



# 18 Reasons to Benefit From BD Rowa Advantages





# 1 Robot customisation

Customised automation?  
Choose BD Rowa™ Vmax!

**The perfect system for any requirement:**

- Compact storage system for maximum flexibility
- Special designs for sophisticated solutions: such as taking into account flues, pillars and windows, and the customised positioning of output
- Can be installed in a basement, on the first floor or the second floor

Still not convinced? BD Rowa™ Vmax allows you to choose from a wide range of options, which can be added even later, including fully automatic input, a refrigerated compartment and a second picking head.

<https://rowa.de/en/solutions/store-pick/>

# 2 Refurbishing

Did you know that... Our systems can be installed without disrupting your daily activities? We know that refurbishing a pharmacy requires much time, energy and money.

This is why our consultants, together with our internal design team, will assist you and give advice at every step when choosing your system, with the possibility of remaining open during renovation work or installing the system without affecting the day-to-day running of your pharmacy.

<https://vimeo.com/333300460>



Load variants:



Front load



Lateral load



Angular load



# 3 The value of 360° assistance

BD Rowa automation solutions have a reliability of 99.9%\* and are subjected to strict quality control.

Thanks to the widespread presence of a direct network of expert technicians throughout the UK, response times for resolving issues that cannot be resolved remotely, are short.

Furthermore, each of our customers has access to online training courses for correctly managing automation systems. In case of questions or issues, the hotline service is active 24 hours a day, 7 days a week.

By analysing the report data on the use and the space available in the robot, the BD Rowa Customer Support Team can offer you continuous monitoring and proactive support for your system by providing a notification on the dashboard even before the error occurs.

BD Rowa: the added value of comprehensive assistance.

<https://rowa.de/en/service/>

\* Calculation based on service tickets raised under the "severity 1" for our 12,000 installed robots.







## 4 Energy consumption and shutdown

The power used by a BD Rowa™ Vmax 160 in operation with two picking heads is only 780W compared to 2100W of a standard dishwasher. If the robot is on standby, the power absorbed is even lower, as little as 379W!

In addition, BD Rowa systems do not need to remain switched on. They can be turned off at the night, just like any other device.

BD Rowa automation systems with chaotic storage allow energy savings and greater reliability compared to channel systems or mobile cabinets, thanks to the reduction of movements.

