#### PROGLOVE

Innovating Human-Centered Productivity

## ProGlove and the Automotive Aftermarket Innovating human-centered productivity

These three words, innovating humancentered productivity, best describe why we do what we do - to bring transformative value to your warehouse and distribution operations.

#### It's our passion and our mission.

Let us show you how you can benefit from the speed, accuracy, and ergonomics of our products, and our vision for a smarter, more productive (and predictive) future.

#### The evolution from warehouse to distribution center

The automotive OEM and aftermarket industry once relied on simple warehouses, which were largely storage facilities for manufacturers and suppliers, with shelves of products waiting for orders to come in, which could be months.

The automotive aftermarket rides the change of the warehouse into a distribution center (even though, at times, the terms are used interchangeably, and incorrectly). The distribution center has become the critical link between the manufacturing site and the product's destination - the customer - which could be anywhere from an individual to national chains with thousands of stores.

## Immense, and growing

The Automotive aftermarket supply chain is exploding, evolving from single independent locations, to eCommerce-only parts retailers offering tens of thousands of SKUs. Delivering the right item to the right place at the right time is essential. As demand, complexity, and competition increase, so do the challenges.



Additionally, the order fulfillment process for automotive parts is hugely different than other industries as there are specialized requirements regarding packaging, handling, storing, and transporting of the vast array of items.

- The range of products is vast, from large door panels and bumpers to smaller wiring harnesses and replacement bolts and screws. Each require specialized handling and packaging.
- Certain products, such as fluids, chemicals, corrosives, batteries, and air bags, may require specialized storage and handling permits and training, as well as regulatorymandated infrastructure, such as sprinkler systems, refrigeration, and cages.

Standard warehousing, fulfillment and transportation services may not be able to meet all needs or every product and every order. Protection, identification, and presentation are also key considerations. Branding is an important consideration if the order is going directly to a consumer. If it is going to a retail outline, the package must be labeled correctly to avoid chargebacks. Here is what our customers achieve with **ProGlove** 

#### SAVING FROM



seconds per scan



#### **EXPERIENCING UP TO**

### 33% fewer errors

UP TO A 20%
increase in productivity

#### Trust in ProGlove



The range of products is vast, from large door panels and bumpers to smaller wiring harnesses and replacement bolts and screws. Each require specialized handling and packaging.



Certain products, such as fluids, chemicals, corrosives, batteries, and air bags, may require specialized storage and handling permits and training, as well as regulatory-mandated infrastructure, such sprinkler systems, refrigeration, and cages.



#### The need for speed

It absolutely has to be there overnight. In some cases, before the service department opens. Everything else is in the past. The industry recognizes that faster deliveries result in more satisfied customers.

Understandably, this has driven intense focus on identifying efficiencies. This is especially important in the case of recalls, when circumstances require shipping a high volume of replacement parts as quickly as possible.

#### OTIF

Accurate order fulfillment is critical to ongoing success. There is increasing pressure, and increasing competition, to manage tens of thousands of parts, and deliver the right item to the right place at the right time. The ability to deliver the right part on-time and in-full (OTIF) is a competitive differentiator, and is essential to both brand and customer satisfaction, key elements driving repeat sales.

#### Scanner productivity is the primary lever for success

Barcode scanning has become the essential activity within all automotive and aftermarket processes with every part and every vehicle scanned multiple times throughout its journey from inception to delivery. Absolutely everything depends on productivity - the speed and accuracy of the scanning process.

ProGlove is the partner of choice for automotive aftermarket warehouses and distribution centers. The speed, accuracy, and ergonomics of our wearables has boosted productivity for customers by 20% or more. Our vision, our commitment to bringing you the data from the shop floor, from the humans doing the work, will lead to a smarter, more productive, more profitable future.

# ProGlove is where productivity starts.

**OUR PARTNERS IN PRODUCTIVITY** 

## Automotive

## Your eyes and ears on the warehouse floor

Significant increases in productivity are in the hands, and on the hands, of your workers. Innovating human-driven productivity is our mission and our passion.







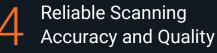






Here are 6 use cases where ProGlove's ergonomic scanners and future-oriented solutions expand warehouse productivity horizons

- Increasing Worker Health and Safety
- Enhancing Employee Satisfaction and Retention



j Employee



Augmenting Worker Guidance and Workflows 6 Optimizing Process and Layout





**USE CASE** 

## Increasing Worker Health and Safety

Investments in the health and safety of our workers is the bedrock of productivity (and loyalty).

