



— INTRALOGISTICS · MHE · OPERATIONS

Grip on flow, *equipment & operations.*

Independent advice for organisations where intralogistics,
equipment and operational processes make the difference.

NEW · RESIDUAL VALUE CHECK

Surplus equipment? Put a second price from
the market next to your supplier's trade-in
offer. Free and without obligation, within five
working days.





WHAT WE STAND FOR

Control within complexity. *That is what it is all about.*

A logistics operation is more than processes, machines and figures. It is the connection between them that determines how well an organisation performs. An operation can add up on paper, while time, space and money leak away in practice every day.

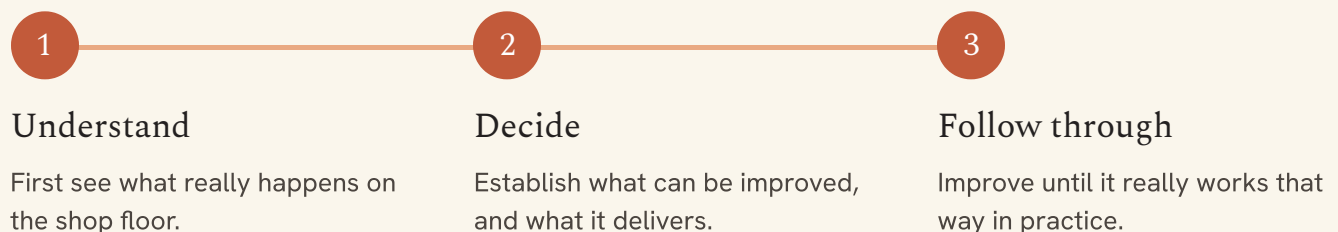
OctaFlow makes that connection visible. We do not look at how processes are meant to work, but at how they actually function. That is where theory and practice differ, and that is where the biggest opportunities for improvement lie.

Our advice is completely independent. OctaFlow does not sell new equipment or automation and receives no commission from suppliers. Every piece of advice starts with one question: what is genuinely best for the client here?



15+	8	100%	0
years of experience in the industry	concrete services	independent & practical	recommendations left in a drawer

HOW WE WORK



With great people, for great people.



SURPLUS EQUIPMENT?

What is your equipment *really* worth?

When you replace equipment, your supplier makes an offer on your old machines. Often that is the only figure on the table, and it comes from the party that will resell the machine afterwards. OctaFlow puts a second price next to it, collected from several dealers bidding against each other. If that price is higher, the difference is your profit straight away.

Free and
without obligation

About five minutes
per machine

A concrete
offer within five
working days

FROM REGISTRATION TO OFFER

1

Register

Specifications and photos, in
about five minutes per machine.

2

Buyers bid

Several dealers bid against each
other on your file.

3

You choose

One amount per machine, next to
your own trade-in offer.

Take the Residual Value Check at
octaflow.nl/en/residual-value-check



From forklift, reach truck and pallet truck to aerial work platform, cleaning machine, tow tractor, separate traction battery, charger or attachment.

One offer is a proposal. *Several offers make a market.*

For any other purchase you ask for several quotes. When you sell your old equipment, that rarely happens. The trade-in offer is accepted because there is nothing to compare it with. The Residual Value Check changes that, and costs you no more than a few minutes.

How it works

You register your equipment via octaflow.nl. For each machine you record the specifications, the condition and any known defects, with photos. You can easily do this on your phone while standing next to the machine. We send it out as one tidy file to several dealers, who know they are not the only ones. Within five working days you hear what the market will pay: one amount per machine, excluding VAT and including collection by the buyer.

Why this delivers more

Not every machine belongs with the same buyer. A clean, three-year-old electric forklift goes to a different party than a reach truck with a damaged mast. OctaFlow knows who is waiting for what: sometimes a dealer who already has a customer for it, sometimes an end user looking for exactly this machine. That buyer pays the best price.

