

# SMART MOVES

Honeywell

A PLAYBOOK FOR AUGMENTING, AUTOMATING,  
AND ACTIVATING LOGISTICS OPERATIONS



# THE SHIFTING GROUND BENEATH SUPPLY CHAINS

**Today, the logistics industry is more dynamic than ever. Change is constant and it is accelerating. Logistics operators must be able to embrace this constantly shifting terrain and accept that it has become the new normal.**

The macro forces transforming logistics are many and various: from exponentially increasing eCommerce demands to sustainability imperatives; from worker safety requirements to a stringent focus on cost-efficiency; and from skilled labor shortages to cybersecurity concerns. All of these are taking place against a global backdrop of geopolitical volatility and supply chain instability.

These forces are fundamentally changing the third-party logistics (3PL) industry. If traditional operating models are no longer sufficient for logistics survival, it's time to find a model that's built to adapt as fast as the ground beneath the industry can move. Succeeding in this competitive space will require an accelerated transition to automation and digital technologies.

Honeywell has decades of experience helping 3PL organizations achieve maximum productivity and efficiency. We can help you address today's requirements while developing a flexible technology infrastructure that can scale to meet the demands of tomorrow.

**We see three key imperatives for ambitious, growth-oriented logistics companies today:**

**1****AUGMENT PERFORMANCE****2****AUTOMATE TO ACCELERATE****3****ACTIVATE FOR GROWTH**

# AUGMENT PERFORMANCE: FROM FRAGMENTED OPERATIONS TO UNIFIED INTELLIGENCE

## ELEVATE VISIBILITY, DECISION-MAKING, AND CUSTOMER VALUE

Speed is now a baseline, not a differentiator. Near-instant delivery is the new normal – but most logistics operators still rely on legacy infrastructure. Meeting consumer-driven SLAs means investing in orchestration, automation, and last-mile optimization.

The key goal of business transformation agendas is to foster strong, actionable communication and collaboration. The most significant impediments to productivity and growth are work being performed in silos, and a corresponding lack of collaborative thinking and integrated processes. Across the globe, this core logistics story is the same: every region faces operational drag from siloed systems and fractured visibility. These small inefficiencies and failures, when aggregated across operations, have a significant impact on overall performance. Challenges across warehouse and logistics operations are numerous:



**LABOR  
SHORTAGES**



**SYSTEM  
FRAGMENTATION**



**REVERSE  
LOGISTICS**



**CYBERSECURITY  
CONCERNS**



**REGULATORY  
PRESSURE AROUND  
SUSTAINABILITY**



**LEGACY  
SYSTEM  
CONSTRAINTS**



**LAST-MILE  
COMPLEXITY**



**COLD CHAIN  
VULNERABILITIES**

Real growth doesn't have to come through sweeping changes to operations. Rather, taking small steps and achieving marginal gains can really impact overall transformation and drive toward making a lasting difference. Growth strategies that rely on scaling labor may be moving towards the twilight of their effectiveness, as companies embrace automation and more intelligent workflows as their primary strategies: they must embrace automation and more intelligent workflows.

Logistics leaders can gain a competitive edge by integrating data sources, standardizing KPIs, and using AI-powered platforms to turn insight into action.

Technologies like Honeywell Voice enable you to direct your associates — working hands-free — through their mobile workflows, to minimize steps and maximize efficiencies. New workflows directed by voice and complementary mobility solutions can help you accelerate onboarding, reduce training time, and improve safety and accuracy.

Honeywell Workforce Intelligence can help to maximize employee performance and resources more effectively for every fulfillment scenario. SaaS solutions like Honeywell Operational Intelligence deliver the on-demand analytics and intelligence to measure, manage and plan distribution center workflows and their IoT devices, to increase productivity and overall facility performance.



**HONEYWELL CONNECTS AUTOMATION CHANNELS, DEVICES AND DATA INTO A SINGLE INTELLIGENT LAYER – ENABLING PREDICTIVE, REAL-TIME CONTROL OF THE WAREHOUSE AND LOGISTICS ENVIRONMENT. WE CAN HELP YOU ATTAIN NEW LEVELS OF OPERATIONAL VISIBILITY AND WORKFLOW ORCHESTRATION WHICH MAKE A LASTING DIFFERENCE TO THE BOTTOM LINE.**

# AUGMENT PERFORMANCE: HOW LIPARI FOODS IMPROVED PRODUCTIVITY



Lipari Foods is a long-established, high-throughput food distributor based in Michigan, U.S. Given the perishable and physically sensitive nature of their goods, the company needs to be very efficient in how they pick and eliminate mis-picks in their high-volume DC.

