

BÖLLHOFF

ECOSIT®

Kanban, but with a system.



Kanban, but with a system – that is **ECOSIT®**



Welcome to the world of efficient
C-parts management – with ECOSIT®
from Böllhoff!

ECOSIT® stands for **ECO**nomic **S**upply **In** **T**ime. With our Kanban solution you optimize your processes, reduce costs, guarantee your security of supply and strengthen your competitive position.

Thanks to ECOSIT® you can procure a comprehensive range of C-parts, benefit from first-class delivery performance and first-class service and enjoy maximum availability with simultaneous efficiency and cost optimization.

Need proof? With pleasure.

First of all: We won't promise you anything we can't keep. With us, you benefit from our extensive expertise and many years of practical know-how in the field of fastening technology. Because with Böllhoff, you have a leading international partner at your side who

- is a pioneer in the industry,
- has many years of experience with Kanban systems worldwide and
- attaches particular importance to developing the Kanban solution together with you.

With us, you get Kanban with a system. Based on our broad product family and your needs, we develop a customized solution that is right for you. Continuous optimization and further development of our ECOSIT® systems are also a matter of course for us.

We invite you on a short information journey, at the end of which you will be convinced of the advantages of ECOSIT® and you will also say: Kanban, but with a system. That is ECOSIT®!



ECOSIT®

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Your advantages with **ECOSIT®**

Our Kanban concept is based on these foundations:

1

Process optimization and cost efficiency

We think in systems to optimize processes and reduce costs. This actively strengthens your competitive position.

2

Customised solutions

Every ECOSIT® system is based on partnership-based cooperation and individual adaptation to your requirements.

3

Holistic logistics solutions and 360° joining technology

ECOSIT® combines holistic logistics solutions with 360° joining technology. This ensures maximum efficiency and transparency throughout the entire logistics chain, from scheduling to goods distribution. Solid connection technology forms the basis for efficiency -indispensable, even for the best Kanban system.

4

Future-proof sustainability

With our sustainable transport system, we use pallets and containers made from recycled plastic instead of wood. This contributes to environmental protection, as the consumption of wood, paper and cardboard is reduced.

1 Process optimization and cost efficiency with ECOSIT®

Our promise

We think in systems to optimize processes and reduce costs. This actively strengthens your competitive position!

Our mutual implementation

The strength of ECOSIT® lies in the jointly developed reduction of total costs, in the long term. Short-term effects and long-term savings potential complement each other perfectly.

You are aware with the conditions: In every procurement process, whether for A-parts, B-parts or C-parts, various specialist areas such as purchasing, logistics and IT play an important role. Despite low acquisition costs, C-parts cause high throughput costs due to their large number. In addition to the high number of articles, there is often a corresponding number of different suppliers. Each company must be managed and negotiated and contractual details must be clarified. In addition, each product goes through the process from inquiry to warehouse management.



» Procurement can be so simple and truly cost-efficient. With ECOSIT® we have already helped over 500 customers worldwide to reduce reduction in total costs. «

Mario Grassy, Innovation Manager at Böllhoff



1 Process optimization and cost efficiency with ECOSIT®

This is where ECOSIT® comes into action

Kanban system ECOSIT® as an efficient tool for reducing total costs.

There is considerable potential for reducing costs in efficient C-parts management. Other factors, such as outsourcing logistics, adapting production to demand or digitalization, can also be important reasons for introducing Kanban.

With ECOSIT® we enable you to make sustainable savings in all areas of your company. Benefit from our many years of experience as one of the leading international providers in the development of customized Kanban systems. Our focus is on the needs-based availability of your products at optimum conditions in order to strengthen your competitive position. In doing so, we always keep an eye on economic efficiency and at the same time ensure the permanent availability of all relevant C-parts. ECOSIT® can be used to order 100,000 cataloged Böllhoff products, some from our own production, and many customer-specific items or supplier-specific products.

This allows you to concentrate fully on your core business.



