

Customer testimonial
SODITRA - Belgium



As a pioneer in Goods-to-Man robotisation, the 3PL company Soditra Logistic stands out through its high performance and service levels.

Soditra-Logistic

As **Jean-Luc Waetermans, Business Development Director** at Soditra Logistic's Nivelles site explains:

“ Goods-to-Man robotisation, rolled out as part of our CEO's transformation plan and deployed across our family-run group, is a driver for growth in Soditra Logistic's sustainable development and diversification. It serves as a flagship

product for a 3PL company that aims to attract new clients across increasingly varied sectors. ”





Focusing on innovation and sustainability is Soditra Logistic's vision.

Soditra Logistic, a **3PL** or Third Party Logistics service provider, is a subsidiary of the **Belgian group SD**, founded in **1967** and an expert in Supply Chain services. From storage and transport to order preparation, picking, co-packing, and online sales, the firm boasts **two platforms** that enable it to offer a wide array of high-added-value logistics services.

Spanning a total of **18,200 m²**, the biggest platform is in **Mollem, north of Brussels**. The smaller **16,800 m²** platform is **located in Nivelles, south of Brussels**. In today's market, all companies in all sectors are looking for ever more **flexibility, productivity, and expertise** in their outsourced logistics services. The Soditra Logistic platforms meet these needs while giving pride of place to **safety, sustainability, and eco-responsibility**.

Triple-certified – ISO 9001, ISO 14001 and OHSAS 18001 – these platforms are home to

10 millions units processed/year

200 members of staff, 30,000-space capacity, 12,500 SKUs, over 40,000 pallets re-

ceived per year, 10 million units processed annually, and a service rate of over 99%.

10% e-commerce

In addition to this, the platforms are **industry-certified to meet new clients' specific needs** in the **pharmaceuticals industry** (February 2018), and the **food and organic industry** (June 2020).

20 millions euros/T.O.

The Nivelles platform embodies Soditra Logistic's desire to innovate and diversify

beyond its traditional sectors in a bid to boost business - cosmetics with its long-time client L'Oréal, heavy industry, publishing, etc.

This platform offers warehousing and storing in different environments: **heterogenous, standard, and retail – room temperature, positive cold, and negative cold**, and several picking methods adapted to flows of goods. These new services, coupled with Goods-to-Man robotisation, have been key driving forces in winning over new clients, including names such as the brand **Nyx** and pharmaceuticals and online retail companies like **Greenweez**, the leading online organic retailer.

Jean-Luc Waeternans explains:

“ Today, our two sites combined generate turnover of €20m, including 10% in online retail logistics, a future growth driver for our company. We plan to expand our Nivelles online retail warehouse by 10,000 m² in 2021 and hit €40m in turnover. ”



Accelerating and increasing reliability in order preparation for a rising number of retail orders!

Across the millions of picking operations conducted every year at the Nivelles platform, **45% are retail order preparations**. These operations require time and effort from operators, cost more compared to moving pallets, and require “**zero-error**” quality.



They were also coming up against a number of new challenges, notably **seasonal ebbs and flows, managing peak periods, fulfilling online client commitments, and the perishable nature of the products handled**.

In order to gain a competitive edge, Soditra Logistic wanted to **deliver high-added-value services, in particular in retail order preparations**, drawing on innovation and the expertise of its members of staff.

In 2018, in order to **reconcile the need to increase productivity and decrease labour-intensive work for operators**, Soditra Logistic wanted to **automate its processes at a reasonable price, without losing in flexibility or agility** in light of clientbase diversification.

A technological solution quickly emerged as being necessary: **Scallog's Goods-to-Man robotic solution**.

“ In addition to Scallog's scalable approach, we loved how innovative and user-friendly its solutions were. From the robots to the order preparation workstations, Scallog promised us an ability to **combine a wide range of products, including the most fragile and delicate**, ”

says Jean-Luc Waeternans.

4 Stations 

12 Bobby Robots 

148 Mobile shelves 



Starter Kit

Selected in November 2018, the Scallog Starter Kit was up and running on the Nivelles platform in February 2019.



Stretching over **300 m²**, the automated warehouse was home to **six Bobby robots** tasked with transporting **98 fully-configurable shelf units** to **two user-friendly workstations** where the operators carried out order preparations in **four-hour shifts**.

“*The Scallog Starter Kit offered a gentle introductory period that won operators over. The latter had to get to grips with the technology and robots while tweaking their working habits,*”

explains **Jean-Luc Waetermans**.

