

PRESS RELEASE

MRO products with system – ORSY®mat vending machines of Würth Industrie Service in global use at Danfoss

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Bad Mergentheim/Main-Tauber-Kreis. Innovative technologies for a better, more efficient and more sustainable future: This approach is the focus of all the solutions, not only for the customers of Danfoss A/S, but above all for the activities in in-house production and intralogistics. Wherever there is presence and coordination of the flow of goods, information and data, there is a huge scope for improving the processes. Danfoss has been relying on the flexible ORSY®mat vending machine solutions of Würth Industrie Service GmbH & Co. KG for the supply of indirect materials for several years now. The reliable vending machines ensure a fully-automated and contactless procurement and considerably reduce the costs and time through decentralised provisioning. With the implementation of the innovative ORSY®mat WGT weighing system for all the requirements related to personal protective equipment of the employees as an addition to the already used vending machines, another project was successfully installed on 11th March, 2021 in Danfoss's factory in Parchim.

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Danfoss Group, a Danish company engineering solutions that allows the world to use resources in smarter ways, has 72 production facilities in 20 countries and employs more than 28,000 people. The solutions of Danfoss, deployed worldwide, help to optimise the supply of fresh food products and ensure extra comfort in private, public and commercial facilities. With its product portfolio, it is also possible to design energy-efficient infrastructures as well as connected systems and make better use of renewable energy at the same time. The solutions of Danfoss are used in refrigeration technology and air conditioning technology, heating, engine control and mobile machines.

Supply security, innovation, internationality and networking as a global player, and thereby always being a step ahead - these attributes distinguish Danfoss in the market. Danfoss was in search of a reliable partner, who deals with indirect materials with the focus on supply of personal protective equipment (PPE), operates globally and is in the position to fulfil the fundamental requirements such as delivery reliability, central pricing strategy, personal point of contact, consistent quality, service and system efficiency, maximum cost-savings and

lean processes.

No sooner said than done! With its strategy as a comprehensive C-Parts partner with international presence, Würth Industrie Service has offered ideal conditions. The foundation is laid down by Würth Industrie Service's team of in-house experts for Danfoss, who deal with the market and working situation at any given point of time and are fully familiar with the same. Apart from individual points of contact from Key Account Management, sales representatives and office staff, system and product specialists as well as engineers are also a part of the team of experts to reduce the process flow and make it as practical and target-oriented as possible. Owing to the Competence Centre structure it is possible to assemble an individual concept for ORSY@mat vending machines to clearly highlight the extent to which manual as well as extremely time-consuming activities in purchase can be reduced, orders can be triggered automatically and at the same time, a full transparency of the inventories and consumption of the auxiliary and operating materials used can be received.

A missing tool or a missing equipment can bring the production of a company to a standstill and thus entail significant costs. To prevent this from happening, as a first step, a pilot project was started at Danfoss's Neumünster facility in Germany to test the requirements and needs for a seamless and automatic MRO supply with two departments operating as usual. Two flap-based vending machines and four rotation-based vending machines were installed for various product groups. "All the employees working in the factories were able to withdraw their protective equipment such as gloves or goggles as well as other consumables such as adhesive tapes directly in the hall using their employee card via RFID. Completely autonomous, without diversions and without dependency on a centralised place for material dispensing.", says Lars Peter Christiansen, Global Category Manager at Danfoss. The intelligent ORSY@mat system digitally and automatically reorders the withdrawn items by taking a complete overview of the inventory and also provides an overview of the consumption and costs. Moreover, the storage is secured and loss can be reduced to a minimum through a secured access authorisation. After a period of six months, the other 20 vending machines were rolled-out in ten decentralised dispensing stations. "Within the Danfoss Group, the facility in Neumünster serves as an example of best practice for the entire group. In the meanwhile, the vending machines are rolled-out one by one in all the European countries.", says Christiansen.

To ensure that Danfoss can also benefit from the pioneering developments of Würth Industrie Service, the latest ORSY®mat WGT (WGT stands for weight) vending machine for dispensing of personal protective equipment was implemented in Parchim facility in Germany in March. The ORSY®mat WGT weighing system detects the withdrawal of an item on the basis of the integrated weighing cells, in which the weight of the stored item is saved. By using this technology, individual items can be withdrawn without depending on the packaging unit. There is also an option to withdraw several items at the same time from the vending machine, as from a normal materials cabinet. After the item is withdrawn, the vending machine closes and takes stock of the complete inside inventory automatically and thus maintains a complete overview at all times.

In addition to the conventional vending machines, other digital system solutions are deployed at Danfoss together with the services for process optimisation. In the smaller company facilities with lesser quantities, the items are replenished via a global SAP-Ariba "punch out" catalogue, which can provide around 60,000 items. Danfoss and Würth Industrie Service are also working together closely to optimise activities such as product standardisation, analysis of filling cycles or processing via buffer cabinets.

Whether in Slovakia, France or Poland, the vending machines are a complete success and contribute to more efficiency and productivity by significantly reducing the costs and saving the time required for procurement. Danfoss is the perfect example demonstrating the potential and prospects in "MRO products with system".

Pictures:



Picture 1 + 2: ORSYmat WGT at Danfoss 1.jpeg; ORSYmat WGT at Danfoss 2.jpeg

Picture caption 1 + 2: ORSY@mat WGT - The innovative weighing system in usage at Danfoss

Picture source 1 + 2: Würth Industrie Service GmbH & Co. KG