Your added value:

- Economical procurement
- Smooth availability of C-parts
- Process optimization thanks to the experience of the market leader
- Focus on your core business

2 Customized Kanban solutions for our customer

Our promise

Every ECOSIT® system is based on partnership and individual adaptation to your requirements

Our mutual implementation

As a traditional family business, working together as partners is particularly important to us. Because we want to create the optimal Kanban solution for your company. To achieve this, your expertise and our Kanban know-how form a powerful symbiosis. With more than 30 years of experience in the field of industrial supply and Kanban systems, we develop efficient and customized Supply-Chain-Solutions together with more than 500 ECOSIT® customers.

Use ECOSIT® to automate your material supply, reduce costs and increase your profits. Because our motto is: Kanban, but with a system. That is ECOSIT®!



» Over 30 years of experience in Kanban systems - that's what Böllhoff stands for. With ECOSIT® we offer a supply and procurement system for fastening technology that we develop in cooperation with the customer according to their individual requirements.«

Matthias Bischoff, ECOSIT® Manager at Böllhoff



2 Customized Kanban solutions for our customer

Specifically adapted to your Kanban needs:
Together we shape the future of innovative procurement

Do you already have Kanban experience? Or would you like to implement the first system in your company's history? Wherever you are, we will pick you up and work with you to design an ECOSIT® system tailored to the needs, processes and logistics requirements of your company.

How does this work? We analyze your processes in detail and talk to everyone involved in the process in advance, from the project manager to the workers on the production floor. We inspect logistics processes and locations to create and implement a tailor-made concept for you. Our experienced ECOSIT® managers are at your side throughout the entire process: they coordinate processes from calculation to implementation, take care of hardware monitoring, control data and provide 1st level support. Wherever service or queries arise - our ECOSIT® managers are your first point of contact.

Kanban experience	LITTLE	KNOWN	VERY GOOD	PROFESSIONAL
Kanban in use	LITTLE	FEW With suppliers Container change	YES With suppliers RFID/Barcode	YES With suppliers RFID/Barcode ERP
Number of order items p.a.	< 2.000	> 2.000	> 5.000	> 10.000
Logistical management	INTERN	PARTIAL	INTERN Full Service Provider	INTERN Full Service Provider
Kanban items in ERP	LITTLE	FEW	FREQUENT	VERY FREQUENT

Your benefits:

- Joint development and realization of a Kanban system tailored to your needs
- Benefit from over 30 years of expertise from a market leader
- Participation in supply chain solutions already implemented for over 500 customers

3 Overall logistics solutions and 360° connection technology

Our promise

ECOSIT® offers holistic logistics solutions with 360° joining technology for maximum efficiency and transparency in your logistics chain.

Our mutual implementation

As one of the leading market providers of Kanban systems, we understand the challenges faced by companies as well as management in the areas of purchasing, procurement, supply chain management or production management. That's easy to say, but we back it up:

Our tailor-made Kanban solution guarantees you 360° connectivity and offers a variety of simplified processes and solutions that make your operations more transparent and optimize them. Based on innovative RFID technology, we transmit data wirelessly for further processing.



3 Overall logistics solutions and 360° connection technology

In use everywhere for 100% article availability and smooth ECOSIT® system functionality

Our ECOSITEUREs play a key role in our 360° joining technology.

Our ECOSITEUREs are employees of Böllhoff or accredited partner companies who take care of the logistical processing of your order right up to the point of use. In Germany and Austria alone, we have 15 associated partners, all of whom have a long-standing, sometimes decades-long relationship with Böllhoff.

Specifically, these include:

- Implementation of the ECOSIT® system
- Picking from the storage location to the workplace
- Return transportation and cleaning of empty containers
- Care and maintenance of warehouse equipment and RFID technology

The options range from monthly deliveries to the goods-in ramp to three daily deliveries to each individual workstation directly in production. We guarantee you complete flexibility in this respect.

