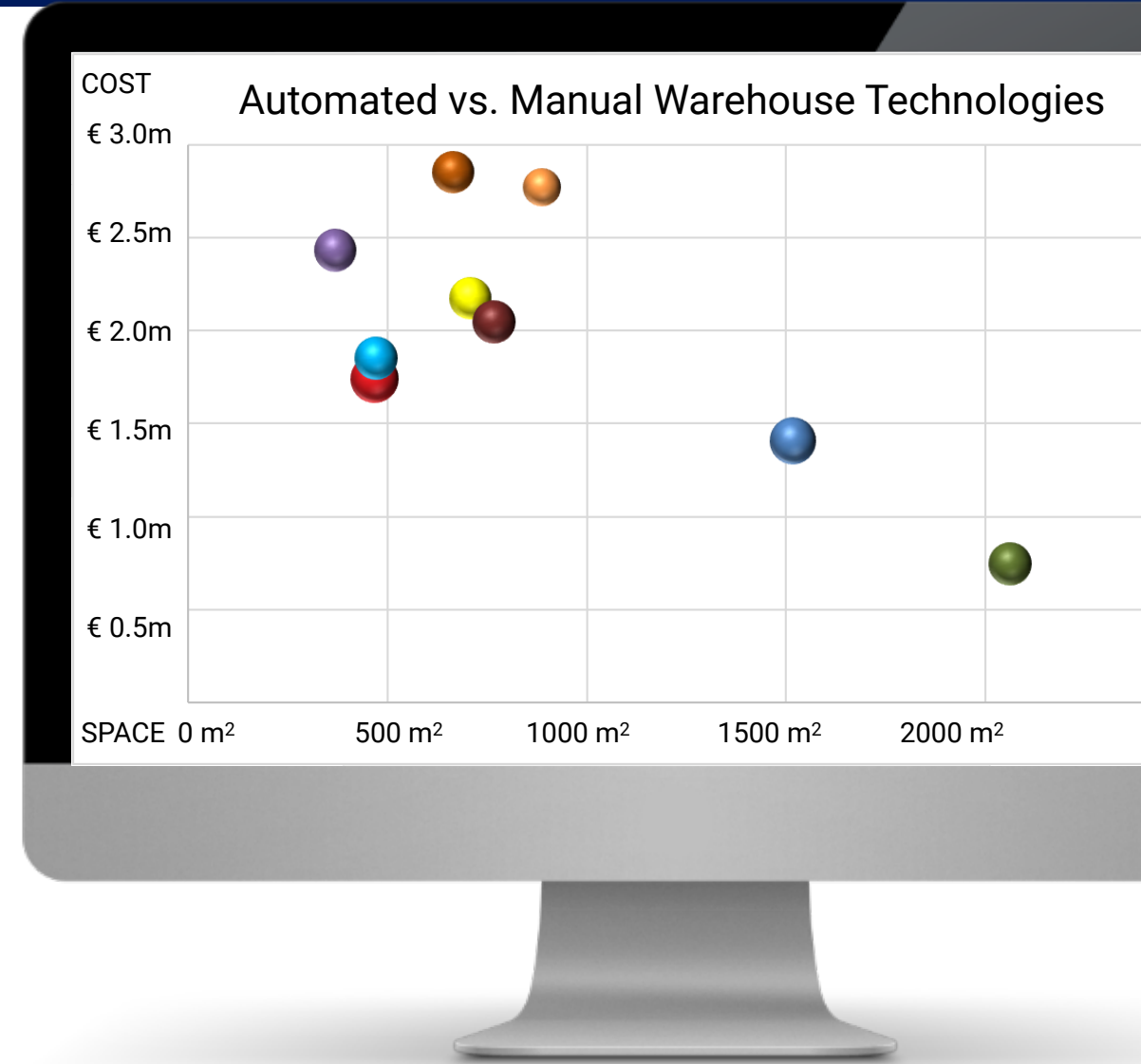




Warehouse Automation Buyer's Guide

for **Customers** using Bins

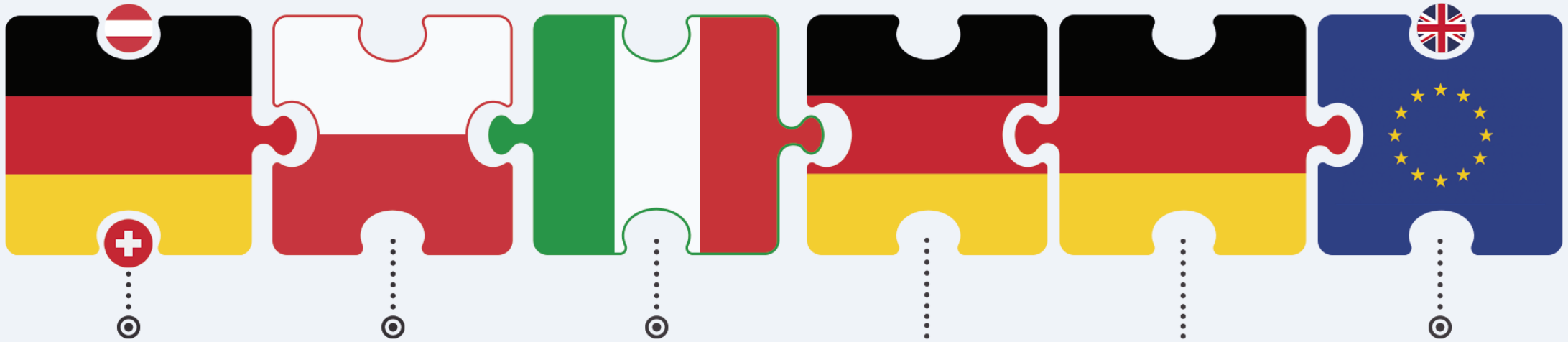
Preventing Buyer's Remorse





Solving problems in logistics marketing, euro pallets and warehouse automation.

You will be on page 1 with your logistics news, know current euro