

Zion Solutions Group

ROBOTICS: IS NOW THE TIME TO INVEST?



How Systems Integrators Help Maximize Your Investment

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Robotics - Area of Focus



Goods to
Person



Person to
Goods



AS/RS



AMR



Shelf Level



Follow Me



Pick and
Place

While technology is developed to help the supply chain become more efficient, it can also have drastic negative impacts if the right technology or mix of technologies is not selected. Robotics are meant to work all day, no breaks needed, however; they are designed to operate at one speed. Meaning, you cannot ask a robot to speed up to catch up.

Within this transforming and expanding environment, it is certainly challenging to know which solution is right for your unique needs. Even once the right robotics is chosen, how can you be sure there is enough flexibility built in to handle the peaks and valleys of fulfillment? Did you design a "relief valve" to get more volume out when the system is behind?

For these reasons, more and more organizations are partnering with system integrators, like Zion Solutions Group, to ensure their needs are met. More importantly, they want to have the security of a trusted partner who can help solve problems when a curve ball, like an inaccurate forecast, is thrown.

The Advantages and Benefits of Systems Integrators

Peace of Mind

Rather than go out and evaluate all technologies and decipher what's valid and what's not, systems integrators have the experience of working with multiple robotics OEM's and will utilize real world knowledge to make the right recommendations.

Non-Biased Approach

Systems Integrators are not manufacturers, there is not a set agenda to sell a specific product. Rather, integrators are selling a service; they want to help you design the best solution for your unique situation. Technology and Robotics isn't always the answer, it is important to evaluate all options prior to making a recommendation.

Access to Product Lines

There are many OEM's who will work directly with customers, however; there are just as many OEM's who will only work through Integrators. When you make the decision to partner with an integrator, you are getting the best of both worlds. If you already have a relationship with an OEM and want to continue using their product, that's OK. But now you also get the benefit of another side of the industry that was previously unavailable.

Single Source

There are a lot of potential OEM's and Sub-Contractors needed to complete a greenfield and/or brownfield project. There can be software, hardware, labor, technology, and robotics all involved in a single solution. This can lead to a complex, hard to manage environment without the right people involved. Systems Integrators have the experience of managing all the different business partners involved in a solution, allowing you to focus on a single relationship versus dozens.

Execution / Delivery

When you talk to most robotic OEM's, they will classify themselves as a software company that sells robots. From a solution perspective, this is great news, from an operations / installation perspective, this can be troublesome. Robotic OEM's are working hard to advance their technology and support existing sites, technology providers lean on trusted integrators to deliver the end solution to the customer. Most integrators are 100% focused on service, meaning; execution and delivery is one of the most important elements of their business. If you want to utilize the best technology, focus on the strategy of your business, and be confident in a successful implementation, a systems integrator is your best option.

Cost Competitive

Since Systems Integrators work with a variety of business partners and are integrating solutions year round, they get deep discounts. Meaning, they can not only help you design a solution that you know will work, but they can also integrate the entire solution for less than you could yourself.

Questions

We have spent the last decade designing and integrating robotics, we now have the experience to guide and answer the following:



Robotics - Signs to Invest

- Running out of Space
- Labor is unavailable or unreliable
- Average to Peak is becoming too difficult to handle
- Operation is becoming expensive and difficult to sustain.



Largest Area of Expected Growth - E-Commerce Distribution

- E-Commerce is unpredictable, how do you handle dramatic peaks?
- Flexibility is important, but what's the RIGHT amount of flexibility?
- Should you design for expected peak? How do you scale to support expected and unexpected growth?
- **Micro-Fulfillment:** How to leverage existing brick and mortar as efficient Distribution Centers?

If you have any of the signs under Robotics or have asked the same questions as listed under E-Commerce, now might be the right time to invest. Zion Solutions Group will help you with making this important decision. We will educate you on the right robotics, the right mix of technology, and ensure a successful integration.



To keep a competitive edge, effectively run a business, and operate an efficient distribution center, partnering with a Systems Integrator is a step in the right direction.

Conclusion

Robotics & Technology continues to expand in both offerings and within distribution centers. It can be challenging to keep up with the all the latest advancements and new OEM's. Furthermore, the software controlling the robotics is critical. You need to identify what level of optimization you truly need to run a successful operation.

Zion Solutions Group has the expertise to navigate the ever-changing robotics industry. We listen, we analyze your current operation and factor in forecasted growth, working together to identify your specific needs. We ultimately design and integrate a solution to provide an ROI, drive efficiency, reduce labor, and maximize flexibility.

When you integrate a robotic solution, you want it to work, last, and handle the unknown. With so many options to consider, a systems integrator is the right choice.

WHO WE ARE

The Zion Solutions Group is a full-service Supply Chain Integration Group, focused on a singular message: Deliver Memorable Experiences and Guide Intelligent Change. With over 90 years of experience in Material Handling Integration, Supply Chain Consulting and Operations, the group has a simple goal: help customers with their Supply Chain related transformation needs by guiding intelligent change.



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90+ Years of Experience

Our team has actual, hands-on experience with the Supply Chain issues that most organizations face on a daily basis. Whether it's solving inventory challenges, understanding software requirements, or designing an omni-channel facility, we have the experience to help.

"If you want to mix the newest technologies with people that still do it the right way, then partner with Zion Solutions Group"
CRO OEM

150+ Completed Projects

Whether greenfield or brownfield - or simply improving a process - the team has successfully completed over 150 projects. That experience is critical to understanding customer needs.

AOK Zion Foundation

We care greatly - about our families, our people, our business partners, and our customers. We also realize the importance of celebrating success with others. Through Acts of Kindness (AOK) ZION is on a mission to make an impact on the supply chain and world.



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