



# OVERVIEW OF OUR SERVICES

Warehouse logistics plays a crucial role in your business success. Intelligent automation of logistics processes along your supply chain creates growth potential and attracts new customers. Since it is a major investment, good planning is fundamental. Does it make financial sense to invest in a new installation now? Or might your existing installation possess unexploited potential?

We analyze this so that your intralogistics ultimately meet your business objectives. We modernize and expand your automated conveyor and storage systems in terms of the electromechanics and software for a long-term, safe, and economical operation with a view to the future.

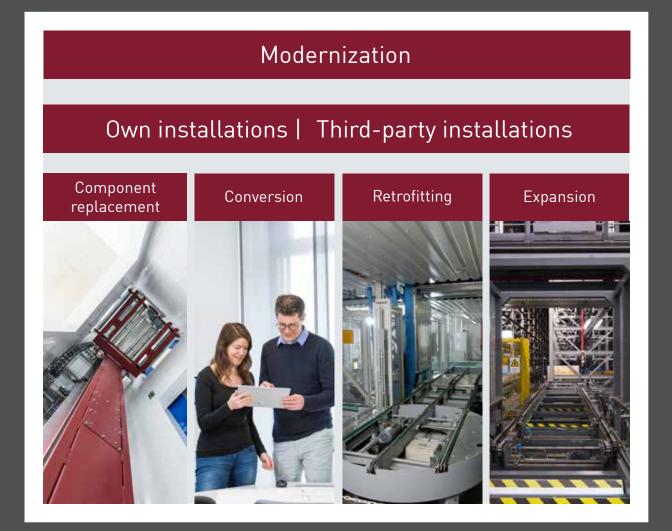
Work with us to upgrade, convert, or expand your facilities to improve economic efficiency through a high degree of planning reliability, availability, and dependability. Our services can help you to increase plant efficiency, avoid system downtimes, and expand storage capacity.

In addition, we can help you to achieve state-of-the-art safety and security within your existing plant, guarantee the required protection for personnel, and comply with all the rules and regulations to which your company is subject.

## CUSTOMIZED

### INNOVATIVE

### FUTURE-PROOF



#### COMPONENT REPLACEMENT

Obsolete components should be replaced in good time with spare parts that offer the same functionality and an identical level of safety. We ensure this with our strong network of suppliers, delivering quality down to the smallest detail. Our service technicians quickly and reliably replace and repair components – for any automated storage system, whoever the supplier.

Automated high-density storage systems are only as good as their individual components. We take a close look at them and help you focus your business attention on anticipatory planning. This pays off with long plant lifecycles free from unplanned downtimes. To this end, our service technicians work closely with your specialist staff to identify and permanently eliminate vulnerabilities in your automated logistics system at an early stage - for maximum plant availability at a consistently high level of performance. With fixed inspection intervals, we continuously provide you with an updated report on the status of your installation. Through smart maintenance, we help prevent downtimes and enable immediate replacement of parts.

We plan inspections and maintenance flexibly alongside your ongoing operations. Our experienced service technicians keep downtimes to a minimum. We offer short delivery times, use high-quality parts, and replace components independent of their manufacturer. Send us your defective parts and we will take care of the rest. We always consider the entire system including all its electrical and mechanical parts. We also keep your logistics software up-to-date.

Our service level agreements help you reduce the costs of repairs and spare parts as well as follow-up costs that would otherwise arise due to machine failures. We use cost-effective spare part packages and offer a warranty on replaced components in line with our General Terms and Conditions. Documentation costs are also lower because operational reliability is often maintained without significant changes.

## FORWARD-LOOKING

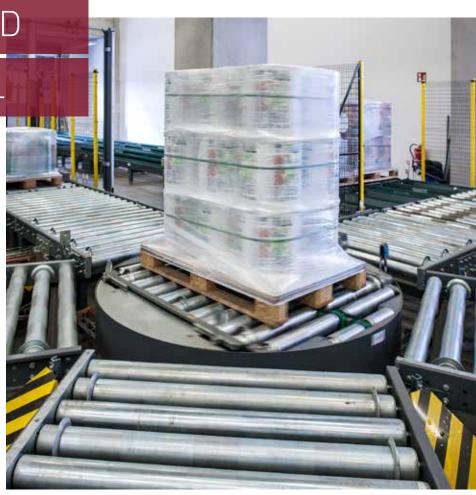






## EFFECTIVE







#### CONVERSION

Storage systems grow with their tasks. Through conversion, we put your intralogistics on a new track. Conversion may make sense particularly if you have new products on offer, if packaging dimensions change, or if you want to increase production capacity. In such cases, rack spaces may be too low, the manner in which you use your warehouse may no longer be suitable – e.g., because an order picking area is missing – or throughput may be insufficient. Perhaps logistics and material flow routes have changed, or your plant is getting on in years.