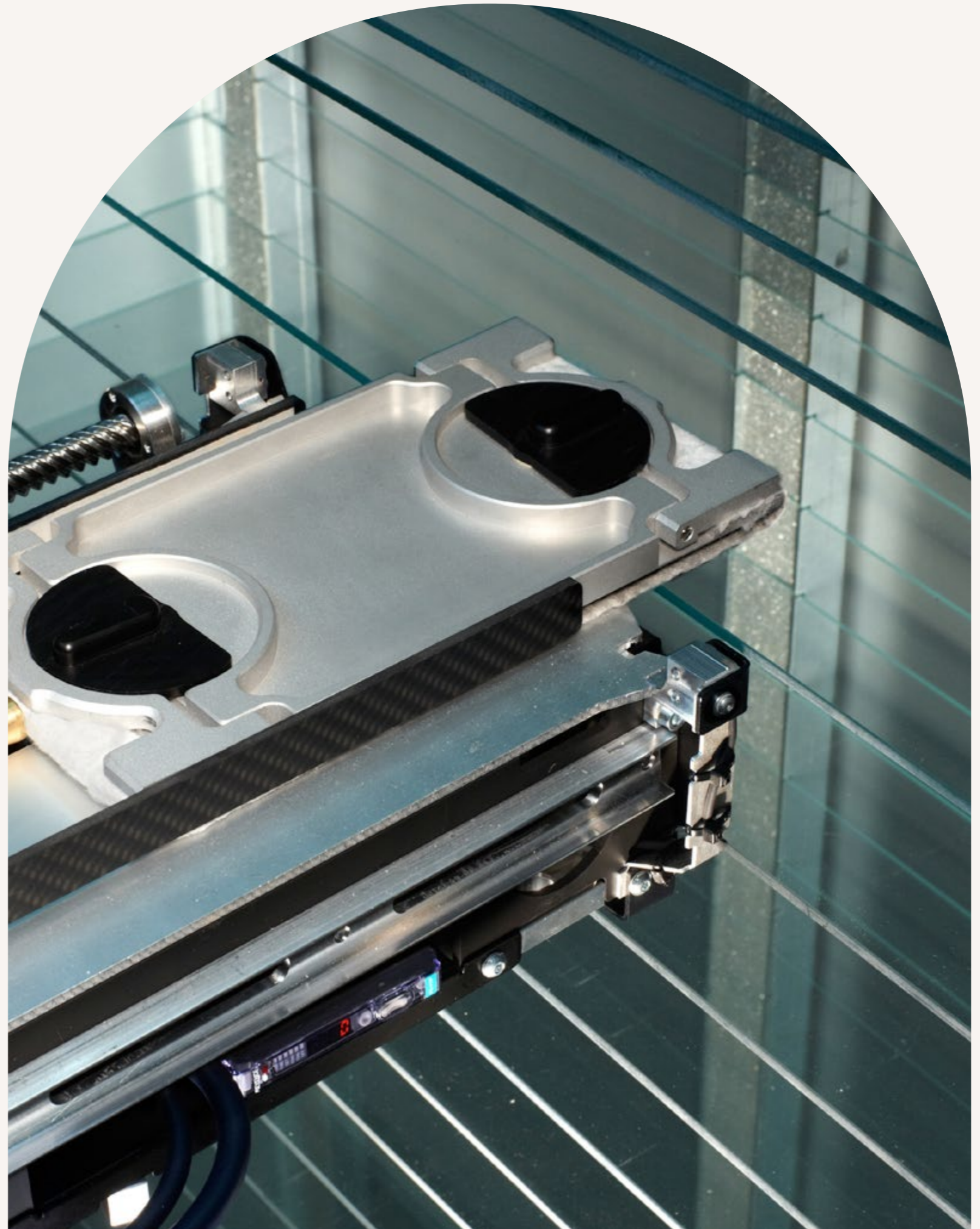


# 5 Cleaning module

BD Rowa systems are highly configurable to meet every need and requirement! For example, you can ensure that the robot works in a clean environment by adding a cleaning module to your system.

The fully automatic module in the robotic dispensing system removes dust and residues from the shelves and schedules cleaning to avoid the peak times the automated storage system uses.

