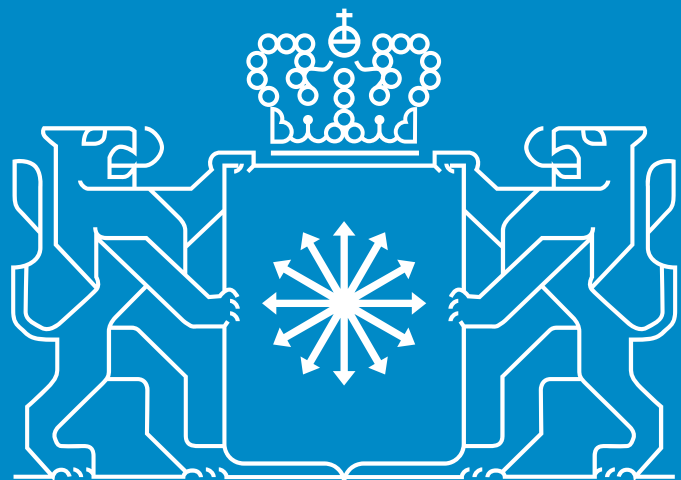


Edwin van der Ham

Monta

- Background Industrial Automation
- Started Monta in 1999 direct after study
- Entrepreneur since 8th year



Nederland
Distributie
Land



WE HELP E-COMMERCE COMPANIES TO GROW FASTER



B2C LOGISTICS

WMS SOFTWARE



1999 - Start as a packaging company for World Online

2010 – Started fulfilment activities

2018 – Started the commercialization of MontaWMS

MONTAFACTS..

1.200
employees

MONTAFACTS..

1.200
employees

175.000
M2

15
ware-
houses

MONTAFACTS..

1.200
employees

175.000
M2

15
ware-
houses

1.700
Webshops
fulfilment
and 100
software
customers

MONTAFACTS..

1.200
employees

175.000
M2

15
ware-
houses

1.700
Webshops
fulfilment
and 100
software
customers

€ 150 M
turnover
and
yearly
growth of
41%

Monta = growth



> 40% growth per year
1 new customer per day
How?

Personal contact within 1 hour
Quote within 1 day
Live within 1 week

Decentral structure with 15 warehouses
Own Eco system with software and hardware

- **Decentral structure**



14 vestigingen



Why automation?

