

GOVNET 02/2022

BOWE INTRALOGISTICS

TOMAS VEIGL



- some seconds previous to our presentation in full respect to the current situation



- OUR HONOR
- To handover this checks to the sozial organization of SAMEDAY and FAN courier
- As I have exemplary learned from YOU ALL that it is very important to be a tough and smart manager, but to also think - despite all the success - about people in need of help, thanks to you for this platform

BOWE INTRALOGISTIC SOLUTIONS

FROM THE ROI / TCO PERSPECTIVE



AGENDA

1. NEW GROUP STRUCTURE
2. BOWE GROUP PRODUCT PORTFOLIO
3. ROI / TCO PERSPECTIVE IN INTRALOGISTIC INVESTMENTS
4. € FACTS WITH BOWE SOLUTIONS
5. NEW SOLUTIONS TO INCREASE ROI / TCO NUMBERS AGAIN



BOWE Austria customer driven approach in ROMANIA since 2007

MULTUMESC to you our customer as well as to Adrian and his GOVNET organization to give us this stage

NEW STRUCTURE

BOWE AUSTRIA-SEE-BALTIK



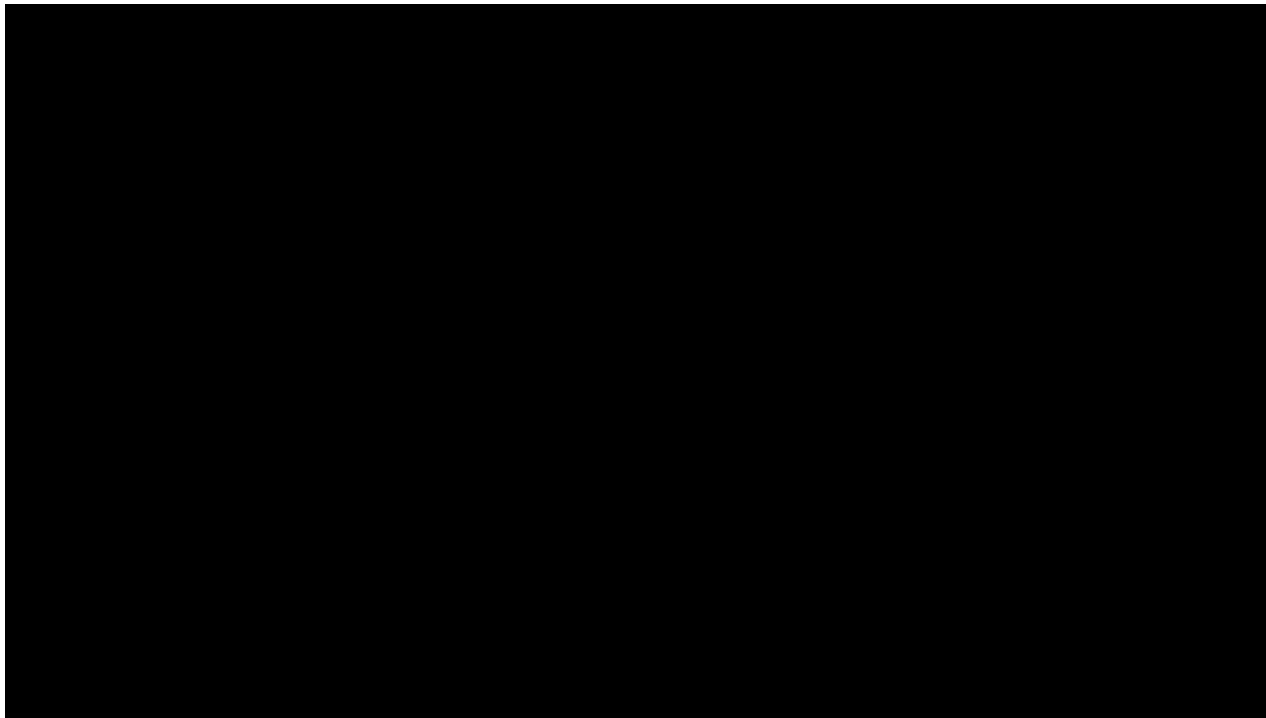
BOWE
GROUP



- South of vienna 1000m² office and workshop
- 2022 / 12 Mio € turnover / 180 Mio worldwide
- Sales-service organization
- Stock management
-
-
- Concept – solution design
- Project Management
- Management and support of our local partners, like RO-SYSTEC



