



CIMCORP

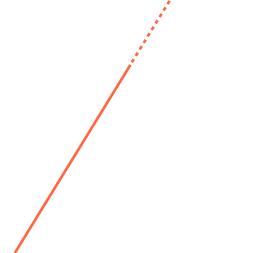
The ultimate guide to project management

Plan for success



Solid project management is one of the key factors for successful project delivery

Design of optimal handling and control systems is only the first step in implementing intralogistics automation. Project management is a hugely important element in the successful delivery of robotic solutions and also in the development of long-term relationships with customers.



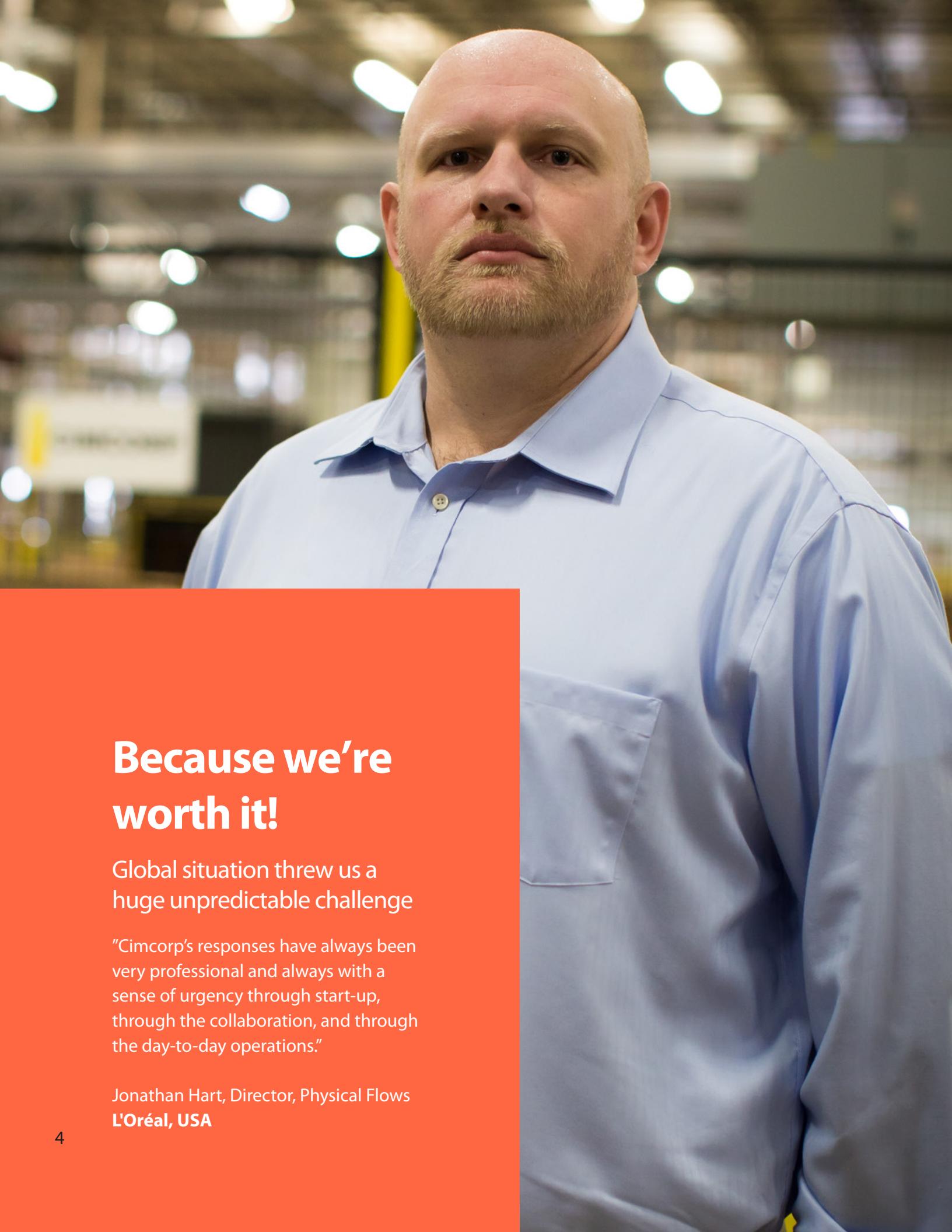
An automation project passes through a number of different phases, from solving the customer specifics and unique needs to implementation and acceptance.

