


Healthcare

Brochure

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Outdated storage systems create inefficiencies in floor space, stock control and procurement, which significantly reduces productivity across your workforce.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.



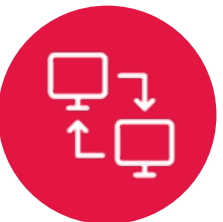
Project Management

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.

Storage has evolved

For over a quarter of a century, Industore has been spearheading the transformation of workplaces and workspaces across the UK and Ireland.

By combining hard-won experience, architectural logic, and renowned, German-Swiss engineering, Industore consistently produce staggering improvements for clients – and are proud to work alongside some of the most well-known, sophisticated and largest organisations in the world, covering every conceivable industry and discipline.



Visit our
Cardiff & Dublin
Demo Centres



Get in
touch



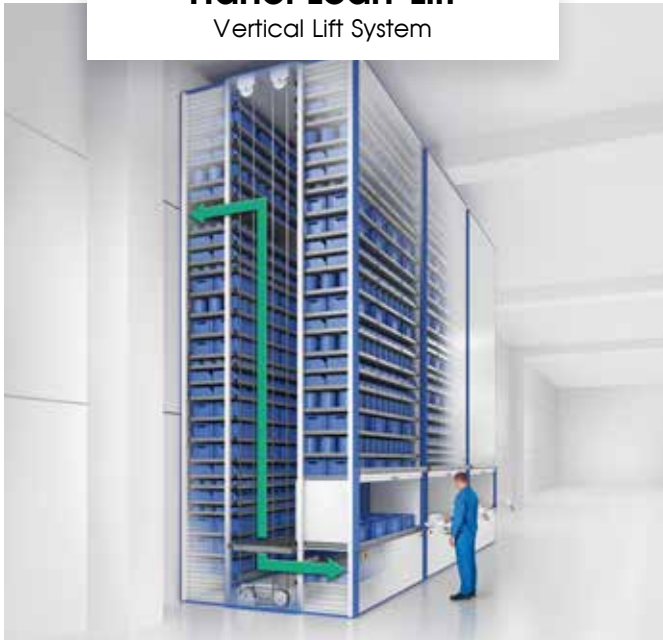
What is Automated Storage and Retrieval?

These, simple graphics portray the simple theory of AS/RS. Machines that leverage software, computer technology and engineering to streamline the handling, storage, and retrieval of items in your workspace – whether a warehouse, hospital, factory floor, or just about anywhere else.

Our Products

Hänel Lean-Lift®

Vertical Lift System

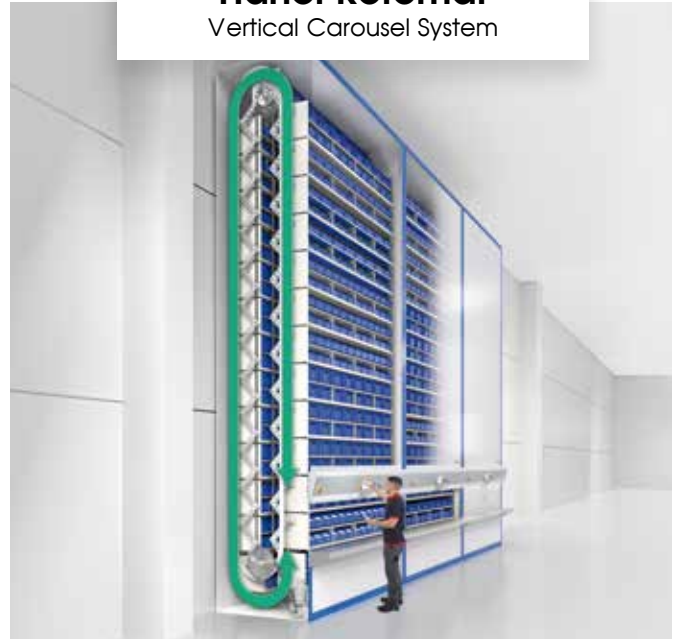


The Hänel Lean-Lift® is a secure, vertical storage and retrieval system, housing a series of trays holding your inventory. The trays are stored in optimised positions, according to the inventory height, and frequency of use. Lean-Lifts are built to order, in-line with your facility's layout and capacity. On demand (by operator or automated, computer command), an extractor system runs through the unit, retrieving the requested goods, and delivering the tray to an ergonomic height for your pickers.

Our Products

Hänel Rotomat®

Vertical Carousel System



The Hänel Rotomat® is a compact, secure vertical storage carousel, consisting of a continuous series of shelves (or 'carriers'), which store your inventory. On demand, the machine rotates, and the requested carrier level is presented, via the quickest route; to an ergonomic height (goods to man). Rotomats are suited to both office and industrial use, and, as with the Hänel Lean-Lift, a Rotomat's height, width and depth is built to order, in-line with your facility's operational logic and capacity.

Benefits at a glance



100% stock transparency:

Protect your inventory, manage stock with complete accuracy and reduce erroneous picks to zero.



Fast goods to person delivery (G2P):

Items are automatically delivered at an ergonomic height, on-demand, reducing injury and breakages.



High density storage:

Store 100% of your products in 20% of your space, increasing opportunities for additional money-making activities.



University Hospitals Birmingham NHS Foundation Trust

Application: 6 x Lean-Lifts, 10m tall.

Reason for investment: Provide a cost and space efficient solution for storing and archiving critical medical records.

Main benefit: Picking accuracies and integration of bespoke system software. Empowering the Trust to manage their own records, reducing the cost burden to the tax payer.

Special Features: Pick-to-light, Label printer, Software integration, MP14N Controller, EcoDrive, Perspex Sides.

Until recently, like many other NHS trusts, University Hospital Birmingham rented a number of storage facilities to archive patient files with support from approved external storage suppliers. As well as costing the taxpayer storage fees, this arcane process was error-prone, difficult to manage and slow-moving.