BOWE group has the widest sorter portfolio in the market



INTRALOGISTIC PRODUCTS

- Transport solutions
- Cross docking solutions
- Picking solutions
- Simple sorting solutions
 - Arm sorters
 - Pusher sorter
- Push tray technology
 - Horizontal sorter
 - Vertical sorter
- Cross belt technology
- Pouch sorter
- SOFTWARE
 - WMS-WCS-WES
- We are your CONSULTANT

EMERGING TRENDS AND THE NEEDS OF TECHNOLOGY

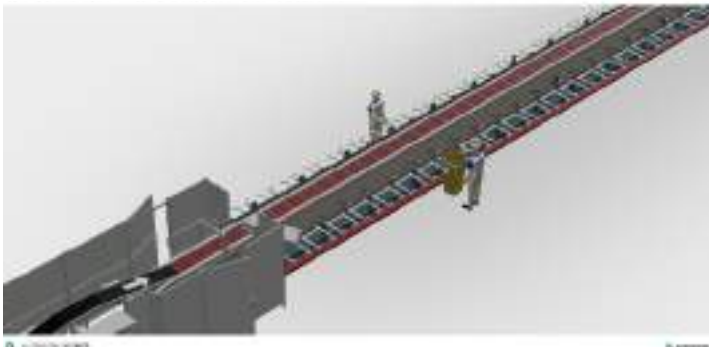
Main factors



DRIVERS

- Costs over all **CAPEX & OPEX**
- Ammount of parcels is enourmously encreasing
- All kind of items must be fast processed (letter → 31,5kg)
- Quality of deliveries
- Same day delivery (short time)
- Tracking and tracing
- Employment more and more difficult
- Running costs
- low emissions
- Building / renting fees
- Risk management
- Delivery – lead time
- fast installation and go-live
-

Example based on installed reference, simple vertical push tray sorter



KEY FACTORS IN TCO

- Power consumption of a typical push tray sorter with approximately 100 exits per hour
- service costs for 10shift operation 6 days/week per hour
- space savings conservative half space needed for a typical vertical sorter (rental per month)
- → 20 -30 employees less for same manual operation
- → < 3 years ROI



NEW AVAILABLE SOLUTIONS FOCUS LAST MILE SORT TO IMPROVE THIS ALREADY GOOD TCO / ROI



Based on the entry products line pusher technology



HIGH LIGHTS

- PUSHER-ARM sorter for entry start up to 3500 items/h
- VERTICAL sorter rel. 2022 best food print – performance figures Up to 12.000 items/h
- Double deck sorter in any kind of combinations based on our product portfolio **THE NEW DOUBLE SPACE SAVER** 😊
- ALL products from the BOWE group to stay independent especially in this tough times



