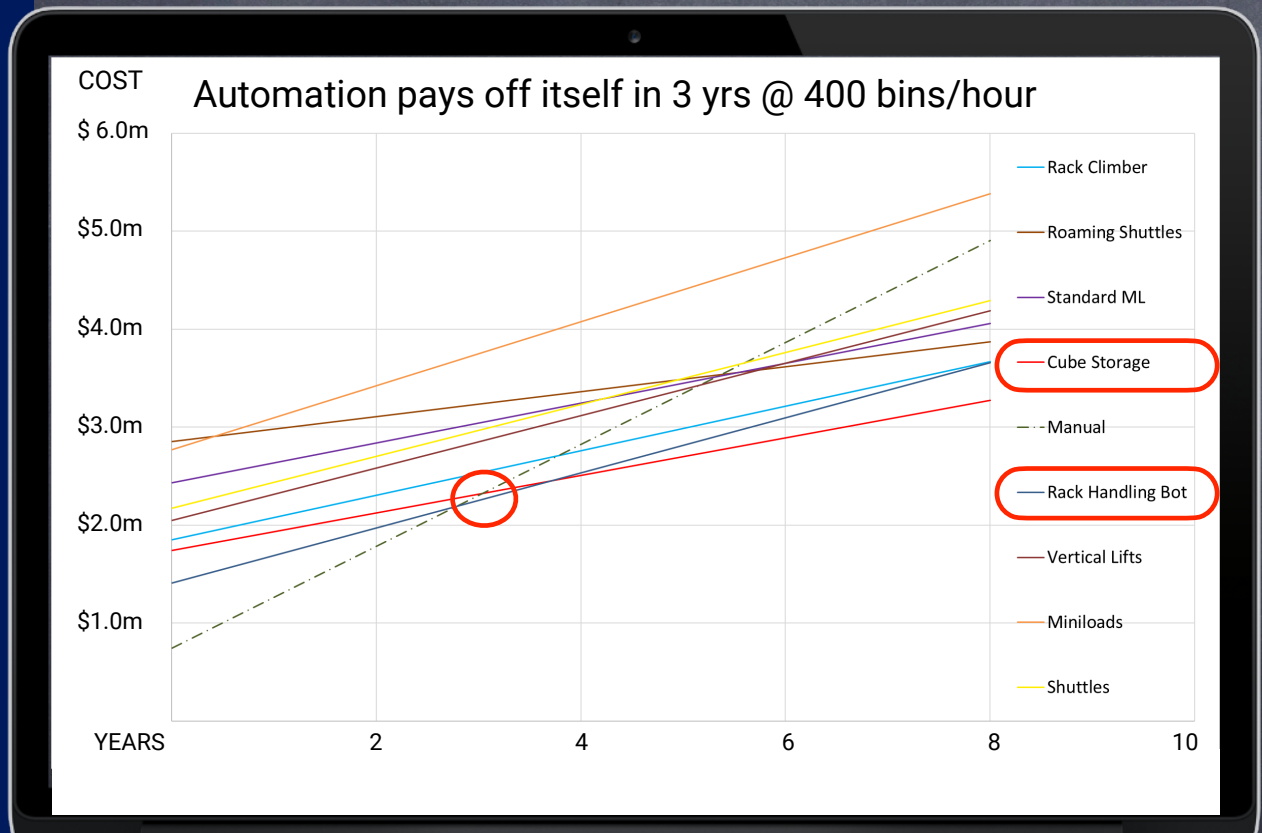


TCO with 400 bins per hour

Payback time in 3 years only!

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

Conclusion: These two technologies have a payback time of 3 years. In the year 4, a manual warehouse is more expensive to operate (\$250k+).

