

Case Study



GAIN & CO

Automation potential for a leading ventilation company

Background



The client is a leading ventilation company with operations in 54 countries worldwide.

The client reached out to Gain & Co in order to gain an overview of their automation opportunities and how they may best proceed in achieving their strategic objectives through automation.

These strategic objectives included:

- Reduced labor costs connected to the assembly processes
- Improved productivity
- Maintained competitiveness

Furthermore, the client was investigating the best possible ways to fix their fleet of malfunctioning AGVs at one of their European sites.

Gain & Co's Role



Gain & Co's senior engineering team visited the client's facility and conducted a thorough analysis of the processes, in order to describe their benefits and complexities with respect to automation.

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.

It became apparent that the client's fleet of AGVs were not performing to their satisfaction. The Gain & Co team has therefore conducted an in-depth analysis in order to get a full overview of the solution issues - to understand the extent of the problem, mitigation options, as well as a functional requirement specification describing the functionality and efficiency required.

Value Delivered



Gain & Co's provided the client with an overview of several automation potentials including observations on the assembly processes.

If the suggested automation opportunities are implemented, the potential for reducing labor costs was calculated to be more than 50%.

Furthermore, our team provided step-by-step guidance on how to proceed in order to re-achieve the functionality of the current malfunctioning logistic solution.

This combined would result in having a performance level of 98 % for all AGVs.