Justifying Emerging Technologies

Presented by:
Fortna Inc.
Presenters

Bill Atherton
Senior Director
Solution Design

Diana Mueller
Account Executive
Sales
Objectives

• What are the Driving Factors?

• What are the Emerging Technologies Being Deployed?

• What is the Business Case?
Driving Factors

- Labor
- Customer Expectations
- Flexibility
- Board Commitments
What is the Business Case?

**Increase**
- Revenue
- Growth
- Quality
- Service
- Flexibility

**Decrease**
- Labor
- Risk
- Working Capital
- Time
- Cost

“Value created compared to investment required”

*Both Quantitative and Qualitative values are key*
Emerging Technologies

Understanding what applications and emerging technologies are being deployed and showing a strong business case.
Collaborative Bots (Co-Bots)

Let’s think outside of traditional picking process deployment for co-bots…

Couldn’t bots be used for more than just picking tasks throughout the DC?
Co-Bots: Opportunistic Replenishment

Motivation: Justifying the application of bots to the picking process alone proved difficult

How it works?

• Along the picker’s route, he/she will encounter bots that are being used for replenishment tasks
• Picker interrupts their picking activity to perform the replen function
• Bot moves to next replen location
Co-Bots: Business Case

What is the Business Case?

• Labor Savings
• Reduces Travel Time
• Increases Flexibility
• Scalability
• Reduces Employee Fatigue
• Reduces Product Shortage(s)

Where it works?
Goods-to-Person Technologies

Explosion in demand for Goods-to-Person systems in recent years

Conventional Business Case Justification – Focused on the Reduction of Space and Labor
ASRS/Goods-to-Person: Case Study

Large Retailer to use a GTP Shuttle System to fulfill fast growing e-Commerce business along with less than case replenishments to Retail Stores

Case Study Example:

• Omni-channel Retailer
• Broad SKU Assortment
• High-volume Operation
• Medium-moving SKUs
• Shared storage between channels desired
What is the Business Case?

- Labor Savings – *Picking and Replenishment*
- Reduced Cycle Time
- Scalability
- Shared Inventory
- Lowered Inventory
- Cube Utilization
- Enabled Faster Fulfillment
Smart Cart Technology

With the adoption of Warehouse Execution Systems (WES), pick carts have the ability to be a dynamic emerging technology.

Mobile Picking “Smart Carts” can perform new tasks:

- Optimizing Tasks
- Smart Order Grouping
- Dynamic Batch Picking
- User-driven Tote Slotting
Smart Cart Technology: Video

- Smart Grouping combines orders to reduce the number of aisles visited.
Smart Cart Technology: Business Case

Utilizing Warehouse Execution Software in traditional pick carts can be a low capital emerging technology pilot program

What is the Business Case?

- Improves Cycle Times
- Dynamic Order Release
- Scalability
- Labor Savings
- Equipment Utilization
Enabling Emerging Technologies

Warehouse Execution Software (WES) is the system designed to integrate all technologies – both new and existing.

Warehouse Execution Software enables new and emerging technologies by bridging the gap between business processes and on-the-floor operation.
What is the Business Case?

Increase
• Revenue
• Growth
• Quality
• Service
• Flexibility

Decrease
• Labor
• Risk
• Working Capital
• Time
• Cost

"Value created compared to investment required"

Both Quantitative and Qualitative values are key
Let’s Get Real

Business Leaders need to be prepared with a strong business case to justify emerging technologies.

Strategic alignment is key when justifying emerging technologies.
5 Things You Can Do Today to Get Started

1. Start a list of the problems you need to solve.
2. Educate yourself this week.
3. Look for small areas for pilot programs.
4. Learn about WES capabilities.
5. Prepare your organization for change.
For more information

Bill Atherton: billatherton@fortna.com
Website: www.fortna.com

Diana Mueller: dianamueller@fortna.com
website: www.fortna.com

Visit ProMat Booth S4838