Thanks to the innovative vision of Head of Warehousing & Logistics, Dave Lightening, this pioneering NHS Trust has now modernised, rationalised and centralised their storage with Industore - implementing six, ten-meter automated storage and retrieval units for fast-moving files. Furthermore, a combination of market-leading, modern software technology and well-organised VNA (very narrow aisle) racking has facilitated a much improved management of older, slower-moving files and truly optimised use of space for better speed and precision.



On top of improved security, a reduction of the overall warehousing footprint and a future-proofed service, this venture has empowered the University Hospital to save money on renting through third-parties, and has allowed a much faster, smoother transfer of patient files from storage to doctor hands – potentially saving lives.

Along with the new archive storage solution, Industore also worked with logistics staff of the Trust to enhance their operation, by introducing further, specialised racking solutions - empowering the Trust to face, with confidence, "The Integrated Care System" - which came into force in April 2022. The new facility has given Dave and the team over 3,000 pallet storage locations on top of the archive storage, which has strengthened - enormously - the Trust's ability to serve all patients and care systems to the highest possible standard.

" Before the project started, we set an ambitious target of transferring 11,000 files a day. Thanks to Industore, we're now hitting 16,000 a day. That's been achieved because of the technology and the support from the Industore team. The clear stage-gates and timeline, the honest pricing and support is why I am an Industore advocate – and wouldn't hesitate to recommend them."

Dave Lightening,
Director of
Warehousing &
Logistics at UHB Trust.



Watch our
interview
with Dave
Lightening.



Software integration:

University Hospitals Birmingham NHS Foundation Trust (UHB) is widely regarded as one of the highest performing acute trusts in Europe - with a proven international reputation for quality of care, information technology and more. The Trust uses the Oceano patient administration system (PAS) to document their electronic patient records (EPR). Industore's broad integration abilities allow us to work with just about any existing software application, as well as offer our own highly configurable, scalable integrated management system (IMS).

For this Midlands application, anyone with appropriate access to the Oceano system can now request patient files as they always have, which will trigger Industore's application. From GPs to ward nurses and more, no additional learning has been required, as the Industore system sits below the Oceano system all staff are familiar with. Once a patient record has been called, Industore's clever integration technology sets to work, instructing operators of both the warehouse Lean-Lifts and Man Up trucks through very narrow aisle racking (VNA).

Lean-Lift retrievals:

The Lean-Lift retrieval process is largely an automatic one. For the benefit of security and traceability, an operator must sign into the Lean-Lift, in order to gain access to any files - in this case, with a username and password, though other methods (such as RFID cards) are available. The operator is then instructed, either to 'store' or 'retrieve' - and the machine acts accordingly.

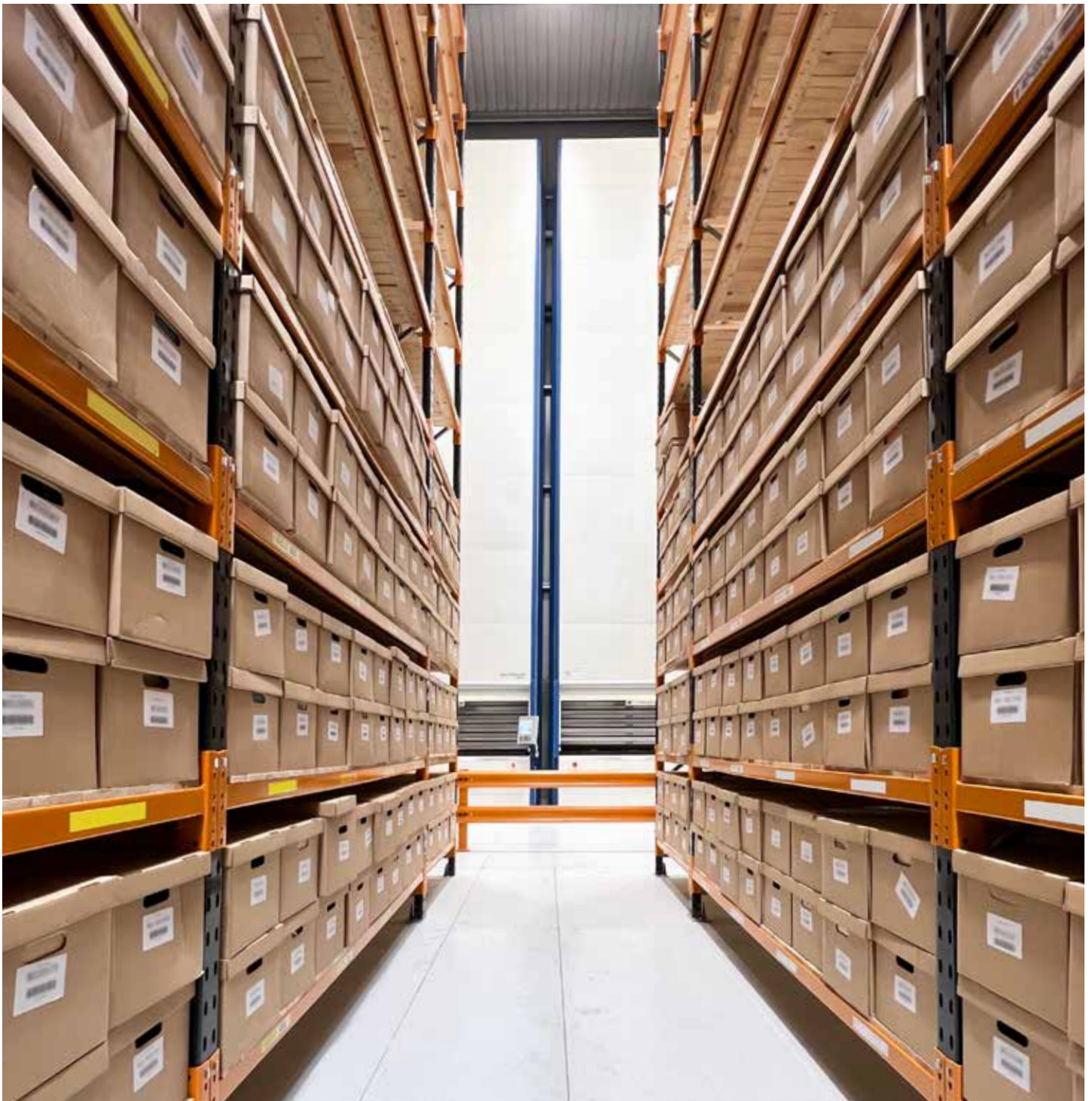
The first shelf is brought to the picker and presented at a comfortable, ergonomic height for both health and safety, and optimum performance. To ensure maximum efficiency, pick-to-light technology indicates the correct location of the required file, and the operator collects that file, scanning the associated barcode attached; thereby reducing the margin of erroneous retrieval to zero. From here, the Lean-Lift prompts the operator to indicate whether the retrieval is for 'housekeeping' (being moved elsewhere in the warehouse) or 'dispatch' (being moved to a designated location such as a hospital or GP surgery). The Lean-Lift then moves to the next file location - either on the same shelf, or another. If the same shelf is required, the pick-to-light indicates where the next file is stored, if not, the operator is prompted to enter the new 'remaining capacity' of the presented shelf; for future storage/retrieval space. Once complete, the presented shelf is stored, and the next shelf is presented to the same, ergonomic location - for the process to repeat.