pallet prices and get your ROI on warehouse automation decisions.



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Let's talk!



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

Logistics Publishing does Sales & Marketing

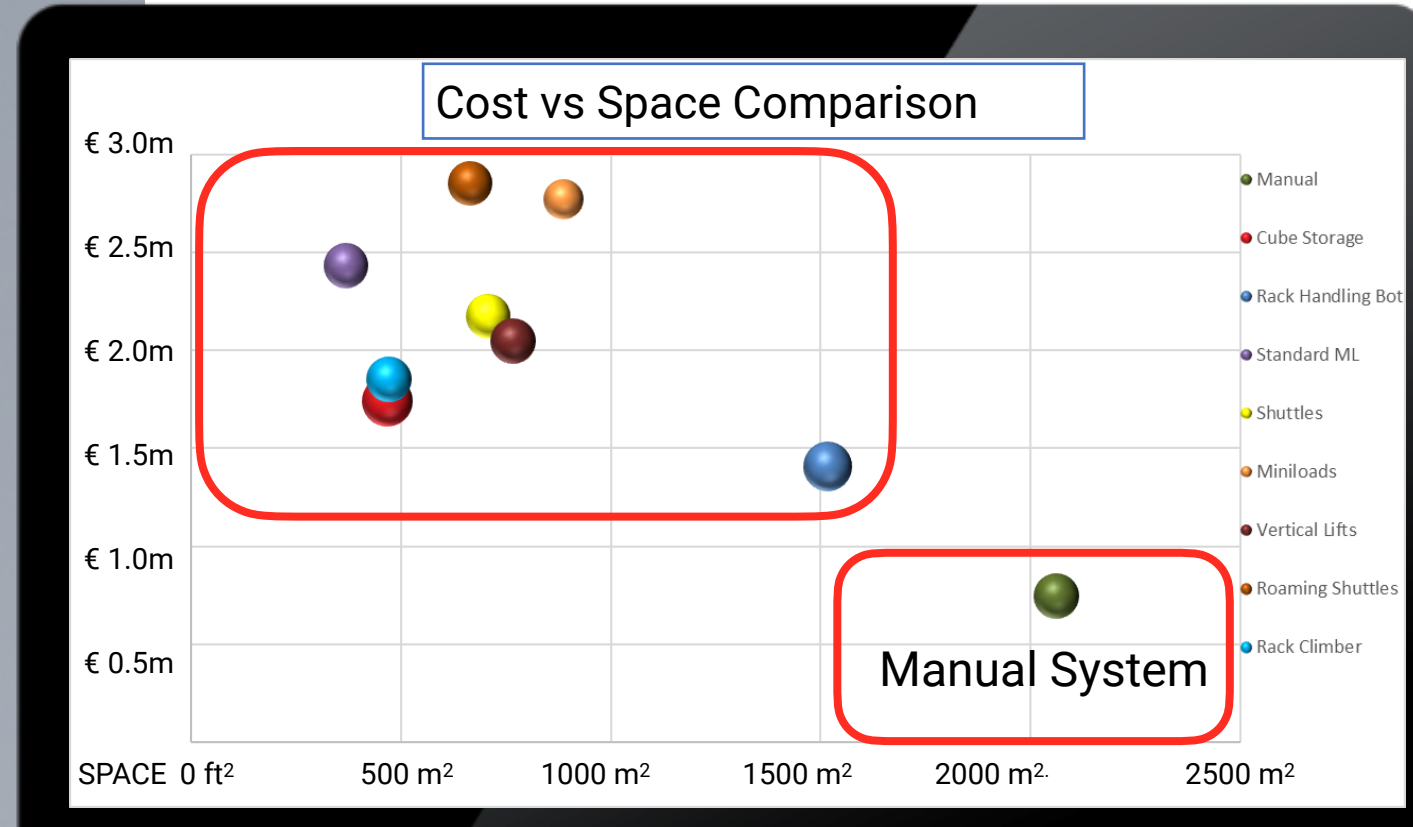
- ▶ IBL Consulting does the number crunching!