Your benefits:

Full article availability at all times

Seamless full service

Europe-wide service from accredited professionals

Variable costs instead of fixed costs



» As an ECOSITEUR, I appreciate being close to the customer and being responsible for complete article availability and a smooth full service availability and a smooth full service. It's a good feeling to be able to and highly effective processes for the customer. I also like the versatility because I look after many different companies from a wide range of industries. «

Marcel Schwarz, Sven Schwarz Services and Logistics



4 Future-proof sustainability

Our promise

With our transport system, we stand for future-proof sustainability in order to reduce the ecological footprint and promote more efficient use of materials.

Our mutual realisation

A sustainable transport solution

The importance of sustainable logistics is growing, especially for resource-saving goods transport. Challenges such as the material consumption of wood, paper, cardboard, wrapping film and shrink bonnets require innovative solutions. This is well known. Our transport solution does not require these materials and can be used over a long period of time.

But what solution does Böllhoff, as one of the leading market suppliers of Kanban systems, offer to be more sustainable in this aspect?

With ECOFREIGHT, Böllhoff has developed an innovative and sustainable transport concept that consists of three reusable components:

- Plastic pallets (half or full pallet size)
- ECOBIN container
- Securing lid with integrated lashing straps



4 Future-proof sustainability

Why do we use plastic instead of wood and cardboard?

Even supposedly environmentally friendly resources such as wood and paper harbor ecological challenges. Wooden pallets have to be replaced after five to seven uses, which means that trees have to be felled again and again. In comparison, our pallets made from recycled plastic have a significantly longer lifespan. We use our pallets up to 150 times, after which they can simply be recycled again.

What characterises our pallets?

First of all, our pallets are extremely robust and therefore durable. They also fulfil more than the conventional requirements of wooden pallets, as they have an integrated load securing system with an all-round stacking edge to prevent the goods from slipping or falling. They can also be flexibly adapted to the transport weight and quantity and can be easily transported with forklift trucks. They are available as half and full pallets.



4 Future-proof sustainability

Reusable small containers instead of cardboard packaging: ECOBIN

With our ECOBIN small load carriers, we also use recycled plastic instead of cardboard boxes. Here too, durability and frequent reusability are decisive factors that contribute to sustainability. The containers are used for delivery, collection and storage of goods. An RFID label can be placed easily and loss-proof. The ECOBIN containers are sealed and stacked securely on the pallet for delivery and collection. Transport lids with integrated tension belts are placed on the ECOBIN containers, secured to the pallet and transported in this way. For large quantities, we provide collapsible boxes that can be combined with the pallets and pallet lids.

Another advantage that supports our sustainability strategy: By collecting the empties at the same time as the goods are delivered, we prevent empty journeys, which has a positive impact on the ecological footprint. As a result, we save around 65 tonnes of CO₂ every year in Germany alone from truck journeys that are not carried out.

The advantages of the ECOFREIGHT transport system at a glance:

- Frequent reuse of our pallets, ECOBIN containers and transport lids
- Material production from recycled plastic
- Savings on packaging materials such as wrapping film or cardboard boxes
- Simultaneous collection of empty containers on delivery
- Load secured during transport by stacking edge and tension belts integrated in lids
- Compatibility of the pallets with forklift trucks



» Our ECOFREIGHT transport system focuses on sustainability. In the German market alone, we save around 50 tonnes of oil per year by 50 tonnes of crude oil per year in the German market alone by dispensing with environmentally harmful wrapping film and its disposal. For me, that's sustainability in action! «

Marko Zimmermann, Head of Control Centre / Order Picking / Outgoing Goods at Böllhoff



4 Future-proof sustainability

The ECOBIN container in detail

- Vertically movable flaps with variable sliding and locking
- Easy removal of goods by individually adaptable access (both front and longitudinal)
- Process optimization due to different dimensions of container boxes for different shelf, pallet, and goods sizes
- Waffle base for secure composite stacking
- Easy handling thanks to ergonomically shaped handles on all sides
- Clean and safe packaging thanks to dust protection lid
- Honored with the German Design Award and the German Packaging Award

Good to know:

We respond to customer feedback and integrate it! Our ECOFREIGHT system including ECOBIN containers is the result of practical consideration of customer wishes, our many years of experience with Kanban systems and future-orientated requirements for efficient logistics processes. Because for us: Kanban, but with a system!