Lean-Lift storage:

In storage mode, by default, the Lean-Lift will always select the shelf with the largest available capacity. At this point, the operator is prompted to scan the file barcode, then return it, scan the related box to confirm, and finally, associate the location. The system will then ask the operator to estimate the new remaining space available in that given box for future storage. The process then continues until all the files are stored.







Racking retrieval:

If a patient file hasn't been retrieved for some time (a 'slow-moving file'), it will likely be located on the VNA racking, which works alongside the Lean-Lift technology.

Once a patient record has been requested, the software will plot the fastest, least disruptive course around the racking, and the Man Up Truck will automatically be taken along the pre-plotted route, via wire guidance. Wire guidance all but eliminates the risk of accidental human error, optimises the lift speed and restricts any deviation from the centre of the track – significantly improving site safety. Depending on the vertical location of the file, the truck will automatically begin to ascend (or descend) to the appropriate height for perfect

ergonomic retrieval of the file(s). Furthermore, Hänel's vario pick-to-light indication system indicates the exact archive box where the required patient file is stored, reducing wasted time to virtually zero. From here, a barcode (located on every patient record) is scanned by the worker (with an intuitive, handheld controller), giving final confirmation that the appropriate file has been selected – removing all margin for error - potentially saving lives.

Patient files can vary in length from a single sheet of paper to an elaborate, lengthy set of documents, measuring inches in thickness. To ensure that no boxes are filled beyond reasonable capacity (and crucially to ensure no space or time attempting to return the file is wasted), the driver will now estimate the capacity remaining in the document storage box.



This allows the technology to recognise the remaining space for additional capacity for future use. From there, the box is replaced to the appropriate racking space, and the Man Up Truck continues to the next pick location. Efficient, effective and safe.

Once a patient file is finished with, it can be returned to the warehouse. On arrival, the file will be placed directly into the Lean-Lift - regardless of where it was collected from. The Lean-Lift allows for much faster storage and retrieval than the VNA racking, and statistically, a file is more likely to be retrieved more than once in three months than not. Once a record has been stored in the Lean-Lift for an extended period of time; without being recalled (a duration defined by administrators), it is replaced to the slower moving section of the warehouse – the VNA racking.

Racking storage:

At a scheduled time, every day, the system automatically generates requests to withdraw items from the Lean-Lift for housekeeping - which is essentially notifying the operator that a file has been in the Lean-Lift for the appropriate amount of time, and can now be placed on the VNA racking instead.

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 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.

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.