Project managers are the glue between the supplier and the customer, with the ultimate objective of ensuring that the project is successfully delivered – that all the necessary things are done on time and in the most efficient way.

The work of a project manager begins in the final sales phase and they are on board until client acceptance and handover of the project to customer support. They tend to have a heavier workload at the start of a project, when planning is key.

Detailed planning reduces uncertainty and helps a project to hit its targets – to be on time, within budget and without compromise in terms of safety or quality. Schedules have to be tight yet realistic. Timely reporting and meticulous documentation are important, so that actual progress can be compared to expected progress.

As you can imagine, success in this role requires a particular set of personal skills. It's not for everyone!



Because we're worth it!

Global situation threw us a
huge unpredictable challenge

"Cimcorp's responses have always been
very professional and always with a
sense of urgency through start-up,
through the collaboration, and through
the day-to-day operations."

Jonathan Hart, Director, Physical Flows
L'Oréal, USA

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The correct workflow saves resources

If you are planning on investing in automation, you have a vision of what you want to achieve. Project management is there to guide you.

With project management everything is done in the right order, so you can minimize the time and money spent on the project and ensure that everything is done according to standards and with the desired level of quality.

Imagine that you want to paint your house.

- You are able to imagine how it will look when the project is completed.
- You must consider how you can do it safely.
- You will evaluate how much time you will need.
- You will calculate what the materials and equipment will cost.
- You don't want to risk the quality and you must have the right partners for the work, so maybe your toddler is not the best help this time?

Detailed planning reduces uncertainty and helps a project to hit its targets – to be on time, within budget and without compromise in terms of safety or quality.

So, you can see that actually project management is not that complicated. It is like painting your house: you know where you are and what you want to achieve, and you need a schedule, a budget, the proper tools and a workforce to make your vision become reality. Of course in the delivery of large projects, the plan is a bit more complex and demanding.

Project-specific team structure

Every project is unique, but there are characteristics that make common approaches suitable. The project type, size and complexity are considered when evaluating which project management structure to apply and deciding on the best team for the job.

The objective is get the size and structure of the project management right so that the customer is not paying too much or too little.

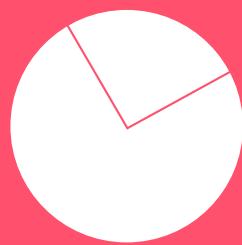
Typically project management organization features an overall project manager and technical project managers for the mechanical equipment and the control system, whose workload is highest in the planning phase. In addition on-site management, including a commissioning manager and a site manager, is needed to succeed.

In Cimcorp our project management structures are transparent for our customers and partners.

The biggest risks for successful project implementation are late or major changes during installation.

Why so many project managers?

Complex projects require more planning, monitoring and managing. Having a larger team ensures that everything is covered, progress is up-to-date and there is time to plan for the weeks and months ahead. Project managers work directly with customer contacts and suppliers in their respective fields to take care of the contracts, financials, schedule and responsibilities between all parties.



Let's phase it!

Specification
Project Planning
Design
Production
Shipping
Installation
Commissioning
Acceptance
Support

The bigger the project, the more stakeholders there are, making project management more important to ensure that responsibilities are clear.

Certification

All Cimcorp's project managers are highly educated, motivated and experienced, and also fully certified by the International Project Management Association (IPMA). This is formal recognition of the high levels of expertise and professionalism of Cimcorp's project managers.

The earlier we can anticipate any changes, the better we can support the client in achieving their goal.

Certification ensures a common language within a project team and with suppliers and customers; this helps communication in project management. Certification also formalizes knowledge and skills in the context of best practice.

Certification provides reassurance to clients that we treat all of our customers equally. We offer clients benefits beyond certification, however – our project managers are committed to exceeding expectations. The key to this is experience, for which there is absolutely no substitute.

Hello from Zaragoza!