Warehouse Automation Guide
is a prequalification tool.

We analyze over 12 technologies
so you don't have to.





If you are a:

CEO

CFO

COO

You'll want to know:

budget

space

payback time



Within 10 days @ less than €10k you'll receive a System Evaluation Report:

- Comparative Systems Analysis**
- Total Cost of Ownership Analysis**
- Investment Cost Analysis**

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.**

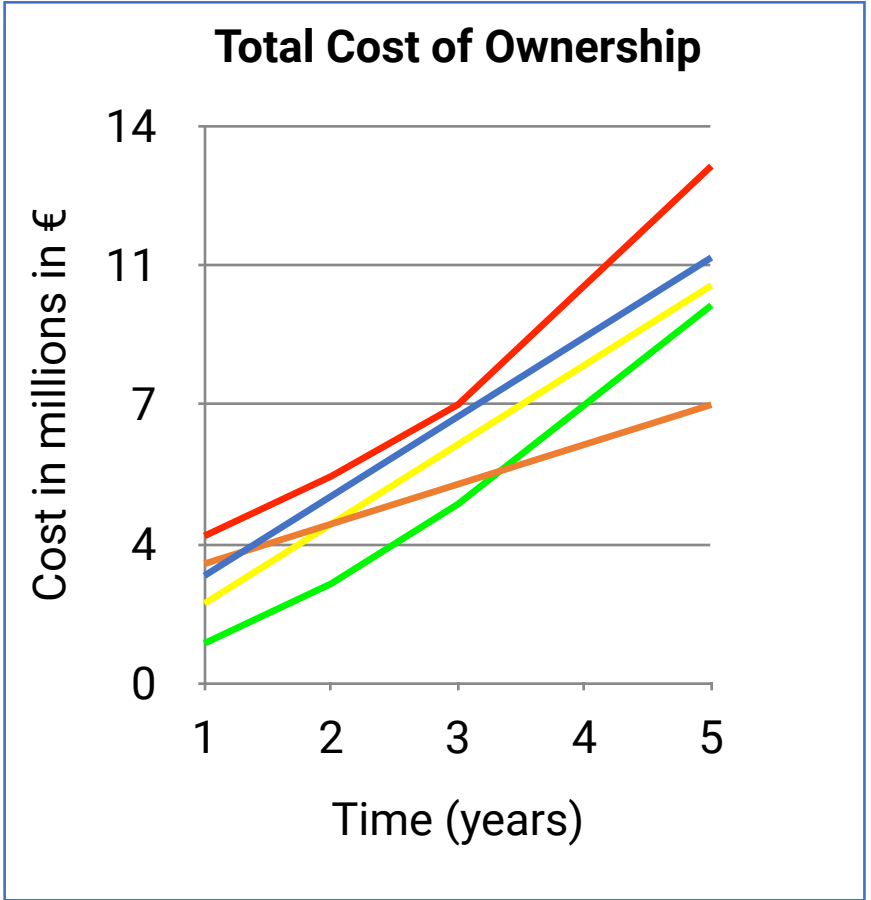
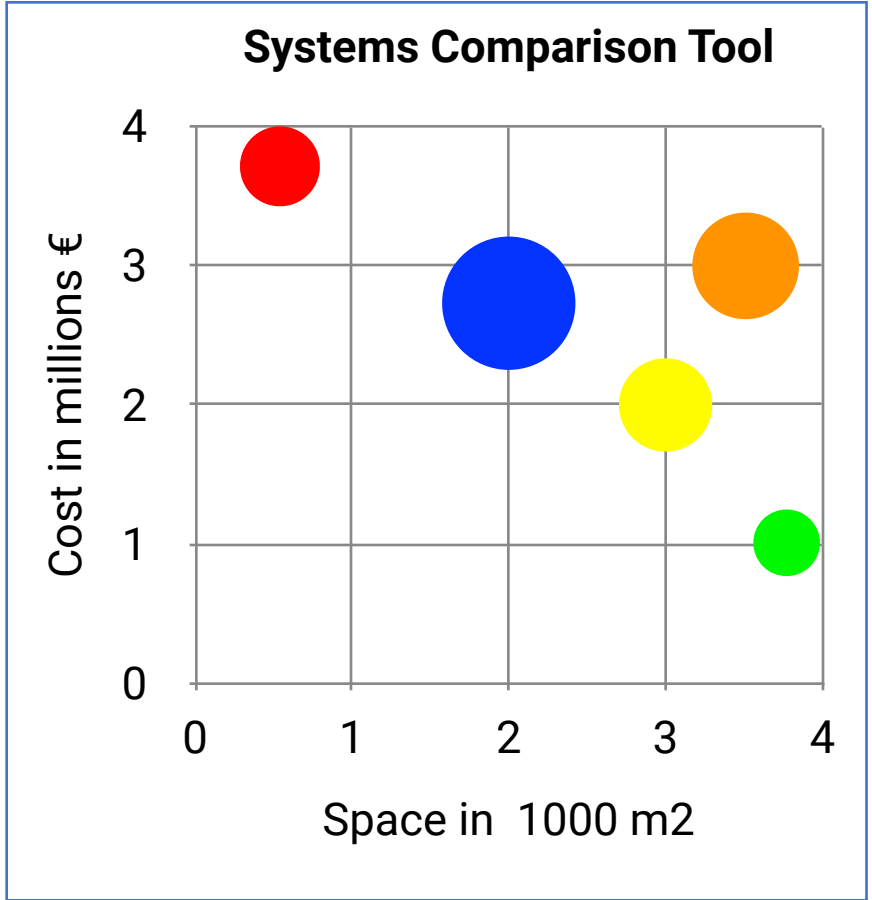
Finding one version of the truth in 3 steps.

SALT - Needs Analysis

Which areas do you want to improve?

- S - Space
- A - Accuracy
- L - Labor
- T - Throughput

SALT Checklist + Interview



SALT Interview

Which areas do you want to improve?

