



Project example

Two providers, two concepts: Which distribution center delivers on its promises?

**You won't know the answer
until you've simulated it.**



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The project at a glance

Industry

Trade and distribution logistics

Task

A large retail company is planning a distribution center; two supplier concepts are under consideration.

Key steps

Both concepts were represented in the dynamic model, including technically different solutions such as AutoStore and pocket sorters*.

Goal

Ensure required performance, identify problem areas early, compare concepts

3 things that keep planning teams up at night

01

Two concepts, hardly comparable

The providers rely on fundamentally different technologies. On paper, their promises are hardly comparable.

02

Unknown control rules

How a system makes decisions internally is not always transparent. There is a risk of a black box within one's own organization.

03

Performance only average

A concept can achieve a daily output and still operate in waves. This is what demonstrates the dynamic nature of the concept.

This is how the model was built

Method Dynamic material flow simulation

Comparison Two provider concepts in the narrower selection

Technologies including AutoStore and pocket sorters

Test standard Required performance of the distribution center

Analysis Control rules and capacity utilization over time

What the simulation showed

Provider A Unknown internal decision-making rules revealed

Provider B Strong wave movements in material flow detected

Timing both weaknesses visible before awarding the contract

Evaluation Well-founded comparison of both concepts

Decision Solid basis for the provider selection

What every warehouse supplier comparison needs

A provider comparison without simulation only compares promises.

Do you know the rules by which the system will later operate, or are you buying a black box?

Does the concept deliver consistent performance or only on a daily average?

Are all concepts tested under the same conditions?



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