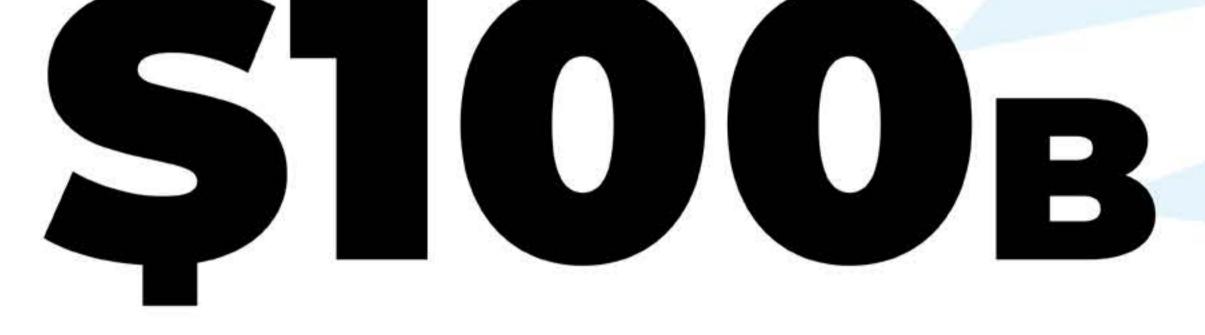
# **EXAMPLE COMMERCE EXPLOSION PUSHES GROCERY TO THE NEXT LEVEL**

Industry leaders must find a better way to fulfill more frequent online orders while offering innovative delivery options.

## **ONLINE GROCERY EXPLOSION**

Online grocery adoption will reach





in spending in 2021, representing more than 12% of US eCommerce sales. EMARKETER

### CUSTOMERS WANT MORE OPTIONS

PICKUP



Customer expectation of same-day order fulfillment and delivery is decimating grocery margins, with estimates putting losses anywhere from **\$7 (for curbside pickup) to \$13 (for deliveries) per order**.

DELIVERY

LED TV

**BAIN & COMPANY** 

Downloads of **Instacart, Walmart, and Shipt** have increased by 218%, 160%, and 124%, respectively.

STATISTA

553% of consumers "extremely likely" to use BOPIS for groceries. SHOPPING

ONLINE



## INTELLIGENT ROBOTIC AUTOMATION IS THE ANSWER

### Grocery retailers incur a pure loss of \$5 to \$15

on every MANUALLY picked online grocery order.

#### FORBES

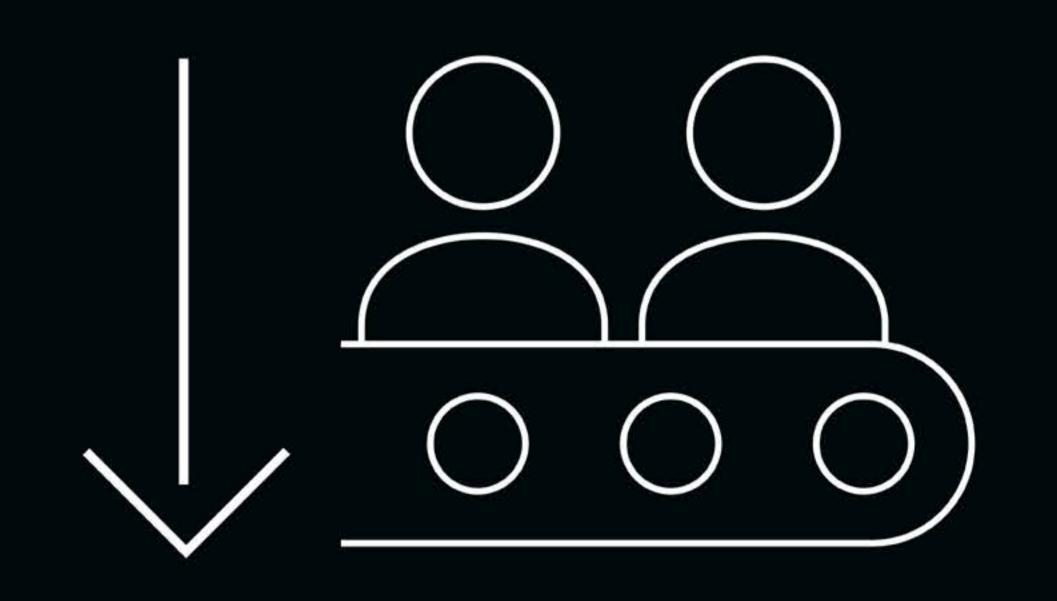
Automation technologies help grocers operate a typical retail store with up to **55% to 65%** fewer hours, reducing costs.