S - Space

A - Accuracy

L - Labor

T - Throughput

Customer centric approach based on:

your bin

your building

your needed system performance

You can optimize to **SPACE**
Local warehouse square meter prices

You can optimize **ACCURACY**
Error friendly technologies

You can optimize **LABOR**
High wages vs low wages

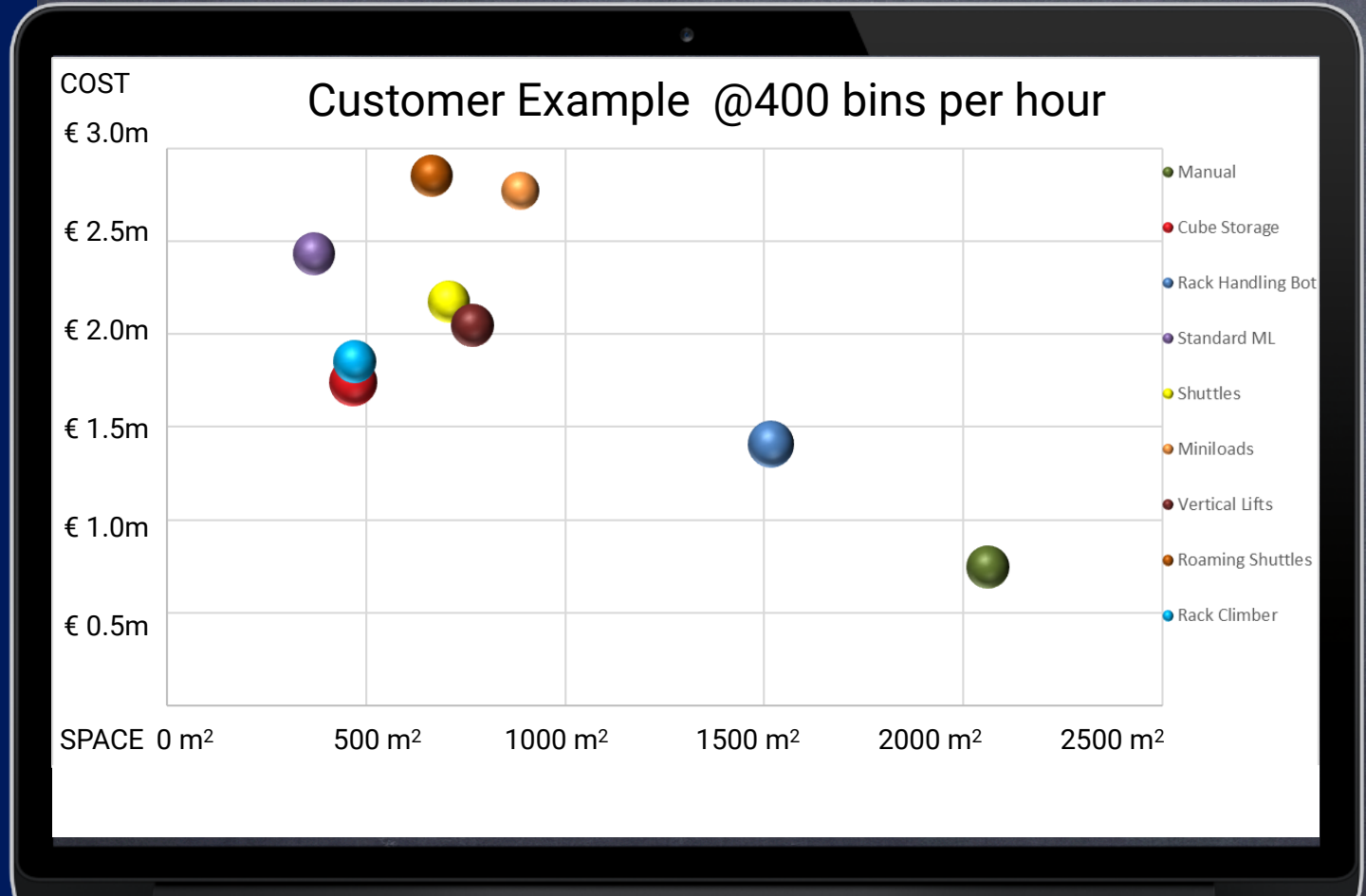
You can optimize **THROUGHPUT**
Future performance incl. seasonal peaks



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

You will know your budget and space

for your next automated warehouse.

