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REFERENCE STORY, CZECHIA |

WOTAN FOREST OPTIMIZED THEIR PEELING PRODUCTION THROUGH A PERFORMANCE-BASED SERVICE AGREEMENT

Czechia-based Wotan Forest has continually sought innovative solutions to enhance their production capabilities and maintain their competitive edge in the industry. Wotan Forest is a modern and dynamically developing company focusing on primary wood processing and sawn timber production. Currently, they have more than 460 employees who work at three sawmills and four wood processing plants, producing pallets, pallet boxes, plywood, and counterweight veneer. Wotan Forest produces over 3 500 000 pallets and over 45,000m³ of plywood annually.

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Raute provided Wotan Forest with a veneer peeling line in 2015, along with some small upgrades and regular service visits over the years. While the traditional service agreement provided value and supported operational needs, Raute and Wotan Forest recognized the opportunity to further improve material recovery and enhance production volume. This led to the decision to adopt a performance-based service agreement, specifically designed to maximize the equipment's potential and optimize ongoing support for continuous performance improvement.

"Late 2022, Raute enhanced our existing collaboration by introducing a performance-based model that was uniquely tailored to align with Wotan Forest's specific goals. This model built on the strong foundation of our previous service agreement, leveraging a pioneering approach to further enhance our production outcomes and operational efficiency," says **Milan Maxa**, Vice-Chairman of BoD.



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Optimization without substantial extra investments

It was analyzed by the customer that the peeling line production volume became the first bottleneck to further grow Wotan Forest's operations. The true game-changer emerged with the finely tuned activities, seamlessly integrated data analysis and onsite audits, complemented by an extensive range of onsite service initiatives, all encompassed within the performance-based service agreement.

"Raute's proposal was to optimize this line to improve overall production efficiency without substantial new capital investments. This approach involved refining the operation and maintenance processes to maximize the line's output and efficiency," says **Michal Polak**, Director in Solnice.

The core of success under the new agreement has been the deep and proactive collaboration between Raute and Wotan Forest.

"Raute deployed a team of a dozen professionals, ranging from field service technicians to production, technology and data specialists who worked closely with our staff, demonstrating a commitment beyond typical vendor-client interactions. This team was crucial in implementing technical solutions and fostering an environment of continuous improvement and innovation at our site," says **Jiri Slavik**, Service Manager.



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Increased volume, enhanced recovery

One of the most significant benefits of the collaboration has been the remarkable increase in production volume, alongside enhanced material recovery. This not only contributes to direct savings but also aligns well with Wotan Forest's sustainability goals by optimizing the use of resources.

"The benefit of the performance-based agreement enables us to establish achievable, mutually agreed targets and key performance indicators (KPIs), directly connected to service payments. This ensures seamless alignment between our objectives and Raute's service deliverables," says Milan Maxa.

This alignment has encouraged Raute to continuously innovate and enhance their services and solutions, leading to significant improvements in Wotan Forest's production process. The commitment to excellence reflects Raute's dedication to Wotan Forest's success, beyond just financial incentives.

"From our perspective, the icing on the cake has been Raute's holistic approach to service delivery. Instead of merely focusing on equipment efficiency, their strategy encompassed a comprehensive enhancement of our production line, which included innovative technical solutions and proactive service adjustments," says Jiri Slavik, Wotan Forest.



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Partnership supporting strategy

The tangible outcomes of this partnership are evident in the quality and volume of the veneer Wotan Forest produces, which has seen marked improvements in properties and performance.

“This success is not merely a reflection of enhanced machinery but of the strategic partnership that supports every phase of our operation,” says Milan Maxa, Wotan Forest.

As Wotan Forest looks to the future, its continued collaboration with Raute under this performance-based agreement promises to maintain and elevate its production capabilities.

“Raute’s performance-based approach fully supports our strategy, reinforcing our position at the forefront of the forestry industry in Europe,” says Milan Maxa, Wotan Forest.