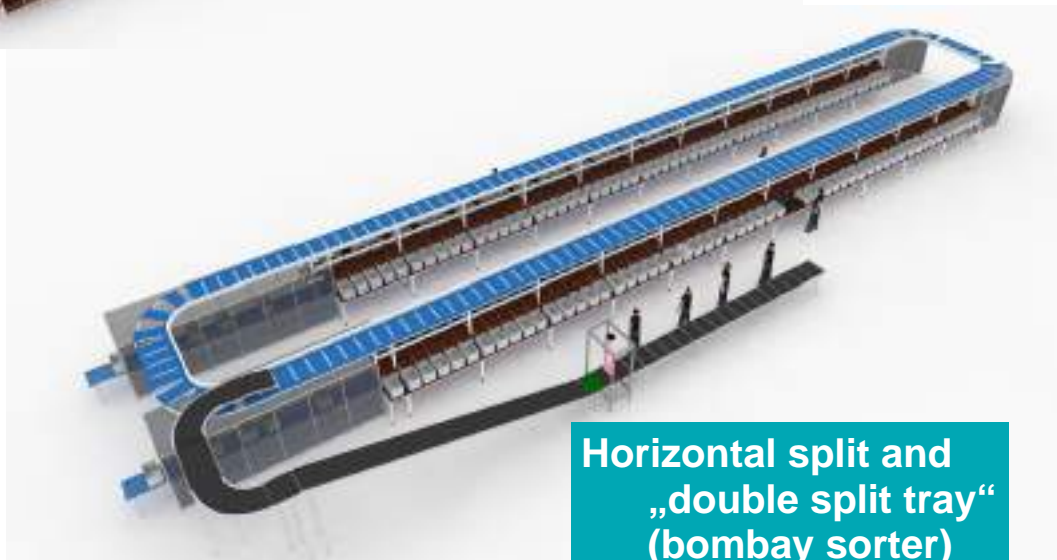
HORIZONTAL 2022

PUSHTRAY SORTER

Proven push tray technology for fastest ROI and lowest TCO



Horizontal push tray
“double loop”



Horizontal split and
„double split tray“
(bombay sorter)

HIGHLIGHTS

- **horizontal Optisorter** is
 - A most versatile sorting solution
 - Higher sorting weight
 - Up to 12.000/18.000 items/h
 - 10 x 40m for 100 exits / bags-totes-automatic dispatch etc.
- **Advantages:**
 - Widest product range
 - “green” technology lowest power consumption
 - Multi exit solution fast change from totes-bags-cartons-cages
 - MULTILEVEL solutions possible
 - → ROI usually < 3 Years



