

De Soutter Medical Case Study

Intralogistics experts, and leaders in the design, supply and installation of automated storage and retrieval systems (AS/RS).

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How Industore can help you



We identify

Outdated storage systems create inefficiencies in floor space, stock control and procurement, which significantly reduces productivity across your workforce. Over recent years, implementing modern technologies over conventional systems has been a key priority for the growth of companies in the logistics, distribution and supply chain network. Our team provide a complimentary audit to identify inefficiencies at your site and assess the automated storage solution best for your business, your processes and for your people.

We design

We work in exclusive partnership with renowned German manufacturer and global supplier Hänel. We specialise in delivering automated vertical lifts and industrial vertical carousels. For over a quarter of a century, Industore has been spearheading the design of an efficient and cost effective logistics operation through innovation and technology. We offer a bespoke design service and report detailed calculations of where your business is currently wasting valuable time, under-utilising resources and effectively losing money.

We transform

On average, we save over 80% of our client's floor space, regardless of their industry, or the size of the lift we install. In turn, the newly salvaged space is regularly used by other business areas, allowing more money-making activities to be performed, or empowering the businesses to upscale more easily – without going through the disruption of relocating or seeking to build more space. Other benefits include:

- Superfast picking for speedy despatch
- Operational control with bespoke integration of Warehouse Management System (WMS)
- Warehouse consolidation with multi-site WMS
- 100% inventory control with access code management for enhanced security
- Better accuracy of goods selection with Pick-to-Light technology
- Accountability of all goods with integrated camera technology - find out who took what, when.

The Industore Way



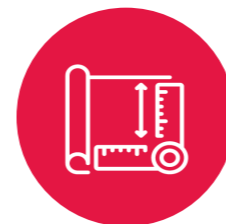
Consultation & Planning

We have delivered 1500 machines to a diverse range of industries and we recognise that quality applications start with a detailed consultation. Our awareness of the logistics and supply chain sector enables us to grasp your storage needs easily, whilst understanding your application, quickly. We start this process with a complimentary site survey with one of our sector specialists.



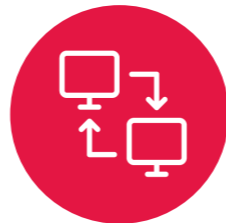
Project Management

We are the exclusive distributor for the UK and Ireland with project managers based throughout the country. Your local project manager will ensure a streamlined process through each step of your site's transformation and will coordinate a storage environment, which reflects your needs, alongside your budget and timescale.



Professional Storage Design

Our in-house CAD designers will develop detailed plans for you to visualise how the machines will integrate neatly into your operation. We are growth enablers and for any anticipated growth in the near future we can identify where extra machinery can be positioned, and where your newly freed up your workforce can be repurposed into more appropriate roles.



Bespoke Integration

When it comes to software, Hänel's storage management programs are intelligent digital systems specialising in the processing of inventory. Your machines can be integrated into the most varied software environments through the microprocessor control units and we offer a range of programs for warehouse management systems, tool management and more - whether you choose your own WMS or you want to use ours, we can work with you.



Delivery & Implementation

You are in safe hands with Industore; not only do we have 25 years' experience, we hold high quality standards too. As well as ensuring our manufacturers are suitably accredited, we are proud to be accredited by the British Standards Institute - ISO9001 quality management, ISO45001 health and safety and ISO14001 environmental, as well as a number of other recognised accreditations. Ask for more information.



Training & Aftercare

Once the machines are assembled, we provide an in depth training school for your team to gain complete control over your new and improved environment. This is part of the package with Industore – we're here to support, rather than restrict you. Our service can also be backed with strong service level agreements for complete peace of mind. In the unlikely event of a breakdown our engineers are strategically placed, and usually no more than an hour away.



industore.
automated storage & retrieval systems
Hänel LEAN-LIFT

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Industore's Lean-Lifts, which now number 10 machines, over 7.4 m high inside De Soutter Medical's distribution centre.

Scan the QR code to watch the video case study.