Lipari Foods identified real-time visibility as the most critical component for operational efficiency, and implemented Honeywell 8680i Wearable Scanners to enhance accuracy and Guided Work Solutions with voice to boost productivity. In their own words: “scanning for accuracy – and voicing for productivity.”

Today, Lipari Foods is able to see and interpret real-time data continuously. They have significantly improved productivity and achieved essential real-time visibility into their operations, where they are typically processing 150,000 cases per night.

LEARN MORE HERE

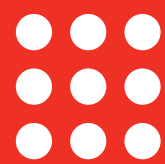
AUGMENT

AUTOMATE

ACTIVATE



## OPTIMIZE WORKFLOWS AND MAXIMIZE PRODUCTIVITY WITH HONEYWELL VOICE



The adoption of robotics and automation in 3PL is still in its early stages, but it’s quickly expanding. As these technologies advance, they will become more vital in addressing labor shortages and enhancing operations for 3PL providers.

# AUTOMATE TO ACCELERATE: SCALING RESILIENCE THROUGH INTELLIGENT SYSTEMS

## BOOST PRODUCTIVITY WHILE NAVIGATING LABOR CONSTRAINTS AND COST PRESSURES

The continuing growth in eCommerce – which is driving increasing customer expectations around speed and service – adds challenges to warehouses and 3PL operations. Alongside this, logistics companies are seeing a proliferation of SKUs, very often accompanied by more demanding SLAs. Add labor shortages and unpredictability to the mix, and the pressure is very much on.

Strategic automation can help logistics businesses not only manage demand surges and reduce human error, but rethink their business models and build-in scalability. Automation can take many forms, but some of the most impactful interventions can be those which plug into existing workflows, layering additional digital intelligence over the human intelligence that transportation and warehousing workflows rely on every day.

The key to this is putting processing power in employees' hands where the action is happening, rather than allowing a divide to grow between a digitalized back office and a manual front-line. Handheld computers like the Honeywell CT47 are built to combine the power, form factor, and flexibility that we now expect from mobile devices with physical durability and robust software reliability that logistics operations demand.

Beyond the immediate productivity benefits of faster, more reliable devices, modernized mobility solutions open the door to flexibly adopting new use cases as business demands dictate. For example, computer vision solutions like Honeywell SwiftDecoder™ mean that workers can go beyond relying on barcodes, using devices to intelligently identify and track goods and packages on the basis of visual appearance or labels.

This makes it possible to gather significantly more data, at more touch points, about how orders are moving through the system. **For the worker, that means more clarity and fewer mis-picks; for the business, it means automated insights into where chokepoints might be emerging and where resources can most effectively be deployed.**

Automation isn't merely a response to cost pressures, but also helps logistics companies future-proof operations against the background of heightened service expectations and workforce unpredictability.

# AUTOMATE TO ACCELERATE: HOW CASTELLINI EMBRACED SMARTER OPERATIONS



Castellini is a 125-year-old produce distribution company in the U.S. As part of their strategic future roadmap, they are expanding into other supply chain services. Castellini chose Honeywell Mobility Edge™ devices to help them reach new levels of productivity.

The Honeywell Mobility Edge™ platform is a durable, stable, secure foundation for solutions that need a long productive life, superior security, optimized performance, and accelerated deployments. Combined with the powerful, cloud-based, Operational Intelligence asset optimization solution, TL&W companies can empower operations with competitive advantage, high productivity and low TCO, all with a user experience that keeps front-line workers productive and engaged.

Honeywell always takes a customer-first approach, working alongside our partners to help companies find a solution that fits their current needs, their scalability timeline, and - most importantly - the goals they want to achieve well into the future.



# ACTIVATE FOR GROWTH: BUILD OPERATIONAL VISIBILITY WITH ADVANCED ANALYTICS

## SUPPORT STRATEGIC INITIATIVES WITH SCALABLE, SOFTWARE-DRIVEN INTELLIGENCE

When adopting technology to meet the pace and complexity of emerging customer expectations, enabling new capabilities is only half the equation. Responding faster to customers' needs can win their engagement – but that engagement can be lost even faster if the technology is disrupted. Workers need to be confident that the tools they use are not only powerful, but truly reliable, in order to deliver.

Activating a winning strategy means embedding a smarter approach right to the core of your operations: from the devices staff use, through the ways they can interact with data, right down to the management infrastructure that supports their productivity. For modern, digitally-enabled logistics operations, downtime isn't just frustrating – it can be fatal.

