

# STRATEGIC IMPERATIVE FRAMEWORK

		HOW?	Importance: 1-Least 5-Most	Chosen Solution: 1-Matches perfectly 2-Does not match
PEOPLE	Health & safety	<p><b>Make your factory safer for your workers and reduce your risks.</b></p> <p>Maintaining manual palletizing operations values the irreplaceable skill and flexibility of your workforce. Conversely, automating the palletizing process minimizes the physical strain on your workers, mitigates the risk of ergonomic injuries, and ensures a safer and more secure work environment.</p> <p>How much is the status quo important for your business over investing in a safer work environment for your workers?</p>	1-5	1-5
	Labour availability	<p><b>Reduce your dependency on hard to find labor; create jobs people want</b></p> <p>Stop "mopping the floor with the faucet running". Continually hiring new people who you think will stay in a monotonous and hazardous task of stacking boxes on pallets day in and day out in a scarce labor market is NOT sustainable. Instead of keeping your team perpetually busy at hiring and onboarding or funding your local temp worker agency, invest in a solution that breaks this unproductive cycle. Automation offers a way out. It reduces your dependence on a scarce labor market for these tasks. By automating, you're not just filling a gap; you're also creating more desirable roles.</p> <p>How much do you want to stay in the endless cycle of hiring and onboarding over breaking this pattern and invest in automation?</p>	1-5	1-5
	Employee engagement	<p><b>Enable your good people to do more and to grow with you.</b></p> <p>While unengaged workers are indifferent about inconsistencies, inefficiencies and quality mishaps, engaged employees are attentive and driven to resolve them. The value that you deliver to your customers and your bottom line hinges on this distinction. Let robots work like robots. Set human hands and minds free to turn your factory into a space where on-the-spot, floor-experienced interventions and practical structural improvements lead to enhanced quality, efficiency, and flexibility. See them grow as they learn to maintain and program automated/robotics systems and recognize smart deployment opportunities.</p> <p>To what measure are you relying on your employees to be engaged in their "boring work" versus investing in technologies that could empower them?</p>	1-5	1-5
PRODUCTIVITY	Efficiency & throughput	<p><b>Increase throughput in volume and drop through in profits</b></p> <p>Palletizing is on the critical path between your factory and your customers. More often than not, companies experience unexpected boosts in throughput after implementing their first automated palletizing solution. Often, they had no means to gauge how the manual tasks related to palletizing handling were, in reality, bottlenecks inhibiting higher shipping capacities.</p> <p>To what degree are you confident in your actual manual throughput over implementing a palletizing solution to uncover previous bottlenecks?</p>	1-5	1-5
	Consistency	<p><b>Prioritize your customer and brand: ensure quality, care, and precision on every pallet</b></p> <p>A quality mishap is counterproductive leading to rework (in-house quality issue) or worse, a dissatisfied customer resulting in unnecessary processing and additional shipment (external quality issue). Quality doesn't stop once your valued product is in a box; it continues when the box is handled with care, neatly stacked, and professionally palletized. The manner in which products are loaded onto pallets reflects your commitment to preserving their integrity and the integrity of your brand.</p> <p>How much are you relying on your current shipping process to reflect your brand standards over considering automation to ensure the quality your customers deserve?</p>	1-5	1-5
ADAPTABILITY	Continuity	<p><b>Stay in control: embrace flexible automation for uninterrupted shipping</b></p> <p>Don't bet your business on unpredictable headaches like operators not showing up or complex systems you can't simply adjust to changing circumstances or tailored requirements. Only a strategy in which you stay in control to keep shipping is good enough in today's business reality.</p> <p>Relying solely on manual labor to tackle these challenges can strain productivity goals and be hampered by labor scarcity. Don't be hindered by the unavailability of workers for an extra shift or more. An automated palletizing solutions can work around the clock, 365 days a year.</p> <p>To what extent are you confident in keeping your production running despite changing requirements and no-shows over choosing an automated solution that could work for you 24/7 365?</p>	1-5	1-5
	Flexibility	<p><b>Be led by customer requirements and market opportunities, not factory limitations</b></p> <p>Your palletizing operation should seamlessly adapt to changing demands at the end of the line. This adaptability guarantees seamless accommodation of various box sizes, weights, and pallet patterns without disrupting operations. This flexibility enables your factory to respond promptly, adjusting processes in real-time without extended downtime, complex reprogramming, or reliance on costly external expertise.</p> <p>Traditional automation systems and industrial robots deliver impressive performance but lack adaptability once programmed. They demand extensive setup time and programming, excelling in consistency but posing significant challenges when customer requirements change. Adapting is usually out of your control, can be costly or involve frustrating delays, especially considering the scarcity of external industrial engineers.</p> <p>How much are you prioritizing performance including extensive and complex setups and programming over empowering your team to autonomously implement swift reconfigurations when customer requirements change?</p>	1-5	1-5
	Scalability	<p><b>Streamlined expansion: timing your costs with benefits</b></p> <p>Implementing an automated palletizing solution isn't just about transforming palletizing processes; it enables you to scale effectively. Whether you're dealing with a sudden spike in demand or planning for future growth, your palletizing operation must offer unmatched flexibility for easy replication and integration of additional units onto other lines. This ensures that your manufacturing capabilities can quickly adjust to fluctuating workloads.</p> <p>Traditional automation solutions can deliver great throughput and capacity for the actual requirements, but are complex to adapt to changing workloads due to growth.</p> <p>In what way are you sure of the future expansions of your company to invest in high throughput but fixed solutions over a more flexible solution ensuring the fluctuations of workload?</p>	1-5	1-5

