

Planner Dossier – Intralogistics

**HÖRMANN INTRALOGISTICS AS A STRUCTURED PROJECT PARTNER
IN MULTI-SOLUTION BUSINESS**





You are planning or overseeing an intralogistics project and are looking for an implementation partner who thinks in integrated systems, delivers with structure, and takes full responsibility?

This planner dossier gives you a concise overview of:

- our service profile in multi-solution business
- typical project types and scales
- our role and interface logic
- concrete value contributions in early project phases

The aim of this dossier is to give you a solid basis for deciding whether – and in which project constellation – HÖRMANN Intralogistics is the right partner, even before a tender process has been launched.

It shows transparently what we stand for, where our strengths lie, and how we can support you during the concept, tender, and implementation phases.

For Logistics Planners and Consultants

As a logistics planner, you define the technical parameters for warehouse and material flow systems. You structure specifications, evaluate system concepts, and help determine which suppliers are invited to submit proposals – often long before the end client has made a final system decision.

We understand this responsibility. And we know: at this stage, what counts is reliable facts, clear accountability, and realistic project parameters – not marketing promises.

This dossier is therefore deliberately structured and fact-oriented. It gives you a transparent basis for deciding whether – and in which project constellation – HÖRMANN Intralogistics is a suitable implementation partner.

It provides you with:

- **Company profile and system competence:** Which service components and integration scopes do we take on with full accountability?
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- **Project matching criteria:** For which project sizes, levels of complexity, and industries are we particularly well suited – and where are the clear boundaries?
→ page 6
- **Differentiation in the competitive environment:** Which structural, technical, and organizational characteristics distinguish us from other suppliers?
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- **Project approach and collaboration with planners:** How do we work during the concept, tender, and implementation phases – and how do we manage interfaces transparently?
→ page 12
- **References and project experience:** Which completed projects demonstrate our competence in multi-solution business?
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Our goal: after reading this dossier, you should be able to make a professionally sound assessment of whether a more in-depth conversation makes sense – based on clear criteria and without unnecessary preliminary discussions.

Company Profile and Group Affiliation

Stability and Implementation Reliability in Project Business

HÖRMANN Intralogistics is part of the HÖRMANN Group – a family-owned industrial company with over 70 years of history. The Group brings together the Intralogistics, Automotive, Engineering, and Communication segments under one roof. With approximately 2,900 employees, total revenues of €720 million were achieved in 2025.

For you as a planner, this affiliation means:

- long-term financial stability
- access to group-wide engineering and steel construction expertise
- reliable resource structures for demanding projects
- entrepreneurial continuity for long-term investment initiatives

HÖRMANN Intralogistics operates as an independent operational unit with clear project accountability, short decision-making channels, and direct technical points of contact.

Our organisation is designed for the parallel execution of complex intralogistics projects – from the concept phase through to commissioning.

Experience and project references

- 400+ completed intralogistics projects
- 38 years of experience in planning and implementing automated warehouse and material flow systems
- 370+ clients from 20 industries

This project experience stands for:

- integration competence across multiple disciplines
- reliable project organisation in demanding implementation scenarios
- sector diversity with a wide range of process requirements

System integration with overall responsibility

We do not understand intralogistics as the sum of individual components, but as an integrated overall system.

As general contractor, we take on full technical, scheduling, and functional responsibility – from the concept phase through to stable handover of operations.

This reduces for you:

- coordination effort between individual suppliers
- liability and interface risks
- alignment overhead during the implementation phase





When Is HÖRMANN Intralogistics the Right Partner?

Matching criteria for your project selection

Not every project suits every supplier. The following framework shows typical project constellations in which HÖRMANN Intralogistics is particularly strong – and scenarios where other suppliers may be better suited.

It serves as orientation for the early project phase and reflects our actual focus in the solutions business.

Category	✓ Particularly well suited	✗ Less suitable
Project scope	<ul style="list-style-type: none"> Automated warehouse and material flow systems at high investment levels General contractor projects with full technical and functional responsibility Greenfield, brownfield, retrofit, and expansions during live operations 	<ul style="list-style-type: none"> Small projects with low levels of automation Pure single-discipline contracts without system responsibility Narrow-aisle racking or mobile shelving solutions
Storage technology	<ul style="list-style-type: none"> Automated high-bay warehouses Mini-load and shuttle systems AutoStore – from standalone to fully integrated overall system incl. robotics Systems for special load carriers (long goods, rolls, corrugated board) 	<ul style="list-style-type: none"> Pure shelving or manual storage solutions Standardised single systems without integration requirements
Integration depth	<ul style="list-style-type: none"> End-to-end IT integration of mechanics, controls, and software (MFS, WCS, WMS) Projects with high interface complexity (ERP, MES, production) Integration into existing warehouse and IT structures 	<ul style="list-style-type: none"> Pure mechanical projects without PLC responsibility Systems with minimal integration requirements Projects without an automation approach
Industries	<ul style="list-style-type: none"> Food and industrial production Timber, paper, and packaging Systems with production-adjacent integration and customisation requirements Industry-independent for AutoStore projects 	<ul style="list-style-type: none"> High-throughput picking >3,000 LUs/h (sorter)
Region	<ul style="list-style-type: none"> DACH and Europe International projects with a defined project structure 	<ul style="list-style-type: none"> Projects outside Europe without a local service concept

The HÖRMANN Intralogistics sweet spot

Our strength lies in projects with a high degree of integration and system depth.

