

## G20 Order Station developed in record time for a custom fit

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Kodak Alaris' Employee Engagement Team continues to highlight transformation in action through teamwork around the world. In this edition, you'll see how the new G20 Order Station for **Kodak Moments** Picture Kiosk was developed in record time for its most profitable retail account. Leading to 8,500 installations burning Kodak media, the multifunctional teamwork within our global community was critical to this project's success.

### Counter measures

We had to pivot fast when our next-gen order station (the G4XLII) literally did not fit on the allotted counter space for thousands of Germany's DM (Drogerie Markt) stores. The contract renewal for 2,500 of their locations stipulated the installation of our *very latest* stations. That meant Kodak Alaris had to develop a solution meeting new specs for this giant drug-store chain and deliver it in about half the usual time.



### Chain reaction

After a little over a year of heroic supply-chain efforts, the massive installation was complete for the original contract commitment as well as an additional group of DM stores! This custom configuration also included an improved user interface and came in on budget. How was all this possible? Switching gears to resurrect a sidelined project previously addressing this type of situation helped a lot. The rest was strong global teamwork and relentless project management. From finding a new supplier of processor components to negotiating costs comparable to the G4XLII, our supply-chain team left absolutely nothing to chance.

Establishing and executing many mitigation and contingency plans, the team ensured meeting the DM's timeline for the initial contract. They also developed the rest of the components (sourced from both new and existing suppliers) and integrated the system. To build the units on time, purchasing, operations, and supply-chain functions united to organize all key suppliers—including contract manufacturers for assembling (Flex) and installing (TIS).

### Robust results

The delivery took place *three days earlier* than the proposed "all-success" date (with no time contingency used). It was generally felt that this was the most robust kiosk system Kodak Alaris had ever placed in the market. The team deservedly enjoyed some satisfying direct feedback from the retailer, who turned around and signed the contract renewal for another major group of stores!. Once more, our supply-chain team delivered against tight time pressure, bringing the total of installed units to 8,500 by the end of July.

As they say, it takes a village. The Worldwide team members who participated in this program are too numerous to list. The KA community contributors include the US and EMEA supply chain, EMEA and Worldwide service, purchasing, product marketing and engineering (design, development and manufacturing).

Congratulations!

**Kodak Alaris' Employee Engagement Team**

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