



# “Put on your ring and glasses!” - Ready for Smart Warehousing

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# 'Put on your ring and glasses!' – Ready for Smart Warehousing

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**HOERBIGER – Who We Are**

Process Management @ HOERBIGER

Smart Logistics @ HOERBIGER

"We unite people and success – people who are prepared to work together globally, while assuming responsibility at the local level for our customers and our business."

### SHARED AMBITION



# Who We Are – HOERBIGER at a Glance

**STREAM**

**1,222**

bn euros in sales

**6,944**

employees in

**110**

locations

**5**

Strategic BUs and  
Business Divisions

**1**

strong brand

**48**

countries

**42%**

Sales in Compression  
Technology

Successful since

**1895**

**50%**

Sales in Europe

# Effective Business Model based on Three Pillars

HOERBIGER Group - Strategic Business Segments



## Energy



- Key components and services for compressors, turbines and industrial gas-operated engines
- Safety Solutions - Industrial explosion protection

## Automotive



- Synchronizer systems for manual transmissions and dual clutch systems
- Comfort systems for cars and commercial vehicles
- Testing and diagnostic systems

## Industry



- Smart actuators for machine tools
- Modular solutions for demanding customer applications

HOERBIGER – Who We Are

**Process Management @ HOERBIGER**

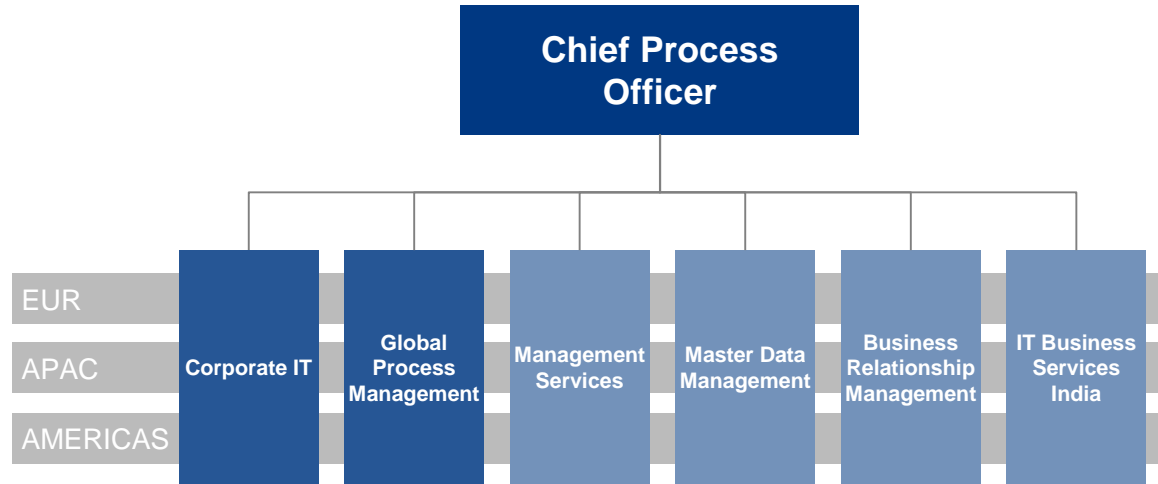
Smart Logistics @ HOERBIGER

# Process Management and IT under one Umbrella

Both Organizations are aligned with global Teams using global Processes



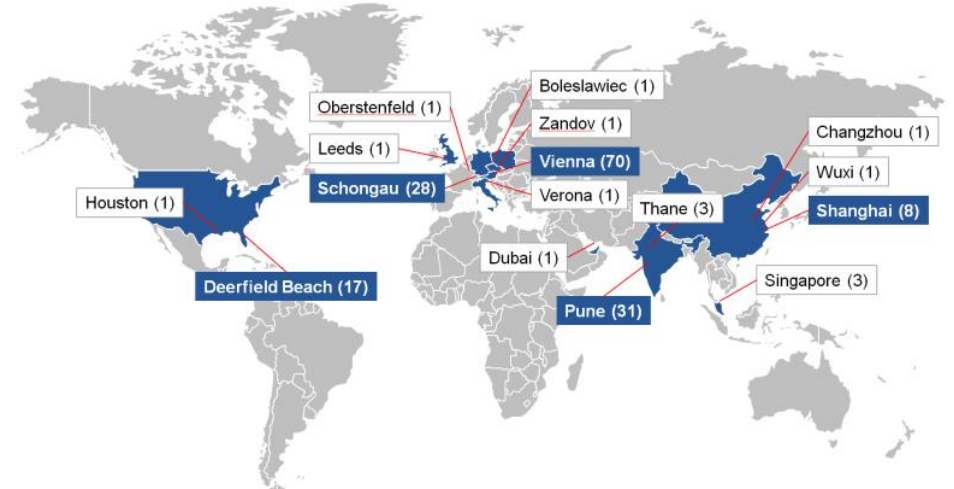
## Key Figures for CPO Organization



## Key Figures for Process and IT Organization

- More than 160 employees in 10 different countries
- Process management organization imbedded in operational organization (not fully included in HC)
- More than 10 global projects managed at the same time

