Evomation

DIGITAL & IT STRATEGY DEVELOPMENT

CAPABILITIES DECK

Evomation — Michael Meese e.K.
Im Frettholz 5
32108 Bad Salzuflen

+49 (0) 5222 187 68 20
info@evomation.de
www.evomation.de

02

WHAT WE DO

Since 2017 we have been helping manufacturers and service providers across the industries to improve and humanise their workflows through digitalisation.

We help you develop the most effective way to digitalise your business and save valuable resources, improve your processes, and add value to your services and products.

What we do

04

STRATEGIE & DESIGN

Discovery & Research

Technology Strategy

Design Sprints

Business Processes Modelling

Data Normalisation

UX/UI Design

Service Design

SOFTWAREENTWICKLUNG

Software Architecture

Modularisation

Web & App Development

Continuous Integration

Full-Stack Development

API Development

QA & Testing

Applications as Microservices

SYSTEMINTEGRATION

Process Analysis

Process Documentation

Market Research & Analysis

Data & API Integration

IT Infrastructure (*Cloud & OnPrem*)

Virtualisation (*Cloud & OnPrem*)

IoT & LoRaWAN

Business Case Development

LoRaWAN Architecture & Infrastructure

Hardware & Firmware Development (*with our partners*)

Business Logic Development

Full-Stack IoT Development

E

Our process

05

| Phase 1 | Phase 2 | Phase 3 | Phase 4 |

DISCOVERY ⟶ **STRATEGY** ⟶ **DEVELOPMENT** ⟶ **LAUNCH + SUPPORT**

Within this process, we follow agile principles with iterative cycles of brainstorming, execution and validation.

E

1 DISCOVERY

06

In the discovery workshop, we learn about the way your business operates, get feedback from your employees, examine your current infrastructure and processes to find out what works and what can work better.

We draw insights from what we observe and hear, analyse your challenges, and document the findings that will help us develop the right strategy.

E

2 STRATEGY

07

In this phase, based on our discovery findings, we design your project roadmap that details the steps, milestones and project timeline, required resources and your budget, as well as technical requirements.

3

DEVELOPMENT

08

Here, we begin development and implementation work. You and your employees are closely involved in this process to ensure that the result will be effective and user-friendly.

E

9

LAUNCH + SUPPORT

Once the project is complete, we will support you and your employees in transitioning to the new process and/or software through training and documentation.

10

CASE STUDIES

PROCESS AUTOMATION

How Skyline Express reduced freight costs and saved 5 work days a month

11

In 2019, the logistics service provider *Skyline Express International GmbH* added another service to their portfolio. They started offering their customers fulfilment services, including product storage, pick-up, and shipment.

We were asked to implement a lean parcel tracking solution for their end customers. As the result, we helped the company save five work days per month and optimise the freight costs.

WHAT WE DID	CLIENT	YEAR
Discovery	*Skyline-Express International GmbH*	2019-2020
Software Development	www.skyline-express.de	
Project Management		
Process Digitalisation		
Interface Development		
Employee Training		
Documentation		
go-digital: Application & Support		

THE CHALLENGE

In the discovery phase, we found that an employee spent weekly one and a half workdays manually sorting several hundred shipments and then entering the shipment orders individually into the carrier's order portals.

Aside from the extreme workload involved, this approach led to two major problems:

1. High Freight Costs
Because the overall shipments volume could not be determined beforehand, individual orders could not have been bundled together in a meaningful and more cost-optimised way.

2. Looking for Needles in a Haystack
Since there was no centralised shipment overview, when a customer enquired about their shipment status, only thanks to the good memory of the *Skyline Express* employee was it possible to find out which carrier the shipment had been sent with as well as its current status. When you put that into the context of a constant high volume of shipments, sometimes errors were bound to occur.

THE SOLUTION

To automate this process, firstly, the employee's specialist knowledge had to be translated into a software solution and, secondly, the data transfer with the freight carrier had to be digitalised and automated.

To achieve these goals, we took over the coordination of the service providers and supervised the introduction of shipping software. We have also analysed various sorting criteria and developed software that sorts several hundred shipments in a few moments and assigns them to suitable carriers in a cost-optimised manner.

THE IMPACT

We were able to support *Skyline Express* in optimising and automating their processes and making the specialist knowledge of an employee available company-wide.

Today *Skyline Express* has a digital solution that automatically connects tracking tool, shipping software, and warehouse software. When before, an employee laboriously spent about a day and a half weekly sorting shipments, today this employee can fully concentrate on their main responsibilities.

