

# Automation Project

Automation Project

## **Contents**

Executive Summary.....	2
Manual Processes by Area.....	4
Technology Discussion.....	5
Options .....	6
Pinpoint™ Paper Solution (PPS) .....	7
DFID™ vs. Pinpoint™ Comparison.....	8
Savings per Facility .....	11
Savings Breakdown by Area.....	12
Errors in FG & Shipping .....	12
Productivity Gains in FG & Shipping .....	14
Cost of Rollstock Upgrades at Wet End .....	15
Productivity Gains Rollstock.....	16
Finishing Area .....	17
Banding Area .....	18
Cap Cutting .....	19
Cash Flow Advantage .....	20
Total Annualized Savings in 7 Areas .....	21
Other Areas of Potential Savings.....	22
Commercial Summary .....	23
Payment TERMS: .....	23
Additional Costs .....	23
Inclusions .....	24
Exclusions.....	24
Site Survey – Process Mapping.....	25
Current Site 1/Site 2 Process Flow & Changes using the Pinpoint™ Process - by Area .....	27
Area 1 – Receiving & Rollstock .....	27
Area 2 – Issue from Rollstock to Wet-end .....	28
Area 3 – Coming Off the Corrugator.....	29
Area 4 – WIP (Work in Process).....	30

---

Area 5 – Finishing Area & Banding.....	31
Area 6 – FG (Finished Goods) .....	32
Area 7 – Shipping .....	33
Area 8 – Butt Rolls.....	34
Area 9 – Offsite Storage & Warehousing.....	35
Pinpoint™ Equipment Layouts for Site 1 & Site 2 .....	36

---

## ***Executive Summary***

Implementing the Pinpoint™ Paper Solution will provide Savings of \$1,400,000 in year 1 (and \$10,000,000 over 5 years) with a Payback of less than 2 months under an operating lease. Providing “real-time” and accurate information will allow Kiwi to perform at a much higher level and help achieve the low-cost position CLIENT is working towards.

This improvement will come by making key changes in how information is feed into Kiwi.

1. Remove manual intervention so the correct information flows to Kiwi and cannot be corrupted
2. Automate the process/flow of information
3. Buy-in from site management team is essential to these changes

These changes will:

- Eliminate labor
- Reduce Downtime
- Better control/reduce inventories
- Increase Productivity

### **Deployment/Timing**

The first site could be implemented in less than 6 months with additional sites deployed weekly thereafter. CLIENT will see savings within 2 months. Additionally, Pinpoint™ is easily integrated with other software platforms and could easily be integrated with Mills and Pre-print facilities to give CLIENT a National Platform.

Pinpoint™ implementation will support your Kiwiplan software implementation.

Our evaluation looked at all areas of the operation keeping in mind our **OHIO principle**:

**O - Zero**

**H - Human**

**I - Intervention**

**O - Operation**

---

## **Outcome**

While we do not indorse any particular software, the Kiwi software appears to be a good product. Given what we observed, this product alone will not significantly reduce costs due to the manner in which it receives information.

- The information the Kiwi software is utilizing to make precise & accurate decisions is being feed into the system by a 40 year old Hardware process (barcode technology) that requires enormous human intervention thereby corrupting/challenging any software system.
- The information required by Kiwi relies on up to 34 Manual Processes – most of which require manual barcode scanning
- Barcoding Process is Easily bypassed or Subverted by employees/management
- Barcode Equipment is unreliable

## **Manual Processes by Area**

As part of our analysis we reviewed the Kiwiplan product. While we do not endorse any specific software platform, it appears that the Kiwi software is a substantial software product and, with some modifications on how Kiwi receives input data, could be an excellent system. The challenge CLIENT faces is all software systems require input and the input CLIENT currently provides requires enormous human intervention using an old, manual technology - Barcodes. The opportunity for errors, or employees subverting the system, is enormous. No software platform can possibly provide the functionality CLIENT is attempting to achieve with Kiwi under this scenario. **Site 1 has up to 23 manual functions** that must occur and **Site 2 has up to 19** that must occur for the Kiwi system to run as it was intended (see table 1 below).

<b>Analysis of Manual Tasks by Area</b>			
<b>Area</b>	<b>Processes by Area</b>	<b>Site 1</b>	<b>Site 2</b>
<b>1</b>	<b>Rollstock Receiving &amp; Inventory</b>	<b>5</b>	<b>4</b>
<b>2</b>	<b>Deliver to Wet End</b>	<b>5</b>	<b>5</b>
<b>3</b>	<b>Coming Off Corrugator</b>	<b>1</b>	<b>0</b>
<b>4</b>	<b>WIP</b>	<b>2</b>	<b>0</b>
<b>5</b>	<b>Finishing Area &amp; Banding</b>	<b>4</b>	<b>4</b>
<b>6</b>	<b>FG</b>	<b>2</b>	<b>2</b>
<b>7</b>	<b>Shipping</b>	<b>4</b>	<b>4</b>
<b>Manual Process - Subtotal</b>		<b>23</b>	<b>19</b>

Table 1

If you add in Butt Rolls and Offsite Warehousing to the scenario, the Manual processes increase substantially.

# Explore Litigation Insights

Docket Alarm provides insights to develop a more informed litigation strategy and the peace of mind of knowing you're on top of things.

## Real-Time Litigation Alerts



Keep your litigation team up-to-date with **real-time alerts** and advanced team management tools built for the enterprise, all while greatly reducing PACER spend.

Our comprehensive service means we can handle Federal, State, and Administrative courts across the country.

## Advanced Docket Research



With over 230 million records, Docket Alarm's cloud-native docket research platform finds what other services can't. Coverage includes Federal, State, plus PTAB, TTAB, ITC and NLRB decisions, all in one place.

Identify arguments that have been successful in the past with full text, pinpoint searching. Link to case law cited within any court document via Fastcase.

## Analytics At Your Fingertips



Learn what happened the last time a particular judge, opposing counsel or company faced cases similar to yours.

Advanced out-of-the-box PTAB and TTAB analytics are always at your fingertips.

## API

Docket Alarm offers a powerful API (application programming interface) to developers that want to integrate case filings into their apps.

## LAW FIRMS

Build custom dashboards for your attorneys and clients with live data direct from the court.

Automate many repetitive legal tasks like conflict checks, document management, and marketing.

## FINANCIAL INSTITUTIONS

Litigation and bankruptcy checks for companies and debtors.

## E-DISCOVERY AND LEGAL VENDORS

Sync your system to PACER to automate legal marketing.