The global situation threw us a huge and unpredictable challenge

"The installation in Zaragoza was completed in the planned time. Of course the pandemic situation caused by Covid-19 caused us to delay certain works. But assembly was resumed as soon as it was possible, and we didn't slip from the original schedule.

Actually, the installation has progressed as expected. And we continue to improve communications between all the work teams – we are all rowing in the same boat in the same direction."

Javier Blasco, Warehouse Purchasing Coordinator for **Mercadona, Spain**



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The biggest risks for successful project implementation are late or major changes during installation. They can lead to schedule slippage, cost overruns and even system defects. The earlier we can anticipate any changes, the better we can support the client in achieving their goal.

UN
LOCK

project
success



Success is always a combination of things

The better prepared you are for the things you can influence, the more likely the project is to succeed, and even surprises or crises cannot derail or destroy it. Know-how, experience and trust are all vital. Clear responsibilities, standardized processes and appropriate tools are also important, so that everything can be implemented as planned.

The final element for triumph is the ability to learn from mistakes – because there are some in every project – in order to hone the process for the next project.

It is important that we are able to keep things in order even if things are not proceeding as planned. In these situations, quick response and good adaptability are essential skills.

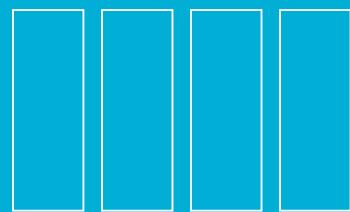
Of course, Cimcorp is an integrator – a project house, if you like. Our project management philosophy penetrates the whole company and we strive to bring efficiency and accountability to every department.

We invest heavily in quality control and risk management; for example, all equipment is tested before shipping to minimize on-site installation time and the risk of delays in the critical final phase of the project. Likewise, all software systems are tested virtually to ensure that all interfaces function as planned.

Since the 1970s Cimcorp has delivered automation projects in over 40 countries, for established global tire brands, grocery retailers for food handling and industrial bakeries – to mention just a few. In that time, project teams have encountered – and overcome – pretty much every

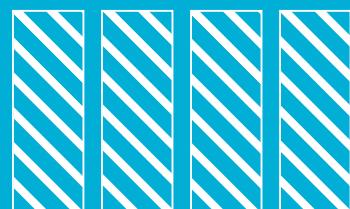
challenge or problem you can imagine!

Everything is documented, so we know the challenges that can arise during projects, and how to avoid them. Our customers can rely on us to put all that experience at their disposal.



Four pillars of project management

**Trust
Respect
Accountability
Change management**





Foresee the future

A pre-planned schedule made it easier to make changes and predict what would happen

"We have completed several projects and I have to say that the implementation of this one has been exceptional.

We got an hour-by-hour installation schedule beforehand, and it was adhered to throughout the process. The project management was excellent and unprecedented."

