

## Business Goals and Solution Priorities that Influence Design

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(Grade these as: 1=Top Priority 2=Nice to Have 3=Not Interested )

### **Strategic Business Goals**

- Elimination of existing unsupportable equipment/controls  
Example \_\_\_\_\_
- Accommodate new product, product envelope, handling requirement  
Example \_\_\_\_\_
- Reduce personnel direct costs and indirect costs  
By \_\_\_\_\_ %
- Reduce customer order response time  
By \_\_\_\_\_ %
- Forecasted capacity changes  
\_\_\_\_\_ % in \_\_\_\_\_ Years
- Meet new customer requirements  
Example \_\_\_\_\_
- Reduce cost of material handling as a % of product cost  
By \_\_\_\_\_ %
- Insure customer service levels defined by Client  
Example \_\_\_\_\_
- Meet or exceed rate of return levels established by Client  
Current \_\_\_\_\_% Target \_\_\_\_\_%
- Increase shipping capacity  
By \_\_\_\_\_%
- Changing order profile (size, SKUs, quantity, etc)  
Example \_\_\_\_\_
- Minimize material/employee travel distances  
By \_\_\_\_\_%
- Minimize the times materials are picked up or put-down  
By \_\_\_\_\_%

- Improve work force scheduling and manpower utilization  
Example \_\_\_\_\_
- Develop strategies to handle order fulfillment variations  
Example \_\_\_\_\_
- Improve picking processing times  
By \_\_\_\_\_%
- Increase storage density  
By \_\_\_\_\_%
- Improve access to inventory  
Example \_\_\_\_\_
- Recover existing floor space for other use  
\_\_\_\_\_ sq.ft. or \_\_\_\_\_%
- Recover overhead space for other use  
\_\_\_\_\_ sq.ft. or \_\_\_\_\_%
- Reduce storage “honeycombing”  
\_\_\_\_\_ sq.ft. or \_\_\_\_\_%
- Eliminate outside storage
- Expanded storage capacity  
\_\_\_\_\_ sq.ft. or \_\_\_\_\_%
- Reduce inventory levels  
By \_\_\_\_\_ sq. ft.
- Improve inventory accuracy  
Current \_\_\_\_\_% Target \_\_\_\_\_%
- Eliminate physical inventories
- Reduce inventory aging  
Current average \_\_\_\_\_ days, Target \_\_\_\_\_ days.
- Increase inventory turns  
\_\_\_\_\_ per \_\_\_\_\_
- Maximize FIFO

- Meet customer EDI requirements  
Example\_\_\_\_\_
- Eliminate/reduce paperwork  
Example\_\_\_\_\_
- Improve timeliness and accuracy of information  
Example\_\_\_\_\_
- Improve order accuracy  
Current \_\_\_\_\_%, Target \_\_\_\_\_
- The need for improved visibility to internal and external members of your supply chain  
Example\_\_\_\_\_
- Added or improved connectivity with collaborative partners in or outside the enterprise  
Example\_\_\_\_\_
- Minimize delays due to data entry, induction, location assignment, and material tracking functions  
Example\_\_\_\_\_
- Integrate RFID for reasons of customer compliance requirements  
Example\_\_\_\_\_
- Integrate RFID for reasons of process improvement  
Example\_\_\_\_\_
- Reduce/Eliminate Pilferage and/or Increase Inventory Security  
Example\_\_\_\_\_
- Increase Inventory Environment Quality i.e.-reduce product damage  
Current % of product damaged\_\_\_\_\_ Target \_\_\_\_\_

## Solution Design Priorities

(Grade each of these from **1-10**, **1**=Top Priority, **10**=Lowest Priority)

- Minimize overall project costs to meet the minimum defined requirements  
Budget target \_\_\_\_\_
- Minimize staffing and material handling, maximize automation
- Financial return on investment  
ROI: \_\_\_\_\_ % or Payback in \_\_\_\_\_ years.
- Minimize the overall facility/system footprint  
Target \_\_\_\_\_ sq. ft.
- High level of fault tolerance/redundancy wherever possible to minimize chance for system stoppage.
- Apply only highly proven technologies and practices to minimize risk
- Apply state of the art technology that will remain current for \_\_\_\_\_ years.
- Focus on cosmetics and appearance of the solution for reasons of team satisfaction and customer/prospect perception
- The material handling system solution should not require changes to the remainder of the operation
- Solutions that are re-configurable for operational flexibility and the accommodation new products and processes.
- Solutions that are expandable for future growth  
\_\_\_\_\_ % growth in \_\_\_\_\_ years. Define Growth: \_\_\_\_\_
- Maximize commonality of materials handling technologies to simplify parts and service requirements.
- Provide a low risk approach to implementation, planned to insure smooth start-ups with minimal interruption to ongoing operations.
- Compliance to defined corporate standards for project design, technology, process, communication, etc.
- Minimize number of suppliers involved, i.e.-Turn-Key solution by one supplier (GC, Equipment, Software-Controls)

- Minimize Implementation Schedule  
Target \_\_\_\_\_
- Avoidance of a particular technology  
Specifically \_\_\_\_\_