Your benefits:

- Savings on packaging materials, no disposal
- Simplified logistics thanks to simultaneous delivery and collection
- Faster and more effective load securing



Our ECOSIT® family at a glance

ECOBIN

- Easy removal of goods
- Ergonomic handling
- Clean and securely packaged goods



ECOLABEL

- Sustainability
- Individualization
- Process optimization
- Paperless use



ECO-FLEXIBLE

- as table stand or for wall mounting



Our ECOSIT® family at a glance

ECOFREIGHT

- Wood-, paper- and cardboard-free delivery
- Integrated load securing
- Savings on wrapping film



ECO-MOBILE

- Can be used as a wearable



Transportdeckel

- With integrated tension belts
- Safe for transport



The use of RFID at ECOSIT®

At ECOSIT® we use the latest RFID technology to automate C-parts management to a large extent. As a matter of principle, we are guided by the existing processes of our customers. ECOSIT® uses the usual data standards, such as EDIFACT, the VDA format and, of course, iDoc from the SAP environment. Many individual formats used by our customers are also supported by ECOSIT®.

We rely on transponders that are discreetly integrated into labels, our ECOLABEL, to clearly identify the goods. These transponders are attached to our ECOBIN containers and can be read in various ways:

An overview of our RFID components, their features and readout options:

		
ECO-MOBILE	ECO-FLEXIBLE	ECO-ULTIMATE
Acoustic and visual confirmation	Acoustic and visual confirmation	Acoustic and visual confirmation
Small, lightweight and compact Can be used as a wearable	Small, lightweight and compact As a table display or for wall mounting	Large touch display for maximum convenience For wall mounting or as a Stand-alone version
For reading labels on or without KLT by holding them in front of them	To read labels on the or without KLT by Hold in front Letterbox insertion Ground antenna Shelf antenna	To read labels on the or without KLT by Hold in front Letterbox insertion Ground antenna Shelf antenna
Online access to open orders as well as container overview and finding help via mobile app	Online access to open orders as well as container overview and finding help	Online access to open orders as well as container overview and finding help



» It is important to us that we utilise the customer's existing processes. Everyone is familiar with them. We are not interested in changing everything, but rather integrate existing components into our system and build on them build on it. The important thing is the result for the customer, improved processes, constant availability, smooth exchange. «

Mathias Imbach, ECOSIT® Manager at Böllhoff

Your way to the ECOSIT® system

What does your path to the ECOSIT® system look like?

Our answer: It's simple. First, you can use our process cost calculator to calculate the savings potential of your company without obligation. This allows interested parties to form their own opinion based on standardized parameters. After all, it is essential to know the possible savings potential to be able to compare it with the initial and ongoing costs of a Kanban system as part of a cost-benefit analysis. Important for you: Please note that a Kanban solution can not only save costs, but also enable process improvements and thus increase competitiveness in the long term.

If you find this answer from our process cost calculator convincing, please send us your enquiry – we will take care of the rest.

Calculate savings potential

With the help of our process cost calculator you can:
Calculate your savings potential with Kanban.

What is the saving potential if we Companies introducing ECOSIT®? Our process cost calculator calculates your savings potential – on a Click and individual for your company. Free of charge and non-binding.

Create Kanban enquiry

You can use our online form to quickly and easily and quickly create an initial enquiry.

Customised offer

On the basis of your requirements information we will provide you with a customised offer for our ECOSIT® system.

On-site inspection

As part of an on-site inspection, we analyse your logistics processes. We also find out the expectations, wishes and processes of all parties involved. The condition, location and delivery options of the premises are also important.

