



DPS

Dynamic Picking System
A WITRON Logistics Module



WITRON Logistik-Hof



- ▶ Significant savings in personnel costs and floor space
- ▶ Optimal ergonomics / 75% shorter pick paths
- ▶ Wide product range can be controlled
- ▶ Secure investment
- ▶ Quick project implementation
- ▶ Fixed-price guarantee



Dynamic Picking System



Customer advantage WITRON concepts:

To sum it up in just a few words: WITRON's Logistics concepts **save you time and money**. How's that, you ask? Through the many different advantages that only a provider with high standards can offer:

- ✓ Fully-developed and field-tested software, control system and mechanics
 - ▶ Fastest possible benefit
- ✓ Quick project implementation
 - ▶ Functional guarantee
- ✓ High-level project security
 - ▶ Assured efficiency
- ✓ Fixed-price guarantee
 - ▶ Assured efficiency
- ✓ Long-term investment protection
 - ▶ Fully-developed level of service

By using standardized technology, the DPS can be expanded modularly and grow with your business. Our patented and successful DPS concept serves to guarantee your project's success. Successful DPS implementations all over the world in widely diverse industries prove the success of the DPS.



Customer advantages from DPS:

WITRON DPS provides you with measurable benefits and a sustainable competitive edge:



- ▶ Reduction of costs in warehousing and in order picking through clear savings in floor space and personnel costs
- ▶ Greater customer satisfaction and higher picking quality due to the lowest possible error rates and a high level of capacity to deliver
- ▶ Order picking tailored to POS requirements, store friendly shipping that takes into account SKU location and family grouping at the point of sale
- ▶ Increased range of products due to the dynamic item availability
- ▶ Optimal performance at the picking stations due to a reduction of pick paths by 75%, optimization of processes to ensure fast availability as well as efficient and ergonomic design of workplaces
- ▶ Optimal warehouse operation due to automated management of the fast and slow movers, as well as system-supported balancing of personnel across the picking stations

Calculable project success:

DPS model calculations	Investment	Floor space savings (in m ²)	Savings in personnel costs	ROI (in years)
Customer A	2.2 Mio. Euro	3,000	21	2.9
Customer B	5 Mio. Euro	6,500	41	3.3
Customer C	12 Mio. Euro	8,000	95	3.5
Customer D	25 Mio. Euro	18,500	223	3.1



How does the DPS work?

As a fully-integrated tote system, the DPS storage and order picking solution utilizes the Pareto principle: 80% of the volume is achieved with about 20% of the product range.

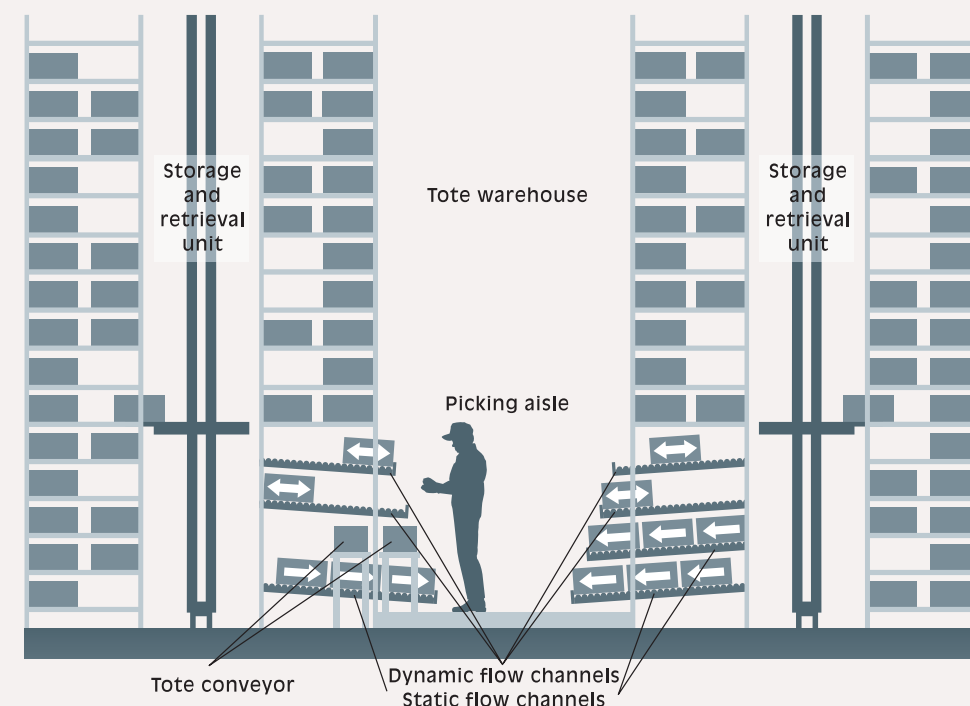
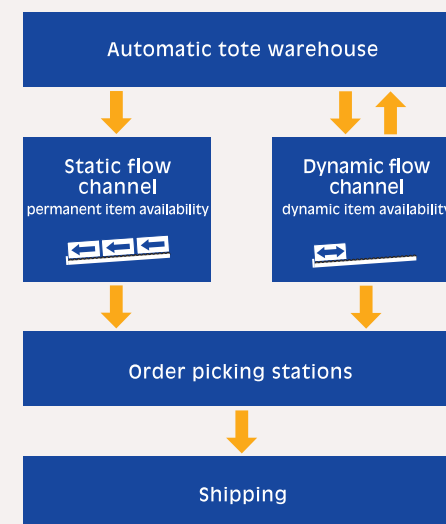
The ideal and logical optimization based on the Pareto principle is simple. All the fast movers and only those slow movers, which will be needed, are presented to the pick front, i.e. ~20 - 30% of the articles are presented rather than 100% of the articles.

