

Case Study



Healthcare

GAIN & CO

Case Study on Mobile Robots for a Danish Super Hospital

Background



The client is a state-of-the-art hospital in Denmark that performs all specialized treatments in the region. It is the center of clinical development and cooperation between the hospitals in the region.

When building this new government-funded hospital in Denmark, it was desired to automate internal logistics. The desire was to enable just-in-time delivery of linen, clothing, laundry, food, medicine, lab samples, and waste.

The hospital, therefore, reached out to Gain & Co in order to make the requirement specification and conduct the tender process for the mobile robots.

Gain & Co's Role



- Gain & Co was the technical advisor on this project, collaborating with the client's procurement partner.
- Gain & Co analyzed the client's needs, buildings, and utilities in order to scope and describe the functional requirements, delivery schedule, and solution capabilities to be used in the tender material.
- Additionally, Gain & Co analyzed the market for capable suppliers and technologies.
- Gain & Co then conducted a sourcing process to receive and evaluate offers from the identified suppliers. This was done in several rounds. Based on Gain & Co's recommendations, the final supplier was chosen for the FAT (Factory Acceptance Test) analyses.

Value Delivered



- The client signed a contract with the best matching supplier in the market for 35 mobile robots.
- Gain & Co helped the client complete delivery and integration within the set deadline and within the requested parameter of saving 7% on the bottom line of all operating costs.
- The procurement process was handled by Gain & Co, which included:
 - Preparation of tender material including tender conditions and technical demand specification
 - Execution of tender (selection of suppliers)
 - Vendor Evaluation (systematic evaluation & classification of vendors)
 - Vendor selection & contract negotiation
- Finally, Gain & Co supported the client during FAT in evaluating if the requirements set in the contract with the automation solution supplier were met.

Case Study



Pharma &
Chemistry

GAIN & CO

Strategic plan for a global pharmaceutical company

Background



The client is the world leader in biological solutions with the strategic ambitions to automate in as many areas as possible.

The client desired to have an overview of which manual processes are viable to automate, and the areas of interest included logistics, production, labs, and clean zones of multiple levels.

Gain & Co's Role



Gain & Co visited multiple sites and production areas across three countries (Denmark, China & the US), and conducted a thorough analysis of the manufacturing processes in each site to describe their benefits and complexities with respect to automation.

Our team created an Automation Index, which helped the client to assess relevant automation projects according to the estimated payback period, the range of solutions available, and estimated overall efficiency improvement potential. Qualitative insights were delivered alongside each key automation project covered in the index offering contextual analysis.

This enabled the management team to further prioritize and sequence the automation opportunities according to key strategic considerations, thus enabling the client to protect and develop further competitive advantages.

Value Delivered



Our work identified significant potential in automating several core manufacturing processes at the client.

After Gain & Co's screening, the client received the automation roadmap with 40 manual processes viable for automation across production sites in 3 countries.

One recommendation at the China site introduced by Gain & Co stood out. The potential savings by introducing an AGV for the selected transportation routing at the China site have been calculated by Gain & Co, resulting in reducing the daily operator hours by 5,6 hours (yearly savings of 1344 operator hours).

Besides the direct savings in operator hours, the recommended automation scenarios provided other benefits such as high reusability where the need for new transportation routings easily can be configured and provides a platform for the future possibility of integration.