

# Digital Process Development

## The ModulBlok case



TECNOLOGIE E  
LOGISTICHE DI MAGAZZINO

**Eng. Peressi Andrea**

Head of Engineering, Production, IT and Service  
Modulblok S.p.A.

# Presentation

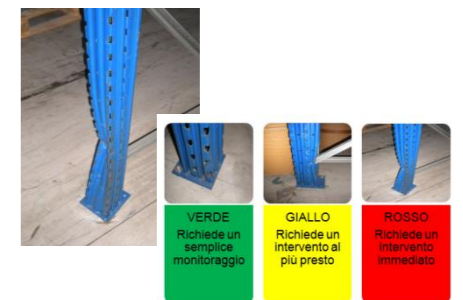
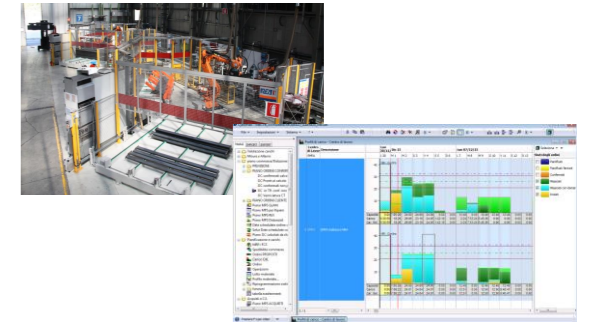
## Eng. Andrea Peressi

In Modulblok since 2007, initially with the role of Production Planning Manager.

Due to previous experiences, since 2008 I started managing innovative projects in IT as IT Manager.

During this time, I had the chance to take part in various technological and IT innovation projects as well as innovation projects in lean production and lean office projects with different roles.

Then, in January 2016, I was appointed Head of the Shelving and After Sale Inspection Service.



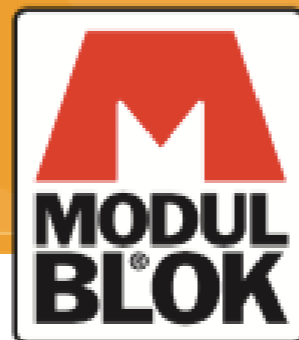
# Premise

- **A few years ago, Modulblok embarked on a path of innovation that has proven to be remarkably successful.**
- **Modulblok is not a special company: it thrives on the principle of improvement and order.**
- **We would like our case to be an example of the steps a small, medium or large organization has to undergo and that must be recognized, improved and standardized:**
  - *Reacting to the unexpected with dedication and effort*
  - *Improving the control*
  - *Using Data for Informed Decisions*
  - *Training people for the future, not just the present.*
  - *Regularly reviews processes to eliminate waste*
  - *Digitization to establish and maintain standards.*
  - *Anticipating Problems, Controlling Events*
  - *Creating a New Zero Point*

# AGENDA

- Company Overview
- Complexity
- Continuous Improvement
- The tools throughout the workflow
- Examples from the integrated system: SINT.MB
- Benefits
- Conclusions

# Modulblok S.p.A. Overview



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# The company

- Industry: Production of industrial layouts
- Annual Turnover Y2021: 34 ML €
- 140 employees
- 2 plants (24.000 m<sup>2</sup> covered) on an area of 48.000 m<sup>2</sup>
- 4.000 job orders/year
- 70.000 p/n managed/year out of 370.000 active p/n

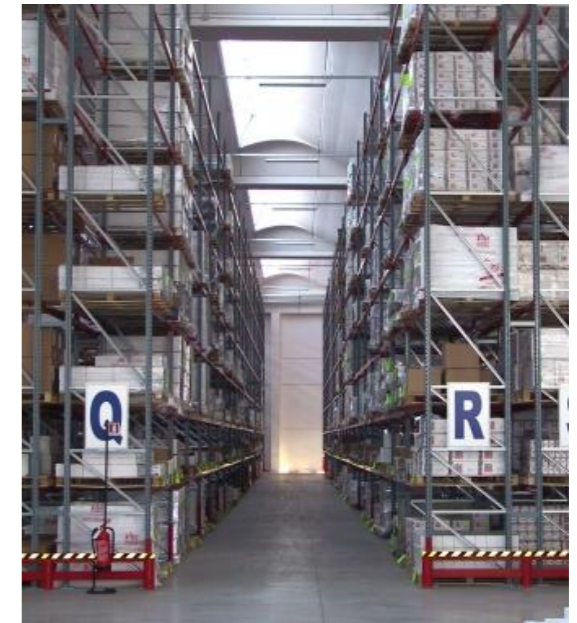


# The Products

Automated Warehouses



Self-supporting Warehouses



Pallet racking



Cantilever



Mezzanines

Light Shelving



# The Italian market

## Automated Warehouses



In the **Automatic Warehouses** area, the players are manufacturers of plants and systems for warehouse logistics characterized by a high level of knowledge, know-how and technical expertise.

The final products of this segment of the market are represented by complete systems including, in addition to shelving, automatic modules and electrical mechanisms for the handling and management of stored materials. The demand for efficient and automated warehouse solutions drives the profitability of this sector.

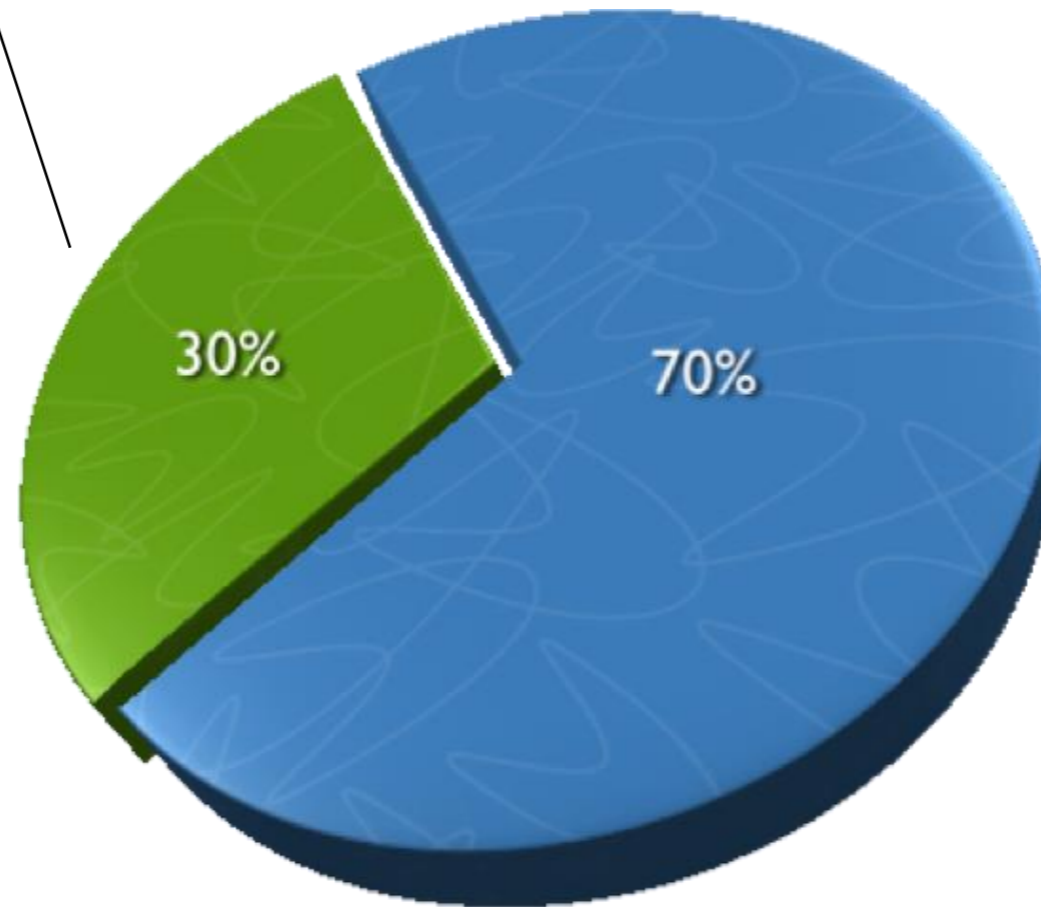
## Industrial Shelvings



The **Industrial Shelving** area is characterized by producers of metal carpentry that, starting from semi-finished steel products (strips, sheets, tubes), create static storage systems (shelving) through different processes.

The productions pertaining to this segment do not present any electrical and electronic component or element suitable for the handling of the stored goods.

This market segment is the most developed but less profitable.



