

## Intralogistics Consultancy

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## Intralogistics Consultancy Straight to the Point Planning the future together

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- Clarity: We act transparently and are clear about it
- Accuracy: We develop custom-fit and future-oriented solutions, each and every day
- Drive: We turn smart words into smart solutions
- Experience: We optimise intralogistics – and have done so for over 100 years
- Reliability: We are true to our word and to our customers



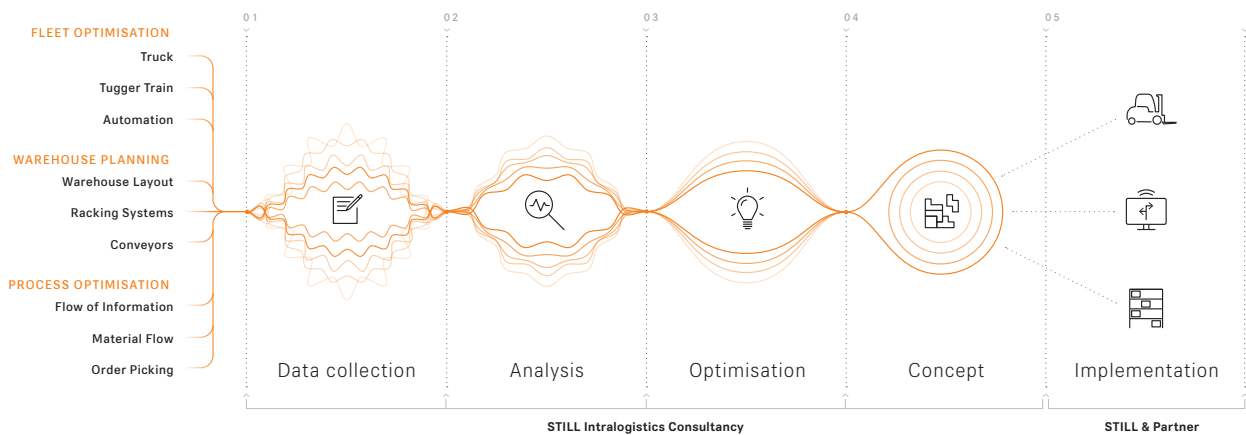
STILL can look back on more than 100 years of experience in the field of warehouse technology, intralogistics and forklift manufacturing. We are experts in intralogistics, original thinkers and pioneers, and we are actively shaping the future of intralogistics for our customers – from target-orientated consultancy to implementation. Specifically, this means that we only propose solutions that we are certain we will be able to implement, and which will continue to work in the future. In order to ensure this we visit our customers on-site at the warehouse

and production areas, speak directly with the employees there and closely examine all the relevant processes. We obtain a comprehensive understanding of your individual challenges and consequently develop a customised solution for you to achieve outstanding cost-effectiveness. We work with full vigour, place great emphasis on honesty and transparency and communicate clearly and directly to you exactly what our consultants are doing. We thus create a solid basis for a trusting collaboration to your utmost satisfaction.



# Intralogistics Consultancy Straight to the Point

## Four steps to your logistics concept



### Data acquisition



Outstanding analysis is generally based on high-quality datasets. Data acquisition therefore takes on decisive importance because the success of your project depends to a large extent on the quality of the data available for planning. We check your data thoroughly to ensure it is complete and consistent, and prepare it for subsequent analysis.

### Analysis



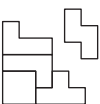
We use techniques such as grouping, sorting, compressing and filtering to obtain logistical findings using the prepared data; this then serves as the basis for planning. Using graphical methods, we are able to visualise complex processes, such as material and information flows. This helps uncover potential for improvement, and define logistical challenges as regards further planning. Our consultancy services include fleet analysis, business process modelling and economic analysis processes for clustering stock items.

### Optimisation



Constant change in operational areas can mean that existing systems and processes need to be adjusted. Our objective is therefore to optimally adjust the existing logistical processing to the inherent conditions, and to improve them so that current and future requirements are covered. With software solutions for material flow planning and our methodical know-how, we can support you systematically with the optimisation of your material flows. Our consultancy services include, amongst other things, fleet, process and warehouse optimisation.