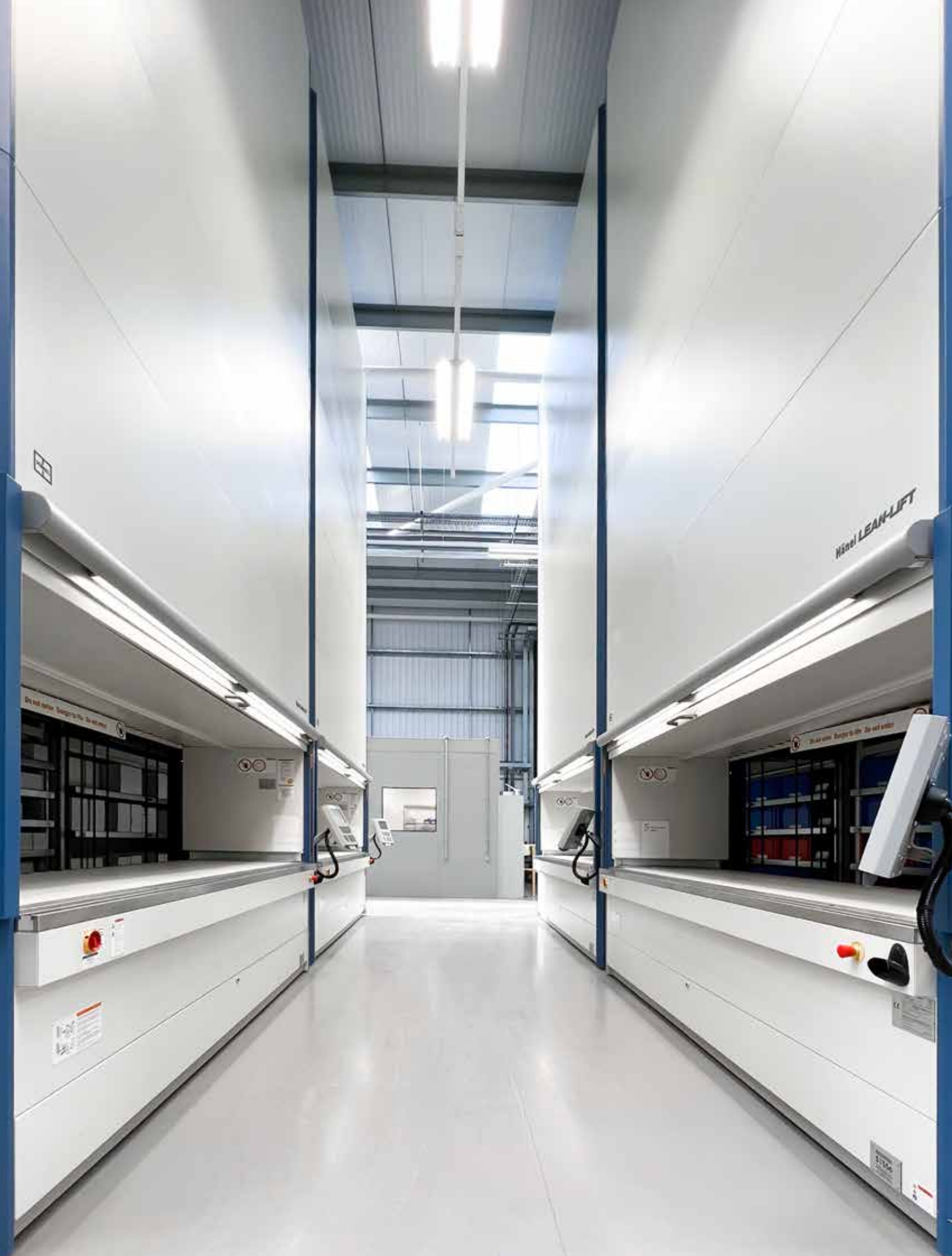
Today, Industore's Lean-Lifts ensure our pickers select inventory quickly and correctly – every time. As well as speeding up the picking process and reducing our erroneous picks to zero, Industore's Lean-Lifts, expertise and knowledge has empowered De Soutter Medical to repurpose 80% of our warehouse 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.



Watch: DE
Souther Medical
video case study.





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.





Background

Situated in Ireland's thriving capital, St Vincent's Private Hospital (part of St Vincent's Healthcare Group), is Republic of Ireland's only multi-integrated hospital campus. Located in the same grounds is the academic teaching hospital, the facility offers and boasts fantastic access to a broad range of professions, expertise and resources. Over the last decade, St Vincent's Private Hospital has punched well above its weight when it comes to patient volume, as well as the range of treatments it offers. With a view to ensuring demand never outstripped capacity, St Vincent's Private Hospital recognised the need to rationalise its storage, increasing space and capacity for expansion of operating theatres and private appointment spaces.

Project description.

When it comes to Automated Storage Systems (AS/RS), Industore encourage potential clients to visit similar sites – to see real-world examples of our application and benefits. Trevor Elliott, Industore Sales Director explains:

“ Inviting potential clients to existing sites is an opportunity for them to experience applications in use, and critically gives them the opportunity to hear from the people using the machines daily. After a visit to the BreastCheck Clinic, adjacent to the University Hospital, St Vincent's Private Hospital staff quickly recognised the benefits and space rationalisation the clinic benefitted from – and better understood how they could apply a similar application to resolve their space needs, with our Hänel Rotomat.”

The medical records department was initially allocated two small spaces across multiple levels, which were accessed via a staircase or multi-story shared lift. Needing reliable, fast and accurate storage and retrieval to a high volume of sensitive patient documents, St Vincent's Private Hospital were keen to involve Industore in the architectural planning stages of the building, to ensure ultimate efficiency through cleverly designed space saving solutions.

About St Vincent's Private Hospital

“ We are always delighted to show off our Medical Records filing room. The amount of space and light that we have is the envy of all who come here. The Rotomats contribute hugely to the success of the department as they are easy to use, reliable and most importantly they keep our large volume of medical records safe and so readily available. The machines themselves are used almost constantly throughout the day (7am to 6pm). Despite this, across the more than a decade we've had them - they have never let us down. It would simply not be possible for us to keep the same volume of files on site if we did not have the Rotomats, nor would it be as error or hassle-free.”

Caitriona O'Connor,
Inpatient Service Admin Manager.



Key Points

Area: Dublin, Republic of Ireland.

Application: 4 x Hänel Rotomat.

Main goal: With a view to ensuring demand never outstripped capacity, St Vincent's Private Hospital recognised the need to rationalise its storage, increasing space and capacity for expansion of operating theatres and private appointment spaces.

Project description continued...

A total of four, seven-meter tall Hänel Rotomat Systems, spanning two-floors were commissioned in early 2010. It was established that the retrieval points would be best situated near the top of the machines on the first basement level, as this was set to be transformed into a workstation for administration staff in the Medical Records department. This space was defined because as patient files are delivered, it's vital that all confidential and personal information is retrieved, reviewed and stored in the shortest time possible. Using the new layout and the Rotomat system designed by Industore, this is circa 30 seconds. Comprised of 39 carriers in each machine, the vertical contain 452 linear meters of useable storage space. To top that into perspective, that's equitant to an Olympic running track.

St Vincent's Private hospital opted to keep their own ERP systems to organise medical records, to keep a sense of continuity for staff. As a result, next to no training was required, due to the fact that Rotomats are so intuitive. Today, each carrier in the carousel contains an estimated 580 records and file accuracy has increased ten-fold. Furthermore, human made errors have been completely eliminated and – at capacity, 60,000 files could be stored in the Rotomats – futureproofing the hospital for increased storage requirements to the future.

Post installation.