It's not just about trust: there are also more directly measurable impacts, like the loss of productivity as workers wait for issues to be resolved, the cost of replacing defective devices, and the overspend on assets that businesses need to invest in to ensure that there is always a spare unit available when someone needs it.

In this context, a traditional reactive approach to asset management is too slow to deliver the results businesses need. Honeywell Operational Intelligence flips that approach by continuously collecting and analyzing many datapoints from devices to enhance operational efficiency and ROI. This gives businesses early warning of things like failing batteries, poor network connectivity, lost or out of contact devices, or devices that are being misused in daily operations. That visibility allows businesses to stay ahead of operational challenges and ensure continuous performance.

## PEOPLE AND TECHNOLOGY, INTEGRATED

When paired with Workforce Intelligence, Operational Intelligence gives businesses a total, predictive view of the people who make logistics happen and the technology they rely on every day. And with a shared platform for productivity management processes, businesses can go further by streamlining workflows around onboarding, task management, performance monitoring, and incident response.

The case-by-case benefits of avoiding disruption can look small: five fewer minutes spent looking for a device here, an hour of the IT manager's time saved there. But aggregated across a busy year of activity, it can quickly add up to millions in annual savings – not to mention the benefits to employee experience and customer outcomes that reliable, usable technology can deliver.



**50-100 MINUTES OF PRODUCTIVITY  
ARE LOST EACH TIME A MOBILE-  
ENABLED WORKFLOW FAILS.**

# ACTIVATE FOR GROWTH: SEIZE THE DATA DIFFERENTIAL

Being prepared for future growth means being able to embrace data. Perhaps the single biggest opportunity right now for 3PL providers is to grasp the strategic initiatives offered by the ongoing explosion of data throughout the industry.

Data is the lifeblood of transportation and logistics companies. Not only is it used to track shipments, plan routes, and manage inventory, but it plays a critical role in understanding how operations as a whole are running, and in identifying where there is space for – not to say an urgent need for – innovation and new technology.

Historically, data in the logistics sector was relatively static, with companies relying on manual processes to update and maintain their records. Over the last couple of decades – and particularly in the last few years – data has increased exponentially in volume, variety and velocity.

A high level of reliable connectivity is now expected of logistics operators as companies increasingly use sensors and other devices to generate real-time information about their operations.

But this data explosion has made it difficult for some companies to keep up – many struggle to find ways to effectively manage the data and to keep it secure.

Honeywell's Connected Distribution Center technologies can help 3PL DC operators to increase operational reliability, meet daily throughput targets, and maximize man and machine productivity. By connecting machine-level sensors, workers, material handling equipment, robotics and automated systems to cloud storage and powerful data analytics, these connected solutions deliver deep operational insights for real-time decision making and predictive maintenance programs.

AUGMENT

AUTOMATE

ACTIVATE

# THE SMART MOVE: PARTNER WITH HONEYWELL FOR LOGISTICS LEADERSHIP

The continuing growth of eCommerce marks a huge opportunity for the logistics industry, but it comes with pressures to balance increased customer expectations for quick and accurate delivery with the need to keep operations cost-effective, reliable and secure. Embracing scalability and innovation means having the right partner beside you – one with experience of avoiding the pitfalls that come with operational acceleration, and experience of driving success.

Honeywell Productivity Solutions and Services (PSS) harnesses technology to automate repetitive tasks, minimize errors, and unlock human potential for strategic endeavors. Our solutions are designed to address the unique needs of the modern workforce.

**HONEYWELL IS HERE TO SOLVE YOUR PROBLEMS AND SUPERCHARGE YOUR PRODUCTIVITY AND PROFITABILITY. WE CAN WORK WITH THE INFRASTRUCTURE YOU HAVE, OR HELP YOU RETHINK YOUR WAREHOUSE SPACE AND OPERATIONS FROM THE GROUND UP.**

Honeywell is a trusted partner with proven experience of future-proofing workflows across the entire supply chain. As a Fortune 100 company with over 100 years of developing pioneering technology, we understand your business-critical challenges and can help solve them. We know the transportation, logistics and warehousing sector today like no other company and our end-to-end capabilities – from software and automation to sustainability and OT cybersecurity, backed by deep vertical knowledge and proven results – mean Honeywell is the technology and innovation partner of choice for enterprises of all sizes worldwide.



# THE SMART MOVE: PARTNER WITH HONEYWELL FOR LOGISTICS LEADERSHIP

Get on top of the most pressing challenges facing logistics today by partnering with a company with huge experience of driving sector transformation.

**If you're ready to transform your operations,  
get in touch with our experts today.**

For more information, or if there's anything you would like to discuss,  
please contact [automation.honeywell.com](https://automation.honeywell.com)