We work with you to investigate whether a conversion might be an effective solution so that you do not have to invest straight away in a project from scratch with all the approval steps associated. After all, a conversion is a quick and efficient means of upgrading storage systems and aligning transport routes and logistics with your production needs.

We plan and execute topological changes in your existing warehouse, reconfigure the conveyor technology and create more direct routes, thereby optimizing the storage and retrieval process. Moreover, we adapt conveyor lines, material flow and rack spaces to new load carrier and product formats. As a result, a converted warehouse can significantly increase throughput.

If necessary, we re-integrate your production logistics and thereby optimize your material flows. Or we will retool your warehouse technology to suit new products, for example when changing from a deep freeze warehouse to a normal temperature warehouse.

The changes may create new requirements for the operational safety. We will integrate the safety concept of the conversion into the overall system and avoid unnecessary costs for its operational safety.

Regardless if you intend to optimize your block warehouse, flowthrough storage system, paper roll warehouse, easy-access storage, or deep-freeze or fresh-product storage, we take fast and professional steps to implement exciting concepts on your behalf as a general contractor. This saves you investment funding, personnel expenditure, and planning effort.

#### RETROFITTING

We future-proof your automated storage system with a complete retrofit – regardless of whether your plant bears our company badge or that of a competitor. A general overhaul of automated storage systems is usually highly recommended after 10 to 15 years of operation. With a timely retrofit, we help you to maintain the highest system availability, anticipate necessary software updates, and secure access to all required spare parts.

#### RETROFITTING THIRD-PARTY SYSTEMS

Our teams responsible for the sales and processing of electromechanical and software upgrades of proprietary and thirdparty systems combine decades of expertise in intralogistics automation. Through high vertical integration of in-house manufacturing, we produce many parts ourselves, have our own control engineering and programming business and can rely on a large network of well-known suppliers for components such as light barriers, drives, and motors. We design these parts in-house based on the relevant third-party systems and issue specifications for suppliers. We always consider the entire system consisting of electromechanics, IT infrastructure and software.

Schedule your installation retrofit with us and get all the benefits, including the highest degree of planning reliability and functional safety, a complete mechanical and electrical upgrade and the efficiency of up-to-date software and controllers. Benefit from reliable suppliers, timely component replacement, and spare parts stocking tailored to your specific needs. Achieve a renewed system lifecycle with us while operations are ongoing and, if desired, without involving your own personnel. With good preparation and depending on the system complexity and size, a retrofit can be completed in a few weeks.

Our customer service team can tell whether a retrofit is recommended during their regular inspections. In our quotation we explicitly identify unsafe and critical components and specify the modernization and maintenance phases during which the warehouse will be unavailable or in partial operation.

If necessary, we update your storage system, PLC control system, and your warehouse management and material flow control software. Several project managers, each with their own team, are available for retrofitting your plant based on your production and warehouse logistics plans. If you wish, you can have your own logistics planners support the entire process or leave the retrofit to us until we put the storage system into operation together. You can then look forward to years of reliable and future-proof operation.

## COMPLETE







## TAILORED







### **EXPANSION**

There may be cases where expansion is better suited to your medium-term planning than construction of a new warehouse. For example, if the available commercial space is limited or the existing buildings can be reconfigured for intralogistics. Well-planned expansions can possibly be implemented more quickly and cost-effectively than a new construction. You can use your existing storage system as the basis to significantly increase your storage capacity and throughput. The cost per storage space may then be lower. Modified use of existing technology may also have savings potential. For instance, the use of storage and retrieval machines (SRMs) or transfer cars can be increased by integrating rails into building extensions or expanding conveyor connections. We assist you in identifying and effectively exploiting this potential and in comparing its benefits with new construction options.

We assess whether an expansion could work and would pay off financially, given your existing storage system.

We make expert recommendations and develop viable concepts. For example, we can link up the software of block warehouses and storage systems of other providers, expand conveyor technology and logistics, or extend the functionality of your system, e.g., to include temperature-controlled storage or picking areas. Storage systems can be extended or enlarged for greater capacity, with optimal utilization of existing spaces and gaps between halls and buildings. As a general contractor, we take care of the entire project -from analysis, manufacturing, and implementation through to the programming of our warehouse execution system and PLC systems - with specialist personnel for all mechanical. electrical, PLC control, software, rack planning and assembly, and plant safety requirements. During the expansion phase, our goal is to have a minimal effect on operational processes while considerably improving your storage capacity, economic efficiency, and logistics possibilities.

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