#### Challenge

Scanners are heavy, not ergonomically designed, and require awkward or repetitive motions to operate. They are also inaccurate, causing numerous instances of rescanning. These lead to fatigue and injuries on the job.

#### **ProGlove Delivers**

We build industrial wearable scanners that are the lightest, smallest, toughest and most accurate wireless barcode scanners in the world. Our patented technology provides unparalleled comfort and full dexterity for greater productivity. Our innovation is based on a thorough understanding of the physical effort required by your workforce, every day.

Our scanners are preferred by workers because our ergonomic design integrates with their natural motion, which puts safety first.

- Our wearable design accommodates hand-size variations as well as left / right preferences
- Ergonomic trigger position, field tested to ensure limited fatigue and full dexterity
- Stretchable velcro bands for easy fastening and maximum flexibility

ProGlove's scanners maintain speed and accuracy while documenting every step, all handsfree, providing a safer and more ergonomic working experience for your employees. Workflows are uninterrupted and workers get more done with our wearable technology.





Greater warehouse productivity requires fully trained, engaged, and retained workers. Each warehouse wants to be known as a preferred workplace. Worker satisfaction becomes a strong lever retaining existing workers and hiring new workers.

#### Challenge

There are three components to attracting and maintaining a professional, experienced, stable workforce:

- 1. Pay
- 2. Benefits
- 3. Working environment

The warehouse floor can be transformed into a safe and satisfying advantage in hiring and retaining workers. Organizations that introduce ergonomically designed and accurate tools, hold a "word of mouth" advantage in this highly competitive employment environment.

#### **ProGlove Delivers**

Scanners that workers understand, appreciate, and trust. These scanners also fuel their productivity and contribution. This is a significant component of an attractive work environment as workers are able to complete their assignments easier, quicker, and with fewer errors or re-scanning.

Employees appreciate the strength, ergonomic design, comfort, and capabilities of ProGlove scanners. These scanners integrate with their natural motion, which means less exertion and fewer injuries. Moreover, our devices can cover both scanning and validating with just one button - without the time and effort of having to pick up another device. Additionally, ProGlove's Insight software enables management to rebuild the physical environment (whether a station, a location, or company-wide) to localize ProGlove devices and implement more logical and efficient workflows.  $\mathbf{S}$ 



**USE CASE** 

Augmenting Worker Guidance and Workflows

Warehouse workers get at least 5% more work done without an ounce of more effort or a minute of more time.

#### Challenge

Today, warehouse management must do more with less. Increasing productivity is a mandate. Optimizing employee workflows and productivity is a critical success factor in meeting KPIs, especially if staff levels may be leaner than desired.

#### **ProGlove Delivers**

ProGlove provides information from the shop floor - knowledge you may be missing, and that certainly impacts worker guidance and workflows. ProGlove Insight Analytics provides you extensive data to your scan performance and tracks your improvements.

Get continuous time and motion studies for a complete picture of your shop floor processes. Improve your understanding of the physical efforts of your workforce. See cycle times, walking times and group activities as clear process steps – identify and act on process gaps.

- Optimize worker movements by minimizing physical activity per workstation
- Reallocate resources to distribute
   workloads evenly
- Identify and remove bottlenecks and document quality issues

Avoid the extra work from a false pick rate by providing information directly to the hands of your workers in real-time with a OK / NOK signal. Enable your employees to work smarter by using the feedback options to problems and delays in production.



# Reliable Scanning Accuracy and Quality

סם

**USE CASE** 

- Optimize worker movements by minimizing physical activity per workstation
- Reallocate resources to distribute workloads evenly
- Identify and remove bottlenecks and document quality issues

#### Challenge

Warehouses need scanners that perform reliably in both normal and challenging circumstances. Marred barcodes, multiple barcodes, poor warehouse lighting, etc. lead to time-consuming rescans and supply chain errors.