St Vincent's Private Hospital welcomed the Industore marketing team and Sales Director at the latter of 2021 to see and discuss the machines 11-years after the installation. Caitriona O'Connor, Inpatient Service Admin Manager explains:

"We are always delighted to show off our Medical Records filing room. The amount of space and light that we have is the envy of all who come here. The Rotomats contribute hugely to the success of the department as they are easy to use, reliable and most importantly they keep our large volume of medical records safe and so readily available. The machines themselves are used almost constantly throughout the day (7am to 6pm). Despite this, across the morethanadecade we've had them - they have never let us down. It would simply not be possible for us to keep the same volume of files on site if we did not have the Rotomats, nor would it be as error or hassle-free."

Forward thinking St Vincent's Private Hospital hospital signed up to Industore's Aftercare plan, and as such, receive annual machine inspections, additionally, in the unlikely event that the machines do run into a problem, staff at this leading hospital know that they'll get the priority care and attention that is synonymous with the name Industore.



Hänel **ROTOMAT**

Informational notice or instruction sheet posted on the left side of the machine's control panel.

HÄNEL



Watch our
Hänel Rotomats
in operation



About

Established over 50 years ago, this global pharmaceutical company required a future-proof storage solution for their headquarters in Ireland. The renowned organisation recognised the need to optimise their workspace, in order to avoid expensive expansion or moving their premises elsewhere – to ensure demand didn't outstrip capacity.

Key Points

Area: Ireland

Application: 4 x Hänel Lean-Lift

Main benefit: Perforated panels for air ventilation in a temperature controlled environment



As with many Industore health and pharma clients, this organisation operates inside a climate-controlled environment - with much of their inventory requiring air ventilation. Their specially equipped warehouse required a consistent and low temperature - to ensure retained samples are in-line with H&S requirements and continue to meet industry standards. Our Hänel Lean-Lifts, complete with perforated panels are specifically designed to optimise air-flow, while retaining the rigidity of the lift – maintaining the strong, structural integrity that people have come to expect from Hänel products. With a strong track-record of providing the pharma and health industries, Industore was able to direct this client to a wealth of high quality references, allowing the organisation to see the performance and quality of the products and solutions in real-world settings.

Project Journey:

As inventory started to bulk up across their sites, plans were proposed to double-stack products on their existing, antiquated storage. On-site quality control expressed significant concern at the prospect of double-stacking, as it would likely prove difficult to maintain differing temperatures between products and potentially introduce added complications to their operations. This prompted the initial search for automated storage and retrieval systems (AS/RS). Industore conducted a site survey at their facility, with one of our space experts identifying a number of potential improvements, in order to better utilise their existing space, improving efficiency, security and stock transparency.

In the first instance, staff would often need to factor in the use of an expensive, special type of forklift (including the use of a qualified driver) to retrieve stock. Stacked high on shelves, along with large bulky pallets, retained samples were manually stored and picked. With temperatures ranging from 2 – 8 degrees Celsius, cold-suits were a requirement as part of the health and safety protocol. Invariably, this resulted in a very time-consuming, and manual picking operation, which regularly required a number of staff. Following the installation of the Lean-Lift technology under the guidance of Industore space experts, the organisation has cut the retrieval of retained samples from 60 minutes - to just 5 – a saving of over 90% per retrieval.

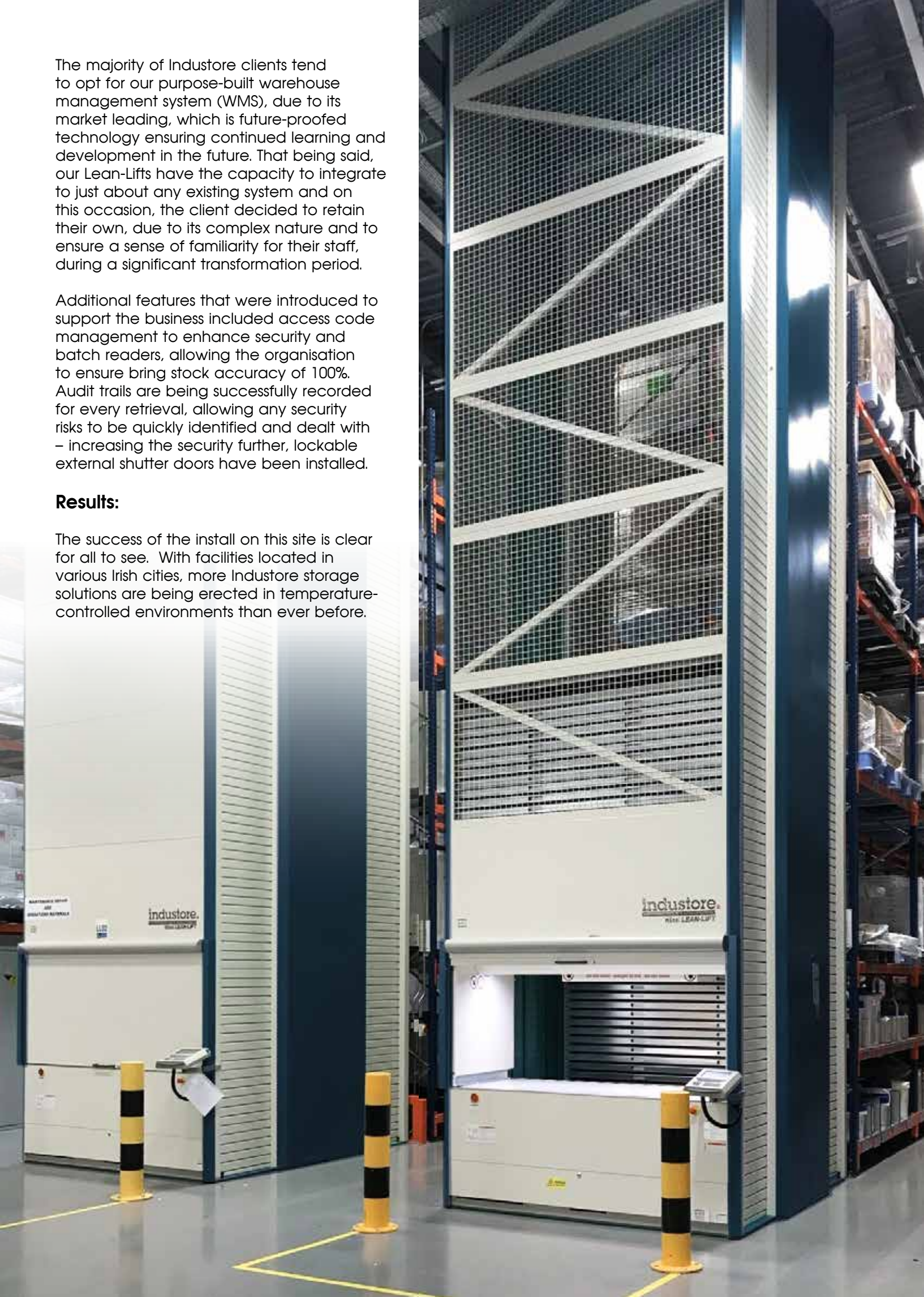
In just 7.85m², the machines installed by Industore have empowered this pharma company to increase their storage capacity by the equivalent to an additional 100m² worth of products - or 80 pallets. Installing such a sophisticated storage system resulted in the overnight transformation of what was a time-consuming operation – heavily reliant on manual processes into a real, modern workplace. The updated, Industore led solution now takes a maximum of 38 seconds to locate and retrieve retained samples. By automating this picking process, our client has increased their picking process from one pick per hour to three picks per hour – while also reducing picking staff by 50%. The staff are repurposed to more appropriate duties elsewhere in the organisation.