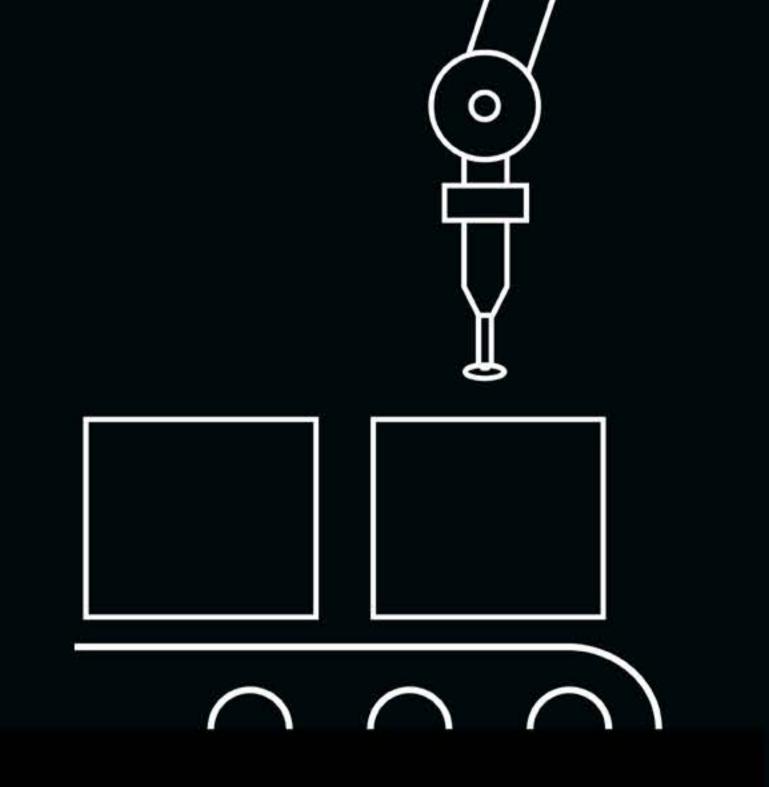
#### MCKINSEY

Grocery will represent **70% to 80%** of the market for micro-fulfillment centers often powered by robotic automation.

### LOGISTICSIQ

## WHY BERKSHIRE GREY



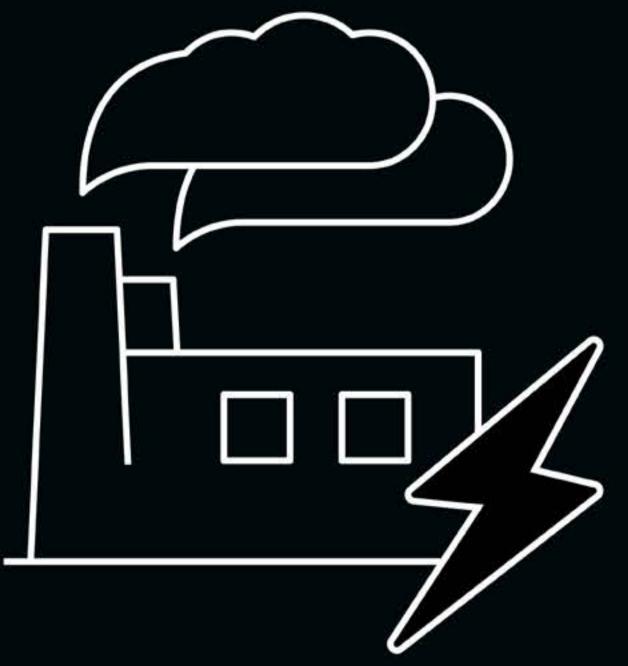


Our customers have reduced labor by up to



Grocery robotic each pick SKU eligibility with our solutions can reach up to





Our customers increase operational throughput by up to





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