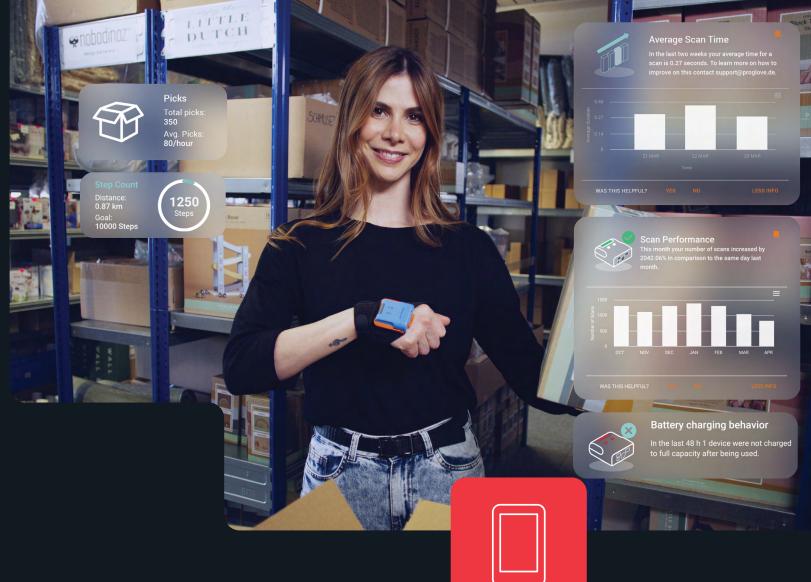
#### **ProGlove Delivers**

Our scanners enable your team to work smarter and more productively by optimizing their scans while maintaining speed and accuracy. Eliminate picking errors with our instant feedback features to improve the quality of the process.

Workflows move faster and smarter with our devices. You can rely on ProGlove's error-free recording of product data.

- Reduce false pick rates by providing feedback directly to the hands of the workers in realtime. The Worker Feedback function translates OK / NOK signal into visual, acoustic and haptic feedback.
- Every scan marks a workflow checkpoint. ProGlove Insight Analytics lets you evaluate the performance on your processes right away. Benchmark sequential job activities across any timeframe and process detail, so you can apply learnings across the company.
- Identify barcode quality based on barcode content, symbology and avg. scan time.

Management can optimize technical performance by inserting scanning events into order fulfillment workflows to examine and remove bottlenecks. Our ProGlove Insight Analytics documents quality issues, outliers or other process documentation tasks. 5



**USE CASE** 

## Improving Mobile Device Management

Make sure your entire ProGlove fleet of scanners are accounted for, available and ready for use.

#### Challenge

Expensive devices break, wear out, disappear and batteries die.

That's why you need scanners that report location, condition and battery status.

#### **ProGlove Delivers**

Know everything about every ProGlove device all the time. Effectively manage device lifecycle, including battery health, tracking of devices, and analyzing workflows. Know where all your devices are at any moment.

Minimize the risk of process disruptions with easy-to-follow advice on optimizing battery health, more efficient configurations, etc.. Use enhanced device settings in the configuration to keep your devices in top shape, while updating your device fleet with the newest firmware and configurations with zero-touch.

- Maximize availability and connectivity with all meta data in one place
- Identify active, idle, out-of-service, misplaced and lost devices
- Perform remote configurations and predictive maintenance

Understand your ProGlove assets across sites, by use-case, or by station. Unify views and shift devices if needed. Build out zones in your physical environment to localize your devices and compare process performance. Keep an overview of active, idle or out-of-operation devices - and identify outliers.





USE CASE

## Optimize Process and Layout

Greater productivity from more efficient workflows, processes and warehouse layout.

#### Challenge

Warehouses are laid out to maximize space, not process flow.

"With the right data, I know I could design the layout more efficiently and optimize how my people pick so they walk less and can complete their work faster and safer." -Warehouse Manager (customer)

#### **ProGlove Delivers**

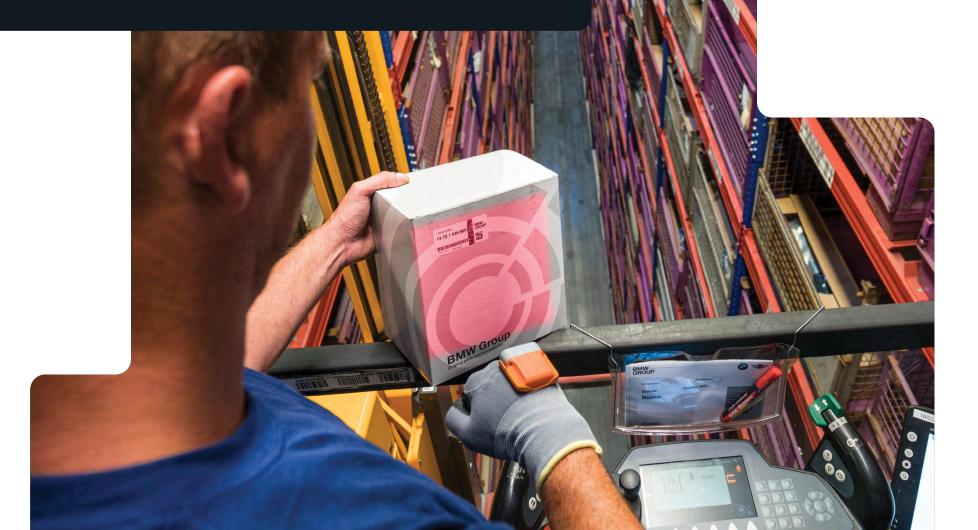
ProGlove gives you access to critical shop floor data that will help you to optimize layout and worker flow. We give you a faster, simpler way to access worker-based data without complex WMS programming.