About De Soutter Medical

Founded in 1990, De Soutter Medical is a leading manufacturer of powered surgical instruments. For more than three decades, this trendsetting business has specialised in the development, production, and worldwide distribution of surgical devices for procedures around the world. The Buckinghamshire headquartered company now manufactures and exports over 800 products to an eclectic mix of industry leading organisations, from the NHS to UK-wide private hospitals as well as other healthcare providers internationally.

“Automated Storage and Retrieval Systems have played a key role in facilitating the expansion and on-going success of De Soutter Medical, but the reason I am an Industore advocate, is because their machines are incredibly reliable and their service, second-to-none. I couldn't recommend them more.

Andrew Butchard, Manufacturing Director at De Soutter Medical.

Key Points

Area: Buckinghamshire

Application: 10 Hänel Lean-Lifts

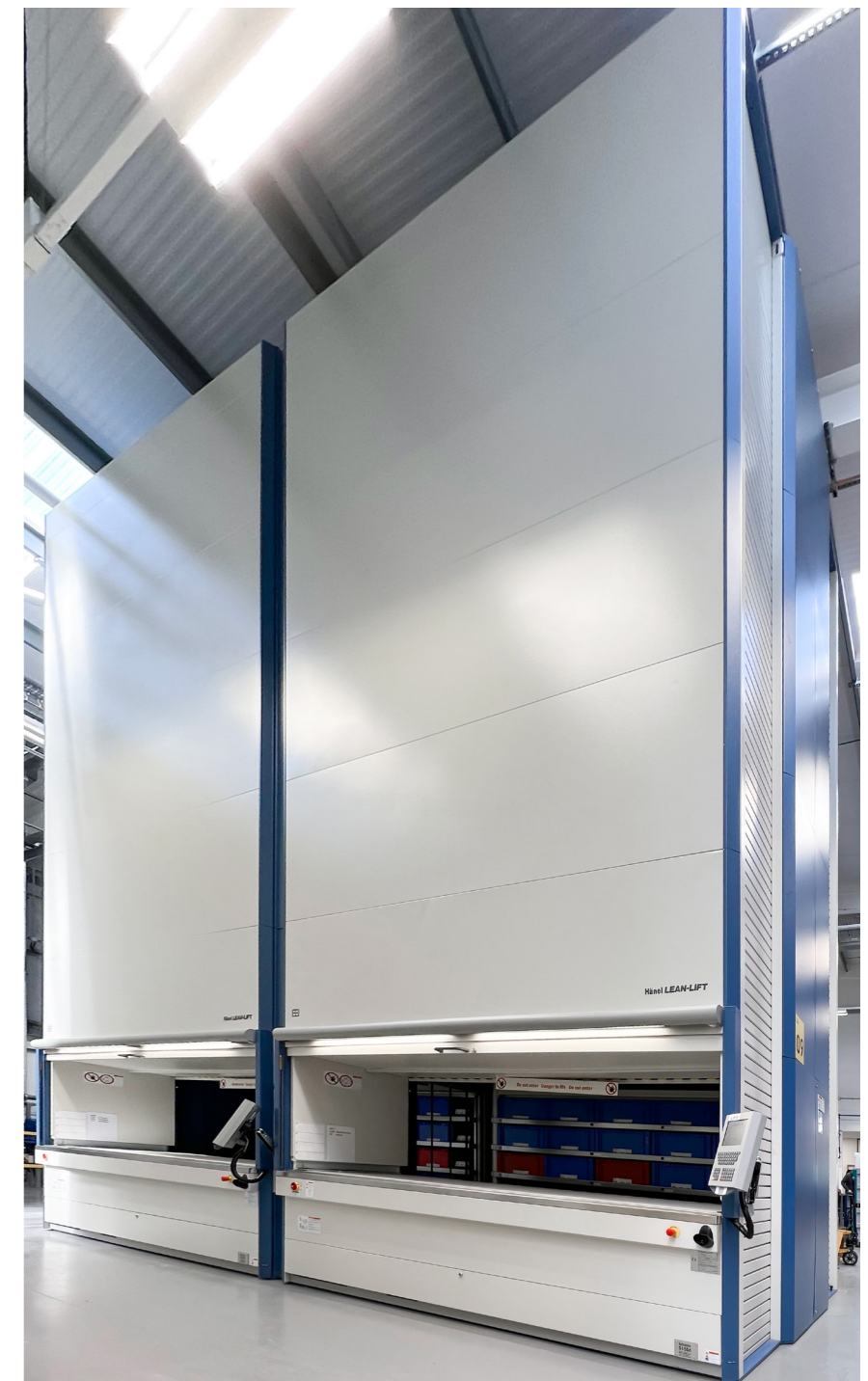
Main benefit: Hänel Lean-Lifts alongside Industore's expertise and knowledge, has empowered De Soutter Medical to repurpose 80% of their warehouse floor space into new, income-generating areas; by compactly storing inventory vertically, on a very small footprint.