No viewings, no auction, no hassle

Nobody comes round to view and there is no auction. The buyer arranges transport. An offer is subject to inspection at collection, which is why an honest file is your strongest position. A dealer who can see everything bids on what is there. A dealer who has to guess prices in the risk of a disappointment.

Open about our role

Depending on the machine, OctaFlow mediates between you and the buyer, or buys the machine itself and passes it on to the party where it belongs. We tell you this in advance. You compare two amounts and choose the highest.

No strings attached

There are no costs involved. Until the moment you accept, you are free to sell elsewhere, including to your own supplier. If the offer is lower or not interesting enough, it has only cost you a few minutes.

*The same method as a tender, but in reverse:
not suppliers bidding against each other,
but buyers.*

octaflow.nl/en/residual-value-check →



FIRST UNDERSTAND, THEN CHANGE

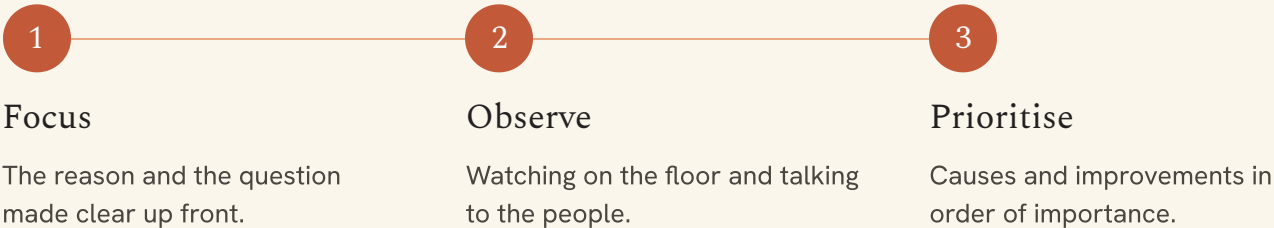
What is really happening *on the shop floor?*

An operation can work well on paper, while time, capacity and money are lost in practice every day. Waiting times, detours and working methods that have not kept pace do not always stand out. The quick scan independently reveals where your operation is really under strain, and which improvements deserve priority.

- 1 to 3 days on site
- Independent, no supplier interest
- Report with bottlenecks and priorities



THREE STEPS TO INSIGHT



A clear picture, *before you invest.*

The temptation to reach straight for a solution is strong: extra people, an extra forklift, more square metres. But a visible problem is not automatically the real problem. A forklift standing waiting does not necessarily mean another forklift is needed.

Sound familiar?

- Volumes have grown, but the way of working has stayed the same.
- Employees wait, search or take detours.
- There is discussion about extra staff or equipment, without it being clear where the problem lies.
- Every department has its own explanation for the same problem.

What we look at

Goods flows, routing and distances, the deployment of people and equipment, capacity and utilisation, working methods, cooperation between departments and the information on which decisions are based. There is no fixed checklist: the focus follows from your question.

Our approach

- 1 Sharpen the question up front.
- 2 Observe the operation on the shop floor.
- 3 Talk with employees and management.
- 4 Identify patterns and underlying causes.
- 5 Record findings and priorities.

What you get

A clear report: where the operation is demonstrably under strain, which causes lie behind it, where capacity is lost and which improvements deserve priority. Not a thick report for the sake of it, but a well-founded basis for your next decision.

What we deliberately do not do

We do not come in with a solution that has already been decided, such as new forklifts, automation or a different layout. Solution directions, a business case or support with implementation are a separate follow-up project, if you want one.

Want an indication first? Take the free Warehouse Performance Check at octaflow.nl: 15 questions, about five minutes. →

First understand what is really happening. Then decide what needs to change.

[More about this service at octaflow.nl](https://octaflow.nl) →



— THE WHOLE IS MORE THAN THE PARTS

Every department performs. *So why does the flow stall?*

Inbound works efficiently, but goods then wait too long. Order picking reaches high numbers, but walks unnecessary metres every day. Performance is not determined by individual processes, but by how they connect. OctaFlow maps that connection and translates it into improvements that make it to the shop floor.