This is made possible by presenting goods in either static or dynamic flow channels. Static flow channels are for fast moving items, whereas dynamic flow channels are for slow movers. A slow mover is presented in a dynamic flow channel and after a pick has been made that particular slow mover is put back into storage and replaced with the next slow mover that will be needed. If the classification of an item should change (e.g. for a special campaign or seasonal goods), this is detected by the DPS through continuous monitoring of the SKU structure and then automatically adjusted.

Through direct integration of the replenishment stock with the order picking, it is possible to position the storage containers directly at the order picking workstation without additional investment or additional staff.

Pick-by-Light displays, which are attached to each flow channel, guide picking personnel to the required SKUs and show the pick quantity.

Depending on the product range and the overall picking throughput, several DPS modules can be integrated in building block fashion and several picking levels can be utilized one above the other.





WITRON Logistik-Hof

► Do efficient storage and order picking systems result in competitive advantage for your business? We believe they do. You rightfully expect the best in terms of efficiency, ergonomics and performance for your internal logistics operations. Every day, we continue in our pursuit of excellence as we have done for over 30 years.

From design through implementation to customer support, you can count on us as a reliable and trustworthy lifetime partner. Over 700 colleagues in Germany, USA, UK and The Netherlands ensure that our customers worldwide can continue to rely upon our commitment and professionalism both now and in the future.

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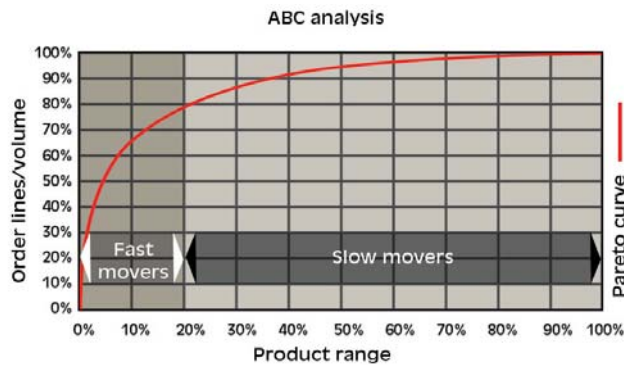
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When is the use of DPS advantageous?

- ✓ 50% of the picked products have a volume between 100 ml and 10 liters
- ✓ The order structure in a particular area follows the Pareto principle (20% of the products account for 80% of the order lines)



Select DPS-References

- | | | |
|----------------|------------------|---------------------------|
| ► BUDNIKOWSKY | Drug stores | Hamburg-Allermöhe (D) |
| ► CVS/PHARMACY | Drug stores | Texas (USA) |
| ► CVS/PHARMACY | Drug stores | Florida (USA) |
| ► DBK | Book trade | Kopenhagen (DK) |
| ► DELHAIZE | Retail trade | Asse-Zellik (B) |
| ► EDEKA | Retail trade | Wiefelstede-Neuenkrug (D) |
| ► EDEKA | Retail trade | Hamm (D) |
| ► HEMA | Retail trade | Utrecht (NL) |
| ► KEUCO | Sanitation | Hemer (D) |
| ► LIBRI | Book trade | Bad Hersfeld (D) |
| ► LR Cosmetic | Cosmetics | Ahlen (D) |
| ► NEDAC SORBO | Commercial trade | Duiven (NL) |
| ► NEDIS | Commercial trade | 's-Hertogenbosch (NL) |
| ► PAULMANN | Lighting | Springe-Völkßen (D) |
| ► PEYTON'S | Retail trade | Tennessee (USA) |
| ► SAINSBURY'S | Retail trade | Hoddesdon (UK) |
| ► SAINSBURY'S | Retail trade | Stoke on Trent (UK) |
| ► SALUTAS | Pharmaceuticals | Barleben (D) |
| ► SCHLECKER | Drug stores | Berg (D) |
| ► SPAR | Retail trade | Wels (A) |
| ► WOOLWORTHS | Retail trade | Swindon (UK) |



Customers on the advantages of DPS:

Dr. Dieter Dornauer,
Director Central Logistics/Organization,
SPAR Österreichische Warenhandels-AG, Austria

"In order to offer our customers a wide assortment of goods at our outlets, our logistics operation needed to cope with an increasing and changing range of articles. The DPS offered us optimum costs per pick, maximum flexibility and space utilization. Apart from economic picking, we also wanted to be able to implement 'store friendly' sequencing of delivery units. Both we implemented perfectly with DPS."

Theo Heemskerck,
Logistics Director HEMA BV

"With the DPS solution we are capable to pick 390,000 picks per day with 50% of the footprint and 40% of the labor relative to a conventional solution and cut in half our cost per order line. By tripling the workers productivity up to 300 picks per picker-hour we expect to ultimately save the equivalent of 150 full time jobs. In all the DPS gives us significant competitive advantages and enables our further expansion."