Halving
cost
price
2020-
2025

1.
Automation
-
Robotization



2.
Efficiency
-
People

3. IT
-
Our own
eco-system
with AI

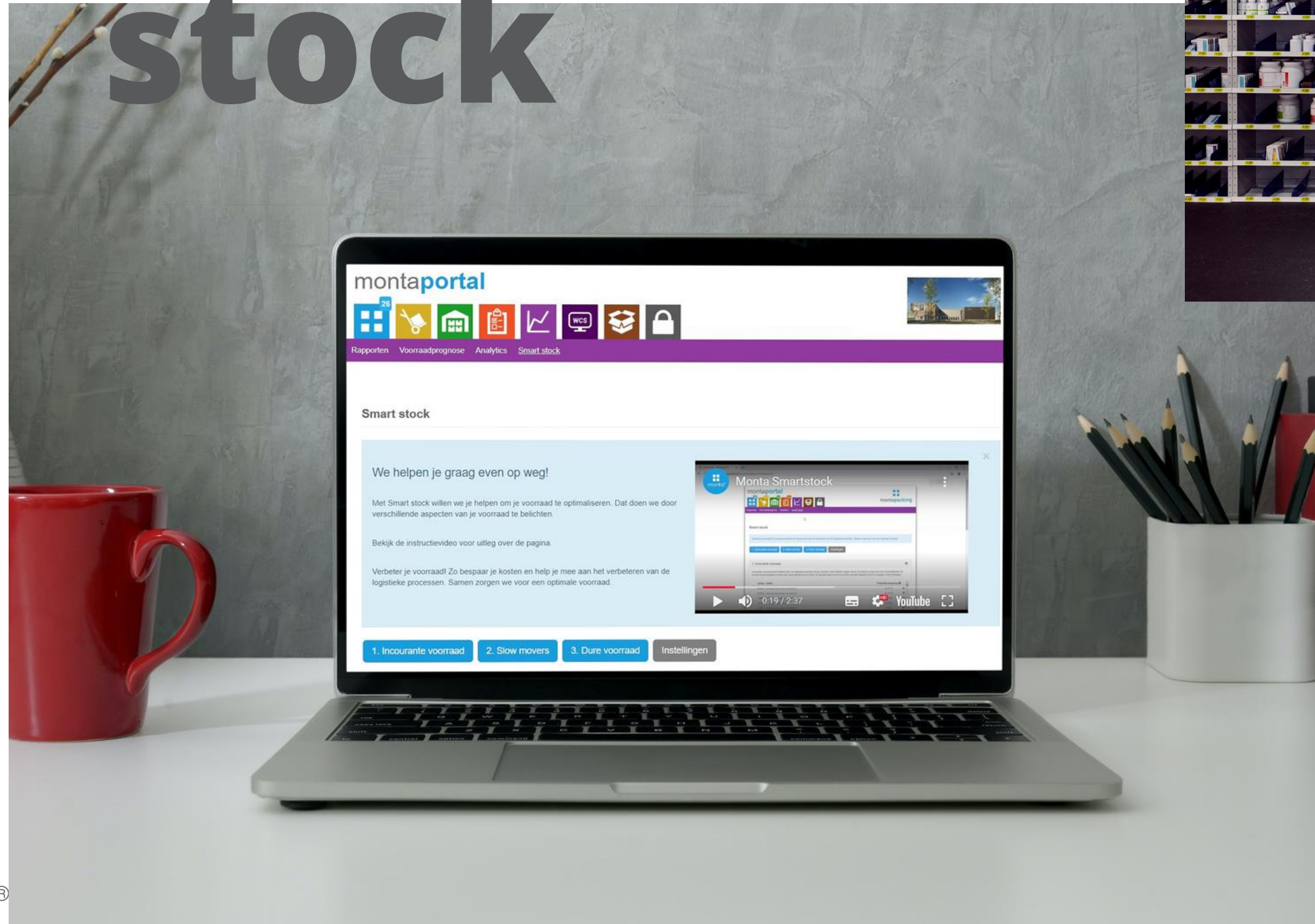
75 IT developers

Monta is
an IT
company





Smart stock





E-check 19

E-check 18

E-check 17

E-check 16

E-check 15

E-check 14

E-check 13

E-check 12

E-check 11

e-check wall

e-check wal

e-check wall

e-check wall

Check 7

montapacking



Why automation?