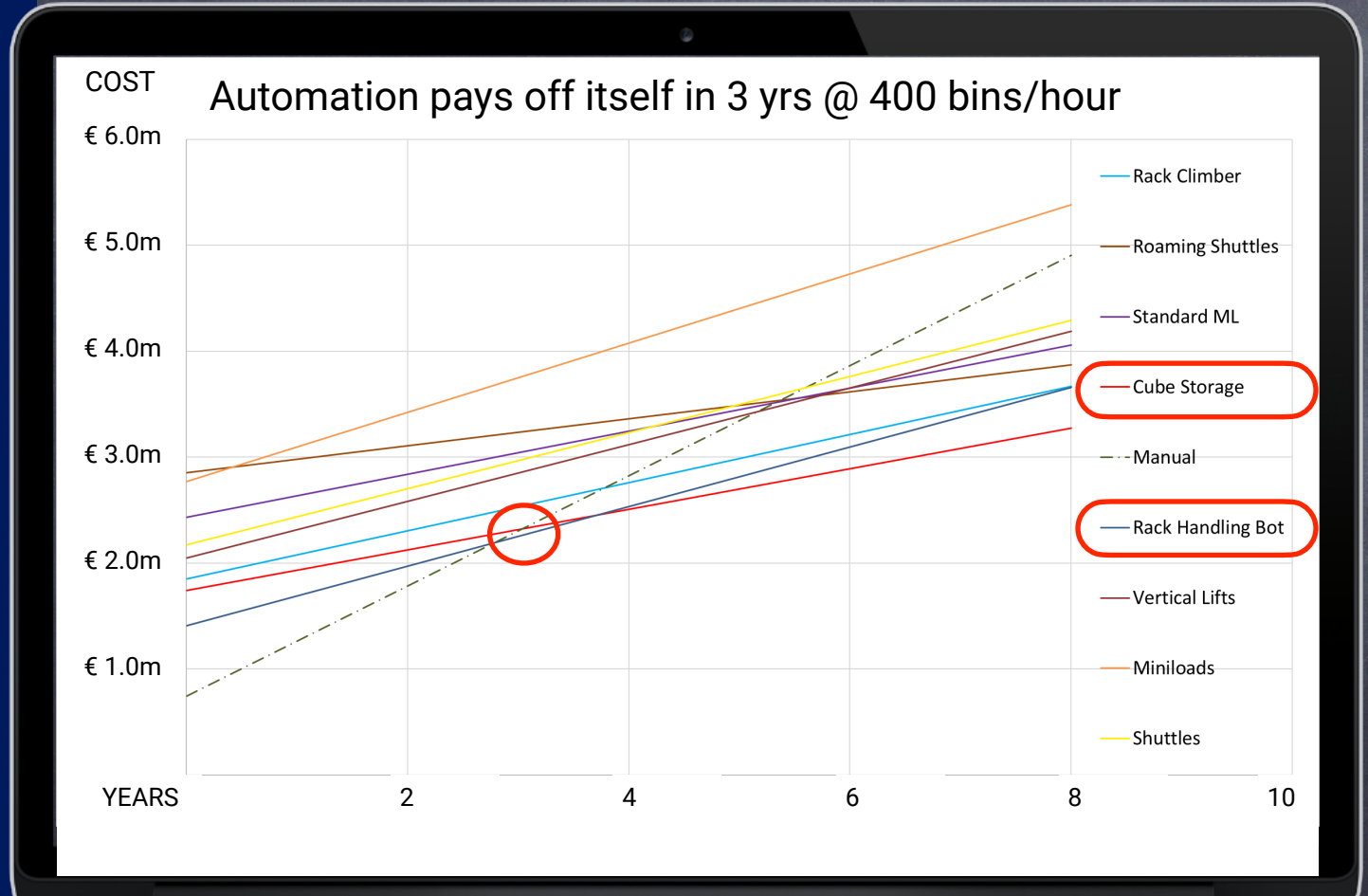




Conclusion: These two technologies have a payback time of 3 years. In the year 4, a manual warehouse is more expensive to operate (\$250k+).

Payback time in 3 years only!

