# FAST

# Accelerate your business growth!

Connect with our Automation & Digital Transformation Experts at the A2 HUB today.

We've just completed
a site visit!

Here's a closer look at our
digital transformation
approach—The A2 Process
and our A2 Hub, based in
the North West.

**(A2) Process**
**Automation**
**Accelerator**

**(A2) Hub**
**Automation**
**Accelerator**

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# The A2 Hub:
# A collaborative space
# in the heart of our city.

**A2 Hub**
**Automation Accelerator**

**The Automation Accelerator Hub provides a space for FAST to engage your manufacturing business, assess your digital readiness, map out potential solutions and de-risk any investment.**

The A2 Hub also creates a collaborative zone for companies, educators and specialists to test drive the latest innovations and 'factory of the future' technologies.

**Our team of automation & digital transformation experts can develop and implement custom solutions, unique to your manufacturing process.**

# The right place
# to start.

Empowering your
digital transformation
journey.

# (A2)Process

## The A2 Process isn't something extra. It's everything!

## Every detail, every decision, every experience.



# (A2)Process
**Automation Accelerator**

## Are you, like so many others, worried about implementing automation effectively and the risks involved?

FAST has acknowledged the need from customers to simplify and remove risk in the process, of introducing new automation techniques into the business.

To address this need, FAST has implemented the Automation Accelerator process, also known as the A2Process. The A2 process is driven from the A2 Hub located at the Catalyst building in Derry/Londonderry with the technical support of the FAST senior design team. We have dedicated design departments to each field of expertise; mechanical, electrical, robotics, Software.

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# The Automation Accelerator Process can FAST forward your automation journey.



**A2 Process**

**Define** right thing **Build** right way **Grow** right pace

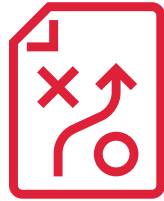| DEFINE | STEP 1:<br>**Discover** the opportunity<br>Free of charge |
| | STEP 2:<br>**Explore** the potential concepts<br>Typically, 80 Hours |
| | STEP 3:<br>**Refine** the chosen concept<br>Sprints of 80 Hours as required |
| BUILD | STEP 4:<br>**Build** your automation future |
| GROW | STEP 5:<br>**Grow** support & development |

## DEFINE

### STEP 1
### Discover the opportunity:

✓ FAST meet with you and review the requirements of the project

✓ Review the current process considering the integration of possible solutions

✓ Understand your existing research into solutions

✓ Identify stakeholders and understand their expectations

✓ Ensure appropriate sponsorship for project

✓ Build a common understanding of the overall project direction, key milestones, and vision for the entire team

✓ Define what success looks like

### STEP 2
### Explore the potential concepts:

✓ Research the problem

✓ Build User Requirements Specification

✓ Identify possible solution(s)

✓ Create high level concept(s)

✓ Review for accuracy

✓ Determine high level costs of each concept

✓ Review with the customer and select best fit solution for the project

✓ Proposal for next steps

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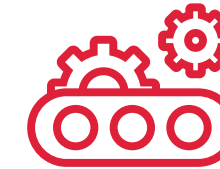
# A2 Process

**DEFINE**

**BUILD**

**GROW**

## STEP 3
### Refine the chosen concept:

- ✓ Develop high level concept into detailed design
- ✓ Assess technology stack for suitability
- ✓ Create System Requirement Documentation (SRD)
- ✓ Define Key Process Variables – both input and output
- ✓ Create visual simulation of solution (if required)
- ✓ Develop ROI calculation
- ✓ De-risk investment to Business & Decision Makers
- ✓ Quote for final build
- ✓ Review quote with the customer