The majority of Industore clients tend to opt for our purpose-built warehouse management system (WMS), due to its market leading, which is future-proofed technology ensuring continued learning and development in the future. That being said, our Lean-Lifts have the capacity to integrate to just about any existing system and on this occasion, the client decided to retain their own, due to its complex nature and to ensure a sense of familiarity for their staff, during a significant transformation period.

Additional features that were introduced to support the business included access code management to enhance security and batch readers, allowing the organisation to ensure bring stock accuracy of 100%. Audit trails are being successfully recorded for every retrieval, allowing any security risks to be quickly identified and dealt with – increasing the security further, lockable external shutter doors have been installed.

Results:

The success of the install on this site is clear for all to see. With facilities located in various Irish cities, more Industore storage solutions are being erected in temperature-controlled environments than ever before.





industore.
automated storage & retrieval systems

Hänel **LEAN-LIFT**



Industry:
Healthcare

Application:
9 x Hänel Lean-lifts
1 x Hänel Rotomat

With multiple manufacturing facilities across the globe, this recognised, leading supplier of critical diagnostic equipment and medical products relies on Industore Lean-Lifts (AS/RS) to maintain both excellent stock security and to maximise their space/storage ratio.

Demand for space had started to outstrip capacity at our client's climate-controlled environment in Longford, Ireland. Traditional storage methods inside the 2°C facility had been stretched to the limit, so the organisation turned to space experts Industore for a solution. Today, our versatile Lean-Lift, finished with perforated panels (to facilitate air circulation) stands proudly, 9 meters tall inside the climate-controlled environment, operating at peak performance. Not only has our Lean-Lift rationalised the space required for the sterile, smaller items inside the lift, but it has generated new space in the surrounding area for larger, slower-moving parts.

Smart sensors inside the Lean-Lift provide digital, second-by-second reports and, in the unlikely event of a temperature fluctuation, on-site engineers are immediately alerted.







Background

Due to the nature of the business, Nelipak operate a very strict clean and climate-controlled environment in their manufacturing facilities. Employees and visitors alike are required to adhere to GMP (good manufacturing practice) wearing appropriate PPE (Personal and Protective Equipment, such as gloves, gowns and shoe covers etc.) before they're permitted entrance to the manufacturing areas of the facility. As the business sought to expand their product range and increase output, Nelipak explored a number of options, before turning to Industore – the space and storage experts. Industore had previously successfully implemented two Lean-Lifts at Nelipak Campsie Industrial Estate Derry, Northern Ireland.

Trevor Elliot, Industore's Account Manager for Nelipak Healthcare and Ireland Sales Director:

“ The existing site had been exhausted of any spare horizontal storage space, and unfortunately, the site didn't have an enormous vertical head space to work with either. The truth is, the Nelipak team had already made the most of their existing space, in almost every conceivable way, and yet they still needed more room to work and expand into. One option was to make use of footprint located outside the main building – a 15m2 piece of land adjacent to one of the small corridors.”

Nelipak Healthcare Packing About

Located in beautiful County Clara, medical packaging experts Nelipak is widely regarded as the market leader when it comes to the design, development, and manufacturing of custom packaging for medical device and pharma industries. Nelipak's customer list includes some of the largest and most reputable medical/pharma companies in the world.

“ The addition of the external Lean-Lift has made an enormous difference to our operations – not only has it provided us with the extra space we desperately needed, but it has also allowed us to improve our security, inventory control and has sped up our processes along the way. Industore has achieved what no one else could and has helped futureproof our business for years to come.”

