



2023 MEDIA KIT



AutoViri™ Solutions by CapStone Technologies



AutoViri Solutions

AutoViri Solutions are a comprehensive suite of products that bring an entirely new level of automation, efficiency and productivity to the print-to-mail industry. The suite includes four robotic technologies and cloud-based software that can be used in any combination to improve operations for continuous mailers, presort mailers, lettershops and co-palletization mailers.

The solutions are designed both to make operations more efficient and to make it simpler to retain USPS workshare discounts, increasing profitability for mailers of all types and sizes.



AutoViri Robotic Technologies

AutoViri robots automate various manual, repetitive tasks that are part of typical print-to-mail operations. The robots increase throughput, reduce labor requirements, prevent employee injury and allow employees to focus on higher-value tasks.



AutoViri Trayer

The Trayer robot sweeps mail pieces into empty USPS trays quickly and accurately in a single sweep for an entire mail tray. It processes all letter-size mail pieces and tray types, automatically selecting the correct tray size. A single Trayer can automate the traying of mail pieces from multiple high-speed inserters. Data from the Trayer becomes part of a business's audit trail, protecting against USPS penalties for errors. The robot sustains live-production efficiencies exceeding 98 percent.



AutoViri Tagger

The Tagger prints tray tags and pallet placards (USPS and/or non-USPS) on-demand. The Tagger's mobile, cross-machine compatibility allows tags to be printed anywhere on your production floor and can be dedicated to a single device or rotated across several devices. It also provides real-time visibility of production data from any web-enabled device anytime, anywhere, and the data is automatically uploaded to a secure cloud connection for reporting and verification.



AutoViri Sleever

The Sleever robot automatically sleeves USPS mail trays without concern for sleeve hygiene, even if they are worn, torn or dog-eared, eliminating manual sleeving. The robot increases production throughput with continuous automatic sleeving and large sleeve queues, saving valuable space on the production floor by centralizing sleeving functions within its small footprint. A single part-time operator can monitor multiple Sleviers operating at full capacity.



AutoViri Palletizer

The Palletizer robot places finished mail trays on pallets by job, customer/supplier agreement (CSA), destination or other criteria and can build at least six pallets

concurrently, improving both productivity and quality. The Palletizer prevents costly USPS Mailer Scorecard postage assessments for nesting errors and provides an audit trail to challenge incorrect assessments. The robot sustains live-production efficiencies exceeding 98 percent.



AutoViri Tray Management System (TMS)

More than just a conveyor, the TMS is an intelligent production system that automatically delivers trays and packages to the next step in your process. Besides eliminating labor-intensive material handling, it increases in-plant accuracy and efficiency with routing you control.



AutoViri OptiSort Shelving

AutoViri OptiSort Shelving increases efficiency by separating and staging jobs, adding flexibility to any production workflow with multiple sort schemes. Tough, modular and ergonomic, it works with all major sorter manufacturers and can be added onto or changed as needed.



AutoViri Software

AutoViri Software is a patented solution that integrates a mail operation's physical and digital workflows, so your eDocs can precisely match the physical mail prepared. AutoViri Software offers total production visibility, and mailers can find and fix 17 costly USPS Mailer Scorecard errors in real time before jobs are released to the USPS, protecting the mailer's workshare discount and increasing productivity. The software is cloud-based and can be used with or without AutoViri robots in any print-to-mail environment.



AutoViri IIoT Analytics

AutoViri IIoT Analytics provides operational insights and enables process optimization by providing real-time and/or historic data visualizations either online or by email to help identify and resolve issues. Users can segment analytics with pre-built filters to glean insights and share meaningful insights inside and outside the organization. Facilitate timely and informed decisions for optimal performance by monitoring machine, production and/or staff KPIs for volumes, velocity and variety against established KPI target thresholds and trigger actionable alerts for underperforming KPIs. The IIoT Analytics also enhances predictability of SLA delays, labor and OT spend, and service/maintenance.

The CapStone Leadership Team



Troy Power

Troy is the Chief Strategy Officer and Co- Founder of CapStone Technologies. He is a skilled mechanical engineer with more than 20 years of experience in project management, analysis, design, development, implementation, technical sales and evaluation of varying client solutions. His expertise is ensuring that any improvements to business operations — including people, processes, facilities and technology — are financially justified and deliver results. In addition to providing strategic and operational leadership, he also works closely with the CapStone team to pioneer the origination, development and deployment of CapStone's patented AutoViri Solutions suite.



Kirk Trofholz

Kirk is the Chief Executive Officer of CapStone Technologies. He started his career with Procter and Gamble and held senior leadership positions at Barilla, Dawn Foods and Nielsen-Massey Vanillas. Kirk also serves on the Board of Directors of Epicurean Butter. With a reputation for helping companies enhance their brand position, Kirk brings a long history of accelerating growth and profitability to CapStone. His leadership role in a variety of CPG companies helps him position CapStone for strategic growth in coming years.



Robb Hagen

Robb is a Co-Founder of CapStone Technologies and serves as Chief Operating Officer. He has more than 20 years of experience with project/program management, process analysis and business development in print-to-mail industries. He is the key liaison for several of the company's major accounts, a product manager to all patented designs and manufacturing, and the most senior project manager for the company. Robb is responsible for ensuring the vision of each CapStone client is translated into reality.



Fritz Buglewicz

Fritz is the Chief Product Officer for CapStone Technologies. He has more than 25 years' experience with project management, procedural analysis and business development in print-to-mail and document management operations. Prior to joining the CapStone team, Fritz owned a successful direct mail firm and worked for nationally recognized statement processing and financial institutions. There he managed operations, efficiency development, facility design and emergency planning.



Pat Keenan

Pat is the Chief Client Officer for CapStone Technologies. He is responsible for client relations and marketing, bringing in new customers and developing ongoing relationships. He helps clients get the most out of CapStone products, including preventative maintenance and emergency support. As a certified Six Sigma Black Belt, he interprets data to help determine a client's needs now and into the future, helping reduce costs and increase profits.



Joe Booth

Joe is the Chief Growth Officer for CapStone Technologies. Throughout his career, Joe has managed sales, marketing, business development and growth strategies for both large and small companies in the manufacturing and logistics industries. He has led teams to achieve aggressive growth goals and brings over 20 years of experience in automation. As an entrepreneur, he has started or partnered in five companies. Joe is responsible for managing Capstone's Logistics and Parcel Post Services division.

Resources

About CapStone Technologies, LLC

Founded in 1999, CapStone Technologies provides automation services and business engineering to the print-to-mail industry with state-of-the-art robotic technology, advanced innovation and proven process engineering to create efficiencies and save labor. Its one-of-a-kind software solution connects the physical and digital workflows on the production floor to provide virtual visibility of performance while reducing errors to protect USPS discounts.

Company Certifications and Awards

CapStone Technologies has been awarded multiple patents for AutoViri and is certified by Idealliance in its Mail Professional and Mail Professional Advanced programs.



CapStone Technologies has been recognized as one of America's Fastest Growing Private Companies on the Inc. 5000 list.



As a certified FANUC integrator, CapStone Technologies has greater access to engineering data, systems information and support and service for FANUC robots.



As a Cognex Logistics Partner Integrator, CapStone Technologies installs, commissions and supports vision systems used by Cognex cameras.

Image Library

Logos, images, photos, videos, renderings and product sheets for AutoViri Solutions can be found at www.captechno.com/resources

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