**Mika Suvanto, Factory Director,
Fazer Bakeries Lahti, Finland**

Keys to a successful installation

Communication • Detailed planning

Reliable partners & suppliers • Systematic processes & practices

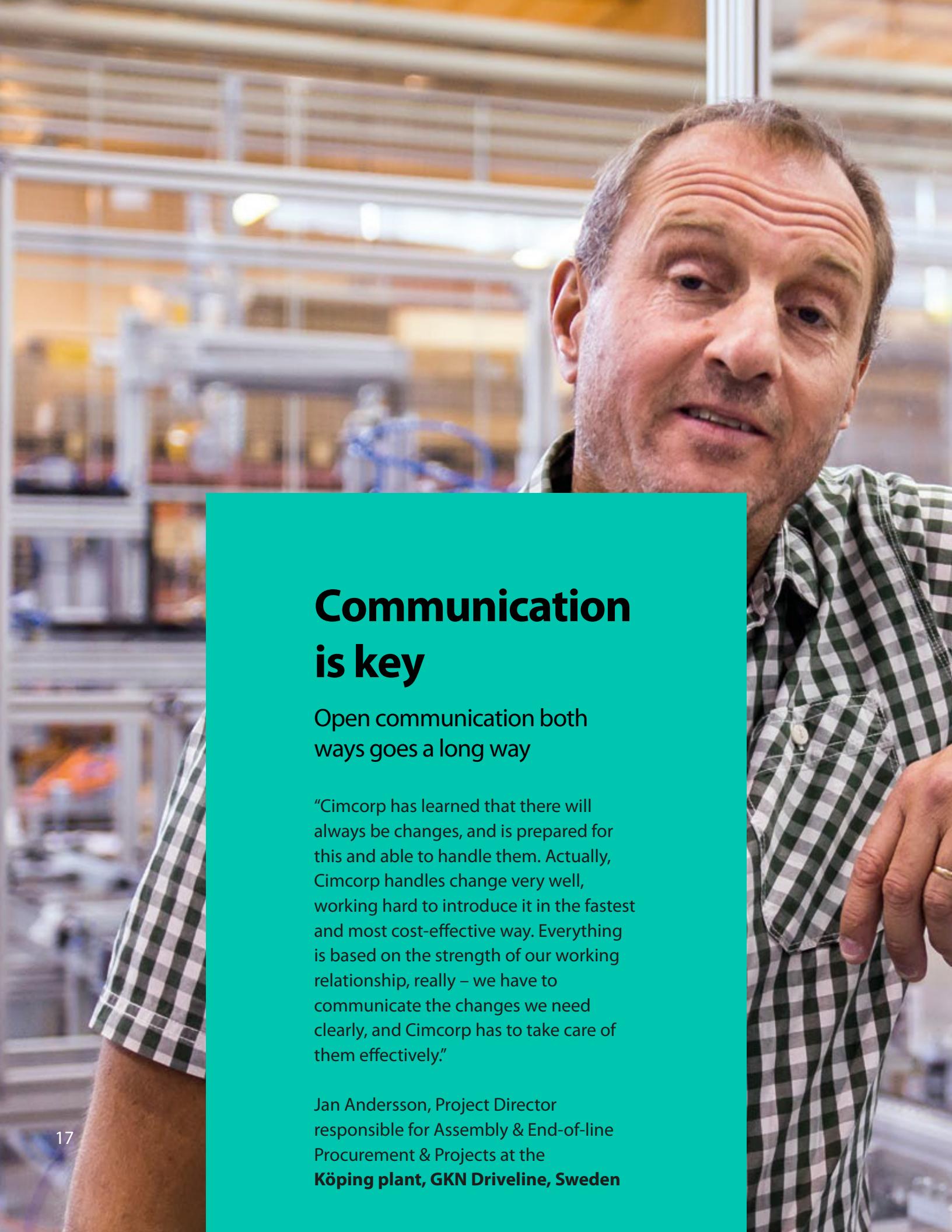
Quality control & risk management • Device & software testing

Resource planning



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At Cimcorp, we celebrate new customers. But when they come back to us for the second and third time, and continue working with us, it shows that we have done great work and the customer is really satisfied with our solution and services.



Communication is key

Open communication both ways goes a long way

"Cimcorp has learned that there will always be changes, and is prepared for this and able to handle them. Actually, Cimcorp handles change very well, working hard to introduce it in the fastest and most cost-effective way. Everything is based on the strength of our working relationship, really – we have to communicate the changes we need clearly, and Cimcorp has to take care of them effectively."

Jan Andersson, Project Director
responsible for Assembly & End-of-line
Procurement & Projects at the
Köping plant, GKN Driveline, Sweden

Challenges

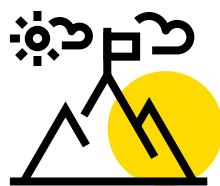
Common obstacles and what to be aware of



BUSINESS ETHICS

When managers assume social responsibility, it is expected they will do it ethically – that is, they know what is right and wrong.

SURPRISE FACTORS

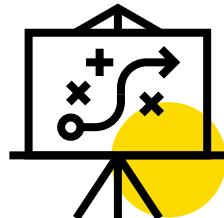


MISSION

To foresee or predict as many dangers and problems as possible; and to plan, organize and control activities so that the project is completed as successfully as possible in spite of all the risks.