- Independent, no supplier interest
- From analysis to implementation
- Also for questions about automation



— FROM ANALYSIS TO UP AND RUNNING

1

Analyse

The total flow of goods, people and resources.

2

Improve

Concrete measures, in order of impact.

3

Follow through

Support until it works that way in practice too.

Simpler, more efficient *and easier to control.*

A process that worked well at 5,000 pallet movements a week will not necessarily do so at 10,000. The question then is not only how to add capacity, but whether the current way of working is still the most logical one.

Sound familiar?

- Long driving or walking distances and recurring congestion.
- Goods are moved several times before they reach their place.
- A warehouse layout that no longer fits current flows.
- A lack of space, without it being clear where the space is lost.

What we look at

Goods flows, routing and internal traffic flows, warehouse layout and use of space, working methods, capacity and occupancy, and the connection between inbound, storage, replenishment, order picking, production and dispatch.

Automate? First the question, then the technology

Automation can be a strong solution, but it is not automatically the best. First we determine which problem needs to be solved. Can it be done? And if

so, how? Only then comes the question of which technology fits, from whichever supplier.

Our approach

- 1 Define the goal and the starting situation.
- 2 Analyse the current operation.
- 3 Identify bottlenecks and improvement potential.
- 4 Develop improvements.
- 5 Prioritise and substantiate.
- 6 Follow through to implementation.

What you get

A realistic improvement agenda: what needs to happen, why, and in what order. After that we stay involved until the change is in place, whether that is a different way of working or an investment that first needs to be substantiated. You decide how far we go: from analysis to delivery, or only the part you need us for.

The solution follows from the question, not the other way round.

[More about this service at octaflow.nl](https://octaflow.nl) →



THE RIGHT FLEET FOR THE REAL NEED

How many forklifts *do you really need?*

Often fewer than you think. Busyness feels like a shortage, but says little about utilisation. Machines were bought in different years, contracts do not run in step and the work has shifted. OctaFlow analyses how your equipment is actually used, and determines the right number, type and replacement moment.

- Independent of forklift brands
- Advice based on use, not on brand
- From fleet to replacement



FROM FLEET TO REPLACEMENT

1

Map

Fleet, contracts, operating hours and deployment.

2

Analyse

Utilisation, peaks and suitability per machine.

3

Choose

Number, composition and replacement moment.

A balanced fleet, *not the cheapest fleet.*

A fleet that is too small leads to waiting times and lost productivity. A fleet that is too large costs money, even when it stands still: lease, maintenance and inspections simply carry on. The right fleet lies in between. And 20% volume growth does not automatically mean 20% more machines.

Sound familiar?

- Equipment is routinely hired in at peak times.
- Employees wait for the right equipment, while other machines stand idle.
- Contracts expire at different times, or a major replacement round is coming.
- You are considering new machines or a different power source.

What we look at

Fleet composition, the number of machines, utilisation rate, deployment profiles, peak load, the suitability of machines for the work and the right replacement moment. Where possible we use existing data from fleet management, hour registration, maintenance and contracts, linked to what we see on the floor.

Our approach

- 1 Map the current fleet and operation.
- 2 Analyse actual deployment.
- 3 Determine the capacity requirement.

- 4 Determine the right composition.
- 5 Factor in replacement and the future.
- 6 Translate into concrete choices.

What we deliberately do not do

We do not automatically advise fewer machines. And fleet advice never starts with a brand. Linde, Toyota, Jungheinrich, STILL or another brand may be the right choice, but only once it is clear what the operation requires.

Machines left over after the optimisation?
With the Residual Value Check you put a second price from the market next to your supplier's offer.

octaflow.nl/en/residual-value-check →

Want to review your fleet yourself first? Take the free MHE Fleet Health Check at octaflow.nl: 18 questions, about seven minutes. →

First determine what the operation requires. Then decide which equipment fits.