Close the gaps in your shop floor knowledge through a feed of narrated insights, continuously updated and tailored to you. You will gain insights into spatial awareness, process layout, and time & motion studies to understand how the shop environment can be optimized to improve how workers move around.

- Provide a seamless start to a work shift with fast, intuitive connection between the wearable scanner and the host device with a simple barcode scan.
- Enable your employees to work smarter by using the feedback options to surface edge cases in production.
- Mass charging stations efficiently charge any of your ProGlove scanners at one time, in one place.

Optimize your shop floor to minimize worker exertion, improve safety, and maximize productivity. Understand your ProGlove assets across sites, use-cases, or stations. Unify views and shift devices if needed. Maintain speed and accuracy while documenting every step, all handsfree, providing a safer, more ergonomic working experience for your employees. **PROGLOVE CASE STUDIES** 

## Proof points on driving productivity



## Audi

"You don't have to do any more reaching around. That means the worker no longer has to fetch a scanner from another position. He can really carry out his work fluidly."

> HARTMUT BARTSCH Head of CKD Packing, AUDI

#### Challenge

AUDI needed to raise the bar on process excellence and relied on ProGlove wearable scanners to increase their process efficiency and effectiveness. In the CKD process, different parts are commissioned and packed in bigger cardboard boxes for shipments.

#### Solution

ProGlove's wearable devices made it easier for shipments to be verified and processed, and caused a more intuitive workflow providing immediate improvements in order accuracy.

#### Result

Packing was streamlined with easy handling regardless of order volumes.

Workers could effectively manage at least 1000 scans per day.

## Volkswagen

"We chose ProGlove because it was easy to install, proved to work flawlessly during the pilot and our employees were very satisfied with it."

**DOMINIK BIRTH-RUSZCZYNSKI** Head of Lean Logistics and Technology

#### Challenge

Volkswagen is one of the largest car manufacturers in the world, with millions of picks per day across distribution centers, assembly processes, and aftersales logistics sites. They have a need for absolutely accurate and efficient tracking of original parts and accessories at all stages of production and delivery.

#### Solution

Volkswagen looked to ProGlove's devices to deliver on process quality, while directly influencing efficiency gains and improving the overall working experience.

#### Result

With ProGlove, Volkswagen has been able to save between two to four seconds per pick and continue rolling out hands-free scanning to more processes and sites. Saving just four seconds per scan, on all scans, translates into significant productivity gains with enormous ROI implications.

## Mercedes Benz Vans

"Thanks to ProGlove, we managed to make our logistics processes more digital and efficient. We also increased process acceptance among workers by significantly improving ergonomics and simplifying processes. By using ProGlove's Insight software platform, we will also be able to measure these improvements on the shop floor going forward."

#### Challenge

Mercedes-Benz Vans needed an accurate and efficient way to discover issues, update outdated methods of tracking, and improve stability across all stages of its extensive logistics operations.

#### Solution

ProGlove's scanners' drove their digital transformation to greater productivity and collected the high impact data they were looking for. They were among the first ProGlove customers to implement ProGlove's Insight software to detect issues faster and more efficiently.

#### Result

A minimum of four seconds saved per scan makes for substantial time savings as Mercedes-Benz Vans builds hundreds of vehicles per day with some 1,000 scans per car.

#### RONJA JAKOBI

Logistics Planner, Mercedes-Benz AG

Would you like to know how partnering with ProGlove can bring substantial productivity gains?

Please contact us. We'll put you in touch with one of our experts, and schedule your virtual demonstration.

contact@proglove.de

www.proglove.com

## ProGlove is where productivity starts.

#### PROGLOVE