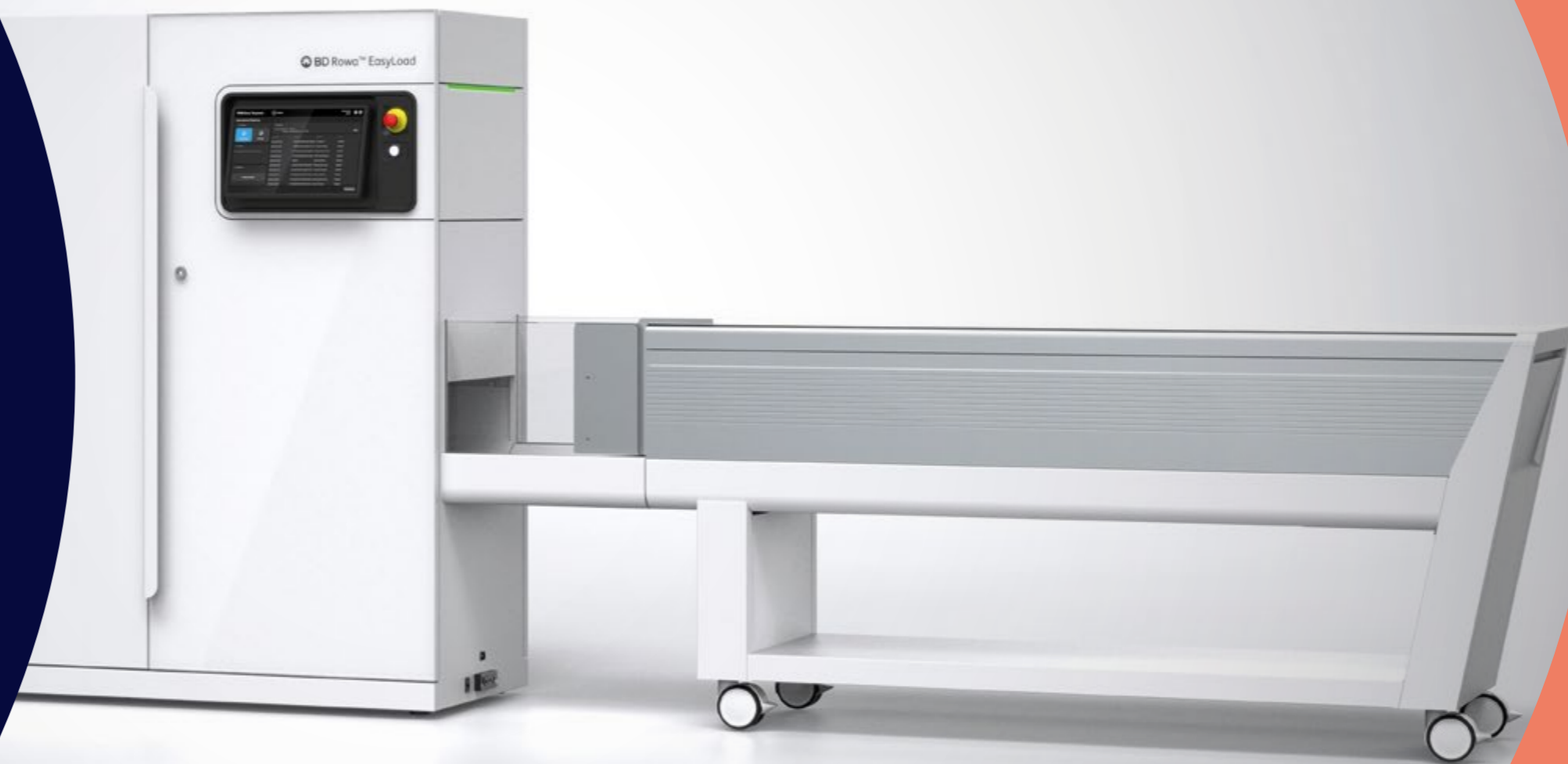
<https://vimeo.com/469779453>



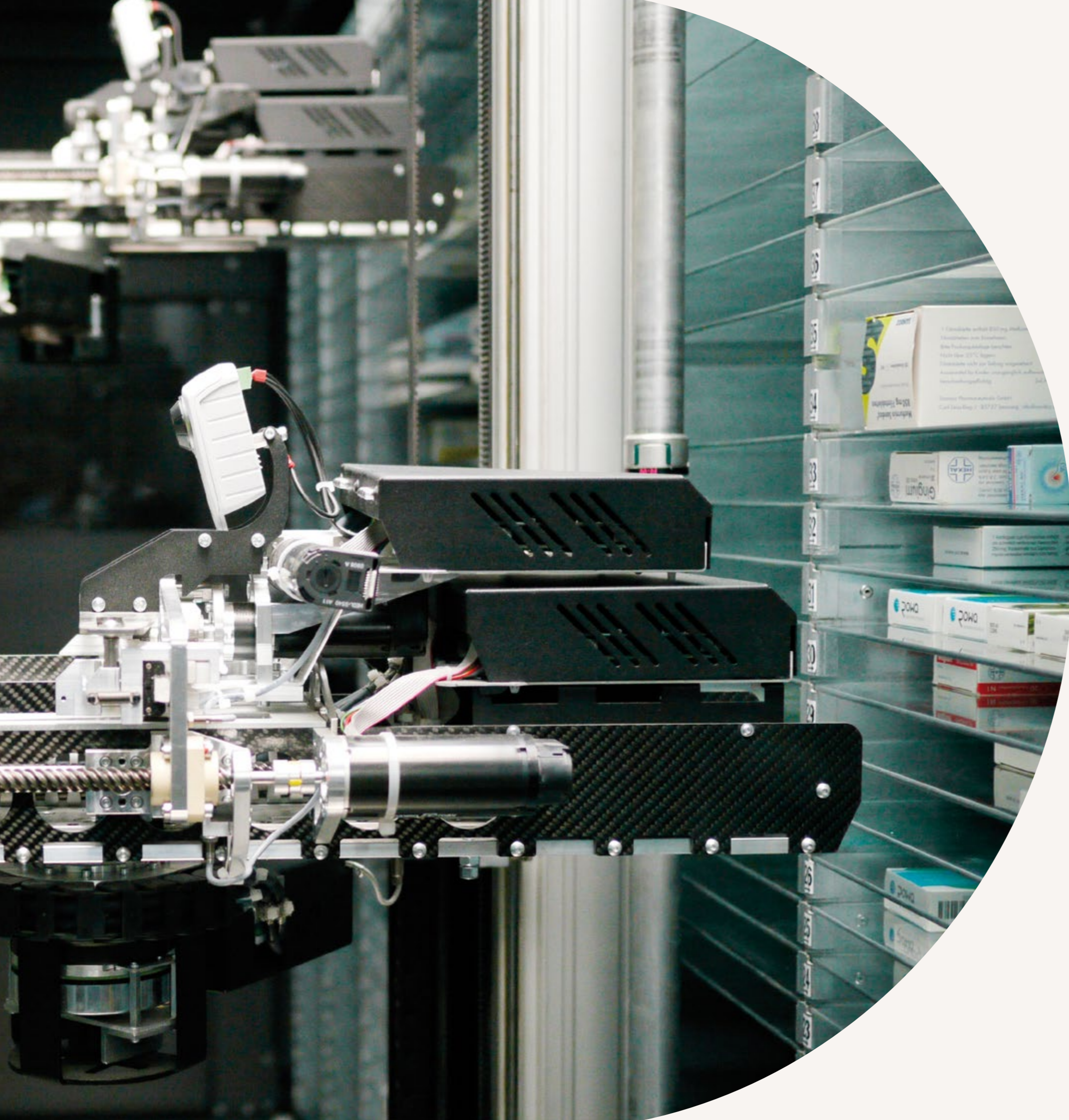
# 6 The advantages of automatic input

Medicine can be stored simply by pressing a single button with BD Rowa™ EasyLoad, even during closing hours. It automatically loads medicines upon receipt of goods for effortless and silent operation while you focus on customer care.

<https://vimeo.com/701195718>







## 7 Second picking head

The second BD Rowa™ picking head: discover the innovative automation

**Adding a second picking head to your BD Rowa automated dispensing system means:**

- Reducing product input and output times, making product handling up to 1.6 times faster
- Managing a larger number of products
- Achieving even greater speed with the simultaneous loading and unloading option

If you are still not convinced, you can configure your robot to be fitted with a second picking head and install it later!

<https://vimeo.com/469784475>



## 8 Dual input belt

The flexibility of the BD Rowa systems is also due to the numerous options available that allow you to configure the robots to meet any requirement. The dual input belt is the ideal solution for loading large volumes of products while providing a high level of safety when handling them.

In total ergonomics, the additional loading station means you can cut product input times by half or provide simultaneous input and output.





# 9 Range optimisation

Having an automated BD Rowa™ robot in your pharmacy means optimised and having greater control of your stock, improving customer service through:

- Greater delivery capacity
- Faster inventory rotation: products closest to the expiry date are always dispensed first, reducing the number of pharmaceuticals that are wasted
- Reduced storage depth







# 10 ROI

The decision to implement an automation solution raises numerous questions, and finding the perfect answer is always challenging... But did you know that the investment in a BD Rowa™ robotic dispensing system pays for itself in just 3 years?