Michael Smyth, Technical Manager, Nelipak Healthcare Packaging



Key Points

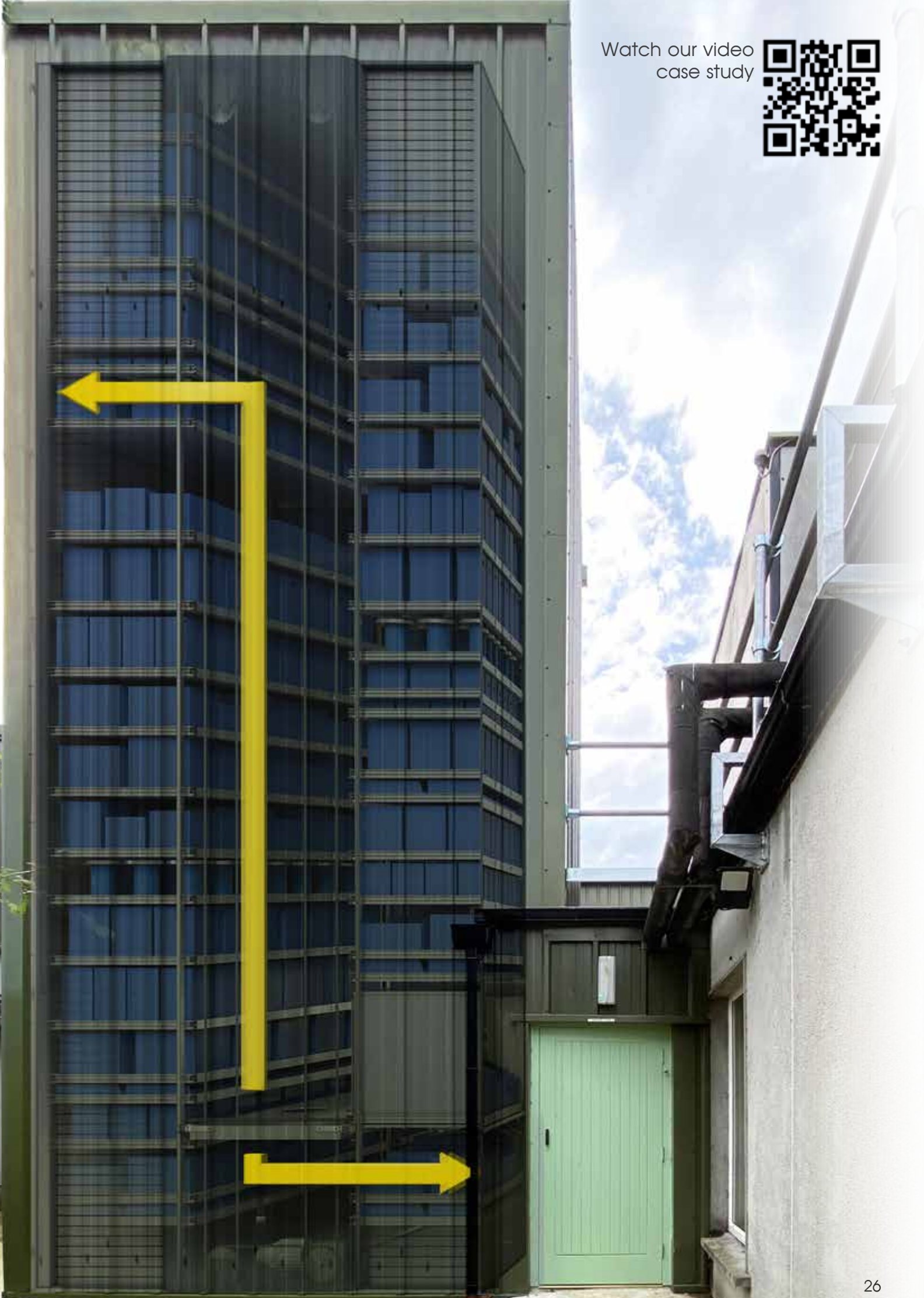
Area: County Clara, Ireland

Application: 1 x Lean-Lift

Main benefit: : Self-contained clad building extension to house the Lean-Lift, card scanner for additional security, galvanized coated trays.

Main goal: Increase storage capacity without relocating.

Watch our video
case study



Project Description

Industore worked closely with the Nelipak team, an architect and structural engineer, to design and build a cladded extension to house a 9m tall Lean-Lift. The job required a careful “knock-through” to an existing corridor wall at the County Offaly Clara site, in order to access the Lean-Lift waist-height delivery window, and ensure that the full walkway space was preserved, as not to interfere with the passage from one side of the facility to the other.

Due to the value of the dyes that were being stored in the new Lean-Lift, Nelipak were keen to ensure an enhanced layer of security to control and monitor access/stock. To achieve this, Industore added the access code management facility to the MPN12 controller. Staff are now allocated a security pass, which gives certain members of staff access, or limited access to various shelves in the Lean-Lift. The passes ensure that only staff with the relevant permissions (as defined by Nelipak administrators) can gain access to the controlled parts, and moreover, the software can provide a thorough audit log at the press of a button (given adequate clearance) of, “who took what, when”. Galvanised trays inside the Lean-Lift ensure that a sterile work surface - meeting the clean environment needs of the products and safeguarding sensitive goods within.

Post Installation

Despite the complex nature of this project, from site-audit through to planning, construction and Lean-Lift installation, the project took just 4 weeks to complete. Fifty-five galvanized storage trays, holding over 1,000 dyes, are now accessible through the Lean-Lifts ergonomically designed access window, in a waterproof, cladded unit attached to the side of the original building. Regular optimisation runs ensure that frequently used trays to move closer to the access point (for the fastest possible retrieval and storing of items), while the rationalization runs of the built-in software ensures that the space within the Lean-Lift is always being optimized. Moreover, the integration of barcode scanners and Pick-o-Light technology has improved pick speeds and accuracy, improving efficiency and the bottom line.

“ Our day-to-day operations were at peak performance, but we recognised the need to expand on our inventory, which meant we had to grow our facility in order to meet our new goals. The prospect of restructuring was an uncomfortable one, given the expensive and disruptive nature of it, so we knew that we had to explore every other avenue before opting for that - and Industore provided us with that avenue. The addition of the external Lean-Lift has made an enormous difference to our operations – not only has it provided us with the extra space we desperately needed, but it has also allowed us to improve our security, inventory control and has sped up our processes along the way. Industore has achieved what no one else could and has helped futureproof our business for years to come.”