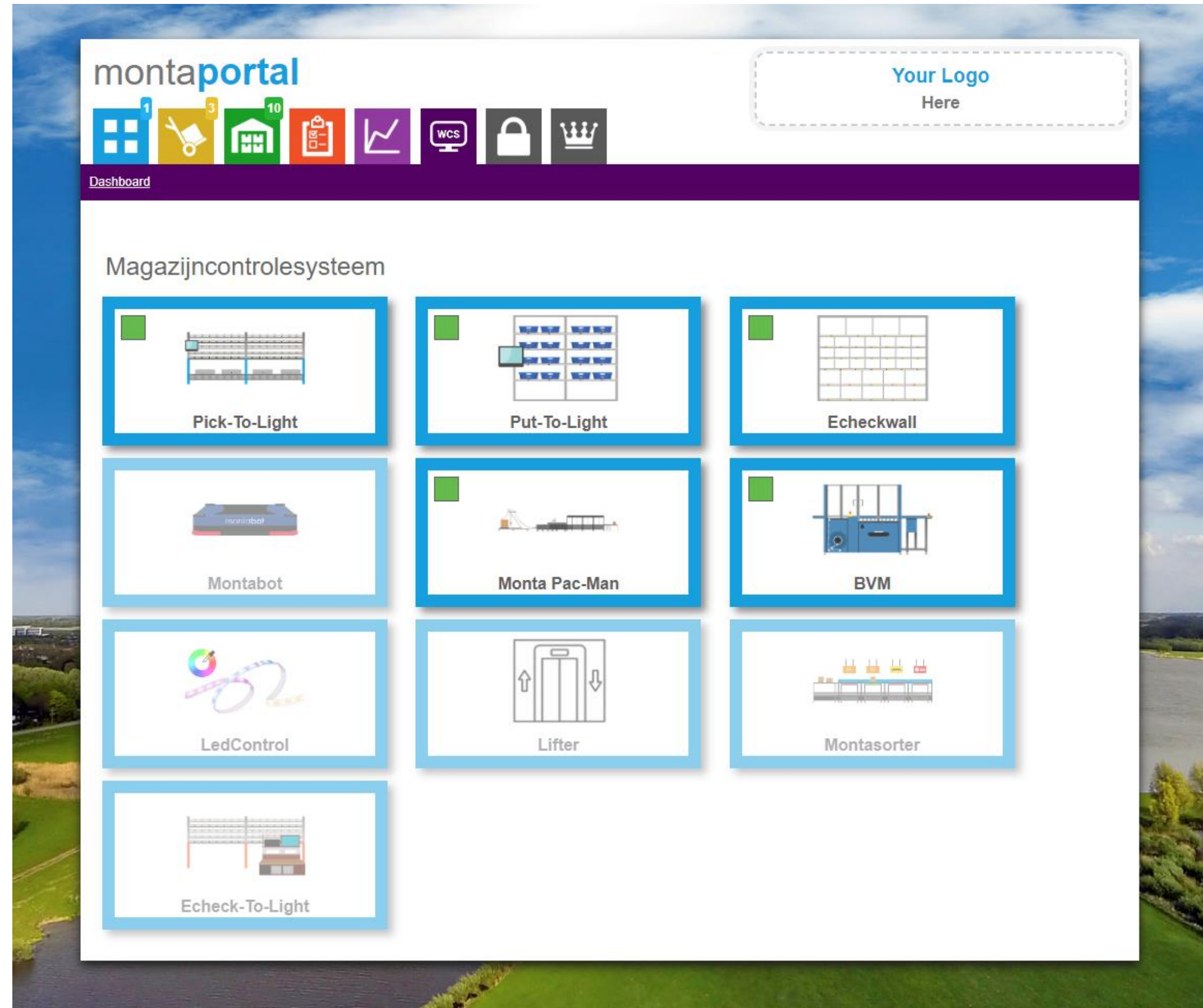
A screenshot of the 'montaportal' dashboard. The header features the 'montaportal' logo, a navigation bar with icons for home, cart, warehouse, orders, analytics, WCS, lock, and user profile, and a placeholder for 'Your Logo Here'. Below the header is a 'Dashboard' section with the title 'Magazijncontrolesysteem'. The main content area displays a grid of ten automation options, each with an icon and a label: Pick-To-Light, Put-To-Light, Echeckwall, Montabot, Monta Pac-Man, BVM, LedControl, Lifter, and Montasorter. The background of the dashboard is a scenic landscape with a river and greenery.

Crucial for our suppliers

Monta is an IT company

Open communication on low level

Naast ons WMS beschikken we over een eigen WCS waar iedere interface direct in komt





Timeline Lowpad - Monta

- Start 2019 with 5 lowpads
- 2021 – 45 extra lowpads
- Experimenting with several principles

5 KPI's

- No order delays due to failures or inflexibilities



- Physically present on Mondays



- Access to low level software



- Collaboration between human and robot



- Payback period 48 months



Next steps

- Smarter AI collaboration between humans and robots
- Help our WMS customers with Lowpads
- Shorten the payback period together with Lowpad

