



KOCH SYSTEMS PLANNING AND PROJECT MANAGEMENT

THE SOLID BASIS FOR

SUCCESSFUL FACTORY AUTOMATION

for



production / manufacturing



filling / assembling



packaging / palletising



order picking



in-house logistics

custom-designed automation
with the KOCH planning and engineering modules

Grasping more · moving more!



DEPENDABLE PLANNING BY THE KOCH SPECIALISTS

OUR CUSTOMERS' PRIMARY AUTOMATION GOALS ALWAYS THE GUIDING FORCE

Our customers benefit at every stage of their project from

- our high level of specialisation
- over 30 years of expertise in factory automation
- the experience we have gained in many sectors, such as the automotive, chemical and food industries
- the time-tested, proactive KOCH project management, ensuring adherence to deadlines and goal-directed operations right from the very start.

And it sees us attaining the primary goals of your project every single time:

- **sustained high ROI thanks to cost savings**

Only if automation is fully controllable and efficient can you produce profitably and secure your long-term competitive edge.

- **maximum system availability**

for consistent output quality and dependable planning

- **greater flexibility**

- thanks to the shortest possible retooling times
- through easy adaptation to any future modifications, such as new products or upgrading the system
- for future-proof production

- **simple operation**

- for short commissioning and production start-up phases
- for effortlessly carrying out any modifications required
- for swiftly detecting and rectifying malfunctions
- as a decisive contribution to high availability

