



Critical points to consider when making the move to parcel automation

Preparing for profitable growth

Key considerations

- Items to be processed
- Required throughput
- Product identification
- Software and data stream
- ROI and TCO
- Unique applications



Characteristics of items to be processed

Although tempting to desire a sorter that can handle the widest possible spectrum of parcels, often the most efficient (and cost effective) solution is one that can process approximately 75% - 85% of your parcel sorting needs.

Key considerations

- Type of packaging (corrugated, poly bags, totes)
- Range of package types (size, weight, materials)
- Item mix (70% boxes 10% poly, etc.)



Rate or throughput required

Speed of a system is not the same as the throughput. Actual rate or throughput will be impacted by many factors, product dimensions, address quality and staffing to name a few. The rate required will impact the type of technology implemented. Focusing simply on speed may result in a less efficient solution.

Key considerations

- Daily volumes
- Hourly peaks
- Seasonal fluctuations
- Forecasted business growth
- Accuracy/ spacing/ manual intervention



Product identification and read rates

An essential part of any sorting system is the ability to reliably and accurately read product barcodes and labels. The effects of “no-read” or “miss-read” items cannot be overstated in terms of costly manual handling, re-coding, incorrect or missed deliveries.

Key considerations

- Impact of incorrect or non-diversion
- Percentage of handwriting
- Dimensioning/3-D measurement
- Dependency on upstream or partner suppliers
- Accountability and audit trail requirements

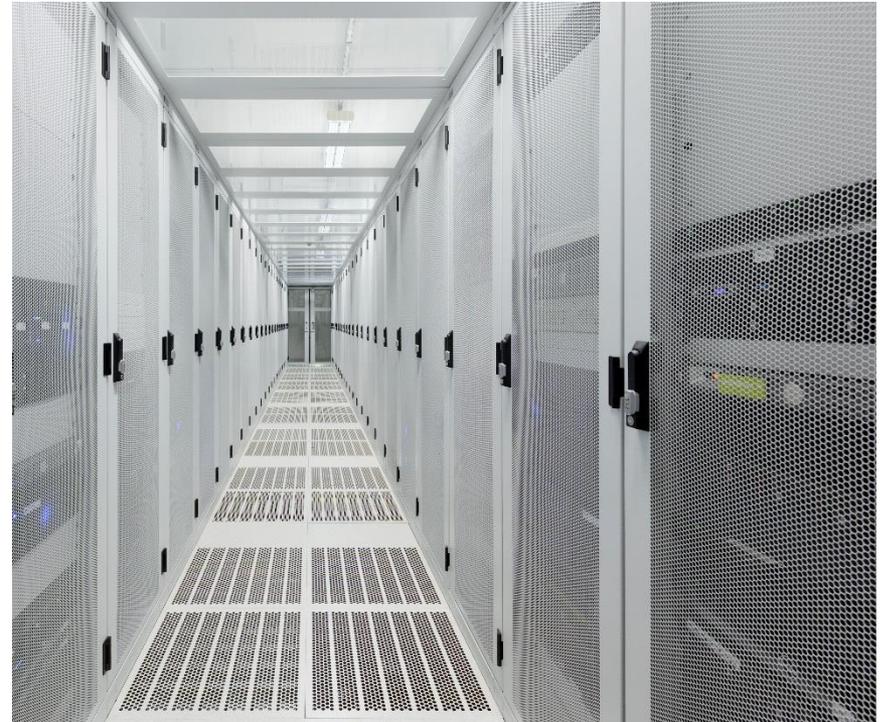


Data and software considerations

Quality of data and integration into business management software is vital to operational efficiency and decision making.

Key considerations

- Compatibility/integration with current systems
- Consistent operator interface
- Custom reporting, manifesting
- Flexibility to accommodate future changes and additions



Return on investment

While reducing the cost per piece is critical, efficiency, accuracy and the ability to aggressively pursue new business opportunities are true barometers of successful implementation.

Key considerations

- Manpower utilisation
- Ability to create new revenue opportunities
- Depreciation schedule
- A solution that can grow with your business

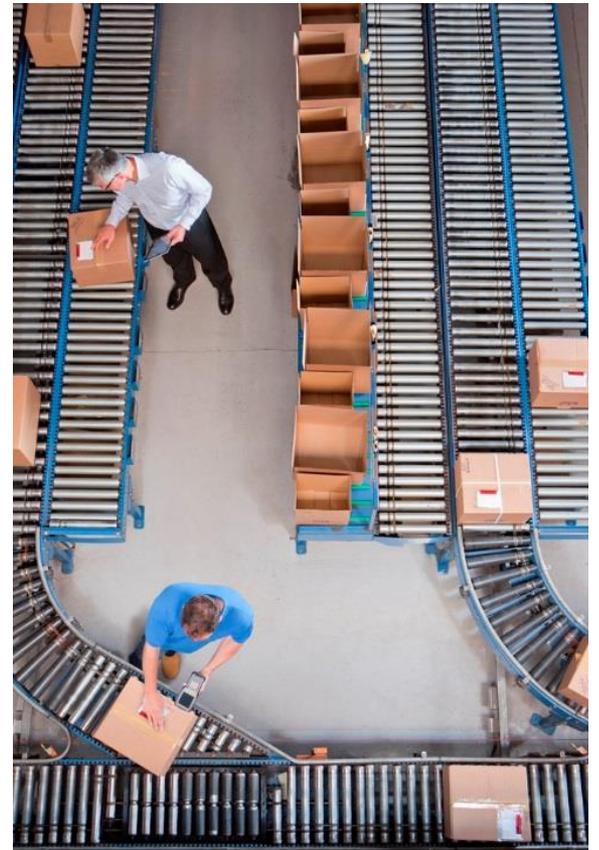


Unique applications

As there is no standard environment, there can be no standard solution. The ability to accommodate unique business applications and environments is critical.

Key considerations

- Space allocation
- Noise levels
- Certified legal for trade
- Energy usage
- Future business plans



Whether from growth, acquisition, competitive pressures or simply the need to become more efficient, there are many factors to consider when contemplating an automated parcel sorting solution.

These factors, and the suppliers ability to address them, will determine the technology required and the ultimate success of an implementation.

Couriers and postal operations require a complex combination of logistics processes.

Pitney Bowes has been driving commerce forward with technology for more than 90 years.

Contact us to learn more about solutions that:

- Drive efficiencies by reducing manual intervention
- Capture and utilize business critical data
- Add new revenue generating services
- Achieve faster processing speed, greater accuracy and increased profits

Contact a PB product expert

