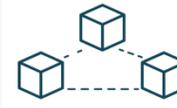


# Case Study



Logistics

# GAIN & CO

## Strategic plan for an international transportation center in the UK

### Background



The client reached out to Gain & Co in order to help them identify automation and technology potential in selected public and maintenance areas of the station, with the focus on:

- Improving passenger safety and experience
- Reducing maintenance costs for buildings
- Reducing cost for daily operations
- Reducing the lead time from “possible defect” to “defining the defect”
- Lowering internal errors
- Improving sustainability and recycling

The client needed to be prepared for the future, regarding the quality of the maintenance and service to minimize the otherwise potential increase of the cost. Finally, and not for discussion, is to improve the safety of passengers and employees.

### Gain & Co's Role



Gain & Co's senior engineering team visited the client's site for two (2) days and conducted a thorough analysis of several public areas of the station, as well as selected areas of the closed-off utility.

Based on the observations, 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.

As a part of the strategy roadmap, our team held a summary workshop for assessing the risk, delivering a prioritization and mitigation plan for risk, a high-level potential investment budget, and a recommendation report.

### Value Delivered



Our work identified significant potential in automating several processes at the client's site.

The final delivery offered the client a report with twenty-five (25) automation observations divided into seven (7) categories.

Six (6) observations with the highest automation potential were suggested as recommended choices to prioritize.

The identified processes had the potential for reducing the man-hours spent on the task by 40-60%, and the productivity increase by 50%-70% by automating the processes with standard technology.

Additionally, the overall mitigation plan for risk revealed the key benefits gained by the client, such as optimizing the resources spent on the project, consistent supplier engagement, improved supplier commitment, and knowledge spread across the entire team/department.