### Conceptualisation



Our goal is to minimise your transport, warehouse and handling costs. In order to achieve the necessary efficiency increase for the logistics systems and material flows, we work closely with you to develop different applications and solutions. We then check all versions for their cost-effectiveness, and look at the respective advantages and disadvantages. This results in an optimised, tailored concept for you. Our consultancy services also include support in selecting a suitable shelving system, developing warehouse layouts and defining requirements for industrial trucks.



Our consultants are smart individuals with personality; that is precisely why they deliver original and individual solutions, each and every day. They will tackle any intralogistics challenge, no matter how daunting, and only produce implementable and future-orientated concepts.

They are not interested in standard solutions, and their STILL background and long-term experience in intralogistics optimisation greatly benefit them in their work. We place great emphasis on transparency and trust, and drive our projects forward with energy. In short, our consultants are **simply smart**.

## Factors for Success

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### Transparency

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- Full overview: Our customers understand exactly what the consultant is doing and what approach is being taken to achieve the jointly defined objective.

### Solutions orientation

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- Reliable implementation: We are always looking for the best solution as regards the state of the art and feasibility.

### Competency

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- Decades of experience: Our consultants are experts in their field and able to implement projects to the highest standards, drawing on the entire knowledge base of STILL customer projects.

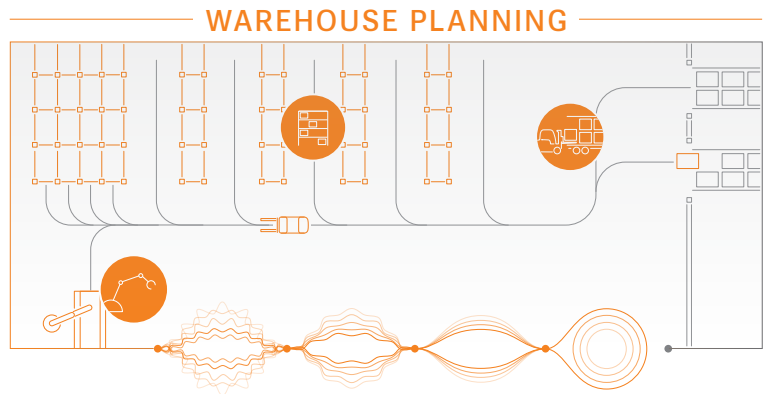
### Individuality

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- Unparalleled results: Our consultants have a unique perspective which allows them to create individual and efficient solutions.

## Intralogistics Consultancy Straight to the Point Warehouse planning and analysis of automation potential

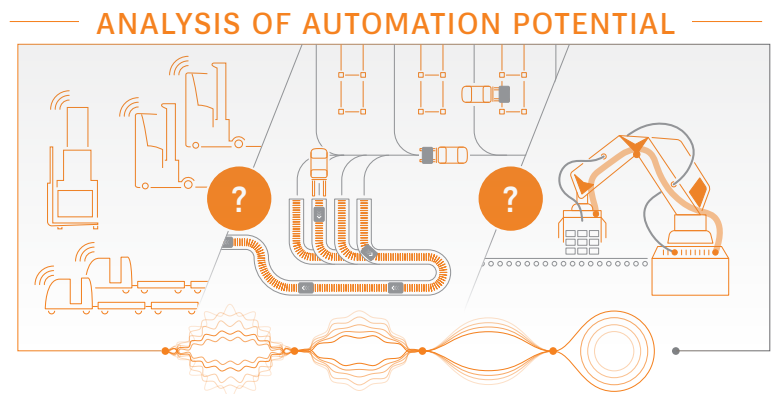
- Comprehensive warehouse analysis (e.g. ABC/XYZ, turnover, inventory analysis) to document requirements, conditions, processes and structures
- Dimensioning of the warehouse, e.g. capacity, inventory turnover and performance
- Development of a standardised warehouse and material flow concept incl. defining the optimal systems (warehouse and transport technology as well as software) for your individual requirements
- Detailed organisation of the entire warehouse process and its design (2D/3D)



Those who make big plans, should also be able to deliver them, and that is exactly what STILL's intralogistics consultants do. Our warehouse planning starts with a precise analysis of the relevant requirements. Here, warehouse conditions, item and job structure and processes such as picking are taken into account. We then develop a holistic concept for you, which maps out an efficient logistical

system, including shelving systems, industrial trucks and automation opportunities as well as software requirements. The result is an optimal system for storage, handling, picking and transport with efficient processes for your material and information flow. Regardless of the consultancy service used, STILL will then also assume responsibility for the project implementation, if required.

