

## CUSTOMER SUCCESS STORY

# Printing on Demand: How ESE International automated first aid kit production with OMRON's cobot

ESE International B.V.

Veldhoven,  
The Netherlands



Reduced  
manual labour



Eliminated  
repetitive tasks



Improved  
lead times



[Click here to learn more about ESE International](#)

### Key Benefits

1

Automated repetitive tasks, freeing up employee time

2

Lowered costs through efficient labour and ink-saving technology

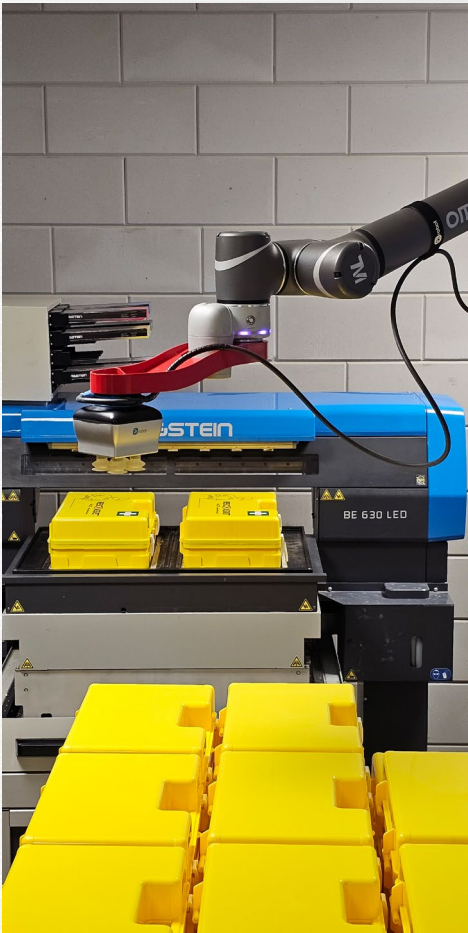
3

Improved lead times, meeting customer demand faster

### At a glance

ESE International B.V., a supplier of medical equipment, wanted to improve the **printing process for first aid kits**. To eliminate repetitive tasks and reduce labour costs, they collaborated with OMRON, KOM Innovative Solutions, and Bergstein Digital B.V.

The solution involved automating the manual process with an OMRON cobot, which handles printing tasks autonomously. This has led to improved efficiency and faster lead times. The project exemplifies strong collaboration within an ecosystem.



## The Challenge

ESE International B.V., a leading provider of medical equipment including first aid kits and evacuation materials, faced a challenge in their production process. The task of printing on first aid kits involved manual labour, where an operator was required to insert each plastic box into a printer, wait for the printing to complete, and then place the finished box back on a pallet. This process was not only monotonous for employees but also inefficient, leading to unnecessary labour costs and wasted time.

ESE International sought to automate this repetitive task, aiming to save on costs, improve efficiency, and reduce downtime during non-working hours. The ultimate goal was to allow the cobot to handle the process autonomously, including running overnight, while saving resources.

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## Results and Benefits

The implementation of the OMRON cobot brought immediate and significant improvements to ESE International's operations. **Joop Kaufman, Managing Director at ESE International B.V.** comments: *"The automation of the printing process has been a game-changer for us. By eliminating repetitive tasks, our employees are now able to focus on more value-added activities, making our operations more efficient."*

*"Bergstein Digital is known for high-speed single-pass industrial inkjet printers to print directly on a variety of products. Our customized printing solution ensured seamless integration of the printers to the production process at ESE,"* **Peter Bergstein, CEO of Bergstein Digital** adds.

**Jeroen Franssen, Sales Manager at KOM Innovative Solutions** explains: *"Flexibility was key for ESE International, and our solution delivered. With easy changeovers between different first aid kit types, their production is more responsive to customer needs. The cobot has enabled ESE to drastically improve lead times. By automating the printing process, they're able to meet customer demands faster and more efficiently with on-demand production."*



## Future Outlook

Looking forward, ESE International plans to continue leveraging automation to further improve efficiency and sustainability across its production lines. The success of this project has also strengthened the collaborative relationship between ESE, KOM Innovative Solutions, Bergstein Digital B.V., and OMRON, ensuring that future technological innovations will be integrated smoothly and effectively.

Ronald Mol, Regional Account Manager at OMRON Benelux comments: *"This project is a great example of how collaboration within an ecosystem of partners can lead to an optimal, customized solution that delivers concrete results. OMRON's commitment to working closely with its partners will continue to drive success stories like this, as businesses strive to automate processes and improve sustainability."*



### *About ESE International*

For more information, please visit: <https://ese-int.nl/>

### *About Bergstein Digital B.V*

For more information, please visit: <https://www.bergstein.com/>

### *About KOM Innovative Solutions*

For more information, please visit: <https://www.kom-automation.nl/>

### *About OMRON Corporation*

OMRON Corporation is a leading automation company with its core competencies in Sensing & Control + Think technology. OMRON is engaged in a wide range of businesses including industrial automation, healthcare, social systems, device & module solutions. Established in 1933, OMRON has about 28,000 employees worldwide, working to provide products and services in more than 130 countries, contributing to the creation of a better society. For more information, please visit <http://industrial.omron.eu>