[More about this service at octaflow.nl](https://octaflow.nl) →



ELECTRIFICATION DOES NOT START WITH THE MACHINE

Which power source *suits your operation?*

The switch to electric seems mainly a choice for a different machine. In practice much more changes: charging moments, shift patterns, grid capacity and infrastructure. OctaFlow independently weighs diesel, LPG, lead-acid, lithium-ion and hydrogen against each other, based on your actual use and the costs over the entire service life.

- No technology chosen in advance
- Diesel to hydrogen, every option weighed
- Technology, operations and finance together



FROM USAGE PROFILE TO CHOICE

1

Profile

How intensively, when and in how many shifts.

2

Compare

Power sources, infrastructure and costs side by side.

3

Choose

A choice that works today and stays affordable tomorrow.

The right power source *starts with the operation.*

An electric machine can be a perfect technical fit and still come to a halt on charging capacity. A fleet that electrifies step by step will have a very different power demand in a few years than it does today. Anyone who chooses the machine first and only then looks at the energy supply will run into that later.

Power sources at a glance

POWER SOURCE	STRONG IN	WATCH OUT FOR
Diesel	Heavy conditions, outdoor use, long deployment without a charging moment	Fuel costs, emissions, regulations
LPG	Operating time and flexibility	Operating environment and sustainability targets
Lead-acid	Proven technology, battery swapping possible	Charging room, maintenance, time between charges
Lithium-ion	Opportunity charging, energy efficiency	Investment and electrical infrastructure
Hydrogen	Specific applications with fast refuelling	Highly dependent on available infrastructure

Our approach

- 1 Define the operation and the objectives.
- 2 Analyse the usage profile.
- 3 Compare power sources.
- 4 Determine infrastructure and energy requirements.
- 5 Map out the financial implications.
- 6 Make a future-proof choice.

What you get

The most suitable power source per application, the expected energy demand, the required charging or refuelling infrastructure and the total costs of different scenarios, including a possible phasing of the switch.

What we deliberately do not do

We do not assume that electric is always better. For the technical installation or the grid connection itself, we work with specialists where needed. OctaFlow focuses on the operational and economic question.

*The right power source follows from the operation,
not from the technology.*

More about this service at octaflow.nl →



TACKLE THE CAUSE, NOT JUST THE DAMAGE

The same damage every time?

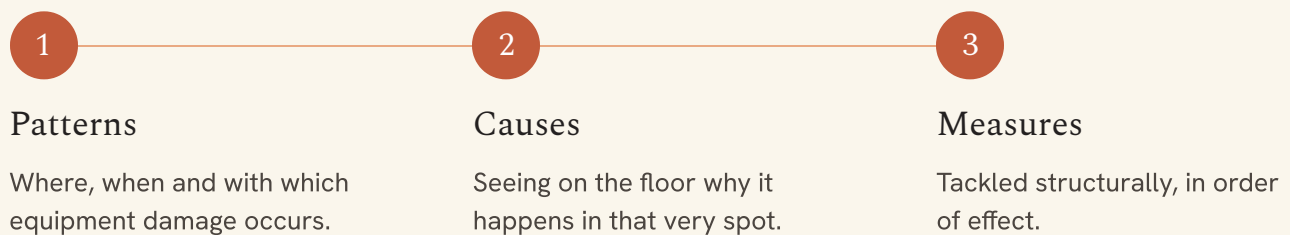
Then it is not bad luck.

A damaged rack, a collision, a faulty machine: each incident is handled separately. But when damage recurs, the cause rarely lies with one employee. Routing, layout, sight lines, workload and equipment deployment often play a part. OctaFlow investigates why damage occurs, and why the same pattern keeps coming back.