## STEP 4
### Build your automation future:

- ✓ Build your solution
- ✓ Complete a factory acceptance test before shipment
- ✓ Install on site and integrate into existing business
- ✓ Complete a site acceptance test
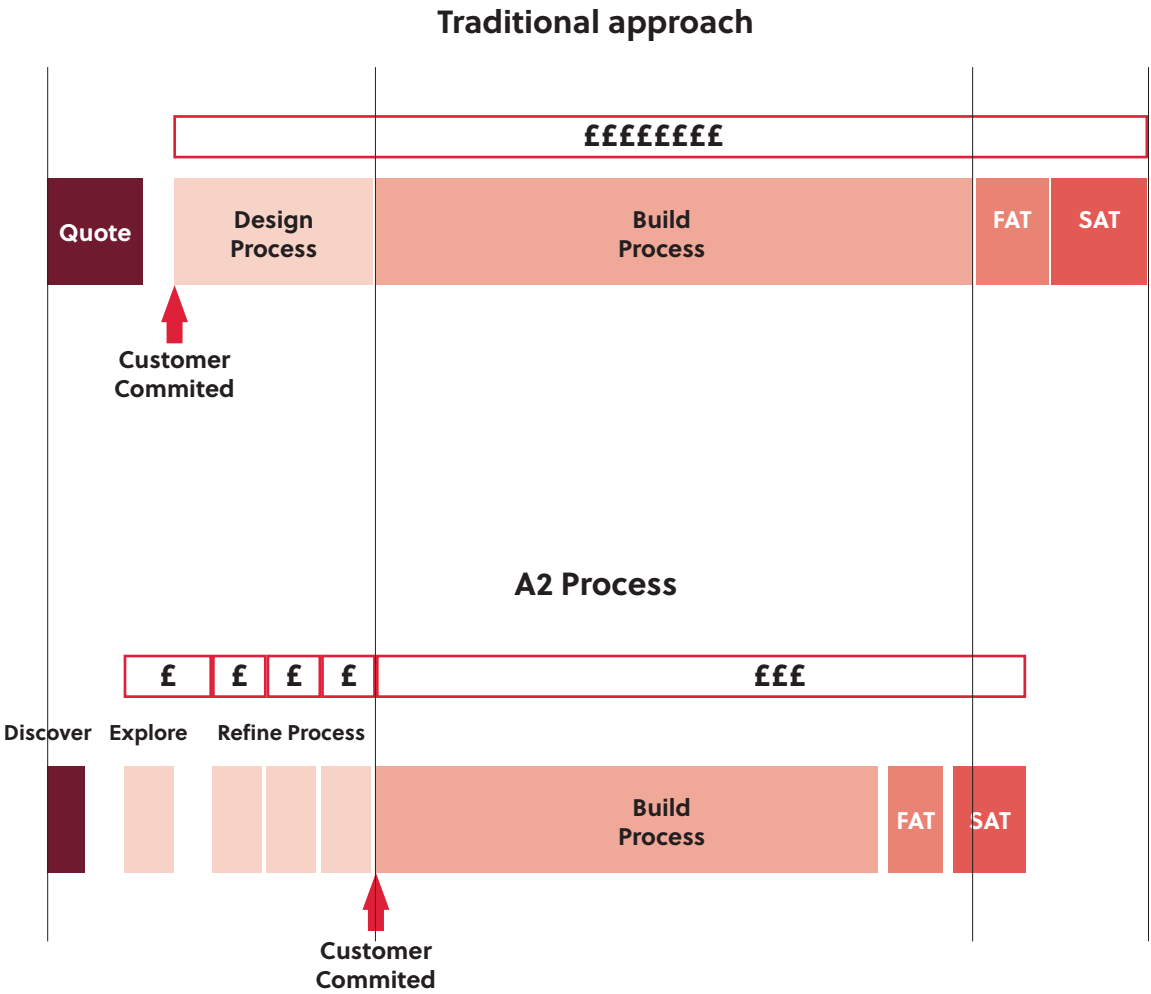- ✓ Train your personnel on how to maintain and operate the system safely

## STEP 5
### Grow support & development:

- ✓ 12 months warranty
- ✓ Provide options for service level agreements
- ✓ Review system performance
- ✓ Review projected ROI vs actual ROI
- ✓ Review next possible steps for automation acceleration
- ✓ Support with new projects and upgrades

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# Traditional vs A2 Process approach

Not all projects require the A2 Process as some projects are relatively straight forward and out of the box solutions can be applied. However, for custom, larger projects we adhere to the A2 Process. The duration of the initial process varies depending on the complexity of the project but is delivered in 2 week sprints.