VERTICAL 2022

PUSHTRAY SORTER

Proven push tray technology for fastest ROI and lowest TCO



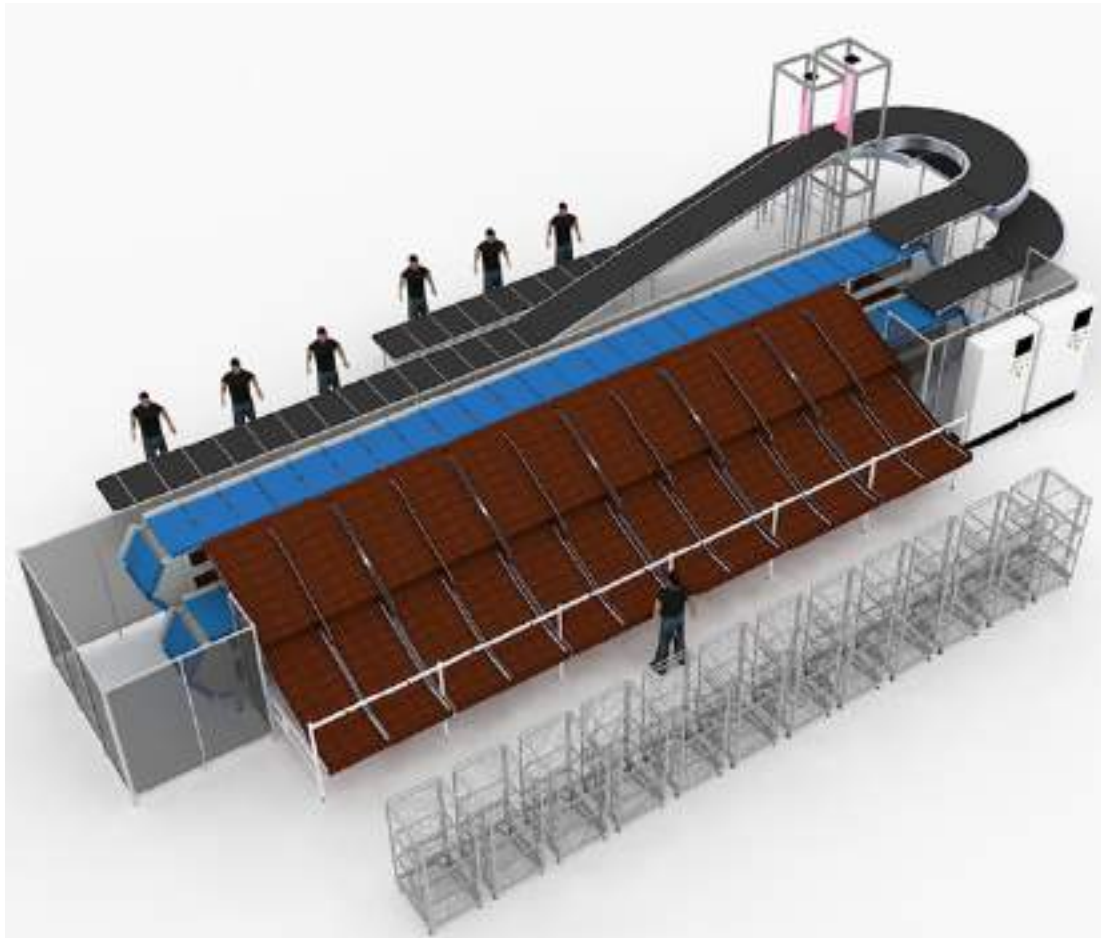
HIGHLIGHTS

- **Vertical Optisorter** is
 - A most flexible sorting solution
 - Higher sorting volumes
 - Up to 12.000 items/h
 - 5 x 40m for 100 exits / bags
- **Advantages:**
 - Smallest foodprint
 - "green"technology lowest power consumption
 - Multi exit solution fast change from totes-bags-cartons-cages
 - Light weight solution can be easy installed on mezzanine to save additional space
 - → ROI usually 2,5-3 Years

DOUBLE DECK SORTERS

„TWIN VERTICAL PUSHTRAY SORTER“

“double” vertical sorter



HIGHLIGHTS

- **Vertical Optisorter** is
 - A most flexible sorting solution
 - Higher sorting volumes
- **Application: E-Commerce**
 - > Top: single item packages
 - > Bottom: multiple item parcels
- **Advantages:**
 - Small footprint
 - Higher throughput
 - Two chutes to same destination
 - Max operational savings

DOUBLE DECK SORTERS

• HORIZONTAL PUSHTRAY & PUSHER SORTER

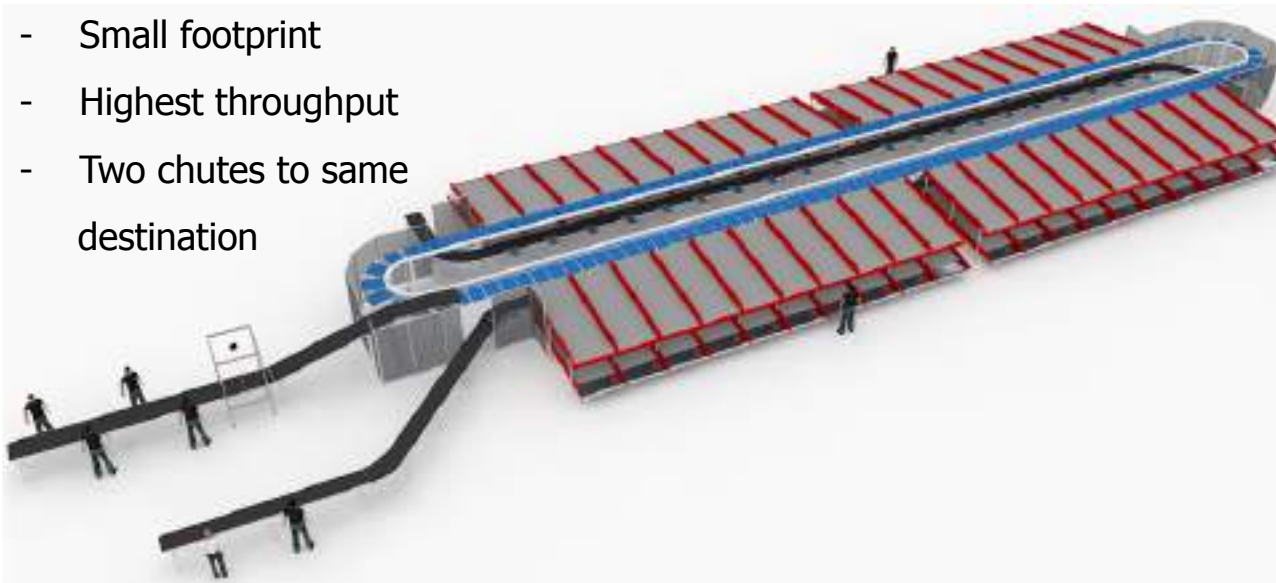
- Best of two worlds from one source

Application: Parcel sortation

- > Top: light weight / small parcels @ 8.000 parcels / h
- > Bottom: larger parcels @ 3.500 parcels / h