N° of market demands per segment



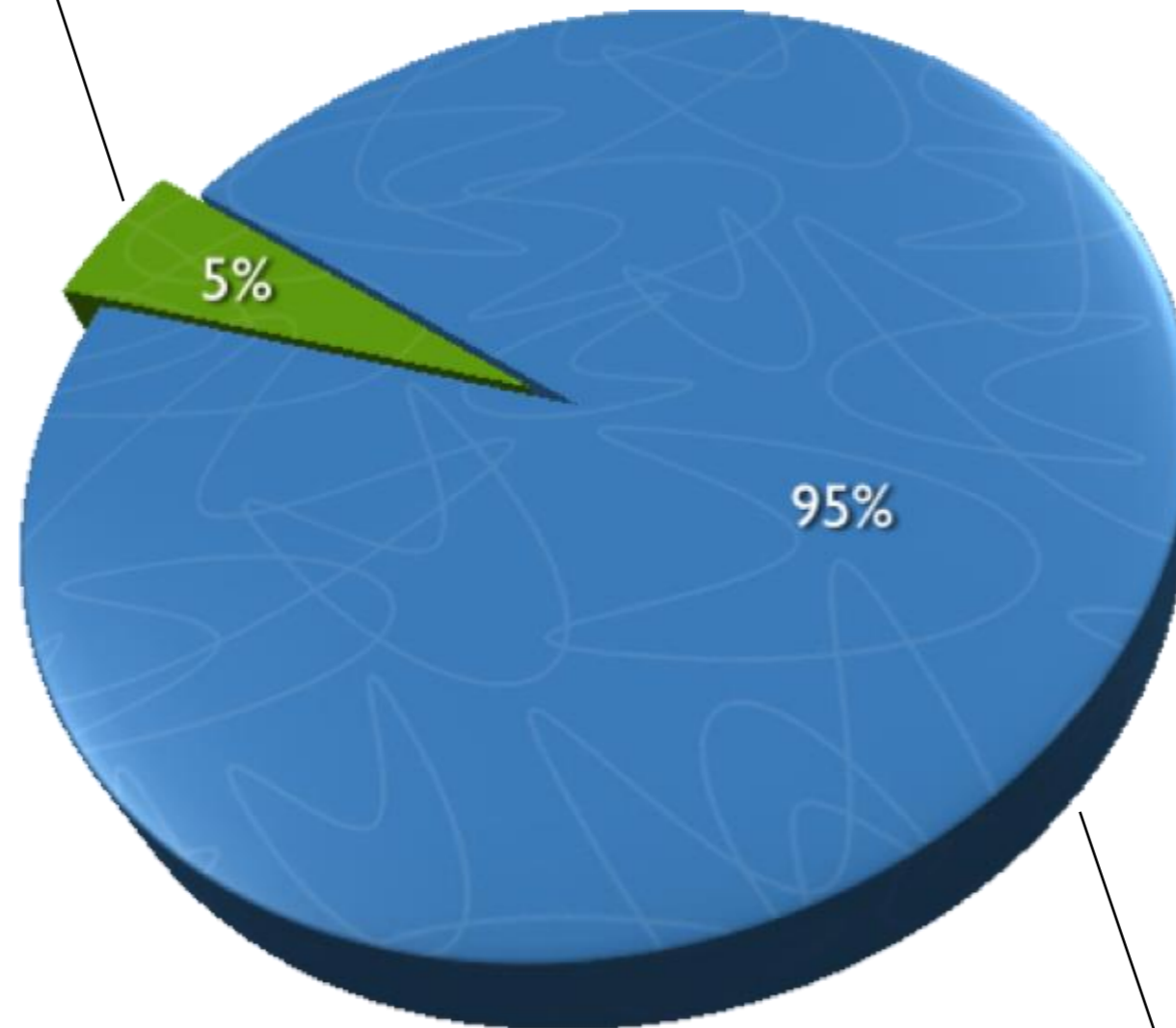
# Business by projects

## Special Projects

Although this segment constitutes a small percentage of our overall presence, it ensures the company's profitability through modest yet consistent profit margins.

Over the next five years, Modulblok is poised to further solidify its position in this segment, leveraging its distinctive internal expertise.

N° of inquiries to Modulblok by segment



This segment not only ensures the sustainability and continuity of the company but also maintains a strong market presence. Additionally, it provides discrete opportunities for product innovation.

**Industrial Shelving**

# The Modulblok path

- 1976** Establishment of the sole proprietorship
- 2001** Transformation in S.p.A. (joint-stock company) and introduction of the first ERP system
- 2005** Initiation of semi-automated warehousing programming
- 2007** Kick-off of the **scheduler** and **MES**
- 2008** Adoption of the Lean Thinking and membership in the CUOA Lean Enterprise Center
- 2009** Successful implementation of the first SMED construction site!
- 2010** Expansion of Lean practices, including the first 5S in the IT area
- 2010** Integration of Lean principles into office operations and development of ideas for a new Lean computing structure
- 2011** Decision to adopt **ERP LEAN** for streamlined processes. Streamlining is the watchword
- 2013** Go live of Sage ERP X3: new lean ideas are growing!
- 2013** Dematerialization of workflow, KPI, costs: a Planning systems to support the MES
- 2013** New Lean Office project: manage the workflow in the Design Office with the support of SAGE
- 2014** Lean office in the structural engineering area
- 2015** Introduction of a new **PLM and New Configurator**, with integrated Project management
- 2015** The new communication: lean digital communication with **SINT.MB**
- 2019** Acquisition of LOGOUT srl, compay specialized in shuttle automation
- 2021** Implementation of a fully digital **inspection service** process via the EasyService software
- 2022** **Today-** The **innovation** at the forefront



# The distinctive features of Modulblok

- Customer-oriented approach to both product and project
- Safety, technology, and process certifications
- Registered trademark ensuring the integrity of the company brand
- Wide range of products
- Profound technical design expertise
- State-of-the-art technological systems
- Certified production
- Commitment to employee health and safety
- Emphasis on Lean Production principles



# COMPLEXITY



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# Our complexity

Modulblok is a typical “Customer Oriented” organization.

Maximizing benefits for our customers is a “must”!

This is why Modulblok is the typical “ Make to order”,... but also "Engineering to order".

In this scenario, we can normally manage:

- Aprox. 4000 customer POs/year
- More than 15.000 concurrent customer's order lines
- More than 25.000 active production orders
- More than 370.000 active articles with their respective variants
- More than 400 available colours
- More than 15.000 ton/years per shift
- Possibility to manage 3 shifts per day on bottleneck centres

# Our Vision

The more complexity grows → the more it is necessary to improve workflows

Improved Workflows → Streamlined Workflows (LEAN)

Lean Workflows → Need to standardize and measuring

Bur, what does the market expect from us?

**We must «imagine»... and act quickly**

# CONTINUOUS IMPROVEMENT



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# First tools: new questions

Responding effectively and quickly to the new market requires:

- Greater **flexibility**
- Reduction of **inventories** and **WIP**
- Dynamic adaptation of the **production capacity** to the new levels of demand
- Better governance of forecasts and internal processes

This means increasing the REACTIVITY of the supply chain (the corporate logistics chain)

To achieve this, it is needed:

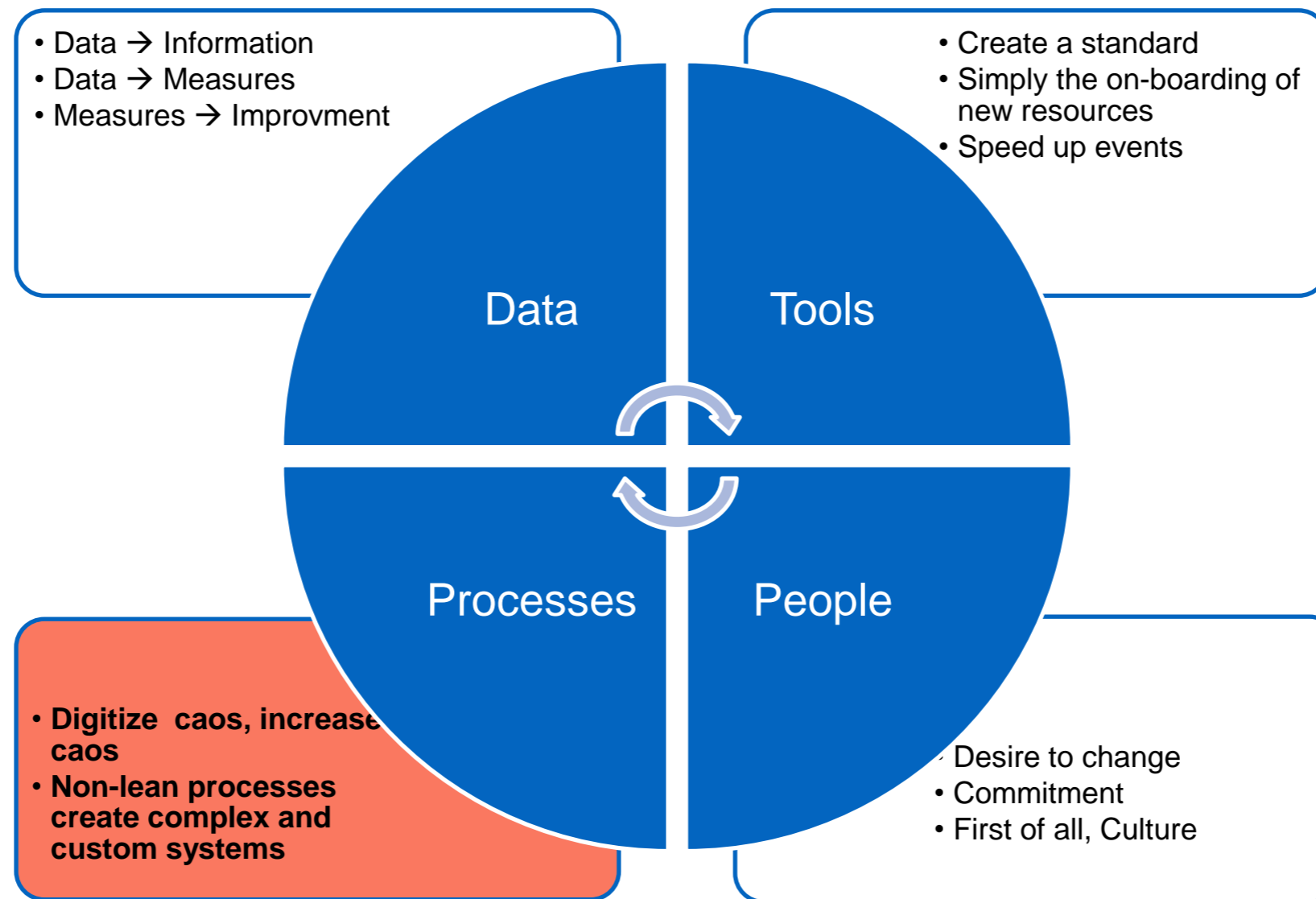
- **Better control of the production**
- **Real-time monitoring of workloads**
- **Comprehensive planning with instant insights into potential delays**
- **Simulation capabilities for efficient management of capacity, personnel, and scheduling**
- **Enhanced visibility control for departments and processes**
- **Real-time communication, both internal and external to the company**



# The solution: Innovate

Simply to say.

The success of an innovation requires 4 important levers:



# Technologies enabling innovation

- Complexity of information
- Quantity of information
- Complexity of processing required
- Flexibility in managing information

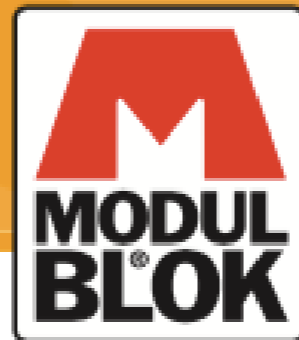


# Technologies enabling innovation

- Lean MES
- Lean ERP lean with workflow mngt.
- Monitoring job orders
- Interactive, simulating planning
- Monitoring Quality of Processes, Products, Production
- Business Intelligence and KPI
- Document mngt. systems for KnowHow
- Integrating customers and suppliers
- PLM and Configurator
- Technical and sales Estimate tool



