

Successful introduction of an intralogistics solution in medical technology

SEP Logistik AG in cooperation with H.G.L. GmbH

The company **SMS medipool** works as a distributor in the health care sector and supplies medical practices and hospitals throughout Germany. The market for medical technology and consumables is very much characterized by price pressure and competition. Reliable and cost-optimized intralogistics are absolute requirements and an important pillar in order to be able to offer services and products to hospitals in a competitive way. Special legal regulations and rules apply as well to hospital logistics, which must also be covered by a software solution.

[SEP Logistik AG](#) was commissioned to find a solution for the main location in Reichertshofen (north of Munich) that could also be exercised at other locations. In addition to the conceptual design of suitable process flows, the scope of the order also included the procurement and provision of suitable hardware as well as the implementation of the solution during ongoing operations.

Thanks to its membership in the cluster, the [H.G.L. GmbH](#) has been a hardware partner of SEP Logistik AG for many years.

Together with the customer, the requirements for the hardware in question were discussed and a first rough selection of potential hardware was determined. This was presented to the customer in a workshop, so that the employees could get an idea of the appearance and handling of the devices directly on site. After the workshop, the hardware and the software solution was delivered to the customer on time and at the best possible price-performance ratio.

The commissioning of the order-picking solution with the use of more than 30 devices was largely trouble-free thanks to the on-site support provided by employees of H.G.L. GmbH and SEP Logistik AG. Even change requests to the software that presented themselves - whether through setting options or additional programming - were implemented immediately. "It is of utmost importance for us to work with partners and suppliers we can rely on 100%", stated Christian Grams, CEO of SMS medipool AG, in a later survey.

Since the introduction of the solution at the company SMS medipool, 3 years have already passed. Thanks to our order picking solution consisting of software and hardware, the processes in warehouse logistics have been sustainably improved. SMS medipool is currently expanding throughout Germany. One location near Leipzig has already successfully gone live with the equipment of SEP Logistik AG and H.G.L. GmbH. Further locations in the Frankfurt area and in Dortmund are planned for this year.

