



Berkshire Grey Robotics as a Service (RaaS)

Robotic automation solutions can transform enterprise businesses with intelligent systems that increase throughput and streamline processing while lessening the organization's overall dependence on labor. With Robotics as a Service (RaaS), more businesses can access robotics to address labor, productivity, and throughput improvements across their distribution centers.

Berkshire Grey's RaaS enables organizations to invest in robotic automation using their OpEx budget as a single flat recurring fee.

With Berkshire Grey's RaaS offering, businesses can adopt high impact robotic automation with lower upfront costs and more predictable pricing, while scaling high throughput performance over time.

THE ADVANTAGES



LIMITED UPFRONT INVESTMENT

Achieve ROI as fast as the first pick.



PREDICTABLE COSTS

Single flat recurring fee, regardless of usage.



MAINTENANCE INCLUDED

Fee includes support, maintenance, and spares.



FLEXIBLE ENVIRONMENT

Scale robotics resources to keep pace with demand.

Berkshire Grey Delivers Real-World Solutions

Berkshire Grey's RaaS offering allows customers to accelerate adoption of transformative technologies for their operations while minimizing upfront costs and receiving ongoing, on-site expert support. BG's solution experts work with each customer to determine if the BG RaaS approach best suits their environment and their business.

In addition to RaaS, BG offers traditional CapEx pricing and hybrid pricing (a mix of capital plus RaaS) to accommodate all customer purchasing preferences and situations.

	CapEx Pricing Model	RaaS Pricing Model
Price Structure	Upfront capital expenditure	Single flat recurring fee
Ownership	Your company owns equipment	BG owns and manages equipment
SW enhancements, upgrades, and patches	Annual fee for support	Included
Hardware audits and maintenance	Annual fee for support	Included
On-site support and maintenance	Self maintained; Additional fee for BG support	Included
Spares and non-consumables	Additional cost	Included

Berkshire Grey's robotic automation solutions transform your supply chain into your biggest competitive advantage.

About Berkshire Grey

Berkshire Grey automates complex supply chain processes and optimizes fulfillment operations, accelerating business growth through AI-enabled robotic automation. Our modular and configurable solutions can be leveraged across eCommerce fulfillment, store replenishment, retail, grocery and convenience, 3PL, and package handling and logistics. **Contact us today to learn how we can help boost your business.**

Solution Maintenance Included with BG RaaS:

- ✓ Software enhancements and updates
- ✓ Hardware and software portal access and phone support
- ✓ On-site support
- ✓ Response time SLAs
- ✓ Spares and non-consumables
- ✓ Customized monthly reports
- ✓ Weekly call log review
- ✓ Version tracking and release planning
- ✓ Annual hardware maintenance audit
- ✓ Hardware and software bug fixes and patches
- ✓ Annual training and audit follow-up