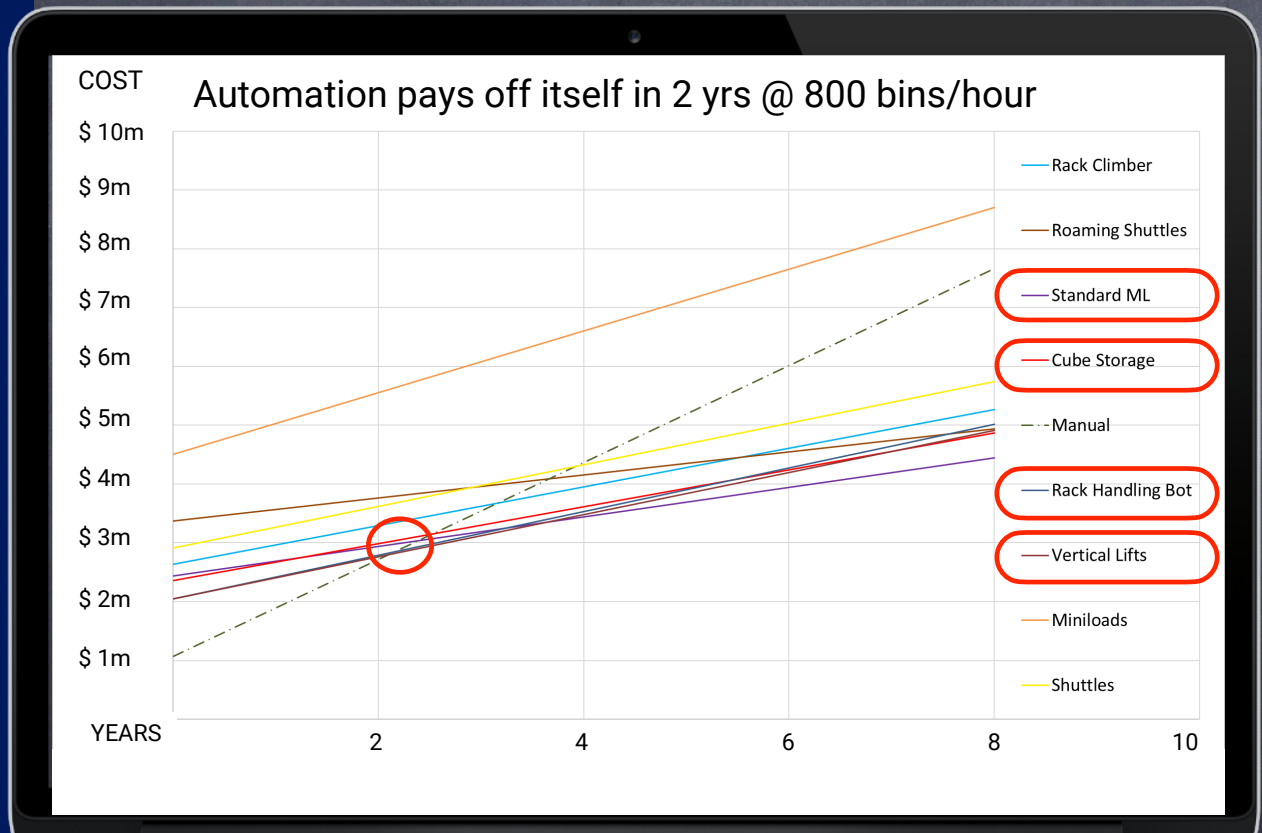


TCO with 800 bins per hour

You plan to double your business?

We know which system matches your growing business needs.

Conclusion: A total of 4 technologies could be deployed when the system performance doubles. The payback time is 2 years. A manual warehouse starts to be more expensive in year 3.

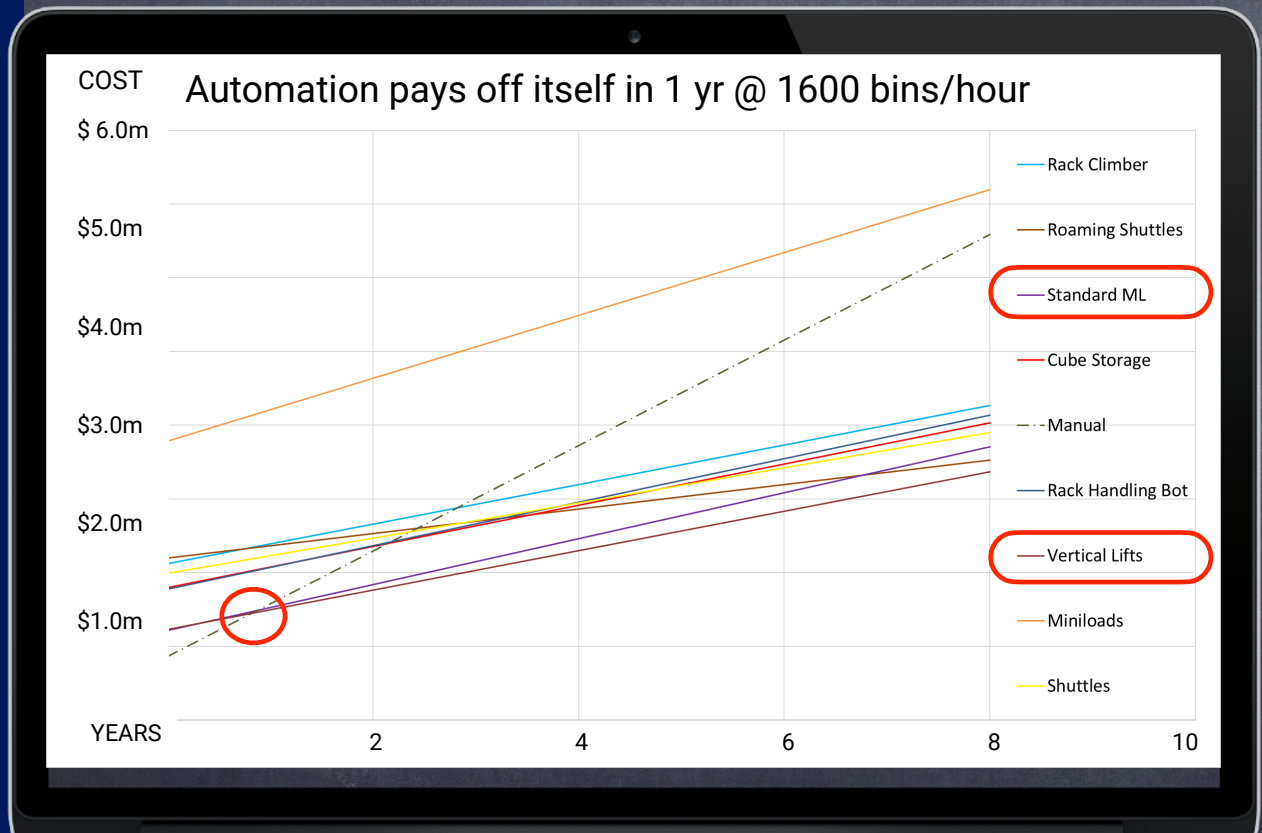


TCO with 1600 bins per hour

You plan to 4x your business?

Trust the experts, who know
the warehouse automation
market.

Conclusion: Technologies that were good at low performance of 400 bins per hour are the worst choices when system performance quadruples. The manual warehouse is costlier in year 2.



Now you'll know which
system might fit you.

Olaf Oczkos

Founder

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Sales Guide

for **Systems Integrators**

Warehouse Automation for Bins

Ask for a quote!

Creating Value by Sweet Spot Analysis

