

PRESS RELEASE

Interlocked Sales and Service: idealworks Strengthens Its Partner Network With STILL

Munich/Hamburg, October 6, 2022. Increased competitive pressure, highly dynamic markets, changing customer needs, and the success of autonomous mobile robots (AMR) are often leading to a realignment of existing structures and procedures in internal logistics processes. Through the collaboration with STILL, idealworks is entering into another important sales and service partnership on an international level in order to serve customers quickly and reliably.

"AMRs have increasingly become valuable assets across industries," emphasized Michael Schneider, CEO of idealworks, during this year's Logistics Summit at the Congress Center Hamburg, alluding to the growing need for rapidly feasible and scalable automation solutions, fueled by the ongoing shortage of skilled workers.

Like a large number of companies, STILL relies on one of the most flexible and scalable robotics ecosystems on the market: With the central cloud platform *AnyFleet*, which enables the interoperability of transport systems from different manufacturers and thus the seamless collaboration of different automated as well as autonomous systems based on the VDA 5050 standard, and the AMR *iw.hub*, STILL is sustainably expanding its product offering. With over 100 years of market experience, around 9,000 employees and an extensive sales and service network in more than 100 countries, STILL's innovative strength is based on a stable foundation. The Hamburg-based company is now addressing highly fluctuating markets and differing customer requirements by expanding its product portfolio with two complementary solutions from idealworks.

Frank Müller, Senior Vice President STILL Brand Management, explains: "In addition to competitive pressure, the shortage of skilled workers is an important driver to tackle automation that was planned for 'sometime in the future'. Automation is the right choice to future-proof the business."

Moving at speeds of up to 8 km/h, the *iw.hub*, *AXH* at STILL, independently picks up, carries, and delivers payloads of up to 1,000 kg. The system drives autonomously, eliminating the need for markers, magnets or QR codes, so no structural adjustments to the existing facility are required to implement the AMR and cloud platform *AnyFleet*.

Frank Müller adds: "AMRs have become established for horizontal transport. They play to their strengths above all where things get narrow. The *AXH* complements our automation portfolio precisely where we encounter more complex applications."

The intralogistics provider's customer-focused sales and support network meets all the requirements for serving customers quickly and reliably. By collaborating with STILL as a global sales and service partner, idealworks is expanding its partner network and opening up new markets in Germany and abroad:

"The cooperation with STILL enables us to meet the demand for projects that can be implemented at short notice in Europe and outside of Europe and to make our holistic solution portfolio available to an ever-broader clientele," emphasizes Michael Schneider. In the long term, this ensures supply capability and service quality.

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"In addition to our own distribution, we rely on the premium brand STILL to continue our targeted growth as well as the internationalization of our company," Michael Schneider continues. "We are pleased that STILL, as one of the leading companies in the intralogistics sector, is leveraging the great potential in Europe and the world together with idealworks."

"Smart automation solutions are what we offer our customers. Through the partnership with idealworks, we are expanding our automation portfolio with two products that complement our current portfolio and allow us to offer exactly the solution our customers need," summarizes Frank Müller.

Caption: Frank Müller, Senior Vice President STILL Brand Management, and Michael Schneider, CEO idealworks.

About idealworks:

As a deep tech company, idealworks has been enabling the logistics of the future since November 2020. With its flexible, scalable robotics ecosystem consisting of the cloud platform AnyFleet, which allows for the integration of third-party devices based on the standard VDA 5050, and the CE-certified autonomous mobile robot iw.hub, the BMW Group spinoff is revolutionizing the intralogistics of both national and international companies from a wide range of industries.

About STILL:

STILL offers customised intralogistics solutions and implements the intelligent teamwork of forklift trucks and warehouse technology, software and services. The achievement created by the company's founder Hans Still in 1920 through a large amount of creativity, entrepreneurial spirit and quality quickly developed into a strong brand well-known throughout the world. Today around 9,000 qualified staff in research and development, production, marketing and service are involved for the sole purpose of fulfilling customers' needs throughout the whole world. The keys to the company's success are highly efficient products ranging from sector-specific complete offers for large and small enterprises to computer-assisted logistics programs for efficient warehouse and materials flow management. Please also visit STILL on the internet at www.still.de, on Facebook <http://www.facebook.com/still> or on LinkedIn at www.linkedin.com/company/still-gmbh.