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

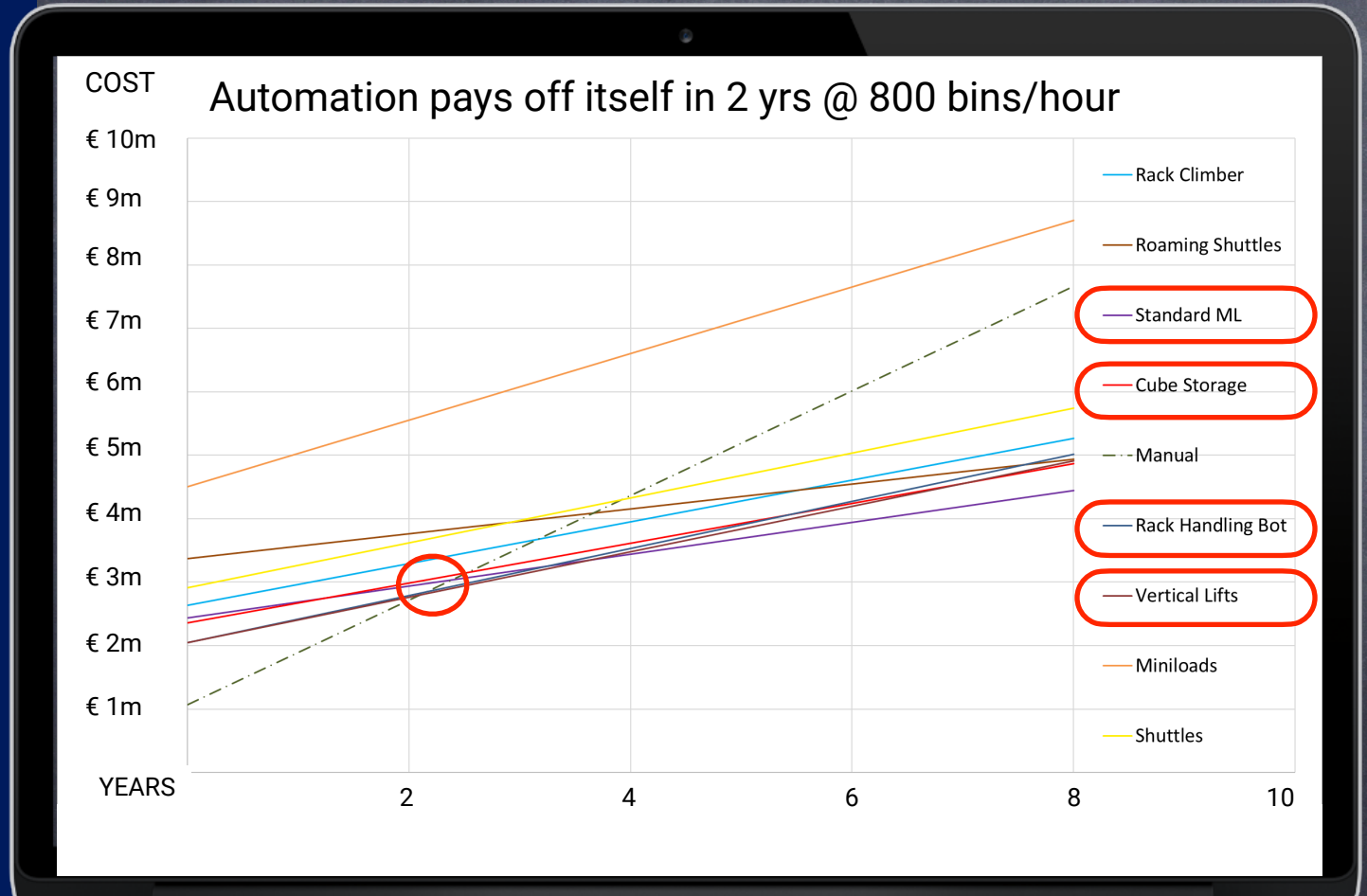




Conclusion: A total of 4 technologies could be deployed when the system performance doubles. The payback time is 2 years. A manual warehouse starts to be more expensive in year 3.

You plan to double your business?

