

# ANDON<sup>α</sup> AUTOMATION

## DIAGNOSIS

The first step to a profitable investment  
Andon Automation's free diagnosis



# PRODUCT SHEET

## DIAGNOSIS

### DIAGNOSIS

#### WHY A DIAGNOSIS?

In our increasingly complex world, it is difficult for companies to value and evaluate suppliers' offers.

It is very important that the company has a clear understanding of how an investment will affect the business, before the supplier starts to work with a concrete solution.

Andon Automation's free diagnosis help the company to investigate the need for change, and to increase understanding of the value of an investment.



DIAGNOSIS

### FOR WHO

#### WHO IS THE DIAGNOSIS AIMED FOR?

The diagnosis is aimed for companies that want to automate mixed low batch, or feel uncertain about an initiated automation, or for companies with automation solutions that are currently not effective.

With the help of the diagnosis, you will find out how an automation solution affects your overall business objectives. In short, the diagnosis is the answer to the simple and profitable solutions in a complex world.



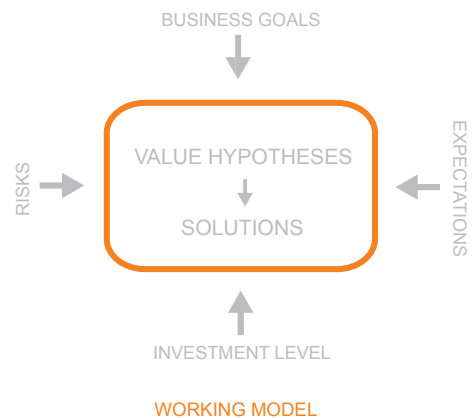
VALUE HYPOTHESIS

### APPROACH

#### HOW DOES IT WORK?

During the diagnosis phases, we start from your potential opportunities, risks, problems and business goals. The focus throughout the diagnosis is to link the business goals to our value hypotheses. Examples of these are:

- Unmanned continuous production
- Robot automation of mixed low batch
- Web-based user interface



Normally the diagnosis covers four phases. Phase 1 and 2 takes about two - three hours. Time required for Phase 3 and 4 varies depending on expectations and size of potential investment.

Throughout the whole diagnosis reconciliations are made to see if it is worthwhile to continue to the next phase for both parties .

A discussion document is used to continuously document the commonly developed outcome of the diagnosis. The document serves as a decision support for the necessary changes.



DISCUSSION DOCUMENT

## PHASE 1

### IDENTIFY

According to your prioritized business goals, phase one focuses on identifying symptoms, causes and consequences.

## PHASE 2

### QUANTIFY

Phase two means that we quantify the problems and opportunities in money using Andon Automation developed simulation tool.

If the results from phase 1 and 2 results in a united decision for change, we move on to phase 3.

## PHASE 3

### DECISION FOR CHANGE

During this phase we review the results from phase 1 and 2. We also look at, among other things, expectations of how a solution shall work, investment levels and schedules.

## PHASE 4

### SOLUTION & FOLLOW-UP

Based on the information obtained during the previous phases, we now present a solution proposal.

After order and commissioned installation we continue with a follow-up to verify the delivered solution towards the discussion document.

## REQUIREMENTS

### WHAT IS REQUIRED OF YOU?

To ensure good results from the diagnosis it is good if the meeting are well represented by persons with good understanding of different parts of the business operations.

Examples of these people is:

- CEO/plant manager
- Production manager
- Supervisor
- Operator



REPRESENTATIVES

## BOOKING

### HOW TO BOOK A DIAGNOSIS?

The free diagnosis is booked through Sales or Application at phone number +46 (0)19 207 200

Alternatively, the request is sent to the following e-mail and we will call you back [diagnos@andonautomation.com](mailto:diagnos@andonautomation.com)

[www.andonautomation.com](http://www.andonautomation.com)

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