



# Hänel Storage Systems

## The Importance of Reclaiming Floor Space Using Automated Vertical Storage

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# The Importance of Reclaiming Floor Space Using Automated Vertical Storage

For any business that requires storage space for inventory (small parts, tools, etc.) finding a way to organize space, improve operations, and streamline tracking and picking can be challenging. Floor space seems to steadily shrink while inventory swells in size and complexity. This can lead to cramped floor space, difficult inventory management, and inefficient distribution. In fact, the average inventory accuracy across all businesses is a meager 63%.<sup>(1)</sup>

How do you find a way to increase floor space without reducing operations and throughput? Is there a way to improve speed-to-pick while also cutting away at duplicate inventory? What solution will give you increased

long-term costs and productivity without requiring additional construction and storage space?

## What is Automated Vertical Storage?

As these issues continue to compound for businesses across industry verticals (healthcare, pharmaceutical, car dealerships, manufacturers, etc.) storage needs a solution. Automated vertical storage is **a system that incorporates a Vertical Carousel or Vertical Lift Module (VLM) to eliminate excess storage space by compressing all current storage methods into one vertical solution.**

Instead of all storing all parts, tools, and inventory on static storage shelves throughout a facility, automated vertical storage stores all of those parts in trays that are delivered rapidly to workers through the use of lift modules and precise delivery software. This combination of mechanical prowess and cutting-edge software helps streamline storage systems in virtually any business.

Not only do automatic vertical storage systems improve operational efficiency, but they save a significant amount of space. In fact, automated vertical storage systems often greatly reduce the footprint of space designated for storage space. Use all of that extra space for additional services, inventory, or even for non-inventory storage.

## Using Automated Vertical Storage to Save Space

By reducing your floor space by **up to 80 %**, automated vertical storage can help you value the full potential of your storage space. Since vertical automated storage realizes the height of your storage space instead of the width, you can clear up horizontal space for other mission-critical solutions.

Let's go over three ways that having this additional space can save your company money and time.

## Additional Services

Whether you're a manufacturer looking to utilize this newfound space to add additional production equipment, or you're a car dealership looking to add additional profit centers like snack bars or showrooms, having additional storage space opens new avenues for profit.

Opening space up for additional services also helps you map out optimal footpaths. Since automated vertical storage units can be installed in any space in your storage area, you can organize your storage room in a way that improves aesthetics and pushes customers to engage in any services you implement in that saved space. You can also utilize this vertical storage solution to introduce specific workflows into your business.

For example, you can ensure that employees only need to walk in certain areas of your storage space, saving them time and ensuring that customers and employees carrying heavy





equipment never come in contact with one another.

## Remove Off-Site Storage

Many businesses rely on off-site storage due to limited in-house storage space. Automated vertical storage solutions can free up on-site space allowing companies to move all of that material back in-house. This means that you no longer have to pay for the additional space, and you have direct control over your product in the case of an emergency or security issues.

Optimizing space is especially critical for urban businesses, who often don't have the room or resources to expand. Since you may border other businesses or land may be expensive in your area, utilizing your current space is crucial towards optimizing your investment. Since lateral expansion can be costly, vertical expansion is often cheaper and more efficient.

## More Affordable Than Expansions

Expanding storage areas isn't cheap. Not only are automated vertical storage systems often less expensive than construction projects, but they allow you to stay lean and control your workflow better. Since construction projects take time and money to build, capturing vertical space is often a more appealing solution.

After all, you already own the space; you just haven't been capable of using it to its fullest.

Of course, physical expansions also introduce additional frictions like interrupting employee activities and possible closures.

## Other Benefits of Automated Vertical Storage

In addition to floor space, there are other ways automated vertical storage can impact your business. Here are nine other areas in which automated storage solutions can be a boon to your business' operations.

### Increase Speed-to-Pick

The process for retrieving items is somewhat similar for all models.

- ▶ Interfacing software blends with dealer management to provide baked-in control and picking efficiency
- ▶ Rapidly realize the value of speed by consistently requesting and receiving trays filled with mission-critical merchandise in moments.

### Reduce Long-Term Costs

- ▶ Free up storage room to add additional services without the need for expensive and long-term construction projects
- ▶ Reduce clutter throughout your organization by moving low-frequency equipment to that extra storage space

- ▶ Remove people-hours from the storage room to spread to critical support areas throughout your business
- ▶ Avoid duplicate inventory purchases by gluing cutting-edge software to inventory management.

### Increased Productivity

- ▶ Speed-to-pick improvements mean saved people-hours and greater operational efficiency
- ▶ Improve speed-to-delivery by reducing time spent finding resources
- ▶ Gain significant inventory visibility.

### Improved Operations

- ▶ Increased billing efficiency for services and inventory
- ▶ Reduced clutter and improved inventory visibility provides pathways to greater strategic efficiency
- ▶ Improved throughput and processing speeds.

### Enhanced Security

- ▶ Shields protect parts from dust, debris, and damage
- ▶ Hyper-organized tray systems prevent inventory loss.

### Cultivate a Safer Environment

- ▶ Eliminates the necessity for bending, climbing, or stretching to retrieve parts.

## Enriched Customer Service

- ▶ Provide better customer service through operational visibility
- ▶ Increased speed-to-pick improves speed-to-customer
- ▶ Prevent loss of parts and inventory mismanagement from impacting customers.

## Realize Accuracy

- ▶ Improve your picking accuracy with 99 % accurate picking operations.

## Downsized Energy Consumption

- ▶ Remove the necessity for additional lighting, cooling, and heating by reducing floor space
- ▶ Eliminate the need for additional mechanical and electronic picking parts that act as fractured solutions throughout your storage area.