Bolstered by initial results and a freshly-signed contract with Greenweez, in May 2020 **Soditra Logistic doubled its Scallog Goods-to-Man facilities: 600 m²**, with **12 Bobby robots** to transport **148 shelf units** in five different configurations to **four user-friendly workstations**. **Jean-Luc Waetermans** adds:

600 m² 

“*As we were happy with the environment of services delivered by Scallog, which pointed to autonomy, user-friendliness, and the scalable nature of its solution, we were able to gradually switch over to automation to boost productivity significantly.*”



Automating processes to boost productivity and reduce labour intensiveness!

From NYX Professional Makeup cosmetics (owned by the L'Oréal Group), to care products from a number of pharmaceuticals companies, Soditra Logistic **stocks over 5,000 hugely diverse B and C items** (medium- and low-turnover) in the Scallog robotic zone.

5000 
items

Since its expansion in **May 2020**, the Scallog zone now includes an **additional 3,000 B and C items**.

Two teams of operators work in shifts from 6:00am to 10:00pm to make the order preparation process faster and more reliable than ever. And the benefits to Soditra Logistic are manifold.

An extra 30% to 50% of storage space saved, depending on product type.

Thanks to the Scallog automated storage system, Soditra Logistic can combine **several clients in a single zone, as opposed to using one zone per client**.

As a result, the 3PL provider can now store **8,000 items across 600 m² rather than the 1,000 m² previously needed**,



30 à 50%

for productivity gains \approx x 3

With the Scallog robotic solution, Soditra Logistic has significantly accelerated its order preparation times, clocking in **400 to 450 picks per hour in intensive mode, as opposed to 200 to 250 picks hourly in combined pedestrian/shopper mode**.





Working out of the Scallog order preparation workstations, a single operator can simultaneously **prepare 60 orders**.

400 
picks/h

Significant reduction in labour-intensive tasks

Before, operators could sometimes cover **10 to 12 kilometres daily** to pick A, B, and C items, all while preparing up to **six orders simultaneously**.

According to **Jean-Luc Waeternans**:

“ Now, combining and alternating between shopper mode and Scallog mode is ideal for meeting booming demand in online retail. ”

And operators agree:

“ After 12 years working in pedestrian mode, the shopper and Scallog combination is simple, modern, and most importantly of all, less labour intensive. ”

Achieving “zero-error” quality in order preparation

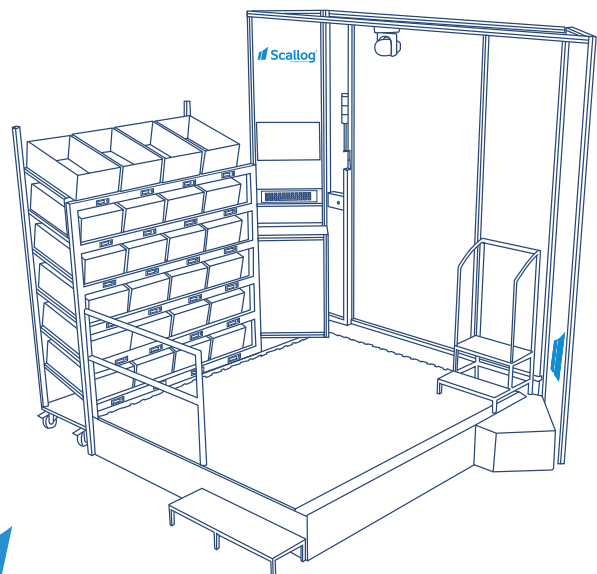
As well as improving performance in picking, the Scallog system improves **reliability by decreasing human error**, which is synonymous with extra cost, extra time, and customer dissatisfaction.

Thanks to the Scallog automated order preparation workstation, operators are supported in all tasks from start to finish, with a **triple-control system**:

- The Spot-to-Light pointer for selecting the products to be picked
- Product scanning
- Product loading in the order buffer rack

Jean-Luc Waeternans sums it up nicely:

“ Goods-to-Man robotisation has resulted in real optimisation across our flows of goods and picking process based on our clients' product types, boosting our performance. **Having seen ROI in under three years**, the Scallog solution integrates seamlessly with our change and diversification strategy aimed at raising our profile on the high-added-value logistics services market. ”





**THINK BIG, START SMALL,
SCALE FAST!**

 **Scallog**[®]
SCALABLE LOGISTICS

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