



IMPLEMENTING AUTOMATION & CUSTOM ROBOTICS SOLUTIONS IN RURAL SETTINGS

Process Modernization Program™

ALLIANCE FOR
RURAL IMPACT



ALLIANCE FOR RURAL IMPACT

Through its diverse and broad network of technology providers, ARI offers its clients turn-key, one-stop solutions accompanied by implementation support. This level of integration and service is unparalleled in the automation industry, making ARI a best-in-class provider, especially to smaller companies with limited automation experience.

WHY ROBOTICS FOR RURAL?



Alternative to a shrinking labor pool



Leveled playing field to provide better jobs



Enhanced competitiveness



Increased profitability and efficiency

PROCESS MODERNIZATION INTERVENTIONS

Well-defined interventions at various required investment



OUTCOME-FOCUSED, BUILDING STRONGER ENTERPRISES THROUGH ACTION



Proactive Outreach to Areas of Focus



Determine Business Solutions



Specify the Investment and Approve



Implement the Solution(s)



Optimize

Each step of the process has been designed with de-risking the investment in mind:

From identifying the best borrowers and proactively reaching them,

To selecting the right interventions most likely to generate return for their specific business,

Through optimizing even after the solution has been implemented.

Each step is supported by a robust set of tools developed by ARI's network of expert partners. There is no better way to manage risk than by giving business owners skin in the game, while making sure to support them with a model that measures its own success through the lens of their successes.

THE HUMAN CASE FOR INNOVATION



IMPLEMENTATION SUCCESSES

Example 1 - Car Wash Chain

- Context:** A car wash chain operator requested assistance to address employee absenteeism challenges for a challenging portion of its workflow
- Challenge:** Robotic system needed to fully integrate into the car wash's conveyor belt operation to accurately apply tire dressing to the wheels without reducing throughput
- Solution:** Custom 3-axis robotic system with vision system
- Payback (ROI): 9 MONTHS**



Example 2 - Siding Manufacturer

- Context:** A mid-sized manufacturer needed to address a process which was not ergonomic and only a few people at the factory could perform
- Challenge:** Large boxes used to package vinyl siding were unwieldy, difficult to form and, when made improperly, scratched surfaces of finished product
- Solution:** Custom fixtures and robotic system for forming and positioning boxes.
- Payback (ROI): 18 MONTHS**



Example 3 - Water Utility

- Context:** Local water utility faced a dilemma when offices consolidated, and a tenured billing clerk looked to retire
- Challenge:** Department needed a way to handle tripling volumes that antiquated systems and existing workforce could not handle
- Solution:** Software automation (RPA) system to take over the repetitive manual tasks without the need for new IT infrastructure
- Payback (ROI): 9 MONTHS**



DEFINING SUCCESS

Process Modernization™ is geared to help businesses weather any storm. Strong, durable enterprises are the lifeblood of a community. We measure success in this area by looking at such metrics as:

- Improved efficiency
- Increased cash flow / net income generation,
- Increased capacity to undertake additional improvement initiatives.

It's not just about job creation. Jobs must help create wealth in a community. Businesses we help should provide higher-value work opportunities for all. We measure success with metrics such as:

- Increases to payroll / distributions per FTE
- Increases in training, workforce skills

We believe in community-invested borrowers, those who are as committed to their communities' success as they are their businesses'. We measure our success here using such metrics as:

- Significant support from local economic development officials or other leaders
- Strategic industry that supports a local/regional economic development plan or strategy
- Business remains in the community, improves its real estate holdings, gives back to local causes
- Secondary impacts: multiplier effect, exported goods or services, imported capital, retaining intellectual capacity

MEET OUR TEAM



Dr. Byron Clayton

*Automation and Process
Expert Advisor*



Nicholas Bush

*Automation and Implementation
Expert Advisor*



Jennifer G. Watkins

Co-founder and Director of Operations



Jamie R. Wright

Co-Founder and Executive Director

ALLIANCE FOR
RURAL IMPACT

870.219.3472 | contact@ruralimpact.org | ruralimpact.org