Advantages:

- Small footprint
- Highest throughput
- Two chutes to same destination



• MAIN ADVANTAGES

- Higher Performance on reduced floorspace
- Usage of the space above the sorter
- Best suitable technology with increased performance
- Best ergonomics / workflows for personnel

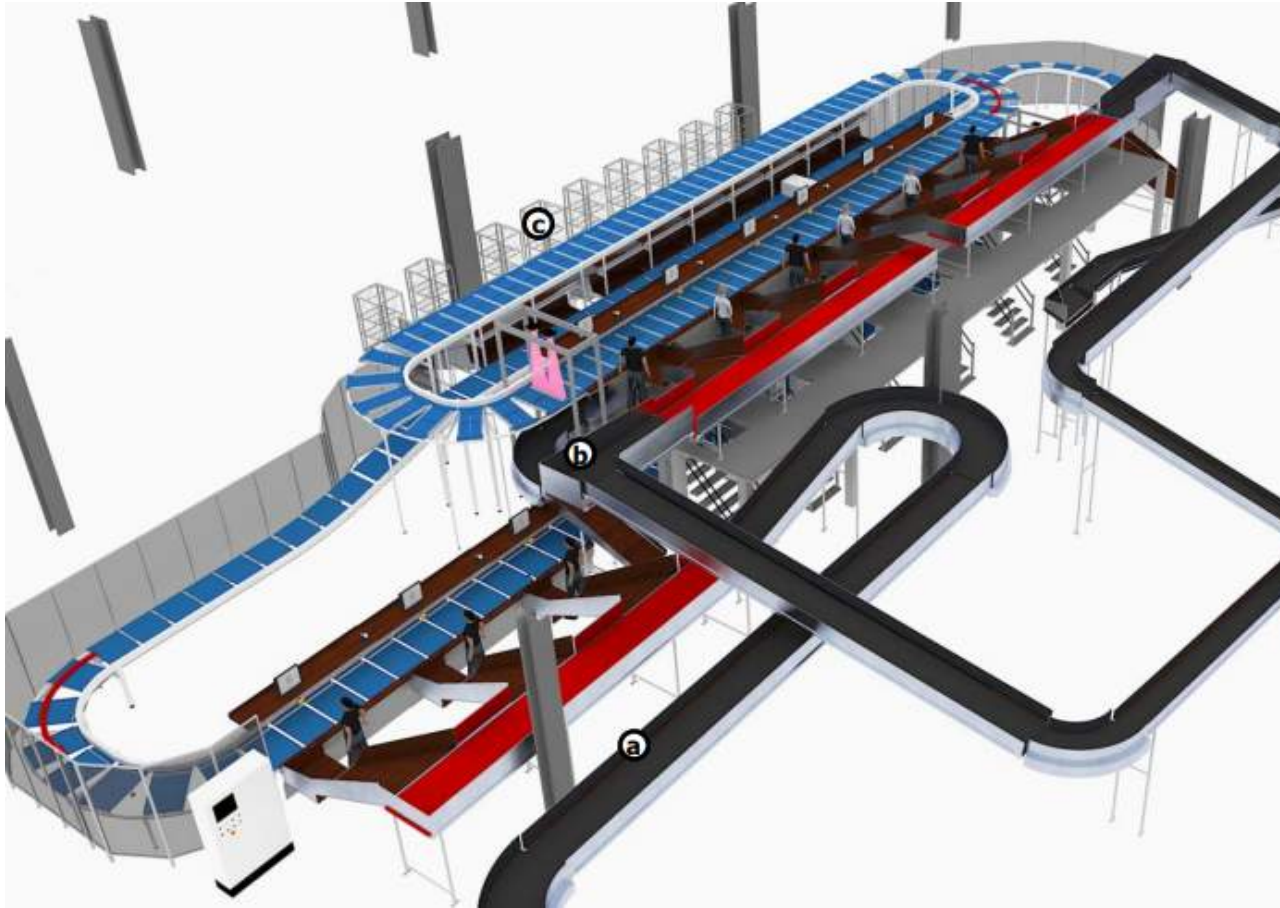
• Target groups:

- Parcel providers for main hubs -> increase performance, but keep flexibility!
- Parcel providers for middle mile and last mile -> save space, increase performance!
- E-Commerce applications -> Increase performance, save space!

DOUBLE DECK SORTERS

COMBINATION DUAL SPLITTRAY & PUSHTRAY

Combination of two sorting technologies above each other !



HIGHLIGHTS

- **Space-saving configuration**
- **Highest sorting capacity**
 - Dual Split-Tray: 12.000 parcels / h
 - Push Tray: 4.600 parcels / h
- **Gentle sortation**
 - Clockwise / anti-clockwise direction
 - -> heavier parcels slide down left
 - -> light weight parcels slide down right
- **EVERYTHING** from the BOWE group,
- **TRANSPORT-SORTING-SOFTWARE**

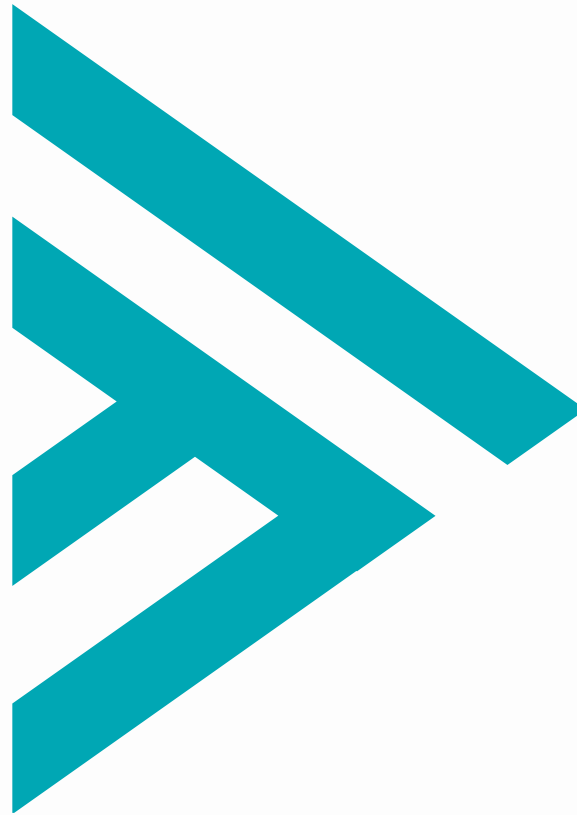
YOUR SOLUTION BASED ON OUR EXPERIANCE



THANK YOU!

DANKE!

BOWE.COM



BOWE
GROUP

QUESTIONS

FROM THE AUDITORIUM



ROI/TCO

- In case of a project how can a potential customer come to his particular TCO/ROI calculation #
- Its a mutual approach based on our smart developed ROI calculator. First we have to evaluate together with the customer the current process as well as the planned automatization. Based on our figures in combination with customer facts we have a very fast result which can be used for any kind of decisions

BENEFITS FOR COURIER COMPANIES

- What are the benefits from the Bowe group for courier companies ?
- BOWE is a experianced solution provider in small and mid size POSTAL / COURIER applications, our structure allows us to scalable our products to the customer needs; local partners are granting a long term partnership with them too, target is to have a 24/7 satisfied customer;

DELIVERY TIME

- The current lead-delivery times are more and more crazy, how can BOWE group prevent this effect
- Now, we started in 2015 to akquire potential „small-mid size“ production companies in order to extend our portfolio. We currently can fortunately state a 85% depth of production, thats in times as now very very positive, so we can still keep the 8 month deliveries ex works, R&D completely in house too,
- Same with projectmanagement