Project phase

Our ECOSIT® managers develop a concept based on on-site visit, our managers develop a concept and a rough planning of all consumption and consumption forecasts.

Realisation and commissioning

The customised ECOSIT® system with its modular components (such as shelves, bins, RFID system, etc.) is installed, set up and commissioned on your premises and put into operation. We then train your employees comprehensively so that ECOSIT® can be put into operation smoothly.

The implementation process

You also benefit from our decades of experience with Kanban systems during implementation

What is important to Böllhoff?

During the design and implementation process, it is very important to us that we do not disrupt the customer's tried-and-tested and well-established processes and that we do not introduce any additional work steps. In short: With our ECOSIT® system, we want to generate additional added value for the customer and ensure a smooth start of the system. In this way, we achieve acceptance of the Kanban system among all employees right from the start.

Should a complete changeover take place at a defined point in time or does a step-by-step introduction make more sense, for example at one or a few assembly stations, for a certain period of time? We can only decide such questions in cooperation and with the knowledge of the customer.

How long does an implementation process take?

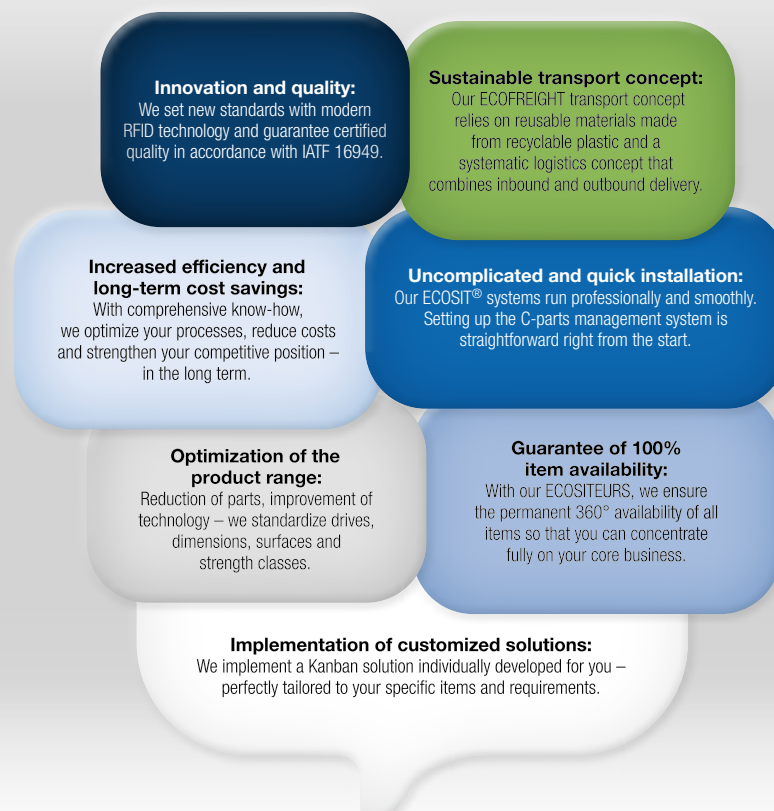
Again, we're honest. We don't promise you timings we can't keep. We adapt ECOSIT® to your internal processes. To achieve this, implementation will take months rather than weeks. After implementing Kanban projects with around 500 customers, our experience is that such a process rarely takes less than three months.