PROCESS AUTOMATION

How process automation saved Niemann-Laes 28 work days a year

15

Industriebedarf Niemann-Laes GmbH from Lüneburg is more than just a wholesaler. In addition to selling industrial supplies, the company offers several additional valuable services, such as regular maintenance of security-relevant objects on the customer's premises.

Every item that is subject to regular safety inspections (*for example, fire extinguishers*) sold by the company comes with an inspection sticker, which makes it easier for their end-customers to keep track of the item's maintenance and safety inspections.

Due to the rapid growth, *Niemann-Laes* asked us to help them make the sticker production and deployment processes scalable and reliable. As the result, we have helped them achieve their goals, but also save the company at least 28 work days a year.

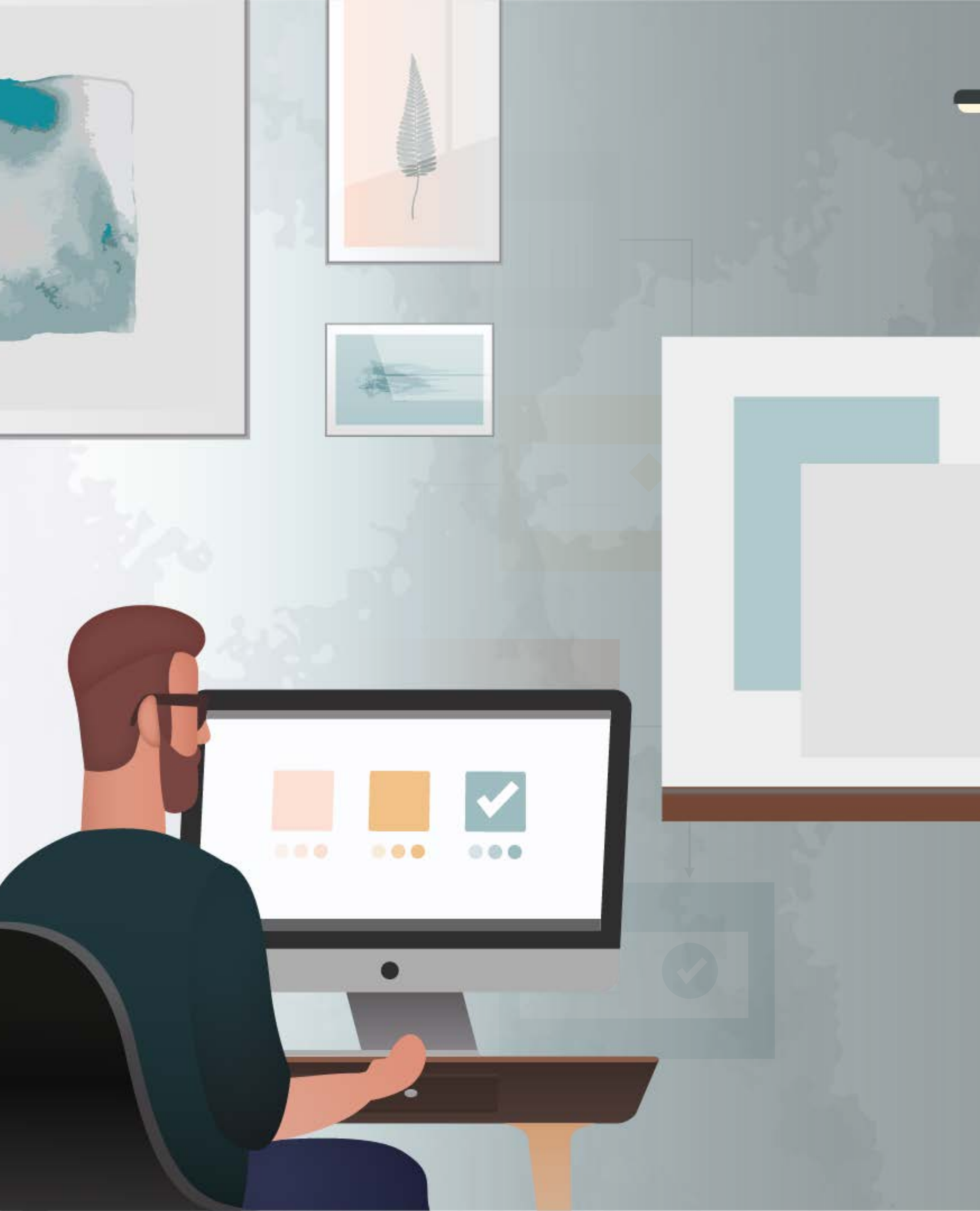| WHAT WE DID	CLIENTS	YEAR
Discovery	*Industriebedarf Niemann-Laes GmbH*	2019-2020
Software Development	www.niemann-laes.de	
Project Management		
Process Digitalisation		
Interface Development		
Employee Training		
Documentation		

E

THE CHALLENGE

As soon as someone orders an item that is subject to inspection, *Niemann-Laes* has to generate a corresponding inspection sticker. This sticker then has to be attached to the item in time before it's sent to the customer.

