LOGOMAT automation systems

THE TRUE COST OF A SOLUTION BECOMES APPARENT DURING OPERATION

WHAT DOES A MATERIAL HANDLING SYSTEM REALLY COST?
It's not just the price on the quote that matters. For you as the operator, it's the total costs that count—from planning and integration through installation and commissioning to operation, maintenance, and availability. After all, every hour a system is up and running sooner can mean a decisive economic advantage and even a direct competitive edge.

That's why it pays to look at the details when selecting a material handling system. Two systems may appear technically comparable based on a set of specifications and have similar purchase prices—but significant differences can arise in terms of **integration, commissioning, maintenance, and operating costs.**

Less integration effort—faster to production

A good example is the **LOGO!MAT eCart Track rotate module**. All you need for integration is a **24 V power supply and a network connection**. A pre-configured standard program is ready for immediate use.

Conventional solutions, on the other hand, often require frequency inverters, additional sensors, inputs and outputs, cabling, project planning, and custom programming. This means more materials, more engineering work, more documentation, and, above all, **more time before the system is ready for production use.**

With the eCart, you simply connect two plugs, and the component is ready for immediate operation. A brief preliminary training session can further speed up commissioning. **Scaling up to several hundred modules** is also quick and efficient with this standardized system.

Save Time – Reduce Costs

The simple system architecture also pays off during troubleshooting. There is no need for time-consuming testing of additional interfaces. During operation, a **web-based visualization** makes **the entire signal sequence transparent**. This allows faults to be quickly located and resolved.

This reduces downtime and enables **local maintenance staff to resolve many issues independently**. Fewer different components and the system's versatility simultaneously reduce the variety of spare parts required.

Less Infrastructure – More Usable Space

Another advantage arises where other solutions require additional infrastructure. When **protective fences, safety doors, or high-speed doors** can be eliminated, you save more than just capital costs. Your employees benefit from shorter walking distances and a more open, less complex work environment.

The existing building structure must also be taken into account: The **LOGO!MAT eCart system** is installed directly on the track, is adjustable, and can be used even on uneven or older floors. This eliminates the need for costly floor preparations.

In contrast, stair transitions, detours, or additional safety measures result in ongoing expenses and lengthen travel distances during operation and maintenance. **A simple system structure thus saves time every day.**

Cost reduction starts with planning

That's why our commitment doesn't begin with the delivery of components. We support you right from the start with **process optimization, station connectivity, and layout planning.** Together, we reduce system complexity and lay the foundation for higher throughput from the very beginning.

This makes us more than just a component supplier: **We are your partner for an economically optimized total solution.**

Delivery reliability ensures planning certainty

The supply chain is also a factor in the actual product costs. Our **three manufacturing locations** enable us to be close to our customers, keep transportation distances short, and reduce our reliance on international shipping routes. After all, a two-week delay in delivery can significantly set back an entire project.

For you, this means greater planning reliability, shorter transport routes, and a faster start to your production.

THE LOWEST PURCHASE PRICE ISN'T THE DECIDING FACTOR

The most cost-effective solution is not automatically the one with the lowest quoted price. What matters are the **total costs over the entire life cycle**—and the value of the time you gain through rapid integration, quick commissioning, easy maintenance, and high availability.

Let's take a holistic look at your application together. **Then it will become clear what economic advantage a conveying system that is easy to integrate, quickly available, and can be operated efficiently over the long term can provide for you as the operator.**