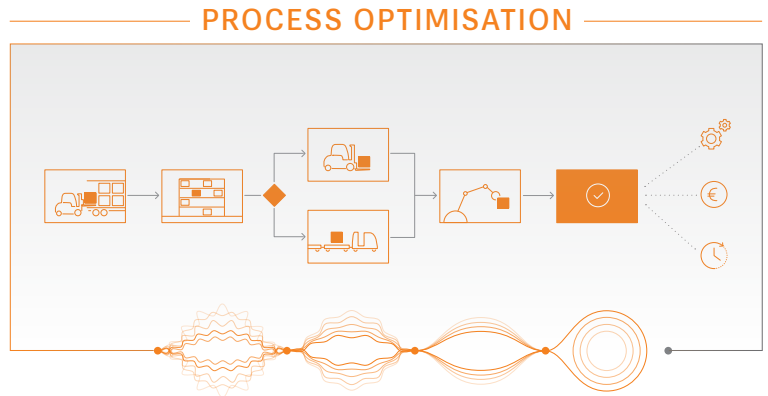
- Analysis of your automation potential based on existing process and transport data
- Testing of different automation variants with regard to their technical and economic feasibility
- Definition of any challenges with regard to existing processes and proposal of specific solutions and identification of potential optimisations
- Development of an individually tailored automation concept
- Detailed development of a functional requirements specification as a basis for operative implementation
- Expert support when developing your business case



How would you like your internal processes to look in five years' time? Automation solutions can be an efficient response to the growing challenges of digitalisation and to global cost and competitive pressure. It is important to know that not all automation levels will suit every company, and not all technologies will suit every usage requirement. Design is crucial. Therefore, our automation specialists first carry out an exact appraisal of your automation potential and develop the most useful automation variant that will bring you optimal success

in the long term. In doing so, we openly address existing obstacles and potential weak points in the process and provide concrete recommendations for action. Once this firm foundation has been laid, your individual automation concept and the functional requirements specification are created as a basis for operative implementation. With a wealth of experience gained over many years, we are also happy to assist you in drafting your business case.

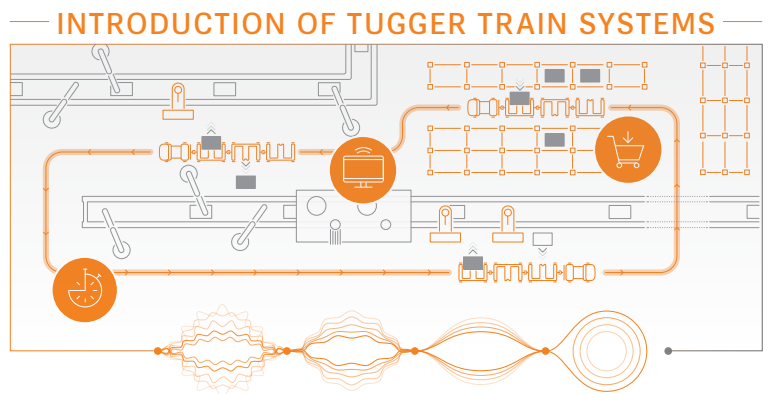
- Documentation of the current situation in your logistics processes as the first important step towards optimisation
- Definition and analysis of potential weak points in the existing information or material flow as a barrier to efficient logistics processes
- Comprehensive documentation of the analyses and modelling of a target process for your logistics processes – including specific measures and recommendations for action



Each optimisation is only as good as the process analysis that precedes it. Therefore, we rely on a precise analysis of the individual process steps. In order to guarantee the greatest possible accuracy here, we start by assessing the initial situation at your premises. We identify potential for improvement, carry out a practical implementation assessment and use this to derive the appropriate measures for you. We document the logistical processes in our actual-situation analysis in a clear and easy-to-understand manner, drawing on standardised modelling languages.