The traditional approach of quoting for projects required several assumptions to be made for the customer requirements as there isn't the resource and time to drill down into the details of the project. Rushed quotes lead to poor project planning which in turn extends the life of the full project and leads to the likelihood of delivering an unsatisfactory solution.

## Traditional approach



## A2 Process



With the A2 Process, all the planning is done upfront before the build process starts.  The customer is truly involved in the full design process with check points every 2 weeks and the option to terminate the project at any point before the build starts without the need to commit to large funds upfront.

The customer will be required to pay for the Explore and Refine sprints so that FAST can dedicate the resources required to fully design the project.  The cost of the initial sprints does not increase the overall cost of the project but instead decreases the cost of the full project. The overall build time, factory acceptance testing and site acceptance testing goes a lot smoother
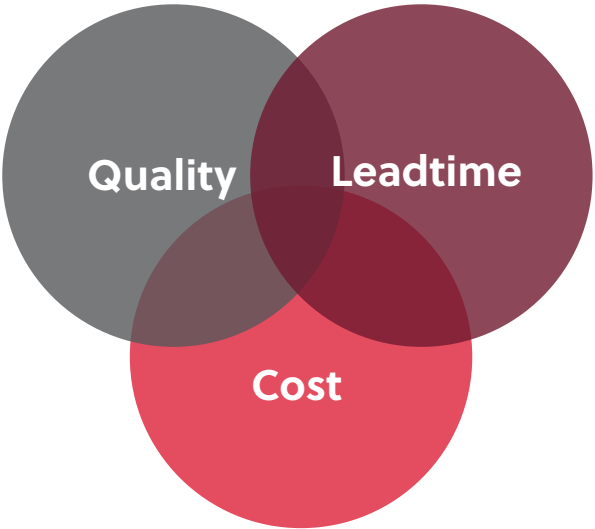
# Solution for you, not everyone else!

**FAST are experts at implementing automation but you, the customer, are experts at manufacturing your products.**

The A2 Process ensures that we work hand in hand to develop a solution tailored to the needs of your business and not just what has worked for other customers.

As we work with you, we balance the 3 main factors of delivering a solution, Quality, Cost and Leadtime, to suit your needs.

FAST utilise tried and tested solutions but tailor them to meet your needs.  We have preferred vendors that we've built up good relationships, due to high quality products and good support services, but we are always open to customer feedback and are not tied to any supplier.

**Our goal is to make you happy so we can help each other grow our businesses together.**



# Hard to choose the right path

**When trying to move your business forward, there are so many options, some of which promise great results but don't present the risk involved.**

The A2 Hub can help you navigate the digital transformation journey by providing insights into the strengths and weaknesses of each solution.  We can work with you to access your current situation and provide direction on the most effective next step to help your business progress.  Whether your looking to automate through hardware or software FAST can support you on this journey.

With out team of experts, we have decades of experience in manufacturing automation across many business sectors.  No matter if it's semiconductor, aerospace, pharmaceutical, agrifood, logistics or packaging, the A2 Process can help you navigate your future of automation.

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# (A2) Process

**In our experience, no two companies are the same.**

**People, culture, structure and goals are always different. So we adjust the approach too.**

**We listen. We strategise. We align. Then we move forward—driven by where you need to be.**

**All of it is shaped by who you are and what your business is facing.**

## What we do

**At FAST we are future thinkers, supplying key technologies and solutions to help our customers automate so they can focus on their core business.**

An Industry 4.0 Partner specialising in:



Production Automation



Warehouse/Logistics automation



Cobotics



AMR's



Manufacturing & Software Solutions



Factory Simulation

Custom solutions from FAST are developed, implemented, and optimised to help support sustainable business growth.

**FAST**

# Start your
# Digital Transformation
# Journey today.

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