

# WHY WORKING WITH A FULL LINE INTEGRATOR IS YOUR BEST OPTION



**P:** 800.253.5103

**w:** [www.nVenia.com](http://www.nVenia.com)

750 N. Wood Dale Road  
Wood Dale, IL 60191

**Document Date:** March 22, 2023

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## INTEGRATED PACKAGING LINE OPTIONS

There are many reasons why a producer of consumer or industrial goods needs to consider an integrated packaging line. It could be that their business is growing, and manual operations cannot keep up with the new demand. The availability and cost of labor may have reached a point where automation makes financial sense. Or maybe the type of work that needs to be performed would be less risky via automation than manual labor (e.g., safety and health risks due to the type of product or heavy loads that can lead to workers compensation claims, high turnover, and low employee morale).

**Whatever the reason, your next task is to determine how to configure an automated packaging line that best suits your many objectives.** In addition to selecting the right machine, you'll need to consider - line rate, quality of finished product, accommodating space limitations, available budget, flexibility, maintenance, etc.

There are three options:

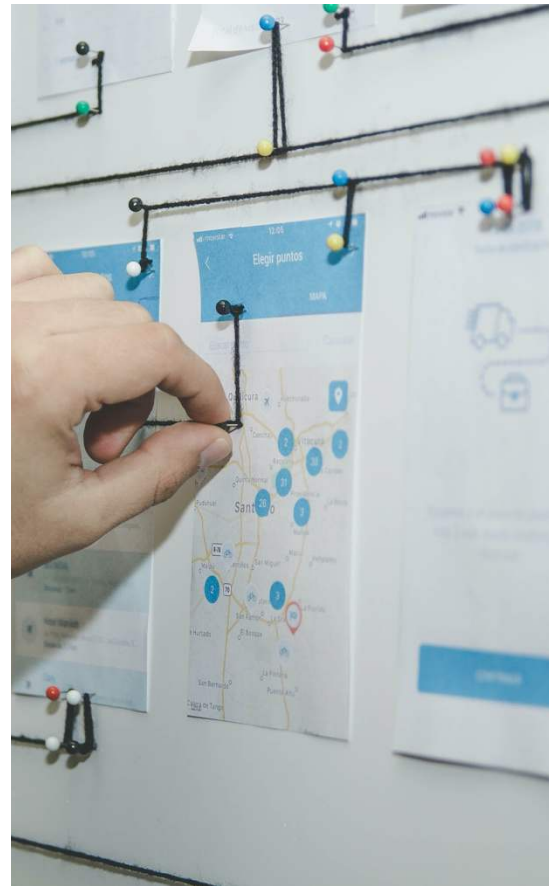
1. Manage the project in-house
2. Hire a third-party integration specialist
3. Work with a full line integrator

Each option has its pros and cons. Let's take a deeper dive into them.

## Option 1: Mangle the Project in-house

This gives you complete control and the most flexibility regarding each component of the packaging system. When you act as a subcontractor, you have the freedom to choose the vendor for each component of the system. If there are vendors with which you already have some relationships and familiarity, you may select those and then round out the balance with ones that you can research on your own, rather than being subject to the biases or preferences of a third-party consultant or integrator, who may have ulterior motives for choosing certain equipment or providers. However, this requires a significant amount of experience in all the components of the system. It means dealing with several OEMs and suppliers and managing separate RFQs.

It then is incumbent on you, as the project manager, to integrate all the pieces and get them to work harmoniously to achieve your desired final output. Few producers have this level of experience or expertise in-house or the time and bandwidth to take on such a complex project.



## Option 2: Hire a third-party integration specialist

This approach allows your team to focus more on the outcome and less on the specifics of each component. It also provides a bit more control over the individual components of the system. The integrator now takes on the bulk of the project management and the integration of the various parts and pieces.

However, integrators are rarely the original manufacturers of the equipment and are highly reliant on the information they can easily research and experience from previous projects. They may not be aware of the types of customization or alternative options that an OEM equipment producer may be able to bring to the table. The integrator, while intending to act in your best interest, may tend to optimize each aspect of the system, seeking the best price and performance solution for each individual component, while possibly compromising the overall system performance.

And finally, once the project is complete, you as the producer are likely left to work with and understand the operation, maintenance and other characteristics of system components from a variety of manufacturers and their varying levels of support, warranty, etc.

## Option 3: Work with a full line integrator

Companies like nVenia, with a range of product offerings, can provide you with peace of mind knowing that each component of the system has been designed or configured to work in concert with the other equipment in your production. A full line integrator can deliver customizations that individual providers may not recognize because of lack of understanding the full project scope. They can also develop master controls and user interfaces that cover the entire system in ways that are difficult when dealing with multiple OEMs.

A full line integrator will typically project manage the installation and commissioning of the system for you, like a third-party integration specialist, but when conducted by the experts who designed and built the system. You get the added benefit of:

- One-stop shopping
- Single point accountability
- Consistent design
- Consistent HMI's and documentation
- Centralized project management
- Centralized training, parts, and service
- Quality and performance assurance of the complete integrated line

After reading through all the options, which is best? Option #3 provides the most benefits. When working with a full line integrator like nVenia, the clear advantages are:

- Lowest Risk for the End User
  - We are packaging experts – It's what we know, it's all we do.
  - Performance guarantees on the entire line
  - Field Assessment Test (FAT) on machinery & key performance elements prior to shipment
- Fastest path from Concept to Production
  - Up to 50% faster using nVenia Design & Build Services
- Lower Installed Cost
  - Purchasing direct from the manufacturer eliminates 3rd party mark-ups.
- Higher uptime
  - Single point of contact
  - Industry leading aftermarket support & training
- Maximum Flexibility
  - Single point of contact for future changes and upgrades
- Direct access to OEM R&D resource and other engineering
- Backed by 24/7 Service & Support with SupportPro
  - Toll-free telephone technical assistance

- Rapid turnaround parts shipment
- Remote programming support
- Nationwide network of field service technicians with years of practical machine experience
- Installation / Start-Up
- Preventative Maintenance
- Emergency Repairs
- Retrofit / Modernization
- Equipment Audits
- Machine Training

At nVenia, our integration experts are here to help deliver packaging system efficiency and performance with custom-engineered solutions that work.

Watch how we can deliver products that can work in your packaging line:

[Peanut Butter Integration Line](#)



<https://youtu.be/7E5idjyMnxY>

LET'S GET STARTED ON YOUR INTEGRATED LINE TODAY – PLEASE REQUEST A QUOTE.