Before the introduction of Industore's Lean-Lifts, De Soutter Medical relied on traditional racking systems to store their products. As well as requiring an enormous footprint inside the medical manufacturer's facility (which left next to no room for any other activities), the racking forced De Soutter Medical to rely on extremely high levels of manual handling processes – which were slow and error-prone. As demand for products increased and the company continued to expand, De Soutter Medical recognised the need to optimise their storage and modernise their warehouse operations. Following an internal review, the organisation launched a comprehensive market research exercise, as Andrew Butchard, Manufacturing Director explains:

“De Soutter Medical continues to maintain strong growth. The key to realising this growth is having a very efficient, very accurate warehouse operation, which is connected, futureproof and flexible to changing business needs. As the need to expand and improve business operations became more apparent, we began to search the market for automated storage and retrieval systems, with a view to improving warehouse performance and futureproofing the company. After a thorough market research exercise, Hänel Lean-Lifts were identified as being the best in their class, and Industore, the clear leaders in intralogistics.

Today, Industore's Lean-Lifts ensure our pickers select inventory quickly and correctly – every time. As well as speeding up the picking process and reducing our erroneous picks to zero, Industore's Lean-Lifts, expertise and knowledge has empowered De Soutter Medical to repurpose 80% of our warehouse floor space into new, income-generating areas; by compactly storing our inventory vertically, on a very small footprint. As a direct result of the accuracy provided by the Lean-Lifts, De Soutter Medical no longer perform annual stock audits – because in all the years we have had the lifts in service, the stock checks have never been inconsistent. This has saved time, money and disruption enormously.”

Industore's Lean-Lifts now store more than three-quarters of De Soutter Medical's products for daily dispatch. The fast-moving consumer goods stored (FMCG) makes them perfect for the Lean-Lift – which ensures the goods are stored neatly and very densely, further saving space. The high-value items are stored entirely securely, and can only be accessed by those with appropriate access, as defined by system administrators, independently of Industore staff or engineers – empowering the organisation to take full control of their own operations, at a moment's notice. The additional space generated by the Lean-Lifts has empowered the organisation to increase stock levels in the event of national or international crisis, to ensure disruption is avoided. Which has become increasingly beneficial in recent years.





A bank of four Hänel Lean-Lifts at De Soutter Medical.

Computer control guarantees stock is never hard-to-find or lost, as the in-built technology brings the right goods to man (G2M) every time, and maintains a constant track of who took what, when, providing maximum security and transparency of the high-value goods inside the lifts. To ensure 100% stock accuracy at the time of picking, De Soutter Medical benefit from Industore's pick-to-light technology, which immediately indicates to the picker exactly where products are located at the time of picking, or at the time of storing. Given so many of the items at De Soutter Medical are similar in packaging styles, this is an invaluable tool – speeding up the picking speed and accuracy.