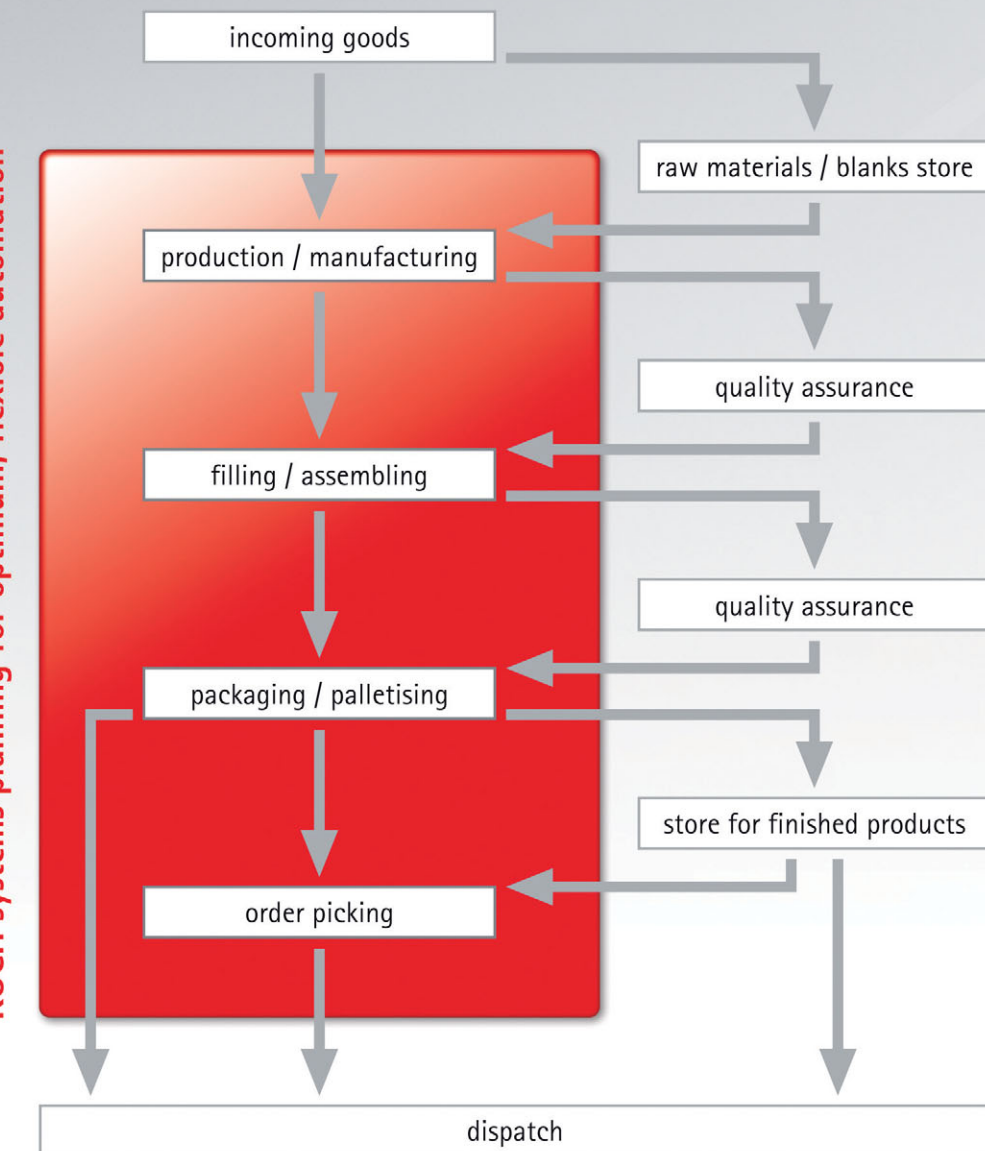
- **optimum flow of materials**

- smoothly running supply of primary products, semi-finished goods, finished products and packaging materials
- trouble-free continuation of downstream operations, storage and dispatch
- thanks to clearly identifying each of the modules capabilities beforehand, with the help of simulations as and when required
- ensuring consistent output by determining the intermediate buffering required

- **future-proof control systems and data logistics**

- thanks to precisely planning the best possible control architecture taking into account the interfaces required between the system modules
- by virtue of linking to superordinate systems – such as ERP, PPS, WMC, SAP – for swift data flow, optimum control and transparency

KOCH systems planning for optimum, flexible automation



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1 THE PLANNING PROCESS WITH KOCH ENGINEERING MODULES

THE RELIABLE BASIS
FOR YOUR INVESTMENT DECISION

The beginning of a project is always initiated by wanting to do things better – and ultimately by the crucial question: "What's the best, most future-proof solution for our products, for our firm?"

At each stage prior to approval and implementation of your project our time-tested KOCH planning modules provide a solid basis for taking the tough decisions coupled with reliable guidelines for goal-driven project management – **and what you get is independent, fast and accurate data**. Our planning objective is always the same: to devise the best, long-term overall solution for you.



- THE KOCH ENGINEERING MODULES**
- ✓ **Pre-engineering as the basis for whether to go ahead with the project**
 - ✓ rapid analysis with preliminary evaluation of the feasibility and review of the capabilities planned (determining the actual and desired status)
 - ✓ devising a preliminary solution layout including alternatives
 - ✓ costing the scope of the plan and implementing the system
 - ✓ consultancy work until the decision is taken
 - ✓ **Drawing up specifications**
 - ✓ including ascertaining the requirements
 - ✓ goal definition
 - ✓ technical data and performances
 - ✓ quality standards
 - ✓ safety features necessary
 - ✓ boundary conditions
 - ✓ guidelines for possible future development
 - ✓ IT requirements
 - ✓ **Analysing the basic feasibility**
 - ✓ including the issue of potential suppliers
 - ✓ clarifying the development including alternatives
 - ✓ layout development and cycle times
 - ✓ verifying performances and cycle times
 - ✓ pinpointing function-critical processes and system components
 - ✓ IT concept
 - ✓ presentation with ABC analysis to determine the optimum solutions
 - ✓ **Devising solutions**
 - ✓ Feasibility tests for function-critical system components (test set-ups)
 - ✓ Functional description of the system
 - ✓ Cost estimate of the total amount to be invested
 - ✓ Scheduling
 - ✓ Preparing supplier-neutral invitations to tender

2 THE IMPLEMENTATION PHASE

WITH PROACTIVE PROJECT MANAGEMENT
FOR ON-SCHEDULE SYSTEM START-UP

We not only lay the foundations for your project, we will of course be happy to implement it from start to finish, too. An advantage for you: we will factor in all the pre-engineering, which means you will save additional costs. The implementation phase is characterised by a systematic approach backed up by decades of experience and includes both rigid quality control procedures and fixed schedule milestones:

- selecting suppliers with ABC analysis
- performance and availability tests
- setting up contracts
- supervising system acceptance
- support with awarding contracts
- optimising the system
- quality control
- preparing after-sales service
- progress control
- devising emergency strategies



KOCH INDUSTRIAL FACILITIES

OVER 30 YEARS OF EXPERTISE
IN FACTORY AUTOMATION

With the expertise we have gained over more than 3 decades we have advanced to the absolute automation specialists in production/manufacturing, filling/assembling, packaging/palletising, order picking and in-house logistics. We are also held in high regard by our customers as a general contractor for planning and implementing complete turnkey systems.

Ask for our presentation with references from many sectors – including the automotive, building materials, chemical and consumer goods industries.



since 1978

Grasping more · moving more!

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