# The tools throughout the workflow

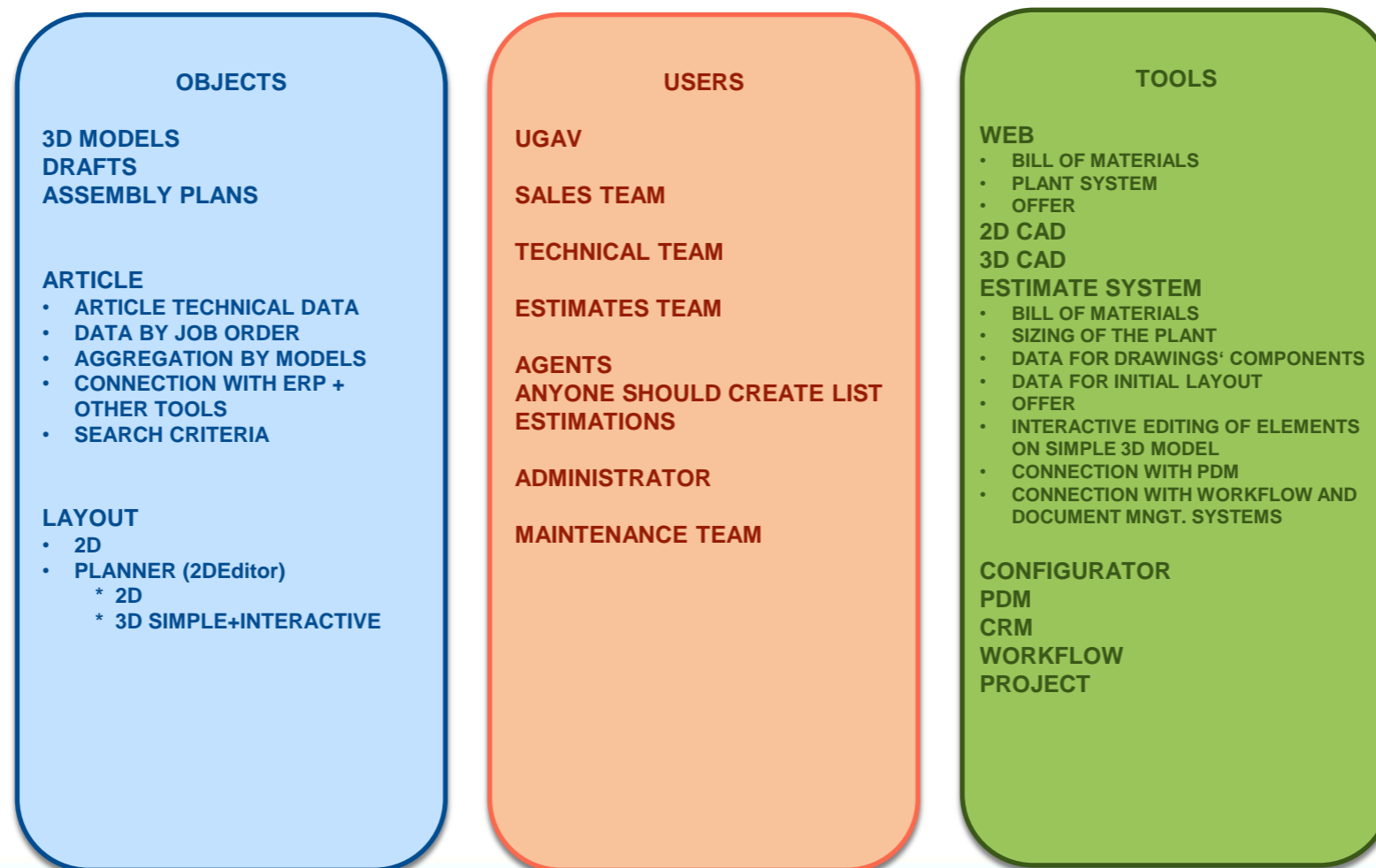


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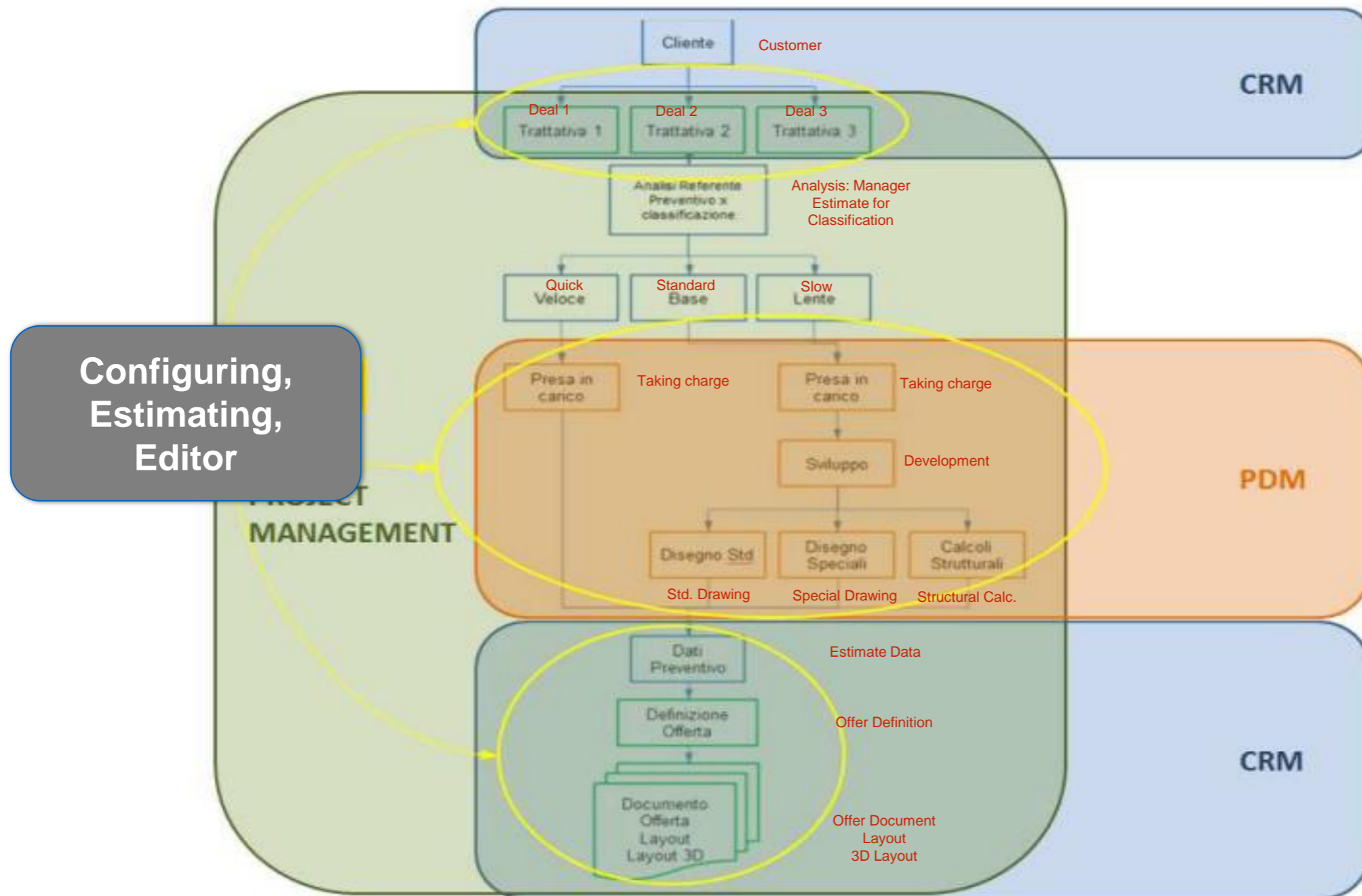
# Not just what, but also who

When determining tools for the improvement process, it's crucial not only to identify what to implement but also for whom and for what purpose.

In our scenario, the Head of IT also serves as the Head of Production Programming and maintains close proximity to the departments. However, what about the involvement of other corporate entities?



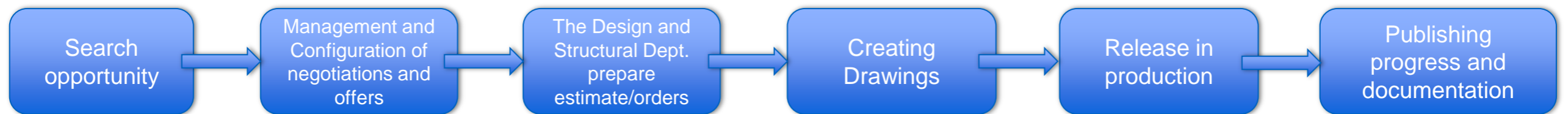
# How they integrate in the workflow



# The ModulBlok integrated system

The transition towards simplification and comprehensiveness

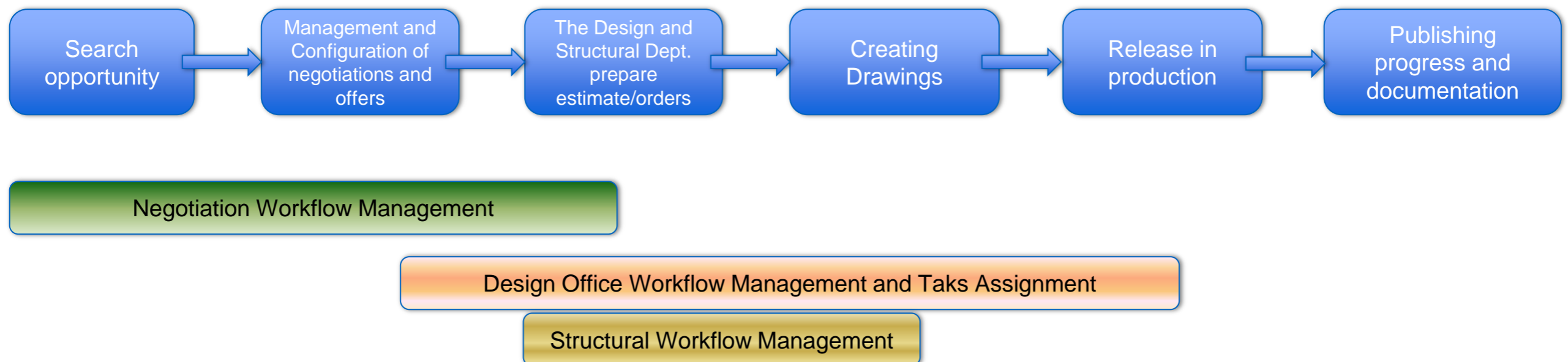
# The macro step of the workflow





# Each step, a different management

Management, seamless flow, meticulous organization, and robust support tools at every stage.

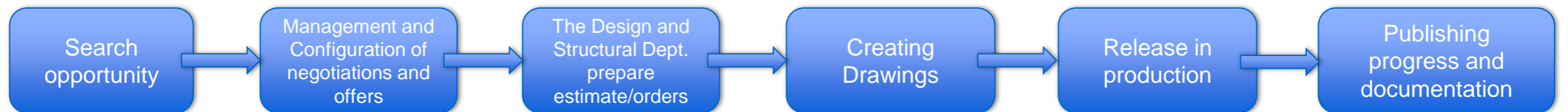


# The tools for sharing

Sharing knowledge and projects requires a set of tools that are able to standardize the corporate «language»

