

Case Study



Food &
Beverage

GAIN & CO

Automated packing, palletizing, and intralogistics for a farming company

Background



The client is a large farming business that focuses on the production and packaging of tomatoes, as well as other vegetables.

The client reached out to Gain & Co in order to get support on their journey towards:

- Understanding the automation potential
- Increasing productivity
- Reducing cost used for manual labor
- Improving the working environment
- Finding suitable suppliers for a given automation project

Gain & Co's Role



Gain & Co's senior engineering team visited the tomato packing factory in the UK and conducted a thorough analysis of the manual processes, followed the production flow, and interviewed the key personnel.

The data were analyzed and used to create an overview and prioritization of automation potential – an Automation Index.

For each observation, an explanation for why the observed task has automation potential was given, which was scored based on multiple parameters – in order to improve productivity, increase and make more consistent quality, and to improve safety.

Value Delivered



The final delivery offered the client a report with twelve (12) manual processes with the potential for automation.

It was advised by Gain & Co to combine the automation of three of the processes to increase the potential gained by automation.

Combining packing, palletizing, and intralogistics would reduce the total manual workload from 15 FTE to 3 FTE, a reduction of 80%.

In general, Gain & Co considered the screened production activities to have a high potential for automation, which will lead to higher productivity, improved work environment, and relieving human workers from current tasks.

Case Study



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Automated repacking for an international beverage production company

Background



The client reached out to Gain & Co in order to support them on their journey toward automated repacking process.

The biggest challenges were large industrial pallets leaving the production line, while retail stores wanted ready-to-sale pallets, nicely decorated in cardboard and displaying the products. The task of manual repacking was outsourced to another company and the client was too busy to source an automated solution internally.

Gain & Co proposed to help the customer by running the entire process of understanding their needs, describing those needs, and finding the right supplier and solution in the market.

Gain & Co's Role



Gain & Co's senior engineering and procurement team visited the client for an onsite assessment of the current repacking process and further preparation of:

- Supplier catalogue
- Functional requirement specification
- Evaluation of solution proposals

Gain & Co conducted market research and listed the potential suppliers which had the best prerequisites and experience to provide a suitable solution, and prepared functional requirement specifications.

The functional requirements describing the needs and expectations for the repacking line provided the client with a detailed understanding of the subprocesses to be automated, as well as which ones are optional. As the requirements were kept on a functional level, the solution concept and design were left open for the supplier to suggest the optimal solution, based on their experience.

Gain & Co then conducted a sourcing process to receive and evaluate offers from the identified suppliers. This was done in several rounds and, based on Gain & Co's recommendations, different solution concepts were proposed and customized for the client's needs.

Value Delivered



Our work identified strong benefits achieved by automating the manual repacking process.

The final delivery offered the client the full list of 22 identified suppliers, a shortlist of the 10 most relevant suppliers for the specific repacking solution, and 3 final offers applicable to the repacking process – the exact number of offers the client initially requested.

The potential for reducing the man-hours spent on the manual repacking task was 80-90% by automating the process with standard technology.

The estimated productivity improvement potentials were 50%-70%, with an average expected payback period of ~3 years.