## Types of Vertical Storage

Hänel offers a variety of automated vertical storage solution, and we have created lines of solutions that will fit into almost any storage place within any industry vertical.

## Rotomat® Vertical Carousel

Hänel's automated vertical storage systems can help your warehouse stay lean, control inventory, and improve accuracy.

The Rotomat® is the ideal solution for smaller spaces, and we offer three standard Rotomat® solutions – Industrial Rotomat®, Office Rotomat®, and Lockomat®.

The Rotomat® operates on the Ferris wheel principle, and inventory is delivered to you, instead of you having to find and retrieve that inventory. Each Rotomat® solution has a microprocessor, allowing integration into existing computer systems for optimized workflows. Hänel Rotomat® carousels are manufactured according to ISO 9001 quality accreditation, attesting to their safety.

The Office Rotomat® allows for rapid delivery of mission-critical files and other office documents in a compact space. The Lockomat® provides the same benefits as the Rotomat® with additional lock-key security to prevent unauthorized inventory access.

We know that small-to-medium-sized businesses have difficulty improving inventory

management. In fact, 46% of SMEs either don't track inventory or still rely on clunky manual inventory methods.<sup>(2)</sup> Rotomat® is the small solution to your big problem.

**The principle is simple.**

**The applications are brilliant.**

## Lean-Lift® Vertical Lift Module

Whether you operate in the medical, merchandising, commerce, pharmaceutical, aerospace, or even engineering industry, the Lean-Lift® is the perfect solution for the nightmare of inventory management. Our revolutionary system pairs security with speed to deliver products, specimens, and tools rapidly and safely.

The system operates via a computer-controlled positioning lift – the “extractor” – which delivers goods from the storage area to the appropriate retrieval station at the optimal height. The system works by maximizing and optimizing vertical height to store and retrieve products from the safety of trays housed in a secure, shielded storage area. Each Lean-Lift® can hold 60,000 kg (1,000 kg per tray) but can be custom built to carry a heavier load if necessary.

We offer cooled units for specimens, ESD versions for engineering sectors, and customer solutions for a variety of industries.

## How Hänel can Help

At Hänel, we understand that inventory logistics can cause major headaches. Our automated vertical inventory solutions help you save space, increase operation efficiencies, ensure safety, and cut costs, and they can be customized to fit every business need. If you have specific standards, we can help you custom build a solution that will fit into your workflows.

With the number of warehouses rising year-over-year, finding a way to reduce construction loads and improve logistics is mission-critical for any business that wants to stay lean and incorporate strategic efficiencies into their every-day processes.<sup>(3)</sup>

**Ready to realize the full potential of your inventory?**

**Contact us!**



## Products such as the Rotomat®, the Lean-Lift® and the Multi-Space® are high-tech products for automated storage solutions

With its numerous inventions, Hänel Storage Systems has made a significant contribution to the success of vertical carousels and vertical lift modules in the field of automated materials handling. This success is yet another incentive for our team to offer future-oriented solutions for intralogistics based on continuous further development.

Hänel storage systems find applications in a wide variety of industries. Operating in sectors such as medical technology, electrical engineering, mechanical engineering, automotive, aviation, pharmaceuticals,

healthcare and wholesale – to name but a few areas that demonstrate its versatility – Hänel has the right solution for every application.

Numerous small and medium-size enterprises have also opted for the efficient storage systems from Hänel.

The modern Hänel microprocessor control systems enable continuous inventory updates and accurate inventory control. They can be used as stand-alone storage management systems or in conjunction with customer IT systems.

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## The operating principle

### Hänel Rotomat® principle

Each Hänel Rotomat® is designed according to the tried-and-tested Ferris wheel model (vertical carousel principle) which means: goods to user and not user to goods.

#### This saves time!

The compact construction enables up to 60 % more storage capacity to be created on a minimal footprint by making use of the available room height.

#### This saves costs!



### Hänel Lean-Lift® principle

The Hänel Lean-Lift® is both storage rationalization and goods protection in one: At the center of the 'cabinet' is a computer-controlled positioning lift – called the 'extractor.'

In front of it and behind it are the storage shelves. This is where the articles are kept in containers. The storage locations are accessed automatically under electronic control by means of the extractor, which stores or retrieves the requested container. The operator works comfortably in the ergonomically positioned retrieval area.



### Hänel Multi-Space® principle

Hänel has optimized the principle of three-axis storage systems with the Hänel Multi-Space®. In addition to the many advantages of the Hänel Lean-Lift® technology, the Hänel Multi-Space® offers maximum flexibility, speed and use of space.

With its advanced technology, Hänel is able to offer a three-axis storage system almost 9 m / 30 ft wide. The Hänel Multi-Space® can even be varied in width and height once installed – an innovation from Hänel! Even the number of retrieval points is variable and can be changed at any time.



# Hänel Headquarters in the United States



Would you like to know more?  
Contact your Hänel Authorized Channel Partner: Kraftwerks Inc  
Fax 716-876-9398 / Email: Kraftwerks@Kraftwerks.net

Please send me brochures on:

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- Hänel's Rotomat® storage carousels
- Hänel's Lockomat®
- Hänel's Lean-Lift®
- Hänel's Multi-Space®
- The Intelligent Hänel Control and Software Technology
  
- Send me the latest Hänel company brochure  
**Hänel Storage Systems – Innovations and Perspectives in Intralogistics and Office Organization.**
- I would like to see Hänel's office and storage carousels in action! **Send me the Hänel USB stick!**
- We would like the Hänel consultant to arrange a meeting with us.

## KRAFTWERKS

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If you want to improve your intralogistics concept and reduce costs, you should talk to the specialists of Hänel first. They will join forces with you to develop your own

**'tailor-made intralogistics concept.'**

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