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DESIGN	Pre-engineered precision	<p><b>Use the power of configurable solutions over costly custom engineering</b></p> <p>While we often view our businesses as highly unique, they often share more similarities than we realize. Custom engineered solutions make sure that all your current requirements are met but may lock you in for future requirements. Validating your unique needs with a configurable solution that has proven its versatility across a multitude of circumstances and requirements is a solution to a changing environment. This approach offers the flexibility you require without unnecessary expenses, keeps you in control while maintaining essential flexibility and simplicity.</p> <p>To what measure are your operations so unique that you would value a custom solution over the flexibility and simplicity that a pre-engineered one offers?</p>	1-5	1-5
	Maximized performance	<p><b>Future-proof your factory: choose the strongest, fastest, and most compact palletizer solution</b></p> <p>The focus here is on selecting a palletizing solution that offers the best combination of speed, payload capacity, and footprint efficiency. It's about finding a balance that doesn't just aim for the highest numbers but seeks the right fit for your operational flow and space constraints. Traditional solutions can provide the highest speed and payloads, but requires more floor space and can affect your actual operations. Your preferred solution should fit right in, with a small footprint with minimum impact on upstream and downstream operations.</p> <p>What performance is needed without sacrificing floor space and impacting your actual operations?</p>	1-5	1-5
	Turnkey solution	<p><b>Factory-ready delivery: configured for instant performance</b></p> <p>Imagine implementing a system that comes ready to integrate into your existing workflow, with minimal setup and disruption. You bring your process expertise, and your supplier helps you configure the right solution for required performance. Your team will get hands-on experience in the process. This approach is ideal for businesses seeking a straightforward path to automation, offering a complete package that includes hardware, software, and support. Within days, you can evaluate how cost-effective the solution is for your specific situation. Traditional solutions although offering customized performance, can't offer the same "readiness" as the integration often takes weeks and months due to the complexity and size of the systems.</p> <p>How valuable is having customized performance that can cause lots of interruptions and delays at the installation over a desired performance with a "factory-ready" system?</p>	1-5	1-5
INTEGRATE	Fast installation	<p><b>Fast-track deployment</b></p> <p>When choosing an automated palletizing solution, timeliness matters. Whether your needs are immediate or align with long-term growth plans, your chosen solution and supplier should employ a standardized, modular design for swift installation within days. The supplier installers should work alongside your maintenance team, completing installation and on-site training in just days. Choose a solution that gives the desired performance and start the pay-period in a matter of days.</p> <p>To what measure are you willing to sacrifice time-to-production for a larger, custom solution with higher performance versus selecting a standardized and modular solution installed in days?</p>	1-5	1-5
	Factory fit	<p><b>Your factory, your processes, your plans deserve a perfect match</b></p> <p>High speed and high payload palletizer solutions often act as centralized systems, requiring conveyor rerouting to a semi-permanent monument on your factory floor. Flexible systems are implemented faster and don't typically dictate layout changes, but don't deliver the same level of payload and cycle time performance.</p> <p>To what extent are you willing to let your palletizing solution shape your factory layout for better cycle times and higher payloads, versus opting for more flexibility and adaptability with no need to change your setup?</p>	1-5	1-5
OPERATE	Reliability	<p><b>Dependable clockwork precision</b></p> <p>A reliable palletizing solution means fewer surprises and disruptions. It's designed to keep your operations running smoothly, with minimal downtime. Select an adaptable standard system with a global track record, minimizing downtime risks and eliminate replacement part delays associated with custom solutions. Choosing a supplier that collaborates closely with your team during the deployment and operation of the system. A supplier with a tightly-knit global network of certified partners can enable you to benefit from collective learning and ensuring that this critical investment surpasses your expectations.</p> <p>In what way are you interested in choosing the shiny new automation solutions full of promises over a proven one with a global track record of successful implementations?</p>	1-5	1-5
	Control	<p><b>Maintain control, navigate change</b></p> <p>Fixed automation offers stability and control by avoiding change. Flexible automation, on the other hand, navigates evolving needs and customized requests, for enhanced competitiveness. Most factories will benefit from letting their team to be trained and gain the ability to modify programs autonomously as required after system delivery. Be aware to not replace your manual labor challenge with a dependency on a system you can't fully and efficiently control yourself.</p> <p>How much are you willing to sacrifice the ability to change and adapt with a fixed and proven automation system over a system that you can fully and efficiently control yourself when changes need to happen?</p>	1-5	1-5