Typically these are projects where multiple technologies, IT systems, and interfaces need to be brought together into one functioning overall system – often while incorporating existing structures or live production environments.

Where coordination requirements, process diversity, and customisation increase, our integration approach delivers the greatest added value.

The Service Portfolio

Technologies and systems for automated intralogistics

HÖRMANN Intralogistics covers the full spectrum of automated intralogistics, from warehousing through transport to picking. The following overview shows which technologies and systems we plan, implement, and maintain as general contractor.

Automated high-bay warehouses

For medium to heavy load units (LUs), we offer customised high-bay warehouse systems with fully automatic inbound and outbound operations. Our particular strength: special load carriers such as long goods, rolled material, or corrugated board – where other suppliers reach their limits.

- Rack height up to 45 m, single to multi-deep
- Technology to specification: classic stacker crane, 2D or 3D shuttle
- Handling of load units from 0.8 to 7 m in length
- Silo and in-house construction

Mini-load systems and AutoStore

For compact goods and high article diversity, we deploy automated mini-load systems and cube storage systems with AutoStore. As an experienced AutoStore integrator, we connect this technology seamlessly with our WMS and other warehouse areas.

- Mini-load solutions as in-house or silo variants
- AutoStore integration with HiLIS WCS (black-box connection)
- Capacity: from 1,000 bins upwards, with no upper limit
- Deep integration into picking and dispatch processes

Conveyor systems and AGV/AMR

Conveyor technology is the backbone of every material flow system. With HÖRMANN Klatt Conveyors, we have our own manufacturing capacities – established across Europe and proven in demanding environments.

- Systems for pallets, containers, cartons, and timber
- Driverless transport systems (AGV/AMR) for pallets and small parts
- Manufacturer-independent integration (including SAFELOG)
- Special conveyors for timber transport, baggage, and cardboard waste

Robotics and pick-by-robot

Picking is often the most labour-intensive process in a warehouse. With AI-supported robotics in partnership with Sereact, we automate this area too – flexibly, precisely, and without complex teach-in processes for new articles.

- KLT handling (bin-in-bin / bin-out-bin): up to 360 picks/h
- Item picking with PickGPT and zero-shot learning: up to 630 picks/h
- No prior programming required for new articles
- Purchase or Robotics-as-a-Service (RaaS)

HiLIS Warehouse Management System

Software is the brain of every automated system. HiLIS is our in-house development with 38 years of continuous evolution – not an off-the-shelf solution, but expertise grown over decades with more than 60 internal IT specialists.

- Full-scale WMS and WCS solution from a single source
- WMS-validated (Fraunhofer IML)
- Standard interfaces to ERP (SAP S/4HANA and others), MES, AutoStore
- 24/7 hotline with remote support

Lifecycle services and retrofit

For us, commissioning marks the start of the most important phase: operations over the entire lifecycle. With over 800 retrofit projects, we have demonstrated that we can modernise and optimise existing systems as well.

- Maintenance, inspection, spare parts service
- Training and digital training modules
- Retrofit: modernisation during live operations
- Machine relocations and conversion projects

Why HÖRMANN Intralogistics?

Differentiating factors for your supplier selection

There are many suppliers for intralogistics solutions. The question is: what distinguishes HÖRMANN Intralogistics? The following four points summarise why planners and end clients choose us as their partner.

Overall responsibility as general contractor

Planning, mechanics, IT, robotics, steel construction: everything from a single source. One point of contact instead of multiple interfaces – from the initial analysis through to service across the entire lifecycle. This reduces complexity and risk for all parties involved.

Manufacturer independence

We are not tied to any single technology provider. This means: integration of market-leading technologies without supplier bias – AutoStore, SAFELOG, Sereact, and other partners. The optimal technology mix for your project.

Integration competence

Our strength is evident in heterogeneous layouts, mixed unit loads, and complex production interfaces. End-to-end process control across all disciplines – even when ERP, MES, and PLC systems come from different manufacturers.

Future-readiness through in-house development

HiLIS as an in-house WMS with 38 years of continuous development. Full scalability and update capability across the complete system lifecycle. Active research and development in robotics, energy management (HiLIS Eco Power), and AI-based control.

Strategic technology partners

For specialised technologies, we work with established partners:



Partner	Area of application
AutoStore	Cube storage, goods-to-person picking
Eurofork	Telescopic forks and load handling attachments for stacker cranes and shuttle systems
Sereact	AI-supported picking robotics, PickGPT
SAFELOG	AGV integration, driverless transport systems
Van den Bos Corrugated Machinery	Turnkey material flow solutions for the corrugated board industry

Certifications and quality standards

Quality and safety are not empty commitments – they are documented:



- **TÜV SÜD ISO 9001** – Certified quality management system
- **TISAX** – Information security for automotive projects
- **WMS** – validated (Fraunhofer IML) – HiLIS verified and certified
- **kununu Top Company** – Recognised employer quality

How HÖRMANN Intralogistics Implements Projects

The 5-phase approach for reliable project delivery

Complex intralogistics projects require structure. Our proven 5-phase model gives all parties involved – planners, end clients, and our project team – clear orientation and planning confidence.



