

# Fortna Improves Distribution Operations with AutoStore Solution



Transformation of a 3-shift, 7 days per week, round-the-clock operation, into an automated, highly efficient fulfillment engine to support eCommerce growth and enable new revenue streams for the business.

Results:

- Reduced labor by 55%
- Increased productivity by 109%
- Enabled 3 additional business units to be incorporated into existing footprint
- Flexibility to integrate new acquisitions into the operation quickly
- 40% additional volume processed in the same amount of space.



An aggressive acquisition strategy coupled with organic growth enabled this large specialty retail client to become a leader in its industry, but also created challenges for the business. Over time, small inefficiencies added up to a less-than-optimal operation for both its store and eCommerce fulfillment. They were running out of space and capacity to process orders.

The client called on Fortna to help modernize the operation with great speed and agility before opportunities for future growth would be stifled. Fortna helped design a new fulfillment engine that included an AutoStore solution, Fortna Goods to Person (GTP) pick/pack stations and cross-belt sorter equipment all controlled by FortnaWES™ software. The software enabled one of the fastest, highest throughput AutoStore solutions in the world. The dynamically optimized throughput of this innovative Fortna design maximized capacity of the operation while creating CapEx cost savings for the client. Leveraging the high-density storage AutoStore provides also reduced picking travel in other parts of the operation, increasing overall productivity. Process changes enabled by FortnaWES™ software allowed the operation to use a continuous flow, pull-based design that increased productivity with less labor.

The solution, which is being implemented in phases, gives the client the flexibility to integrate additional business units over time and make CapEx investments on pace with growth. When the final phase is complete, it will be one of the largest AutoStore solutions anywhere in the world.

## FORTNA CAN HELP

Fortna helps companies improve their distribution operations, build a business case for investment, and implement solutions that drive business results.

**For more information, contact The Distribution Experts at [autostore@fortnotna.com](mailto:autostore@fortna.com).**



## THE DISTRIBUTION EXPERTS™

Fortna partners with the world's leading brands to transform their distribution operations to keep pace with digital disruption and growth objectives. Known world-wide as the Distribution Experts, we design and deliver intelligent solutions, powered by FortnaWES™ software, to optimize fast, accurate and cost-effective order fulfillment. Our people, innovative approach and proprietary algorithms and tools, ensure optimal operations design and material and information flow. We deliver exceptional value every day to our clients with comprehensive services including network strategy, distribution center operations, material handling automation, supply chain systems and warehouse software design and implementation.

## CONNECT WITH US

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