Document Management and Knowledge sharing

Intranet



Remote Access

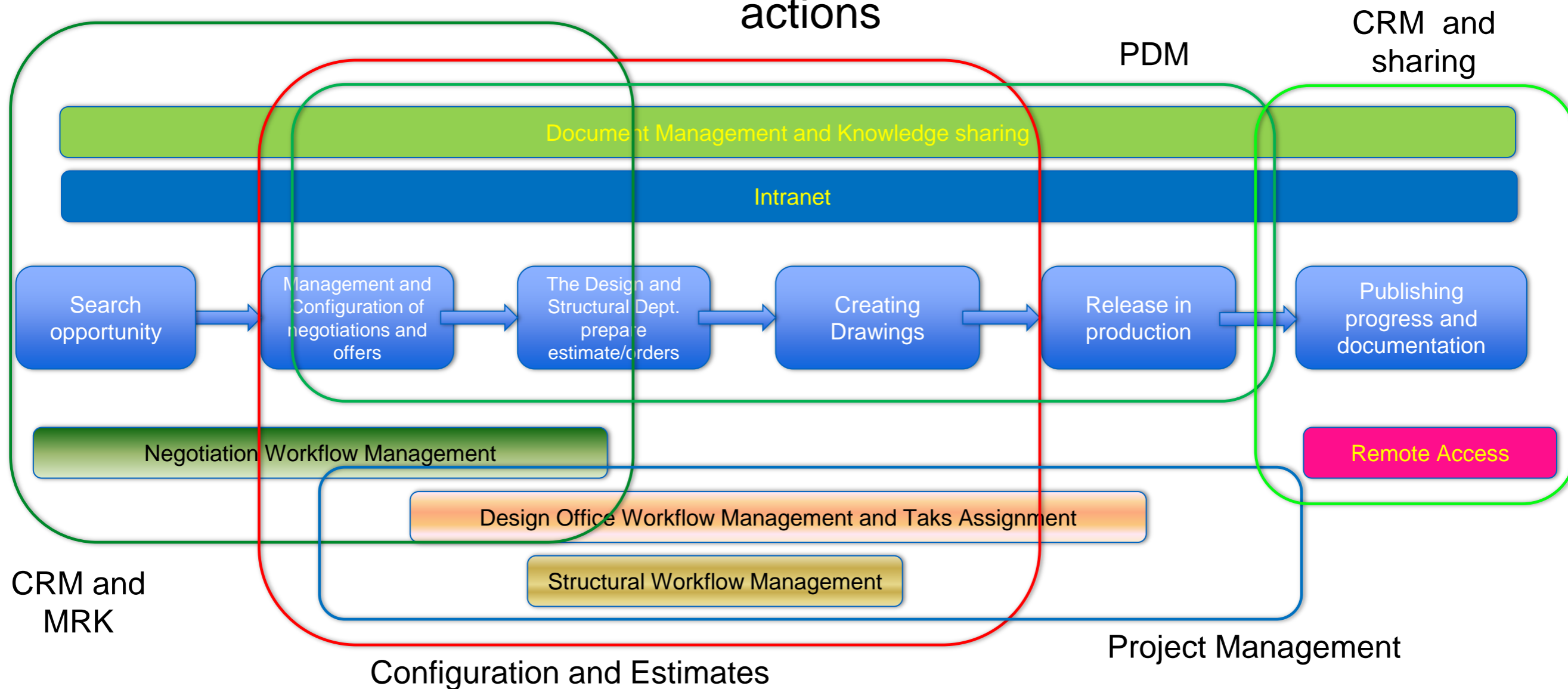
Negotiation Workflow Management

Design Office Workflow Management and Taks Assignment

Structural Workflow Management

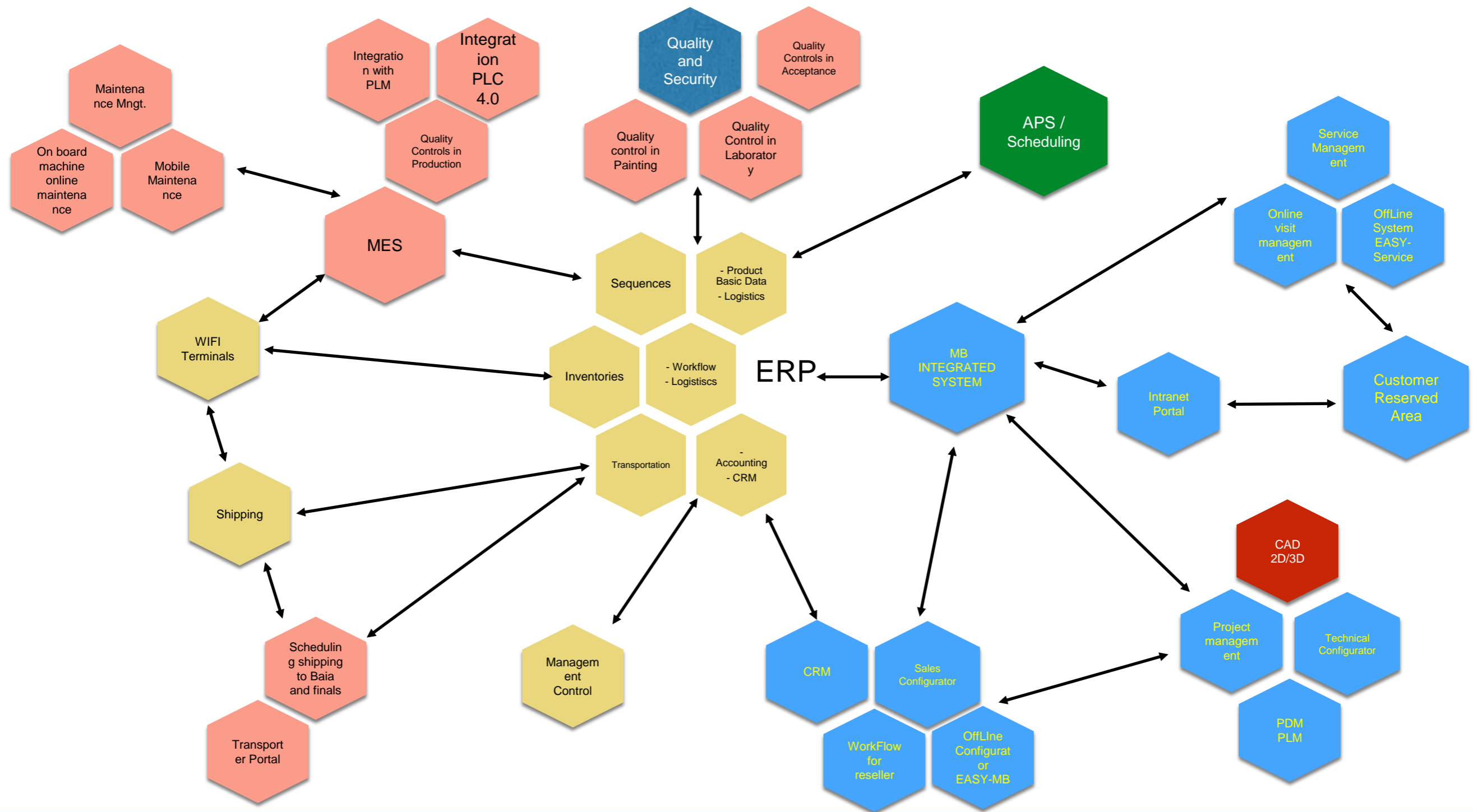
# Integrated systems?

Each part belongs to a different type of tools and actions



The models, drawings, and layouts should not only serve the purpose of PDM but also extend their utility to documentation, orders, and automated support functions. Let's concentrate on optimizing value-centric activities

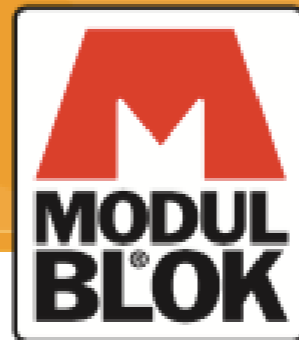
# The logic architecture in RealTime



# Examples from the SINT.MB

# Integrated system

using all the modules of the  
RuleDesigner Suite



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# The SINT.MB portal

The true desktop of business processes should be simple, intuitive, user-friendly, and provide seamless access to other systems..

CLIENT NON CONNESSO! Ruolo: Tecnico Manager Nome utente: Andrea Peressi MB - Tecnico Manager

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Aggiorna

PDM Creazione Articolo Caricamento MBX Verifica rapida portate Trattative Offerte Ordini Pianificazione Progetti Progetti da assegnare Documenti Editor Simulation Planner

Mostra Offerte  Mostra Ordini

N° Offerta/Ordine	Descrizione	Utente	Fase	Azienda	Data Inizio	Data Fine	Ore Assegnate
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CLIENT NON CONNESSO! Ruolo: Tecnico Manager Nome utente: Andrea Peressi MB - Tecnico Manager

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Modulo Trasferita Sistemi Interni Rubrica Richiesta Ferie

BACHECA

- 21/09/21 - manutenzione SINT-MB - MAINTENANCE SINT.MB
- 06/05/21 - Fine supporto Easyshelf e APL
- 03/05/21 - Nuovo listino 15

SISTEMI INTERNI

SCEGLIERE TIPO VERIFICA

Fai la tua scelta:

- QUARTA EVO QUALITY
- M.E.S.
- ANALYTICS
- TRADUZIONE SINT
- RICERCA IL LINK DEI FILE DOCUMENTALE
- SISONLINE

# The PLM-PDM management

Knowledge sharing, standardization of product development methods, and revision management are essential for companies. A singular repository ensures all business systems draw upon it, guaranteeing the security, uniqueness, and accuracy of technical and production data.

The screenshot displays a PDM software interface for a product named 'MBS0049'. The main window shows a technical drawing of a profile with dimensions and a revision table. The drawing includes a top view with dimensions 'S', 'A', and '49', and a side view labeled 'VISTA LATERALE (SCALA 1:2)'. The revision table is as follows:

N.	DATA	DESCRIZIONE REVISIONE	DISEGNATO DA	APPROVATO DA
01	04/06/19	ALLARGATO SCANTONATURE DA MM 47 A MM 49	MNETTO	SAWTON
02	22/02/21	AGGIUNTA INDICAZIONE PRESENZA FORO SUI 2 FRONTI	CAU	CAU

Below the drawing, there is a table for 'XXXX=PROFONDITA' NOMINALE PIANO DI CARICO':

	1200	1104
PORTACONTENITORE SPECIALE DA 1200	1200	1104
PORTACONTENITORE SPECIALE DA 1100	1100	1004
PORTACONTENITORE SPECIALE DA 1000	1000	904

The interface also shows a navigation menu, a search bar, and a list of related files and variants on the right side.

# Intranet and internal processes

Management of agendas, calendars, user records, information, room and car booking news are published in a short time.



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Documenti



Agenda



Planner Risorse



Plan Attiv

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## BACHECA



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Nuova Attività Aggiorna Stampa Export Legenda Progetto Synch Carico di Lavoro

Anno: 2022 | Mese: giugno | Tipo Risorsa: Auto\_Pagnacco | Risorsa: [ ] | Progetto: [ ] | Fase: [ ] | Tipo Attività: [ ] | Stato Attività: [ ] | Visualizzazione: Tipo Progetto |  Visualizza Dati |  Allarga Righe |  solo Trasferite |  Notifica

Vista Per:

Giugno (2022)

	Settimana 22 (Giugno 2022)					Settimana 23 (Giugno 2022)					Settimana 24 (Giugno 2022)								
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
QUBO (6) - FY002YR																			
Scudo (4) - DK266FV																			
Tipo (1) - FF148PK																			
Tipo (2) - FP424BZ																			



TRONCI, SOGGE E  
LAVORI DI MANUTENZIONE



# Managing documents and communication

SINT.MB fosters connectivity among individuals within and outside the company, seamlessly integrating PDM, PLM, Documentation, Offer Creation, Configurator, Graphic and Interactive Estimator, CRM, and Order Portal. This unified connection ensures protection and enables real-time Knowledge Management.

