



US Leading Chemicals Supplier Automates for Safety, Efficiency & Cost Savings

Automation Roadmap, Feasibility Study, Business Case , and Sourcing Case Story

HowToRobot

Chemical Supplier Saves 50% of Automation Costs

A leading North American chemicals supplier sought automation to improve worker safety and efficiency in a high-risk production environment. HowToRobot's intervention refined the scope, achieving significant cost reductions and identifying high-impact automation areas.

The challenge

- The production environment posed significant risks to workers and had inefficiencies.
- The company needed guidance on cost-effective automation projects that reduced risk.
- An initial \$3.5 million automation offer lacked focus and was too expensive.

The solution

- HowToRobot identified the most feasible automation opportunities during a facility walkthrough.
- The scope was narrowed to high-risk tasks such as cleaning, inspection, and painting of containers.
- By refining the project, HowToRobot helped source new quotes, reducing costs from \$3.5 million to \$1.7 million.

Value delivered

- A clear path was developed to enhance worker safety by focusing automation on the most hazardous tasks.
- Significant cost savings of 50% were achieved by refining the project scope and sourcing new quotes from suppliers.
- The company now has a structured plan to increase operational efficiency and reduce employee risk at the lowest cost.