**Michael Smyth, Technical Manager,
Nelipak Healthcare Packaging.**

Results

Since the delivery of the application nearly a year ago, the Hänel Lean-Lift has operated without skipping a beat. Using just 15m² square of land adjacent to the existing building, Nelipak has now increased their storage capacity by an enormous 80%.







Introduction to the company:

Essilor’s distribution facility comprised office space, research and production laboratories as well as, a large warehouse. When Industore first visited the centre in County Clare, the antiquated storage system in use demanded an enormous chunk of the total facility footprint. As demand increased, Essilor turned to Industore to rationalise their warehouse footprint – while maximizing storage capacity. Large amounts of very high-stacked racking meant Essilor was heavily reliant on manual picking and storing processes, which resulted in slow pick times, and too often, breakages of high value items as staff stretched to reach item stored above chest-height. At the time Industore was asked to develop a solution to solve Essilor’s expanding requirements and manual handling errors, the company employed a number of staff whose sole purpose was in stock checking and documenting product codes, all of which was completed by hand, on paper. Expensive, time-consuming and error-prone.

Trevor Elliot, Ireland Sales Director:

“ During my initial visit in the early 2000s, it was evident that Essilor’s storage area was not working for them. The traditional racking system took up an enormous amount of space – including wasted high-level space which was storing nothing but fresh air. An entire team of pickers would spend hours upon hours in the warehouse checking, counting and documenting stock details on paper, which is always extremely time-consuming, miserable work, often erroneous.”



Watch our video case study



Essilor Lenses About

Essilor first opened its doors nearly 175-years ago in Paris. Today, the now global business is widely regarded as the premiere manufacturer of optical lenses anywhere in the world and is the world’s largest manufacturer of ophthalmic lenses. With an expanding international presence and an ever-increasing call on demand, a Republic of Ireland distribution facility was erected.

“ The Hänel Lean-Lifts have a huge lifespan compared to some of our competitor’s offerings. It isn’t unusual for me to visit a client site 30-years since their lifts were installed and find that the units are still working at peak performance. Moreover, our lifts have the capacity to change with you. As your business develops and expands, our hardware and software will change with you.”

Trevor Elliott, **Sales Director of Ireland, Industore.**

Key Points

Area: Ennis, Ireland

Application: 3 x Hänel Lean-Lift

Main Benefits: Software integration, card readers

Main benefit: To save space and reduce breakages due to high value products, manual retrieval and to improve job turnaround time through faster picking

Additional benefits: Better stock transparency, happier workforce



Project Description:

As well as recognising some simple, quickly implemented improvements which would be achieved by introducing automated storage and retrieval systems (AS/RS), Ireland Sales Director, Trevor Elliott applied his hard-won architectural logic to identify space-improvements, which would add to the enhanced efficiency Essilor sought. Identifying the best place to install the lifts, an area near the rear of the building - where deliveries of inventory were unloaded frequently, Trevor measured the full head-height available, and commissioned a 6m high Hänel Lean-Lift with 64 trays. This allowed to storage of 800 lens moulds per tray, giving a total of over 51,000 lens moulds in a footprint of just 10.13m². To put this into perspective, the equivalent storage space required for traditional shelving would have been close to 120m².

Following the installation, Essilor immediately began to feel the enormous benefit of Industore's implementation. As a result, another two machines of the same specification were installed inside a year. Now, all three lifts store the fragile and highly valuable optical lenses securely on 192 trays – and access is restricted to authorised personnel, via secure card-reader on the reverse of the controller unit, enhancing security. For greater stock transparency, Essilor uses the MPN12 controller to track inventory quantity and monitor/track storage locations at the press of a button – significantly reducing manual workload and saving valuable time, while benefiting from the “knowing who took what, when” system, provided by the technology.

Trevor Elliot continues:

“ The Hänel Lean-Lifts have a huge lifespan compared to some of our competitor's offerings. It isn't unusual for me to visit a client site 30-years since their lifts were installed and find that the units are still working at peak performance. Moreover, our lifts have the capacity to change with you. As your business develops and expands, our hardware and software will change with you.”



Hanel Soft:

The integration of HänelSoft transformed Essilor's approach to inventory storage. Data recorded by the Lean-Lifts extended further than the MPN12 controller. The software enables employees to access inventory data through a secure, online network – which essentially means it could be accessed from anywhere in the world. That means, if a global pandemic were to strike, for example, Essilor could continue to operate entirely successfully with only a skeleton crew physically operating the lifts. Administrators (given appropriate access permissions) from anywhere with an internet connection could check on progress, monitor stock levels, add/remove jobs and more with complete ease.

Through clever tray mapping, Essilor can now configure their inventory to guarantee the most efficient use of storage. The intelligent system will calculate an access and storage percentage after returning the tray in the best space-saving position. This will allow the software to identify which trays are most frequently used, and store those trays nearer the front of the Lean-Lift, enabling the fastest possible retrieval. The solution holistically has resulted in an enormous efficiency improvement for Essilor – which has been realised by all who work there.

Results:

Since Industore's full implementation, Essilor have achieved their primary goals of increasing capacity and reducing their warehousing footprint. Warehouse pickers' time is much more efficient and inventory control is at its best ever. Simultaneously, breakages and losses are at their lowest since operations began. This ambitious and forward-thinking company have succeeded enormously in creating a much less claustrophobic atmosphere, as all very high racking has been removed from the warehouse, creating a happier working day for their employees. Previously, stock checks required the full attention of an entire team. Now, a single picker is able to undertake and complete this process – and even more impressively, complete the task in half the former time. Perhaps most significantly, Essilor's lead planning time has been decreased by 24-hours – gaining the company a day a week of production and business time.

Industore's relationship with Essilor continues in the form of an annual aftercare plan, and the relationship now extends beyond Ireland, into the UK.

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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