- Focus on cause, not on blame
- Data and observation on the floor
- Measures in order of effect



FROM DAMAGE PATTERN TO MEASURE



Not who caused the damage, *but what causes the pattern.*

A single damage of a few hundred euros seems limited. If the same thing happens dozens of times a year, it adds up considerably. And then downtime, repair time and disruption to the operation come on top.

Sound familiar?

- Recurring damage to racking, doors or dock equipment.
- Forklifts and other equipment are damaged more often.
- Damage is recorded, but hardly analysed.
- Measures have been taken, but the number of incidents is not falling.

What we look at

Damage patterns, locations and routing, the deployment and condition of equipment, workload and peak moments, working methods and behaviour, the layout of the environment and the costs: repairs, downtime and replacement equipment.

Our approach

- 1 Define the damage pattern and the goal.
- 2 Investigate patterns in the data.
- 3 Assess practice on site.
- 4 Distinguish causes from one another.
- 5 Develop measures.
- 6 Prioritise by effect.

What it can deliver

Less damage, lower repair and maintenance costs, less downtime and higher availability of your equipment. Not every incident can be ruled out. The aim is to structurally reduce unnecessary and recurring damage.

What we deliberately do not do

Damage reduction does not automatically mean stricter rules, more signs or extra training. If the environment invites risky behaviour, simply addressing people helps little. We do not point fingers. We look for the cause.

*Structural damage reduction starts with the cause,
not the consequence.*

[More about this service at octaflow.nl](https://octaflow.nl) →



SAFETY LIES IN THE LAYOUT

Safety does not start *with a warning sign.*

A situation can comply with every agreement and still create unnecessary risk. A crossing with limited visibility, pedestrians on the internal transport route, a loading area where everything comes together. OctaFlow looks at how people, goods and equipment actually move through your operation, and where the risk arises.

- Tackled at the source
- Driving routes, walking routes and sight lines
- Quick wins and structural measures



FROM RISK TO MEASURE

1

Observe

The intended routes, and the routes that emerge in practice.

2

Understand

Why a risk arises in that very spot.

3

Improve

Measures at the source, in order of urgency.

The best measure *does not rely on alertness.*

The most common response to an unsafe situation is an extra sign, line or instruction. Sometimes that is exactly right. But if the layout keeps causing the risk, a sign changes little. The best measure is often the one that prevents employees from constantly having to rely on their own alertness.

Sound familiar?

- Forklifts and pedestrians use the same routes.
- Near misses happen regularly.
- Certain crossings or passageways feel unclear.
- The site has been reorganised, has grown or has been extended with automation.

What we look at

Driving routes and traffic flows, pedestrian routes, crossings and sight lines, collision protection, marking and traffic layout, equipment and safety systems, working methods and behaviour, and the layout of docks, doors and aisles.

Our approach

- 1 Define the safety question.
- 2 Assess the working environment on site.
- 3 Map risk situations.
- 4 Determine causes and connections.
- 5 Determine improvement measures.
- 6 Set priorities.

Good to know

A Safety Scan is not a search for mistakes by employees. Nor is it a replacement for a statutory risk assessment (RI&E) or a specialist inspection. Where that expertise is needed, it belongs in the process.

Improving safety starts with knowing where the risk really arises.

[More about this service at octaflow.nl](https://octaflow.nl) →



— STRONGER PURCHASING

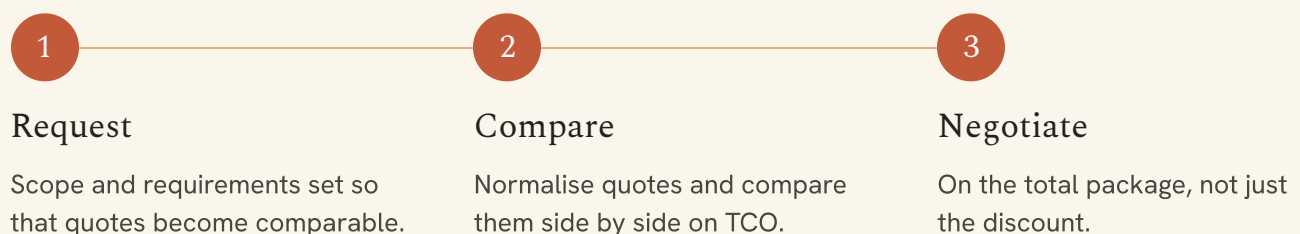
The best deal starts *before the first quote.*