The screenshot displays the SINT.MB web application interface. At the top, there is a navigation bar with links for HOME, INTRANET, ADMIN UTILITY, RD CLIENT, and ABOUT. Below this, a row of icons represents various modules: PDM, Item Creation, Quick loading capacity, Negotiations, Offers, Orders, Offers Assignment, Orders Assignment, Structural Engineers, Planner, and Document. The main content area is divided into two sections. On the left, a 'Phases' table lists project phases with columns for Type, Code, Project, Company, Create on, Phase, Phase Status, and Fine Stimata. Below this is a 'Task' table with columns for Status, End Date, Object, Company, Project, Description, Phase, Tot.(hh), and Est. On the right, a 'DOCUMENTI' section shows a tree view of document categories and a table of document records. The document table has columns for Tipo, Protocollo, Titolo, Ver., Bytes, Modificato da, Responsabile, and Il. Below the table, an 'Attributi' section provides details for a specific document record.

Type	Code	Project	Company	Create on	Phase	Phase Status	Fine Stimata		
To develop	02-12-2015	DAY	SVILUPPO	TOYOTA MATERIAL HANDLING ITALIA SRL	S1502847-001	22	SVILUPPO_UT	0.00	0.00
To develop	02-12-2015	DAY	SVILUPPO	D.T.E. CONCEPT GMBH	S1502848-001	KOM. W-D PROJ. 3472	SVILUPPO_UT	0.00	0.00
To develop	02-12-2015	08:00	SVILUPPO	QUALISTEEL SRL	T1501433-001-001	Portapallet	SVILUPPO_UT	0.00	0.00
To develop	01-12-2015	08:00	SVILUPPO	LIVATA ITALV SRL	T1501466-001-000	Ricambi Pocenla 1/2"	SVILUPPO_UT	0.00	0.00
To develop	01-12-2015	08:00	SVILUPPO	LIVATA ITALV SRL	T1501467-001-000	Ricambi Pocenla 3/8"	SVILUPPO_UT	0.00	0.00
To develop	01-12-2015	DAY	SVILUPPO	ATTIVA SPA	S1502845-001	RR2015/090/00	SVILUPPO_UT	0.00	0.00
To develop	01-12-2015	DAY	SVILUPPO	PROMETALL GMBH	S1502841-001	BEST. 706682 KOM. S&W	SVILUPPO_UT	0.00	0.00

Tipo	Protocollo	Titolo	Ver.	Bytes	Modificato da	Responsabile	Il
Scheda raccolta dati	945982	Parametri_prog_APR_Modulblok_ipotenl_base_rev1	1	102400	Administrator		30-11-2018
Scheda raccolta dati	945984	Parametri_prog_APR_Modulblok_rev1	1	110080	Administrator		30-11-2018
Scheda raccolta dati	945985	Raccolta_Dati_APR_Modulblok_ipotenl_base_rev1	1	212992	Administrator		30-11-2018
Scheda raccolta dati	945986	Raccolta_Dati_APR_Modulblok_rev1	1	215040	Administrator		30-11-2018
Scheda raccolta dati	945982	Bozza_comunicazione_2018_11_12	1	165267	Administrator		12-11-2018

Attributi

Titolo: Parametri\_prog\_APR\_Modulblok\_ipotenl\_base\_rev1: Scheda raccolta dati  
 Autore: Administrator  
 Data Creazione: 12-11-2018 11:57:29  
 Versione: 1  
 Data Modifica: 30-11-2018 08:46:15



# CRM

Customer management, their history, appointments, portfolio: all necessary data from anywhere in the world.

The screenshot displays a CRM system interface. On the left, a table lists orders with columns for AGENTE, CLIENTE, RIF. ORDINE CLIENTE, NUM. COMMESSA, NUM. SOTTOCOMMESSA, DATA ORDINE, STATO, DATA CONFERMA, DATA SCHEDULATA, DATA DISPONIBILITA', RESA, and POSA. The main area shows a list of suppliers and prospects with columns for Stato, Azienda, Località, Provincia, Nazione, and Note. A detailed view of a customer profile for BPR GROUP S.R.L. is shown on the right, including fields for Codice SAGE, Ragione Sociale, Nazione, Località, Indirizzo, Tel., E-mail, Lingua, Valuta, Zone Geografica, Attività, Origine, and Agente o Area Manager.

AGENTE	CLIENTE	RIF. ORDINE CLIENTE	NUM. COMMESSA	NUM. SOTTOCOMMESSA	DATA ORDINE	STATO	DATA CONFERMA	DATA SCHEDULATA	DATA DISPONIBILITA'	RESA	POSA
COMI CLAUDIO	NANI RIZZI AZ.AGR. DI SPAG	12206308-001-000	S2201086	S2201086-001	06/05/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	23/2022	24/2022	07/06/2022	DAP	SI
COMI CLAUDIO	DE LONGHI APPLIANCES SRI	4.300.414.313	S2201251	S2201251-001	27/05/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	24/2022	24/2022	08/06/2022	DAP	No
fabrizio Giorani	VIBO S.P.A.	12206324-001-000	S2201075	S2201075-001	06/05/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	20/2022	24/2022	18/05/2022	EXA	No
fabrizio Giorani	FRESENIUS KABI ITALIA SRL	4090465216 Ricambi T22WC	W2200122	W2200122-001	29/04/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	24/2022	25/2022		DAP	SI
fabrizio Giorani	EBARA PUMPS EUROPE SPA	1200063302 Ricambi T22WC	W2200140	W2200140-001	18/05/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	25/2022	25/2022			
fabrizio Giorani	TECHNOPROBE S.P.A.	4462/OA	S2201194	S2201194-001	19/05/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	25/2022	25/2022			
fabrizio Giorani	GEO+BAU S.R.L.	12206260-001-001	S2201213	S2201213-001	24/05/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	25/2022	25/2022			
fabrizio Giorani	DRADURA ITALIA SRL	21.117	S2201221	S2201221-001	25/05/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	25/2022	25/2022			
fabrizio Giorani	GALLETTI SRL	T2206476	S2201306	S2201306-001	06/06/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	26/2022	26/2022			
fabrizio Giorani	DI MASSA SRL	ODA-DMA-22/00057 -KUEHI	S2201326	S2201326-001	08/06/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	26/2022	26/2022			
fabrizio Giorani	BERARDI BULLONERIE SRL	2200089211 - T2206620	S2201276	S2201276-001	31/05/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>	27/2022	27/2022			
fabrizio Giorani	AVANZINI LOGISTICA SRL	12206792-001-000-2	S2201364	S2201364-001	13/06/2022	<div style="width: 100%; height: 10px; background-color: green;"></div>		1/1753			

Stato	Azienda	Località	Provincia	Nazione	Note
FORNITORE	017521	ARECO SBL UNIPERSONALE			
PROSPECT	017520	BPR GROUP S.R.L.			
PROSPECT	017519	SCAME FORNI INDUSTRIALI SPA			
PROSPECT	017518	AUTOTRASPORTI TURATI OVIDIO SRL			
PROSPECT	017517	STERAGNO INDUSTRIALE SPA			
FORNITORE	017516	CE MONTAGGI DI SANDRU COSMIN			
PROSPECT	017515	PLASTIKA KRITIS S.A.			
PROSPECT	017514	DOV BARI S.R.L.			
PROSPECT	017513	BABROCCO S. MARCO EVANGELISTA			
PROSPECT	017512	TEZCON STORAGE SYSTEMS			
PROSPECT	017511	CIAS S.R.L.			
PROSPECT	017510	AUTOMAH S.R.L. - Automacop Control			
PROSPECT	017509	ZANARDO S.P.A.			
PROSPECT	017508	YONATZOGLOU SYSTEMS			
CLIENTE	017507	ESTEL GROUP SRL			
CLIENTE	017506	PRP Produzione Reti Plastiche SRL			
PROSPECT	017505	AUTOMAH SRL			
PROSPECT	017504	CURJUM ITALY			
PROSPECT	017503	EVEREL GROUP SPA			
PROSPECT	017502	LOVARDI CLAUDIO SRL			

**BPR GROUP S.R.L. - 017520 - Identità**

Codice SAGE: 017520

Ragione Sociale: BPR GROUP S.R.L. Sigla: \_\_\_\_\_

Nazione: Italia Provincia: Mantova

Località: MOGLIA CAP: 46024

Indirizzo: MOGLIA

Tel: 037656338 Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_ Web: \_\_\_\_\_