In the old process, the employee responsible for the task had to work with Excel lists. After receiving an email, he manually transferred data into the Excel sheet, manually printed stickers, and sent them to the shipping department, where the stickers were attached to the corresponding items.

Oftentimes, if the employee couldn't process an email or print the sticker in time, the items were already on their way to the customer.

In short: the process was prone to failure.

THE SOLUTION

In the discovery phase, we thoroughly analysed the process, software, and hardware used. Then we developed and implemented a solution, which helped automate the process.

Thus, all relevant data is now automatically compiled upon the order is placed and inspection stickers are then automatically printed directly in the shipping department. As soon as the order is ready to be shipped, all an employee has to do is attach the corresponding sticker to the package.

THE IMPACT

We were able to help *Niemann-Laes* achieve a reliable, efficient, and scalable process and:

- save 28 work days only in the last year;
- scale the process and make it manageable for increasing order volumes;
- reduce the print time of inspection stickers from several minutes to seconds;
- develop a more reliable shipping process;
- significantly reduce interruptions in everyday work of responsible employees.

WHAT OUR CLIENTS SAY

E

"

Despite a complex initial challenge, Evomation supported us in developing an optimised process flow together with our employees and translating it into a custom software solution. Evomation helped us with the specification and selection of suitable technologies, software development as well as selection and coordination with other service providers involved in the project, and finally with the successful introduction of the web portal.

As a welcome bonus, we were able to optimise our freight costs and free up a considerable amount of work time for our employees to focus on other tasks.

The work of Evomation was characterised throughout the project by good ideas and valuable insights, a high level of expertise and convincing quality.

We would like to thank them for the good support and the great result!

skyline express
worldwide logistics

Skyline Express International GmbH

www.skyline-express.de

E

"

Due to the pandemic, we needed a learning management system as a cloud solution for our courses and seminars. We were looking for an uncomplicated and fast solution. The Evomation team supported us in selecting an external hosting provider, in the installation and setting up a Moodle platform. Individual adjustments and wishes of the IHK Lippe were taken into account during the implementation.

The communication with Evomation during the entire project was exemplary and the implementation went without a hitch.

IHK Lippe zu Detmold

www.detmold.ihk.de

"

Evomation team has reliably carried out the creation of our new internet presence and helped us with development and installation of our new IT Infrastructure. They have always competently assisted us, so that everything is now exactly tailored to our needs.

Also, excellent are the good accessibility and prompt problem solutions for literally every call and every issue, so that our business can always continue running smoothly. We can only recommend Evomation as a partner to everyone!

BGS Ingenieurbüro GmbH

www.bgs-gmbh.de

E

23

" The challenge of our project was to automatically steer up to 1,200 packages per hour via a conveyor system to predefined shipping destinations based on the respective carrier, thus replacing a manual process with a reliable digital one.

The Evomation team took on our task with eagerness and creativity and developed the desired result in a short time. The cooperation with the friendly team was consistently goal-oriented and smooth.

We are very much looking forward to future joint projects.

ANTLOGIQ GmbH & Co. KG
www.antlogiq.de

" *Evomation team has supported us in the planning, installation, and commissioning of the IT infrastructure at our new location. The move went smoothly and according to plan, so we were able to continue work seamlessly at the new location immediately after the move as requested.*

Since then, we have come to appreciate Evomation as our reliable IT partner, who helps us at a short notice and without any complications.

BAUTEX Handels GmbH

www.holzhandel-owl.de

25

WHO WE ARE

E

Our team

Michael Meese

Inhaber

Christian-Philipp Worring

Softwareentwicklung

Nate Medvedeva

Brand Strategy & UX/UI Design

Our partners

28

QUESTIONS?

Michael Meese

OWNER

mmeese@evomation.de

+49 (0) 5222 187 68 20

29

THANK YOU.

Evomation

DIGITAL & IT STRATEGY DEVELOPMENT

Evomation — Michael Meese e.K.
 Im Frettholz 5
32108 Bad Salzuflen

+49 (0) 5222 187 68 20
info@evomation.de
www.evomation.de