Thanks to the IQVIA study (2019), we can affirm that BD Rowa automation systems not only have a positive impact on the turnover of a pharmacy, but that it also takes just 3 years for the investment to pay for itself, net of tax incentives, considering an average expenditure of €136,000.

Find out more about this study:

[https://rowa.de/content/media/IQVIA\\_Rowa\\_EN\\_191028\\_PREVIEW.pdf](https://rowa.de/content/media/IQVIA_Rowa_EN_191028_PREVIEW.pdf)



# 11 Time-saving and sales increase

What is the secret of the pharmacies that have chosen BD Rowa?

Whether on the ground floor, in the basement or upstairs, we can provide the perfect installation for any pharmacy. The flexibility of our customised solutions means that we are able to offer various options.





# 12 Checking expiry dates

How much time have you wasted manually checking the stock's expiry date?

Not only does the OCR function of the BD Rowa™ ProLog enable you to load products and automatically check expiry dates, saving precious time, but it also provides you with superior and improved stock management.

Having an automatic inventory will enable you to have fewer products missing from stock and reduce the average inventory value, allowing you to store only the products that you will sell.

Contact us to find out more:  
<https://rowa.de/en/contact/>







# 13 Precise and punctual warehouse management

The BD Rowa automated dispensing system is one of your team, ask it for information and it will give it to you!

**Our robots are able to provide precise and timely information that will help you improve stock management. For example, you will have a comprehensive overview of the following:**

- The expiry date of the products
- Stock rotation for each product
- The overall product inventory
- The date each product was loaded into the storage system
- Products in stock

This will allow you to manage returns to the wholesaler more efficiently and to select the products for the sell-out according to turnover and stocks.

Find out more about our products:  
<https://rowa.de/en/solutions/store-pick/>



# 14 Storable products

“What can I load into a BD Rowa robotic dispensing system?”

This is one of the questions we are often asked. The answer is simple: everything your pharmacy needs, even cylindrical products!

Secondary packaging boxes and product carriers, which can be purchased directly from the BD Rowa Webshop, allow you to load homoeopathic and cylindrical products into your robot and pharmaceuticals, OTC products, cosmetics, supplements etc.



# 15 Round Robin

Have you ever served a customer with a large number of prescriptions and numerous items per prescription? How does the robot handle innumerable requests from one station and pay attention to requests from the other?

Round Robin mode allows the BD Rowa™ robotic storage system to alternate the dispensing of products to satisfy multiple requests from all the stations served, avoiding long waiting times.







## 16 E-commerce order management

“Is the BD Rowa™ robot also suitable for managing e-commerce orders?”

**Yes, of course! Our automated storage systems can manage any type e-commerce order. It does this in two ways:**

- The first, which is more similar to the idea of e-commerce, allows you to complete each cart without considering the stations' priorities and managing the checkouts.
- The second uses Round Robin logic also used for pharmacy dispensing that involves alternating the dispensing of products to multiple stations.

## 17 Electronic prescriptions

“Can I process electronic prescriptions using a BD Rowa™ robot?”

Yes, you can, quickly and easily! Once the pharmacy IT system has received an electronic prescription, you confirm the order and reserve the products in the BD Rowa™ robot to be delivered to the customer! If the product is unavailable, it will be automatically ordered and indicated as deferred in the storage system.

## 18 Small pharmacy?

Finally, the robot at the price you were looking for!

Would you like more time and space to dedicate to your customers and offer new services? Do you also spend much time ticking off medicines, arranging them in drawers and manually managing the warehouse?

Then our robots are right for you. The pharmacies that have chosen our solutions have recorded a +3% increase in the average receipt and - 5% in cases of out-of-stock.\*

Do you think it costs too much? At BD Rowa, we have developed a unique offer for pharmacies like yours to make the investment sustainable.

Read the testimony of a small pharmacy that has successfully introduced automated dispensing:

<https://rowa.de/en/use-cases/windmill-pharmacy-manchester/>

\*IQVIA performance measurement on low-potential pharmacies for BD Rowa – October 2022



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