Lingua: ITALIANO Valuta: EUR (EURO)

Zone Geografica: LOMBARDIA

Attività: Consulenza

Origine: Visita sito internet

Agente o Area Manager: andrea - Andrea Peressi

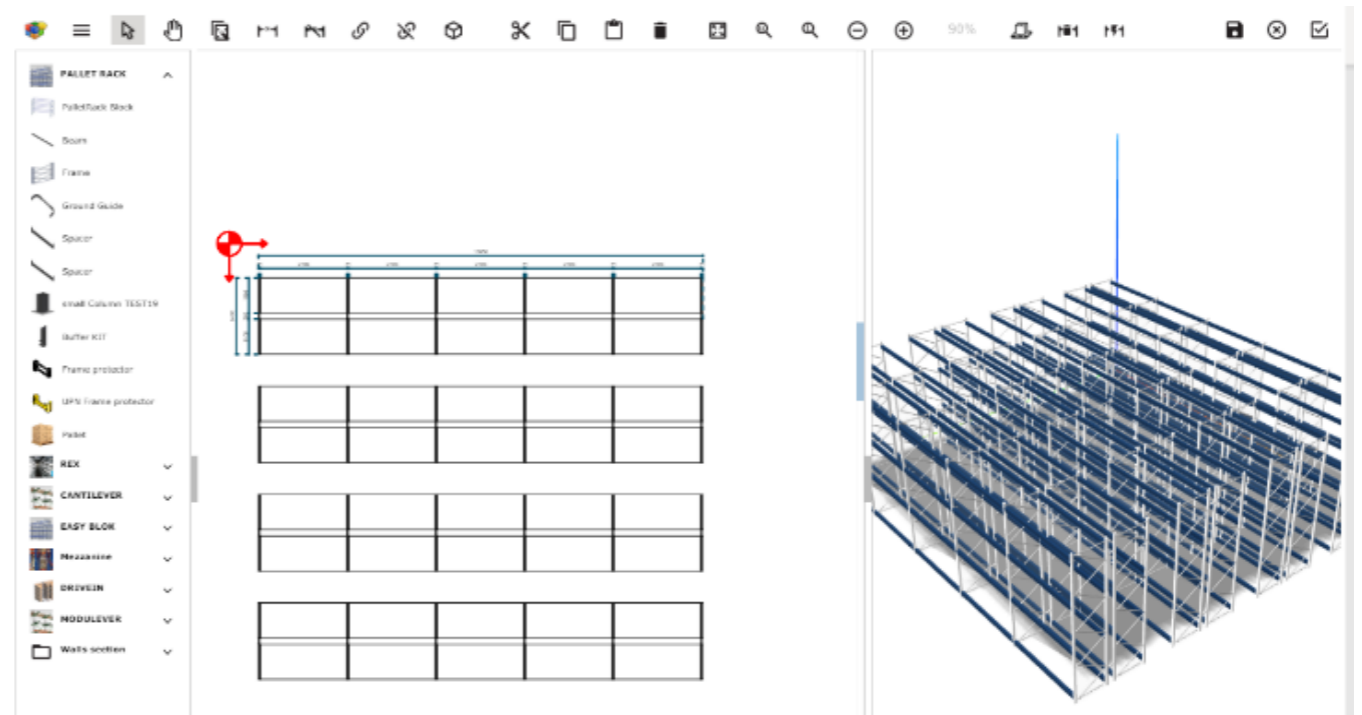
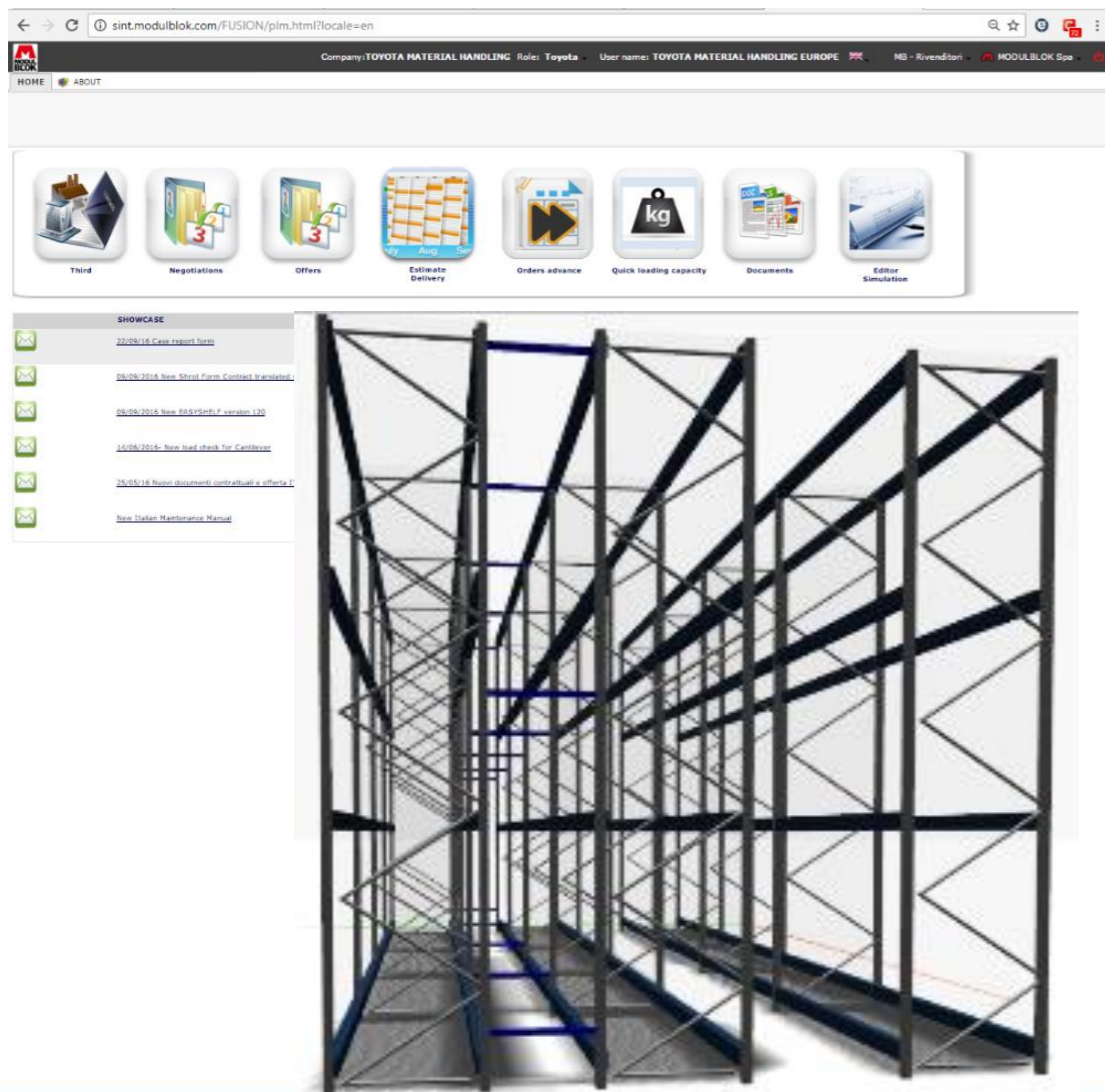
Agente o Area Manager -2: \_\_\_\_\_



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# Integrated estimates

Can knowledge management be seamlessly integrated with sales? Commercial tools and configurators often lag in integration with company systems and fail to keep pace with technology. In practice, however, it is viable to develop interactive, distributed (web) graphic tools.



# Project management

Effectively managing a project becomes challenging when it involves multiple entities and necessitates iterative development loops. Proper planning of human resources requires meticulous management of states and accurate time declarations. Having insights into the final estimate and timelines from the technical office enhances the ability to strategically plan deliveries to meet customer expectations.

The screenshot displays the ModulBlok project management software interface. The main table lists projects with columns for Tipo, Flusso proposto, N° Offerta/Ordine, Descrizione progetto, Azienda, Data Fine, Data stimata fine progetto, Fase, and Stato Fase. The Gantt chart shows tasks for the project 'ACCESSORI MPM T2206908-001-000', including 'da definire-T2206908-001 Luca Bologna' and 'ANALISI TECNICA'.