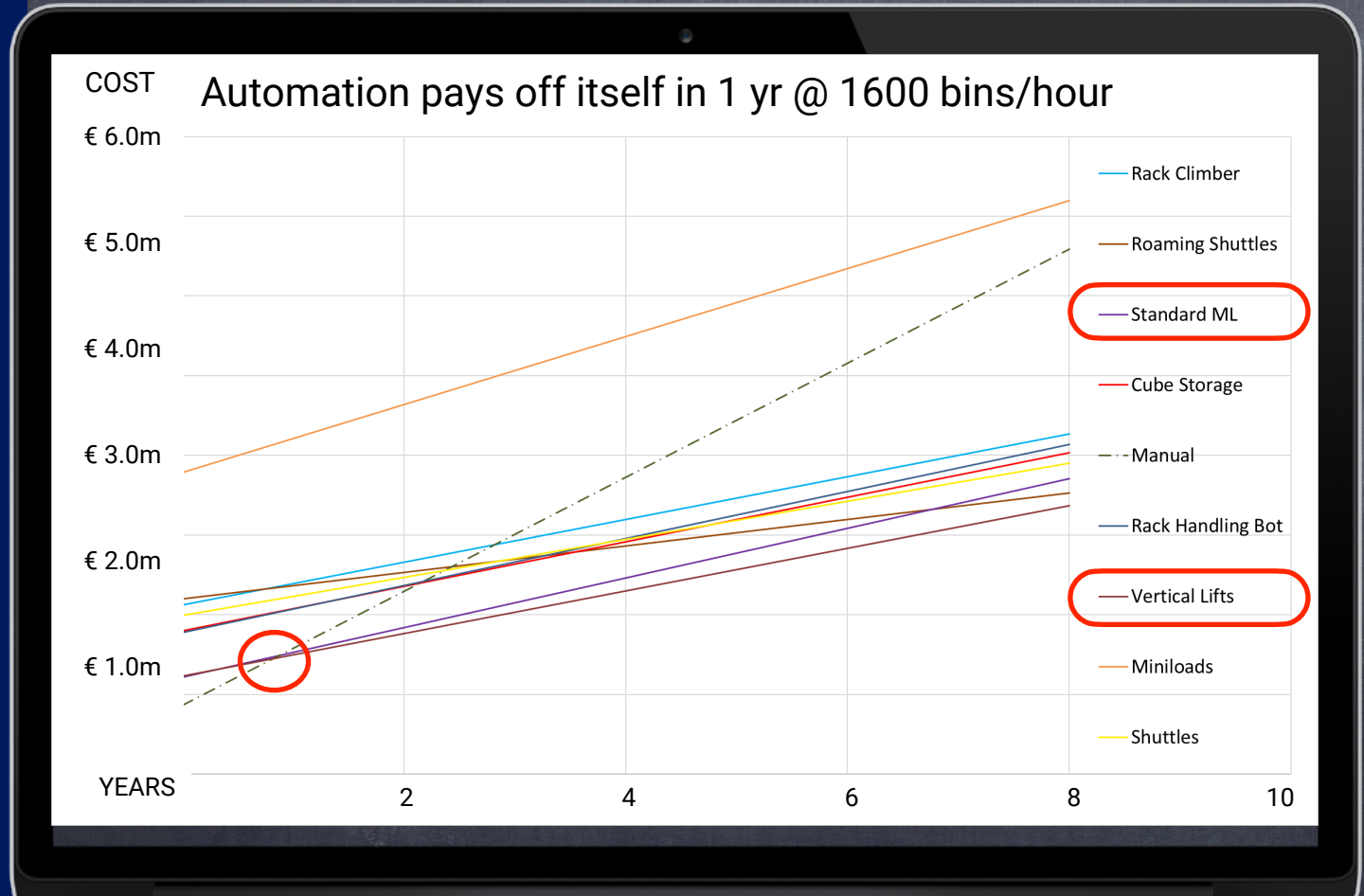
We know which system matches your growing business needs.



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.

You plan to 4x your business?

Trust the experts, who know the warehouse automation market.





WAREHOUSE
AUTOMATION GUIDE



Now you'll know which
system might fit you.

Olaf Oczkos

Founder

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olaf@logistiknachrichten.de





Sales Guide

for **Systems Integrators**

Warehouse Automation for Bins

Ask for a quote!

Creating Value by Sweet Spot Analysis

