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***THE ROLES AND RESPONSIBILITIES OF AN
EXECUTIVE FOR IMPLEMENTING A ROBOTICS
AND AUTOMATION STRATEGY IN MATERIALS
HANDLING***

Presented by:
ACT Fulfillment

CRO

CHIEF ROBOTICS OFFICER

SUMMIT

Presenters



Ryan Cox
Industrial Engineering
Manager
ACT Fulfillment

Agenda

- Why Automate
- Steps for Executives in Implementing Automation
- Role of Executives in Implementing Automation
- Responsibilities of Executives in Implementing Automation
- ACT Fulfillment's Success Story
- Q&A

Why Automate?

Steps for Executives

- **ANALYSIS** : Understand clearly what is the problem
 - It is not enough to say there is a problem, “Let’s Automate!”
- **RESEARCH** : Look at all of your options and consult with experts
 - Now there are many options to automating a process, but will every option save you money?
- **COMPARE** : Understand all of the costs
 - Costs are not always relayed in terms of money. There is time, space, and maintenance.
- **BUY IN** : Bring everyone on board and moving in a single direction
 - The easiest way to fail, is to have everyone working in different directions.
- **MANAGE** : Be aware of what is going on and stay informed
 - Rarely is reality exactly like the first plan. In any project you must be ready to make changes and decisions quickly.

Steps for Executives



- REVIEW : Did things really work out like you planned
 - Make sure to look at the whole picture and make adjustments. This can often take a year or more.

Role of Executives

- Select ONE Leader
 - The most important role in any implementation is to have a single leader.
 - This is not to remove anyone else from the process.
 - Projects can easily get over managed and soon nothing moves forward.
 - Without clear “day to day” leadership, projects easily get out of hand as issues come up.
 - A single project leader creates one contact for :
 - Organization of timelines and contacts
 - Day to day decision making
 - Information and updates
 - Handling of Issues
 - Understanding of the entire process

Responsibilities of Executives

- Stay informed
 - As a project progresses, it is important to stay informed on the status of the project
 - Important decisions need to be made quickly
 - The more informed each person is the faster those decisions can be made
- Understand reality
 - Large projects rarely execute and complete without issues
 - Be ready to make changes and adjustments

ACT Fulfillment's Success Story

- Introduction to ACT
 - 3PL based in Mira Loma, California
 - 1.2 million square feet across 3 buildings
 - 600 to 800 employees
 - In business since 1995
- Benefits of Automation with 6River Systems
 - Increased Production per man hour by 3 times
 - Decreased Picking Errors by 95%
 - ROI in less than 1 year

ACT Fulfillment's Success Story

- **ANALYSIS**
 - Processing volume reached the upper limit of daily capacity
 - Cost of labor increasing yearly and reducing profitability
 - Reductions in the available labor pool restricting the amount of available worker
- **RESEARCH**
 - Engaged a consultant
 - Reviewed 2 Robotic Solutions
 - Reviewed 2 SDI automation solutions
- **COMPARE**
 - Large automation systems did not directly address the primary problem
 - Long lead times made large automation systems less likely to be implemented in time
 - Space restrictions prevent large automation system from being easily implemented
- **BUY IN**
 - Once all the research was completed and after several management brainstorming sessions, 6River Systems was selected as the best fit.
 - Little to no additional space needed, 2 month lead time, and addressed the primary concerns directly.

Steps for Executives

- **MANAGE**
 - Ryan Cox was selected as the project manager
- **REVIEW**
 - Daily reviews were made for the first 3 months
 - Weekly reviews were made for the next 3 months
 - Monthly review to be made for the next year in order to make enhancements to the process and maximize return on investment

Key Points

- Create Clear Leadership
- Get Educated
- Stay Informed
- Be Flexible
- Stay Invested

Q&A

For more information

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