



CUSTOMER
Fortune 100 Retailer

INDUSTRY
Off-Price Retail

USE CASE
Breakpack
Store Replenishment

Off-Price Retail Success Story

Berkshire Grey's RSPS offering helped modernize this retailer's store replenishment operations by replacing their aging manual infrastructure with a highly efficient and scalable solution. This enabled new capacity and opportunity to grow in their existing network, with resiliency to adapt to quickly changing supply chain and business demands.

Customer Challenges

A large retailer struggled to find workers to keep up with demand for its growing store replenishment operations. Wanting to boost efficiency and throughput in an aging facility, the customer needed a solution that could:



Replace strained, aging infrastructure, including put-to-light, pick loops, and unit sorter operations.



Handle constantly changing product profiles with no SKU information from a wide range of categories including health and beauty, electronics, pet care, packaged foods, toys, apparel, housewares, etc.



Grow facility capacity with systems that can expand over time without increasing labor or disrupting existing warehouse flow.



Deploy into brownfield (on mezzanines), eliminating the need for a new warehouse and thus lessening the impact of increasing real estate costs.



Increase worker satisfaction, lessening dependence on changing headcount for varying spikes in demand.



Increase cubic fill to reduce store shipments by 15%, increasing efficiency and saving on transport costs.



Berkshire Grey Solution

Berkshire Grey's Robotic Shuttle Product Sortation System (BG RSPS) was implemented to optimize off-price backpack store replenishment fulfillment with improved labor efficiency and throughput.

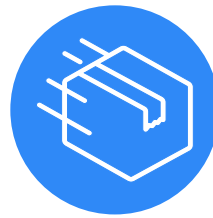
- ✓ Sorts all “less than case quantity” volume in the building, including some SKUs which were not eligible for processing via the existing sorter.
- ✓ Integrates shipping box handling and automation (creation, closing, P&A, prep).
- ✓ Configured seamlessly into existing warehouse flow with minimal SW changes.
- ✓ Delivered as a complete, automated solution that installs easily and requires minimal training.

What You Get With Berkshire Grey

Proven track record by a world-class team with hundreds of millions of off-price retail picks — enabled by intelligent and highly-scalable technology solutions that set the standard for productivity, flexibility, and reliability in automation.

Scale easily — Add multiple systems for a coordinated solution that increases throughput and labor efficiency.

Integrate into any environment — Compatible with both manual and automated storage solutions as well as cross-dock and value-added services workflows, with a solution footprint as small as 2,500 sq ft.



50%

Capacity Increase

- Increased break pack, split-case, and cross-dock processing capacity without adding labor.
- Achieved same throughput capacity in ~50% of the original footprint of the manual solution (4x throughput per square foot).



~3 yr

Payback Projection*

\$34M labor cost savings expected over the life of the system.

* All-in customer paybacks are typically in the 3-5 year range.



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FTE reduction

- Reduced crowding by allowing one operator to independently support up to 52 order locations.
- Increased throughput of 1800-2000+ uph by replacing put-to-store operations with system-optimized order container handling,