



## Intelligent Enterprise Robotic Solutions for Grocery

Get grocery and convenience goods to shoppers faster — and at lower operational costs.

### Industry Challenge



The shift to eCommerce and online shopping has changed the face of Grocery, Convenience, and Food Distribution businesses that now must:

- Fulfill more orders for home delivery, in-store, and curbside pickup.
- Attract and retain up to 10 times as many employees to pick, pack, and ship goods.
- Decrease reliance on traditional technology that requires labor.
- Scale rapidly to meet demand spikes in stores and in new and existing facilities.
- Increase throughput to enable BOPIS, curbside pickup, and home delivery services.

### Berkshire Grey Intelligent Enterprise Robotic Grocery Picking Solutions



- Increase fulfillment throughput by up to 50%.
- Robotically assemble break pack orders without worker intervention.
- Enable new back-of-store fulfillment processes.
- Convert goods-to-person stations into goods-to-robots stations.
- Integrate picking and mobility to enable multiple grocery fulfillment options.
- Improve customer service with faster online order fulfillment.

## GROCERY SOLUTION CORE CAPABILITIES

### Smart Store Replenishment

#### Intelligent robotic product sortation systems:

- Automate picking of high-volume single-SKU totes and sort them into outbound orders.
- Enhance manual picking with automated sorting of single-SKU, eaches, inner packs, and less-than-case quantities into specified containers for shipping to store and customers.

- Increase operational efficiency and capacity.
- Prevent stockouts and avoid overstocking.
- Decrease operational costs associated with picking by 40% to 70%.
- Gain throughput with more shifts and less labor.
- Increase product availability.
- Increase order accuracy with automated picking.

### Online Shopping / eCommerce Fulfillment

#### Direct-to-consumer order picking and fulfillment:

- Pick and place individual items into eCommerce packages and outbound containers.
- Deploy large scale robotic product sortation systems to simultaneously pick and sort grocery items to multiple outbound customer orders.
- Simplify the temporary storage of orders prior to customer pickup and increase efficiency by batch picking.

- Reduce store order manual picking cost.
- Improve throughput by increasing hours.
- Handle a wide variety of SKUs and packaging.
- Accelerate speed of delivery.
- Reduce labor costs.
- Decrease front-of-store associate picking.

### Goods-to-Person to Goods-to-Robot Conversion

#### Robotic system for picking, placing, and packing:

- Convert manual pick stations into automated robotic pick stations.
- Autonomously pick items from Automated Storage and Retrieval Systems (ASRS) and other goods-to-person solutions.

- Reduce and replace manual labor.
- Handle 3X the number of SKUs versus other robotic picking solutions.
- Increase utilization of technology investments.
- Reduce manual picking errors.

### Mobile Robotic Fulfillment

#### High-throughput fulfillment approach that combines robotic picking and mobility:

- Enable new grocery fulfillment processes by turning any floor into a dynamic sortation system with minimal disruption.

- Increase throughput capacity.
- Boost delivery and restock efficiency.
- Decrease labor costs.
- Install in weeks rather than months.

## What You Get With Berkshire Grey

- Full portfolio of professional services, such as installation, commissioning, maintenance, software updates, and operations.
- Integration with other Berkshire Grey technologies, manual process, and ASRS systems to enable dynamic distribution applications.
- CapEx and Robot as a Service (RaaS) flexible business models.

**Learn how Berkshire Grey can help you get started.**

Find out more at [www.berkshiregrey.com](http://www.berkshiregrey.com)