## Global CPO Organization



## Global Organization

- Headquarter in Vienna
- 5 main locations: Vienna, Schongau, Pune, Shanghai and Deerfield Beach
- Three main regions: EMEA, APAC, AMERICAS
- 12 globally cooperating teams



# Process Standardization across Business Models

Overview of the Business Models at HOERBIGER (269 Processes in total)



## One-Fit

## Order-based

## Serial

## Service & Projects



### One-Fit processes

### Order-based processes

### Serial processes

### Service & Projects

- Mainly support processes such as e.g accounting
- Global Standardization

- Processes specific to platform-development and MTO

- Automotive serial production with direct connection to the customer

- Repair of components and equipment
- Project business with focus rental equipment

227\* (84%)

23\* (9%)

15\* (6%)

4\* (1%)

**Categorization of Manufacturing and Service Locations into the various Business Models**

# Processes and Systems to enjoy

*Whatever the Day might bring, Routine will be awesome*



Processes  
and Data

**Make it easy to work with HOERBIGER globally**

Systems

**SAP S/4HANA is basis of our modern lean IT system landscape**

New  
Technologies

**Mixed Reality Devices enrich working environments**

# Digitalization Example - SAP Scanning Solution

Self developed GUI on Standard Scanner Hardware



## Different Scanners use same User Interface (Android-based)

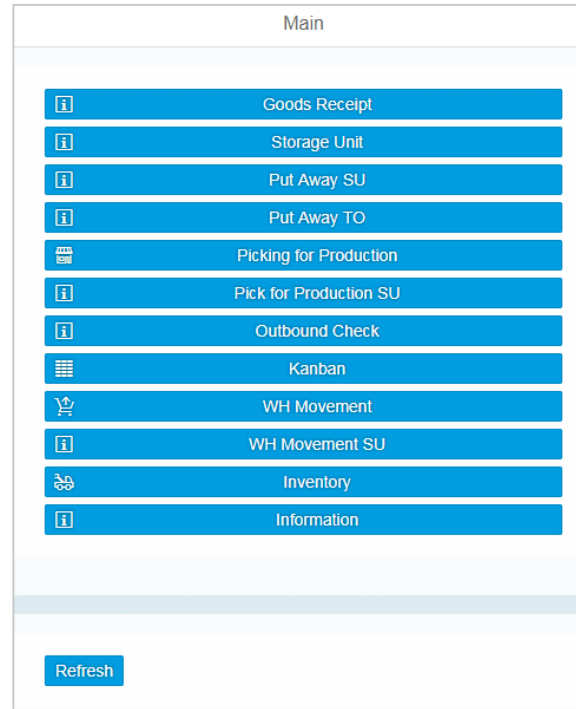
## Summary of current Functionalities



Zebra TC-8000



Honeywell CT-50



- WM movements w/ or w/o storage unit
- Production supply and Kanban process
- Outbound check for automotive
- Stock information and physical inventory
- Fiori App / HTML5
- Camera access in the Scanner App
- Multiple Barcodes can be scanned

**Already live in Production Plants**

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# Development of Mixed Reality Prototype

Smart Glasses in Warehousemanagement



## Material Recognition



### Barcode Scanning

- Processing Barcode
- Connected SAP ERP
- On Premise FIORI App

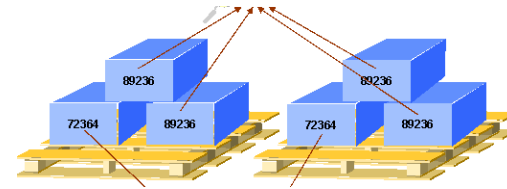
## Storage bin



### Scanning of Storage Codes

- Identifying corresponding objects

## Handling Units



### Scanning of Handling Units

- Scanning relevant Units

## Packing Instructions



### Provide Information

- Call Packing Instructions to proceed

Smart Glass Barcode Scanning



# Development of Mixed Reality Protoype

*Smart Glasses in Warehouse management*



## Free Hands to work



### Effective working

- 30% Efficiency gain

## Warehouse Navigation



### Navigation to locations

- Real-time Data of important objects

## Upload of Photos



### Digital Content

- For Customers
- For internal Use

## Live Video Support



### Support

- Real-Time Chat
- E-Learning

**Mixed Reality**



# Development of Mixed Reality Prototype

Overcome obstacles



## Hardware



## POC



## Acceptance



## Data Security



### Attributes

- Robust
- Secure
- Safe

### Production Plant

- Integrate in existing processes w/o interrupting ongoing work

### Change

- For internal staff
- Training

### Works Council

- Local Legal Requirements
- Laws
- Ensure worker rights

**Rollout**



***HOERBIGER***

*because performance counts*