How we support planners in the project initiation phase

Even in the early planning phase, we support planners and consultants with reliable decision-making inputs – before an official tender has been launched.

| What we offer during the planning phase:

- **Technical feasibility assessment:** evaluation of concept approaches with regard to implementation viability
- **Benchmarks and reference values:** experience-based orientation figures for throughput, capacity, investment frameworks, and project timescales
- **Concept sketches and outline layouts:** a basis for variant comparisons and client discussions
- **Technical sparring partners:** direct exchange with project managers, system architects, and IT specialists at eye level

Our commitment: transparency from the outset. Effort, costs, timescales, and impact on live operations are openly documented, so that you and your client have clarity from day one.



References

Selected project examples

Numbers and commitments are one thing – completed projects are another. The following examples show how we have resolved different requirements in practice.

Many of our projects are based on planner layouts and developed in close collaboration with external planners and consultants. We firmly believe: good intralogistics is not created in isolation, but through the interplay of planning expertise and implementation experience.



Multi-technology project: iDM Energiesysteme

In collaboration with an independent logistics planning firm

INDUSTRY:

Heat pump manufacturer | Location: Matrei, Austria

SOLUTION:

- 3-aisle automated high-bay warehouse with 9,322 pallet locations
- AutoStore system with 16,000 bins and 9 robots
- 4 fully integrated picking stations
- HiLIS WMS for all automated and manual warehouse areas

HIGHLIGHTS:

- Synchronous provision of large and small parts for heat pump production
- Expansion during live operations
- Seamless integration into existing production processes
- Combination of different storage technologies under one control system

»The project was a complete success - we are already planning another plant with the multi-solution system from HÖRMANN Intralogistics«

Christoph Bacher

Managing Director, iDM Energiesysteme GmbH



Special load carriers: **Mayr-Melnhof Holz**

In collaboration with an independent logistics planning firm

INDUSTRY:

Timber industry | Location: Leoben, Austria

SOLUTION:

- High-bay warehouse in silo construction, 3 aisles with 7,623 locations
- Innovative modular belt conveyor technology for sawn timber packages
- Automatic packaging line with film wrapping and strapping
- HiLIS WMS with order-based sequence formation

HIGHLIGHTS:

- Handling of sawn timber packages up to 4.2 m in length and 2,700 kg in weight
- 4-unit fork loading with up to 11,000 kg per lift
- Semi-automatic truck loading bay for sequenced loading
- Solution for special load carriers where standard suppliers reached their limits

»The all-in-one concept from HÖRMANN Intralogistics has enabled us to revolutionise our logistics processes. The software control, sensor technology, innovative conveyor technology, and seamless integration into our existing workflows improve our efficiency and competitiveness. We are impressed by the possibilities this new system offers.«

Stefan Hierzenberger

Head of Group Logistics, Mayr-Melnhof Holz

 [reference page](#)



E-Commerce logistics: **Martini Sportswear**

In collaboration with an independent logistics planning firm

INDUSTRY:

Sportswear | Location: Annaberg, Austria

SOLUTION:

- Consolidation of two warehouse sites into a new central warehouse (greenfield)
- AutoStore system with 18,400 bins and 16 robots (expandable to 28,000 bins)
- 3 SwingPorts incl. BinLift for picking, 1 SwingPort for goods receipt
- Connected conveyor technology for packing, labelling, and dispatch

HIGHLIGHTS:

- Management of complex order structures with up to 260 order lines per order
- Throughput in goods outbound of up to 1,100 order lines per hour
- Scalable solution with a defined expansion stage already planned for future growth
- Significant reduction in dependency on manual labour and implicit knowledge

»From a logistics perspective, we had reached our limits. The volumes we had to handle within the timeframes demanded by the market were simply not manageable manually.«

Lisa Moser-Hornegger

CEO, Martini Sportswear GmbH

 [reference page](#)

Further references from automotive, food, e-commerce, and industrial goods are available on request. We are also happy to arrange reference visits to existing clients.





Contact

Your direct line to HÖRMANN Intralogistics

You are planning an intralogistics project and would like to assess whether HÖRMANN Intralogistics is the right partner? We look forward to the conversation – straightforward, direct, and at eye level. Whether it is an initial feasibility check, reference insights, or a concrete proposal.

Get in touch

HÖRMANN Intralogistics Solutions GmbH
Gneisenaustraße 15
80992 Munich, Germany

Phone: +49 89 1498 980
E-Mail: info@hoermann-intralogistics.com
Web: www.hoermann-intralogistics.com/en

Your contacts for planners and consultants:

Current contact details available at
<https://www.hoermann-intralogistics.com/en/contact>



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