A tender is not won on the lowest purchase price. The quality of the request, the comparability of quotes, the Total Cost of Ownership and the contract terms determine what an investment really costs. With experience on both the commercial and the operational side of the market, OctaFlow knows how suppliers look at a tender, and where the room lies.

- No interest in any brand
- TCO comparison, not just price
- From scope to contract



— FROM REQUEST TO CONTRACT



Do not compare the price, *but what you get in return.*

Two machines with the same purchase price can have very different costs over their term. Two lease proposals look comparable, until you put the service, the term, the indexation and the residual value side by side.

Sound familiar?

- A fleet needs to be replaced in full or in part.
- A large lease or rental contract is coming to an end.
- Quotes are barely comparable with one another.
- There is too little time or capacity to run a tender yourself.

Our approach

- 1 Define needs and scope.
- 2 Draw up the tender documentation.
- 3 Select and approach suppliers.
- 4 Analyse and normalise quotes.
- 5 Compare suppliers.
- 6 Negotiate.
- 7 Contract and final choice.

What counts in a TCO comparison

Purchase or lease, maintenance, energy, insurance, financing, service life, residual value, service terms and the cost of downtime.

The trade-in offer belongs in the negotiation.

When you replace equipment, the new supplier usually also makes the offer on your old machines. That amount disappears into the overall total, while it is a separate transaction with its own market. Test it separately with the Residual Value Check: the same method as a tender, but now buyers bid against each other.

octaflow.nl/en/residual-value-check →

What we deliberately do not do

OctaFlow does not sell new equipment and has no interest in any brand. And the lowest quote is not automatically the best: a slightly more expensive offer with better availability or terms can be worth more over the term.

Not against suppliers. For our clients.

[More about this service at octaflow.nl](https://octaflow.nl) →



THE END OF THE SERVICE LIFE COUNTS TOO

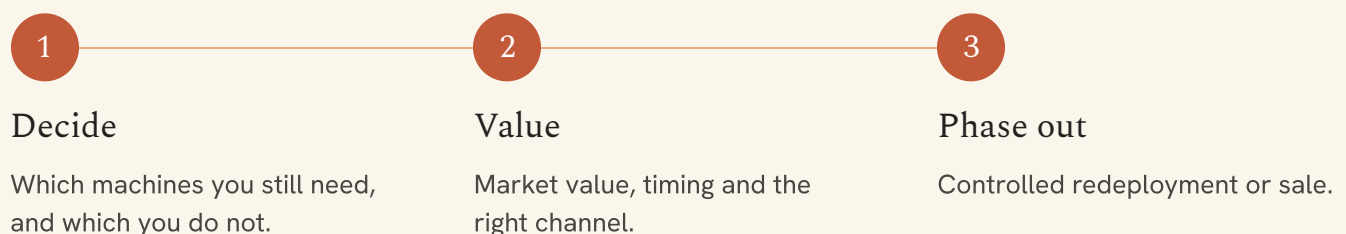
Surplus equipment is *not written-off value.*

A machine can be operationally redundant and still have an attractive value on the market. Waiting too long costs value, and so does selling too soon. OctaFlow determines which machines you still need, what the rest is worth, and when and through which channel you can best redeploy or sell them.

- Buyers bid against each other
- Focused on residual value, not on speed
- Advice and sale kept separate



FROM NEED TO PHASE-OUT



First decide what you need. *Only then what can go.*

When you replace equipment, the offer on your old machines almost always comes from the supplier of the new ones. That offer is rarely meant badly, but it is the only figure on the table, from the party that will resell the machine afterwards. In any other purchasing process you would not accept that.

