



Going from Greenfield to HBW

A how-to of processes and procedures

Matt Rivenbark

SSI SCHÄFER

Think Tomorrow.

Agenda

Going from Greenfield to HBW

01

Design Information

02

Building & Site
Planning

03

Software &
Technology

04

Vendor Selection

05

ROI

Design Information

- # of SKUs (incl. item master data)
- Storage requirement (net vs gross)
 - Any segregates? (Temp zone, commodity class)
- Throughput requirements
 - Pallets?
 - Layers?
 - Cases?
- Load unit info
 - L x W x H x Weight
 - Pallet types (CHEP, GMA, PECO?)



Site Selection

- Dimensions
 - Initial build out
 - Expansion capabilities
- Soil conditions
- Height restrictions
- Proximity to customers and infrastructure



Building Design

- High-bay warehouse (HBW) storage area
 - Conventional
 - Rack-supported
 - Usually built to 100' - 120' or above
 - Utilize mezzanines when possible to limit footprint
- Low bay
 - Dock
 - Picking areas
- Build with expansion in mind
- Applicable building & fire codes
 - IBC (Typical Standard)
 - Local Codes (Overrides Typical Standard)
 - NFPA or FM Global fire protection standards



Software Planning

- What will your ERP / WMS be?
- WMS from the market?
- WMS or WCS from ASRS vendor?
- Add ons:
 - Yard management
 - Labor management
 - KPIs for reporting



Vendor Selection

Consider selecting the vendor that...

- ✓ Understands your unique business and vertical market requirements the best
- ✓ Listens instead of dictates
- ✓ Has applicable project references that show competency for your solution
- ✓ Has support options that make you comfortable
- ✓ Treats you as a partner instead of just a sale
- ✓ Best meets your success criteria



Return On Investment

- Compare against “do nothing” or manual approach as basis
- Labor savings
 - How many FTEs do you save and what’s the value of those FTEs?
- Building savings
 - Square footage savings can be massive driver of ROI!!
 - Build up, not out!
- Product waste





Thank you!

Matt Rivenbark – Sales Director | Food & Beverage
Matt.Rivenbark@ssi-Schaefer.com

ssi-schaefer.com

SSI SCHAEFER

Think Tomorrow.

Copyright

© 2022 SSI SCHÄFER, all rights reserved

This publication may neither be reproduced, transmitted nor stored in a retrieval system, including but not limited to, written material, printed matter, punch cards, film, microfilm or microfiche, magnetic tapes or discs or any other electronic media form including optically readable tapes or discs, laser discs, and any other form of computer storage, without the prior written consent of SSI SCHAEFER.

Disclosed matters and/or concepts of the present documentation are or will be protected by intellectual property rights.



SSI SCHÄFER