

Case Study



Paper &
Pulp

GAIN & CO

Case Study for a Food Packaging Producer

Background



The client produces cardboard-based food packaging and serves industrial and commercial food sector customers 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:

- Improved competitive advantage
- Increased production efficiency
- Improved safety and working environment

Furthermore, the client was investigating the best possible ways to automate the process of handling stacks of coated cardboard sheets from palletized stacks into edge bender machines.

Gain & Co's Role



Gain & Co's senior engineering team visited the client's factory and conducted a thorough analysis of the processes, in order 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.

For the selected process - handling stacks of coated cardboard sheets, Gain & Co conducted market research and listed the potential suppliers which had the best prerequisites and experience to provide suitable solutions, and prepared a comprehensive requirement specification.

Gain & Co then conducted a sourcing process to receive and evaluate offers from the identified suppliers, and identify the best solution and offer.

Value Delivered



Our work particularly identified strong benefits achieved by automating the process for the previously manual task of handling stacks of coated cardboard sheets.

The final delivery offered the client a shortlist of the most relevant suppliers for the specific solution and 3 final offers ready for contracting. This brought significant value to the client due to their initial struggle of finding any supplier capable of delivering such a solution.

The business case revealed the potential for reducing man-hours by 80-85% by fully automating the process. Achieving an expected payback period of ~3 years.

One of the most important motivations for the client's considerations about automation was to avoid unilaterally repetitive work for the employees. The offered solution(s) were able to significantly reduce the amount of unilaterally repetitive work and thus improve the safety and working environment.