Sound familiar?

- Machines are structurally underused.
- A new fleet or a major replacement round is coming.
- A site is closing, growing or taking on different activities.
- Lease or rental contracts are coming to an end.

What we investigate

The current fleet, its technical and operational condition, the market value, the timing, the option of internal redeployment and the right sales channel. Book value is not the same as market price.

Our approach

- 1 Determine future needs.
- 2 Identify surplus equipment.
- 3 Determine value and saleability.
- 4 Choose between redeployment and sale.
- 5 Make equipment ready for sale, where it pays off.
- 6 Guide the sale and phase-out.

Not everything has to go

A machine that is redundant at one site may still work perfectly well at another. Disposal therefore starts with the question of whether a machine is really redundant.

Already have specific equipment to spare?

With the Residual Value Check we obtain a second price for it from the market, free and without obligation, next to the offer you already have. Within five working days.

octaflow.nl/en/residual-value-check →

Open about our role

When testing a trade-in offer, OctaFlow mediates, or OctaFlow buys the machine itself. We tell you this in advance. We deliberately deliver the advice on which machines you still need separately from that.

The best sale is not always the fastest sale.

More about this service at octaflow.nl →



— WHO IS BEHIND IT

Eight tentacles, *one whole.*

The name OctaFlow is inspired by the way an octopus coordinates several movements at once. Tentacles that move independently, yet together form one whole. That is how control within complexity comes about.

I am Sjef Kerkvliet, founder of OctaFlow. After more than fifteen years in logistics, internal transport and the transport sector, I know my clients' world from the inside. I built up that experience at, among others, two of the world's leading suppliers of internal transport equipment, and in the trailer, transport and fleet sector. I have worked on both the commercial and the operational side: as a key account manager and within the service organisation.

Over those years I have seen hundreds of logistics organisations from the inside. No two are the same, and yet the same patterns, bottlenecks and opportunities keep coming back. My strength lies in quickly getting to the heart of a complex question, and translating it into improvements that are practical and achievable.



Sjef Kerkvliet · Founder, OctaFlow

1

Sharp and professional

A clear analysis and an independent view. We say what we see.

2

Practical and committed

We stand in the operation, not above it. Solutions have to be workable.

3

Enjoying the work

The best results come about where trust, respect and enjoyment are central.

[More about OctaFlow →](#)



GET STARTED YOURSELF

A first picture, *in a few minutes.*

There are four free tools on octaflow.nl. They do not replace an on-site study, but they do quickly give you direction.

Residual Value Check

A second price from the market for your surplus equipment, next to your supplier's trade-in offer. Free and without obligation, within five working days.

octaflow.nl/en/residual-value-check →

Warehouse Performance Check

Fifteen questions about your logistics operation, about five minutes. You immediately receive a personal report with your main points for attention.



MHE Fleet Health Check

Eighteen questions about your fleet's utilisation, costs, availability, safety, energy and strategy. About seven minutes, with instant results.



The Octagon

Before you go to market: see at a glance whether Finance, Operations, Engineering, QHSE and Sustainability agree on what really matters.



You will find all tools at octaflow.nl



— NO FUSS, JUST A GOOD CONVERSATION

Where can your operation *move forward?*

Whether it is a warehouse that needs to be more efficient, a fleet that should better match actual needs, recurring damage or a major investment: OctaFlow helps you ask the right questions and make well-founded choices. No solution decided in advance, but independent advice that starts with your operation.

Schedule a no-obligation introduction →



Sjef Kerkvliet · Founder, OctaFlow

+31 6 59 11 67 77

sjef.kerkvliet@octaflow.nl

info@octaflow.nl

www.octaflow.nl

Dutch base · International reach

We usually respond the same working day.

With great people, for great people.



Grip on flow, *equipment & operations.*

octaflow.nl