Industore Managing Director (and De Soutter Medical Project Manager) Ross Powell discusses the evolution of the project:

“ It's hard to imagine that just 10-years ago, De Soutter Medical operated using only racking. Since then, demand and stock levels have increased significantly, and Industore has responded by introducing more and more Lean-Lifts as and when the business needed them. Today, the organisation has 10, 7.4m high Lean-Lifts storing their products.

We're very grateful to be working with another UK business, whose merit can be linked to their expertise, knowledge, innovation, and dedication to customer service – which are the four pillars Industore prides ourselves on. We're very proud of what has been achieved at De Soutter Medical to date and are

thoroughly looking forward to the next stage of works, as De Soutter Medical continues to expand into the future – with the introduction of another six- Lean-Lifts.”

Aftercare:

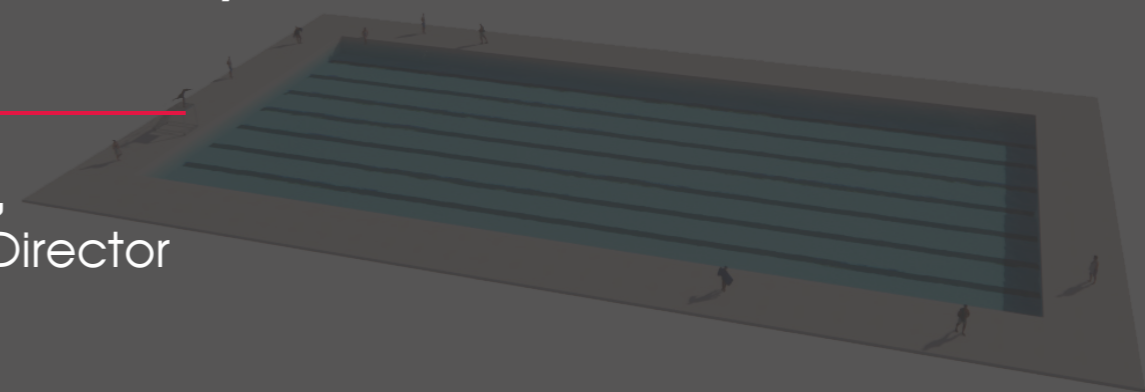
Industore offers a comprehensive aftercare service to all clients, and forward-thinking De Soutter Medical were quick to realise the benefits and peace of mind that comes with taking out a service contract. Annually, De Soutter Medical's aftercare plan sees a competent Industore engineer – who is Hänel trained – perform a thorough service on all machines on-site. In turn, this ensures the organisation is compliant with PUWER safety regulations, in line with the safety requirements outlined in EN15095, the European safety standard for automated storage systems. The additional benefits of Industore's service contracts include complimentary staff training, free firmware updates, (and in the unlikely event of a breakdown) priority engineer response time and express spare parts delivery.

Andrew Butchard, concludes:

“ Automated Storage and Retrievals Systems have played a key role in facilitating the expansion and on-going success of De Soutter Medical, but the reason I am an Industore advocate, is because their machines are incredibly reliable and their service, second-to-none. I couldn't recommend them more.”

“ Today, De Soutter Medical has 10, 7.4m high Lean-Lifts storing their products. To put that into context, if they were still using their original racking, they would now need the equivalent of an Olympic sized swimming pool to store their inventory.

Ross Powell,
Managing Director
Industore.



We are
trusted partners



We take security, management standards, health and safety seriously. Time and again, Industore has been independently assessed and recognised by the British Standards Institute for the implementation and on-going commitment to the highest possible standards.

The ISO is one of the most hard-won and well-regarded accolades in the world, Industore's repeated renewal of these accolades act as a reassurance to clients and partners alike:

Industore is committed to upholding the very highest of standards.

“Attaining certification requires a comprehensive audit of all processes, people and technology. This means that clients - current and future - can be assured that Industore's commitment to the highest possible standards of management and security is enduring.”

Ross Powell, Managing Director at Industore on security and management.

Contact us

We specialise in the design, supply and installation of automated storage and retrieval systems for businesses throughout the UK and Ireland. Contact us to arrange a complimentary site audit from your dedicated account manager.



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