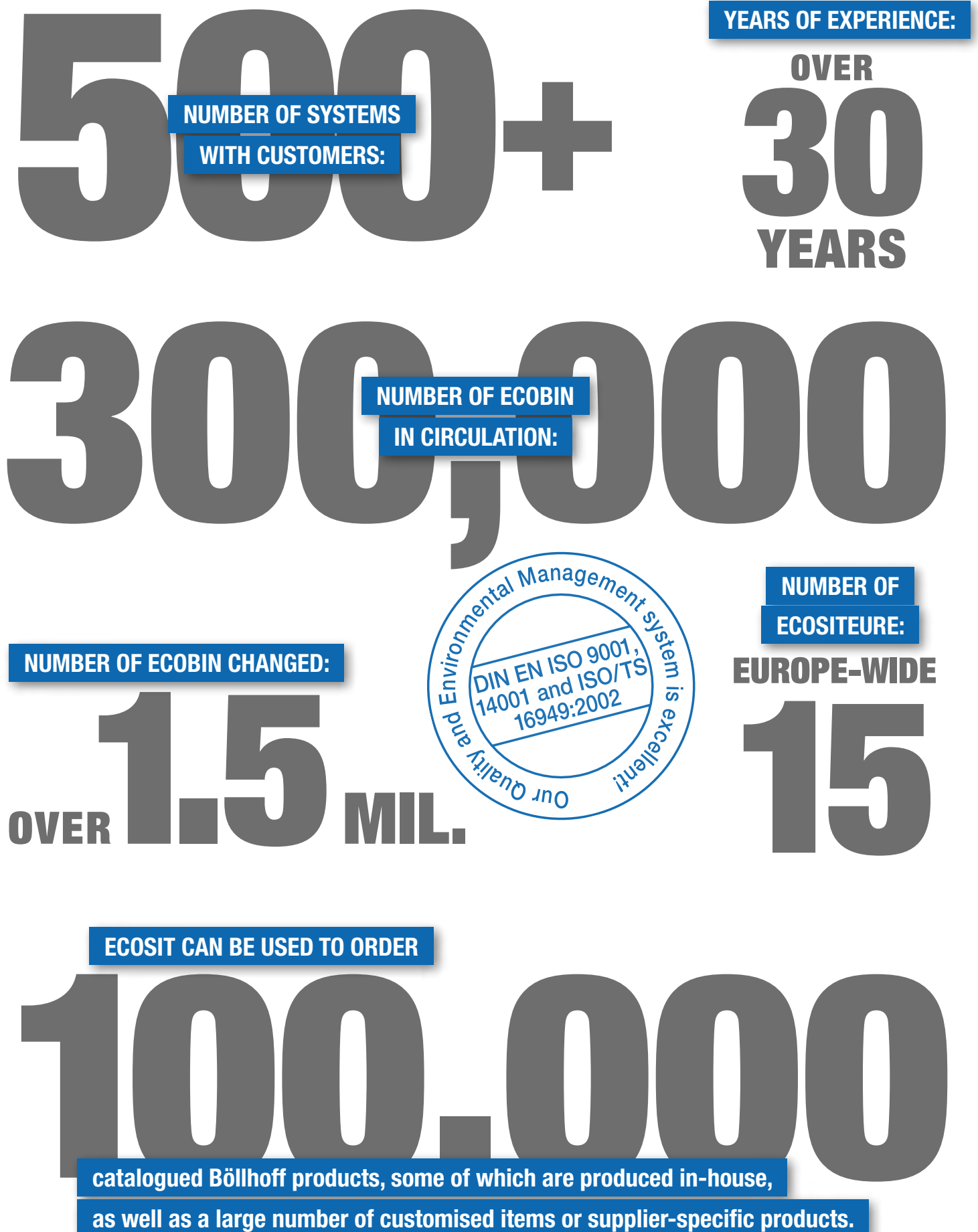
During the implementation phase, our ECOSITEURS are supported by experienced project teams who provide training and technical support. In addition, we are always open to feedback that helps us to continuously optimize the ECOSIT® solution.

Kanban, but with a system – that is **ECOSIT®**

That's what we promised on the first page of the brochure. Now you know all the arguments and evidence. Now allow us to ask you: When would you like to get to know ECOSIT®?

Here is an overview of the advantages of an ECOSIT® system for you:







Passion for successful joining.

Böllhoff Group

Innovative partner for joining technology with assembly and logistics solutions.

Find your local partner at www.boellhoff.com or contact us at message@boellhoff.com.