Tipo	Flusso proposto	N° Offerta/Ordine	Descrizione progetto	Azienda	Data Fine	Data stimata fine progetto	Fase	Stato Fase
OFFERTA	FE	T2206908-001-000	ACCESSORI MPM	IDB SRL	13-06-2022	23-06-2022	ASSEGNAZIONE ANALISI TECNICA	DA ASSEGNARE...
OFFERTA	FN	T2206384-002-000	SPALLE SPECIALI					
OFFERTA	FL	T2206909-001-000	RICOMI - GARA JESI					
OFFERTA	FL	T2206910-001-000	PP					
OFFERTA	FE	T2206914-001-000	BE22-145					
OFFERTA	FN	T2206915-001-000	VEPLASTIC - Automatico					
OFFERTA	FN	T2206916-001-000	MOLLIFICIO ISB - Automatico autoportante					

# Managing Online and Offline Inspection Visit Services

Integrating services into business processes? Absolutely!

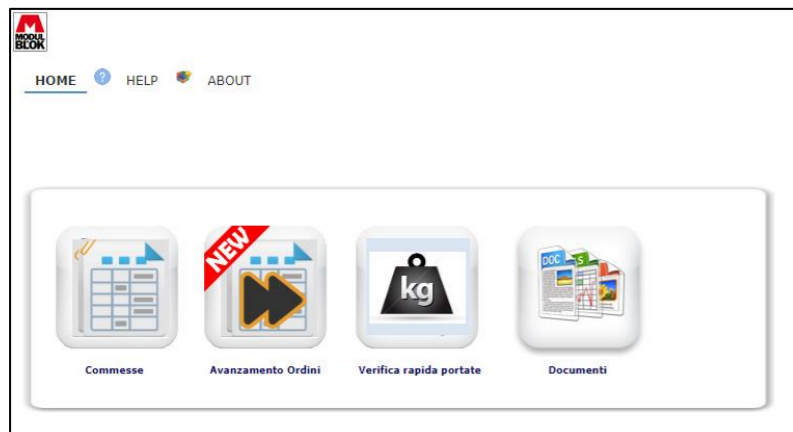
Inspection visits are integral to the Modulblok process and demand a unique yet distributed approach—online and even offline. The aim of process improvement is to eliminate paperwork, expedite processes, enhance the frequency of visits, and provide premium customer service.

The screenshot displays the Modulblok software interface, which is used for managing inspection services. The interface is divided into several sections:

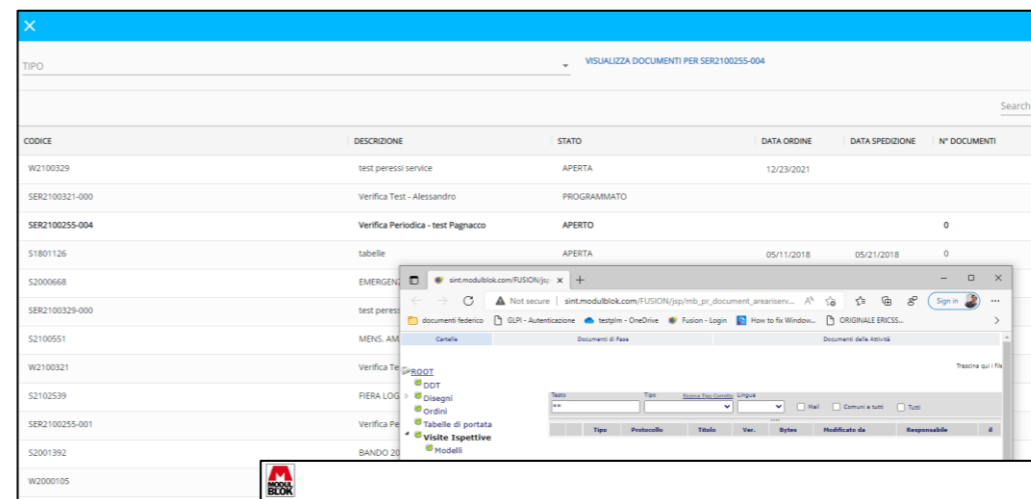
- ISPEZIONI ASSEGNATE A Andrea Peressi:** A table listing assigned inspection projects with columns for Description, Project Code, Status, Manager, Client, Description, Start Date, and End Date.
- Progetti Assegnati:** A detailed view of a specific inspection project, showing a table of anomalies. The table has columns for File, Number, Load Level, Anomaly Type, Intervention, Color, Component Type, Profile Type, Height, Length, Depth, and Notes.
- Anomalie:** A section for managing anomalies, including a search bar and a table of anomalies.
- Verticalità:** A section for managing verticality, including a search bar and a table of verticality data.
- Reparto AAA/a:** A section for managing the AAA/a department, including a search bar and a table of verticality data.
- Documenti:** A section for managing documents, including a search bar and a table of documents.
- Diagramma:** A technical drawing of a scaffold structure, showing the layout of the scaffold and the location of the inspection points.

# Customer and Supplier Area

Sharing tools, information, progress and document updates with the customer is part of the services that can be offered, guaranteeing the security of data and external access.



NUM. COMMESSA	DESCRIZIONE	DATA COMMESSA	STATO
C2200005	INTERNO- NUOVA LINEA PROFILA	05/18/2022	APERTA
C2200004	PROVE LABORATORIO NUOVO CONNETTOF	04/29/2022	APERTA
C2200003	Test Per collaudo Kuka	03/17/2022	APERTA
C2200001	CAMPIONI UNIUD - T2205360 FLORIM	02/10/2022	APERTA
W2100329	test peressi service	12/23/2021	APERTA
W2100321	Verifica Test - Alessandro	12/21/2021	APERTA
W2100320	Verifica Test - Adrian	12/21/2021	APERTA
C2100006	LAB INTERNO	12/09/2021	APERTA
S2102738	LOGIMAT SYSTEM LOG.	11/18/2021	APERTA





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# BENEFITS AND CONCLUSIONS



# The Benefits

- Quick response time
- Control of processes and costs
- Real-time decision making
- Guaranteed and distributed Know-how
- Standardization of processes
- Cost reduction (-30%)
- Lead time reduction (-40%)
- Increase in service level (+35%)
- Repetitive and controllable process both internally and externally to the company



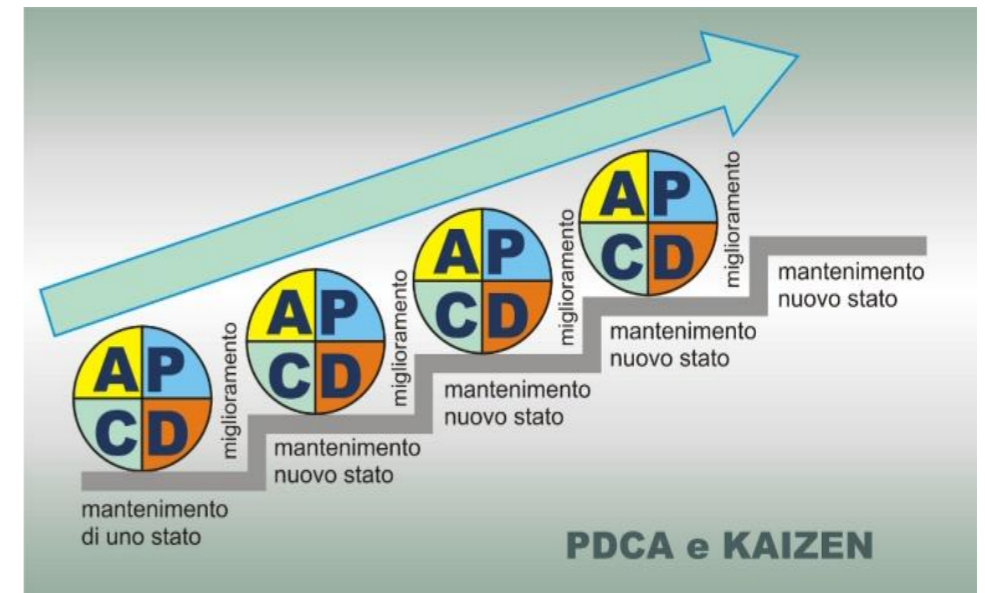
# Why digitize an integrated flow?

- When scrutinizing the flow in a streamlined manner, digitalization concurrently slashes communication costs, enhances data security, and refines standardization.
- Effectively managing an integrated flow provides real-time control, enabling the company to shift from a mindset of "what can I answer" to "okay, where can I further enhance," ensuring a swift and adaptable value flow.
- The computerization of an integrated process mirrors an integrated digital twin of reality. Simulating and designing in the digital realm facilitates improvement initiatives.

# How does software create lean standards?

When the integration of systems takes place with a project of analysis and streamlining, in addition to the direct economic and management benefits, whose returns have been seen in a few months, there are also indirect benefits often unexpected.

- Effortless on-boarding of new staff
- Process repeatability
- Quick Analysis
- Rapid communication
- Shared tools



The above are among the emerging standards that swiftly become the new norm of thought and behaviour.

Embracing these standards fosters mindset that encourages continuous enhancement.

This is the perspective individuals should adopt to sustain ongoing improvement initiatives.



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