OBJECTIVES

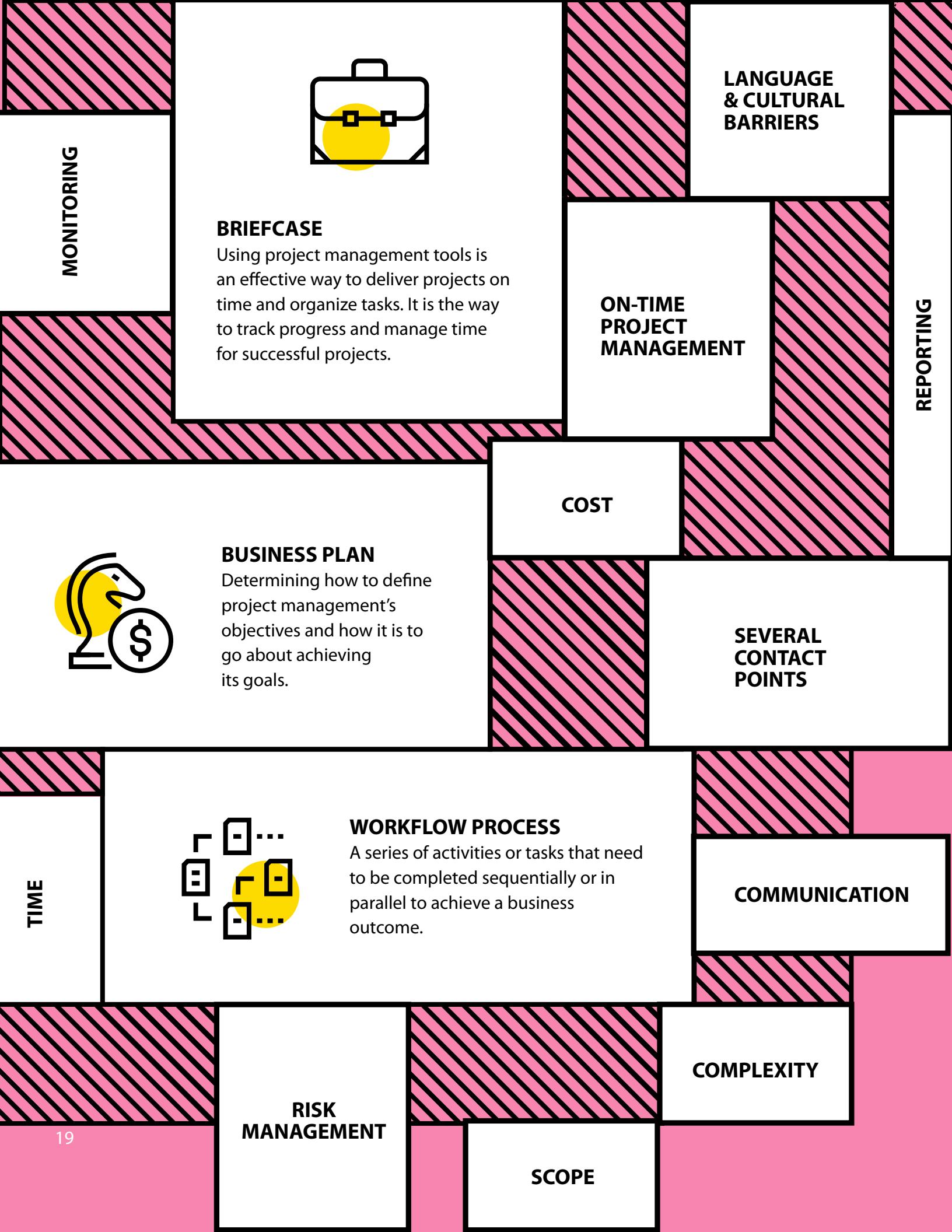
HUMAN ERRORS & MISTAKES

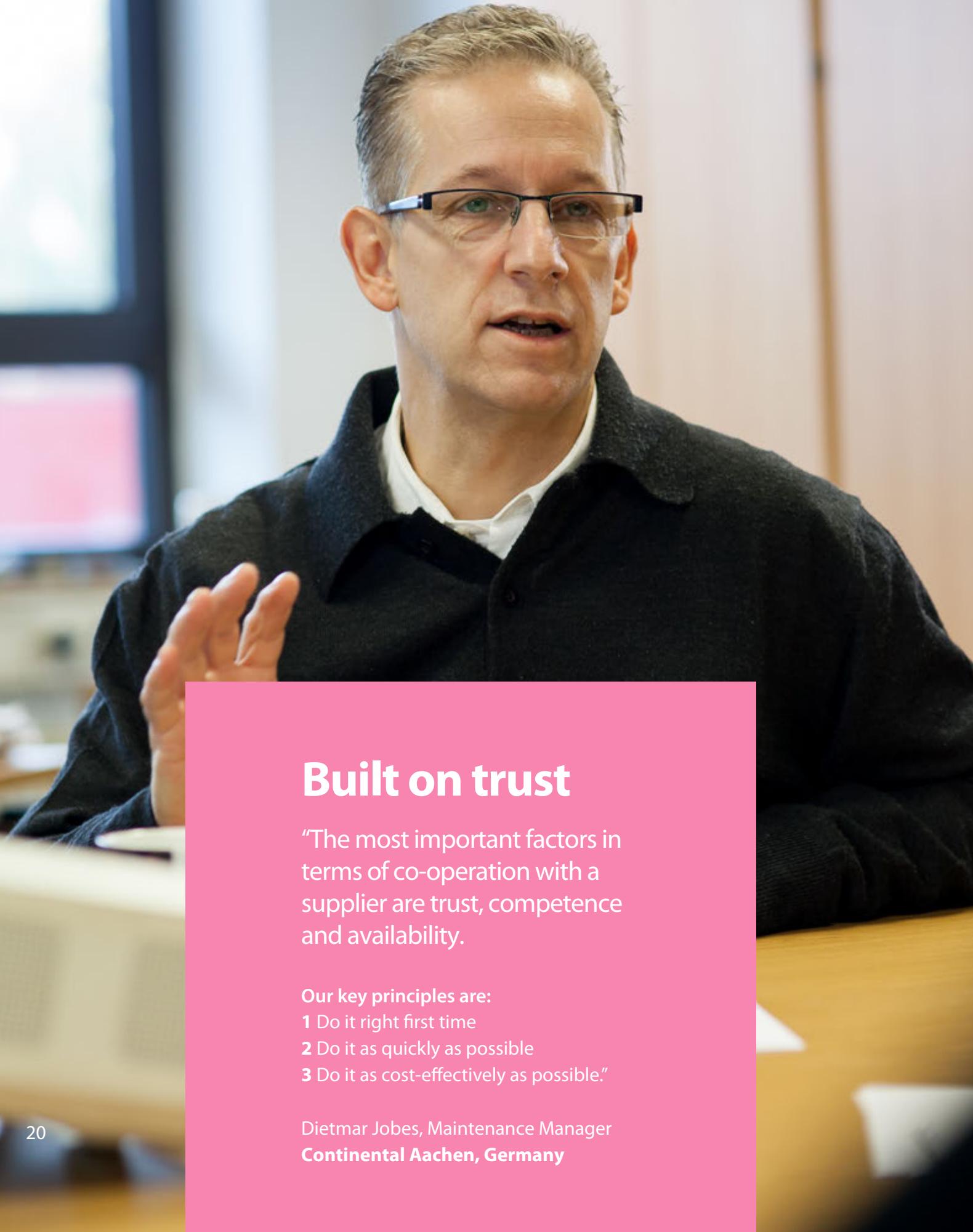


BUSINESS STRATEGY

It's imperative that companies draw a direct line between project activities, resources, time and effort and how these help the overall company-wide business goals.

TOOLS TO INTERACT WITH





Built on trust

"The most important factors in terms of co-operation with a supplier are trust, competence and availability.

Our key principles are:

- 1 Do it right first time
- 2 Do it as quickly as possible
- 3 Do it as cost-effectively as possible."

Dietmar Jobes, Maintenance Manager
Continental Aachen, Germany

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A project manager has effective control over subcontractors and suppliers, reduces asset redundancies and ensures the overall productivity of the project – all of which go directly to saving your company both time and money on your projects.



CIMCORP

LET'S TALK

Contact our sales team to
schedule a session to discuss
your project.

**sales@cimcorp.com or visit
cimcorp.com**