The general rule here is: As simple as possible, as detailed as necessary. Using this as a starting point, we work closely with you to create recommendations for action to optimise the processes and logistical procedures analysed. We can thus implement successful measures that enable your intralogistics to run efficiently. In order to conclude the process optimisation, the results of the actual-situation analysis and the assessed measures are transferred to a target concept, so that your logistics processes can be optimised immediately.

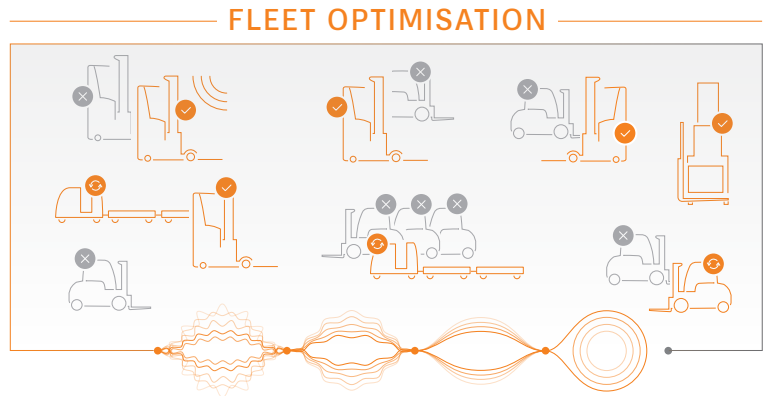
- Detailed analysis of the current material flow and logistical conditions
- Planning of the tigger train system based on three columns:
  - Tigger train control: route definition, timetabling, supplies, empty container and trolley handling
  - Tigger train infrastructure: equipment, tigger train station/ supermarket, routes
  - Tigger train process: retrieval, provisioning at the station, transport, provisioning in production, removal of empty containers and collection of manufactured goods from production
- Development of a tailored tigger train concept



A production department can only be as successful as its material flow. Using a tigger train system for internal material supply makes the difference and lays the foundation for lean production. The material is delivered and disposed of as required, with high frequency, reliability and minimal traffic volume. In order to successfully integrate a tigger train system into your company's value creation chain, logistics and production processes must be viewed as a whole. The expertise of our

experienced intralogistics consultants is worth a mint here. Starting from a detailed analysis of material flow and logistical conditions, we develop your individual material flow concept and define elements of your tigger train system – from tractors and trolleys through to routes, timetabling and control. Finally, we design the ideal tigger train process together with you and also show you possible future automation options.

- Precise on-site analysis of the current usage and utilisation status of your entire industrial truck fleet
- Individual recommended actions for uniform and sustainable efficiency increases for the fleet
- Careful consideration of the transport systems used and testing of possible alternatives, e. g. to increase efficiency and reduce complexity using tugger trains or driverless transport systems



Do you want to get the best out of your fleet? No problem! Our intralogistics experts will be happy to provide you with independent, transparent advice on the best possible truck combination and fleet utilisation. No matter whether your forklift trucks are provided by STILL or another manufacturer, we will help you find solutions to suit your needs. First, we prepare a comprehensive usage and utilisation analysis, and inspect your working processes and spatial conditions on-site. We

then draw up a fleet concept tailored to your requirements, which takes into account all transport goods, processes and systems, and may also include standardisation and streamlining of equipment, or expansion of the forklift truck pool. This enables us to utilise synergies between your trucks and ensure optimum capacity utilisation and the efficient transport of goods.





STILL GmbH  
Berzeliusstr. 10  
22113 Hamburg  
Germany  
Tel.: +49 40 73 39 20 00  
Fax: +49 40 73 39 20 01  
info@still.de

**For further information please visit**  
**[www.still.eu](http://www.still.eu)**

STILL is certified in the following areas: Quality management, occupational safety, environmental protection and energy management.



first in intralogistics